



Heartland Video Systems, Inc.

Broadcast & Professional Solutions

CONVERSION • TRANSMISSION • COMPRESSION • MONITORING
AUTOMATION • STORAGE • ROUTING • INTEGRATION

April 8, 2009

WV Purchasing Division
2019 Washington St. E
P.O. Box 50130
Charleston, WV 25305-0130

Dear Ms. Murray:

Thank you for the opportunity to respond to RFQ Number EBA196.

Heartland Video Systems, Inc. is Harmonic's largest reseller. We stock Harmonic encoders as loaners at our facility.

Since you already have a Harmonic NMX, we would be able to do the minor upgrade during the installation process.

In the past year and a half, we've successfully completed other Harmonic encoding systems at WENH, SCETV, and Louisiana Public Broadcasting. References can be provided upon your request.

We assume that you have PSIP already addressed in this system. We are happy to help integrate your existing PSIP system into the Harmonic encoding system.

We've quoted optional Evertz closed caption cards for each SD channel if required.

We've quoted our HVS integration and installation services in place of the Harmonic SCTC.

Please contact me at 920-893-6760 if you have any questions or concerns with regard to our response to this RFQ.

Sincerely,

Amy Westphalen

RECEIVED

2009 APR -9 A 10:01

PURCHASING DIVISION
STATE OF WV

1-800-332-7088 www.hvs-inc.com

CORPORATE OFFICE

1311 Pilgrim Road, Plymouth, WI, 53073
(800) 332-7088, (920) 893-4204, Fax (920) 893-3106

IOWA OFFICE

375 Collins Road NE, Suite 114, Cedar Rapids, IA, 52402
(319) 294-1360, (800) 332-7088, Fax (319) 294-1341



Heartland Video Systems

1-800-332-7088
www.hvs-inc.com

QUOTE

Quote #	WISQ15435
Doc Name	State of West Virginia BID # EBA196
Date	03/17/09
Sales Rep.	Amy Westphalen
Terms	Net 30

Quote To:

State of West Virginia

Shelly Murray

2019 Washington St. East
Building 15
Charleston, WV 25305-0130
USA

Ship To:

State of West Virginia

Shelly Murray

2019 Washington St. East
Building 15
Charleston, WV 25305-0130
USA

(304)558-8801

Qty	Manuf	Model	Description	Unit Price	Ext. Price
Harmonic SD Encoders (Electra 5000)					
3	Harmonic	ELC-5K-MP2	ELC-5K MPEG-2 ATO MODEL consisting of: 1) ELC-5010-MP2-HW-AC 2) IOM-AIC	\$9,343.80	\$28,031.40
3	Harmonic	ELC-5010-MP2-HW-AC	ELC-5010-MP2 CHASSIS, AC	\$0.00	\$0.00
6	Harmonic	IOM-AIC	AIC audio card Optional stereo audio encoding board for Electra encoders. Embedded or digital AES inputs. Supports 2 stereo pairs of MP1LII or AC-3 compression, or 2 streams of AC-3 2.0/5.1 pass-through Can support 2 stereo pairs of AAC/HE-AAC through. stereo compression with firmware license. The purchase of this option, when and if available, is separate and independent from the purchase of all equipment and/or services contained within this quotation.	\$0.00	\$0.00
3	Harmonic	SW-LIC-30-LAN	Class 30-LAN NMX Device License Software license for Managing and Monitoring devices using NMX. Class 30 devices VBR encoders within an IP based Statistical Multiplexing Pool in a Local Area Network environment. per channel.	\$825.00	\$2,475.00
3	Harmonic	RM-3-24	1 or 3 RU Rack Mount Kit, 24" front rail to rear rail spacing Kit for rack mounting a DiviCom 1RU Encoder or MediaNode 3 RU chassis. 24" front to rear rail spacing (30" deep rack).	\$60.00	\$180.00
Harmonic ProStream 1000 Multiplexer					
1	Harmonic	PRM-1K-MUX-SCR	ProStream 1K MUX SCR ATO Model	\$0.00	\$0.00
1	Harmonic	PRM-1K-CHS-AC-B	ProStream-1000 (MUX) AC Chassis Prostream 1-RU chassis, AC Power Supply. Up to 5 IO Cards for (to be ordered Separately)	\$4,034.00	\$4,034.00
1	Harmonic	PRM-1K-IOM-GBE-0002	ProStream 1000 GbE Card 2-Gbe input/ output module. Scrambling Licenses to be Ordered Separately.	\$2,500.00	\$2,500.00
1	Harmonic	PRM-1K-ASI-SCR-0001	ProStream 1000 ASISCR I/O module 4-ASI input/ output module for Re-Multiplexing, DVB-CSA Scrambling, and GPS input for SFN adaptation.	\$1,410.00	\$1,410.00
2	Harmonic	GSF9100-02-1	Transceiver SFP module copper Harmonic SFP Module 1000Base-T, Electrical RJ-45 connector	\$120.00	\$240.00
1	Harmonic	SW-LIC-PRM-DT	PRM 1K DivitrackIP License per pool	\$945.00	\$945.00
1	Harmonic	SW-LIC-40	Class 40 NMX Device License Software license for Managing and Monitoring devices using NMX. Class 40 devices - Multiplexers excluding scramblers, Rate	\$1,125.00	\$1,125.00

Heartland Video Systems, Inc.

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IA Office:
375 Collins Rd NE, Ste. 114, Cedar Rapids, IA 52402, (319) 294-1360, (800) 332-7088, fax: (319) 294-1341

Qty	Manuf	Model	Description	Unit Price	Ext. Price
			shapers or Splicers. Per device.		
1	Harmonic	RM-3-24	1 or 3 RU Rack Mount Kit, 24" front rail to rear rail spacing Kit for rack mounting a DiviCom 1RU Encoder or MediaNode 3 RU chassis. 24" front to rear rail spacing (30" deep rack). Harmonic NMX Digital Service Manager Upgrade	\$60.00	\$60.00
1	Harmonic	SW NMX UPG MINOR	NMX Digital Service Manager Minor Upgrade Option Minor Upgrade license for NMX application License & price are per PC platform. Harmonic Support (first year)	\$2,300.00	\$2,300.00
1	Harmonic	SLAS+1YHWATADV	Silver Plus SLA for Digital VideoHardware. 12 Months term. Silver Plus SLA for Digital Video Hardware. 12 Month Term. Starts at Equipment Shipment and is Invoiced Totally in Advance.	\$1,732.50	\$1,732.50
1	Harmonic	SLAPL1YSWATADV	Platinum SLA for Digital VideoSoftware. 12 Months term. Platinum SLA for Digital Video Software. 12 Month Term. Starts at Equipment Shipment and is Invoiced Totally in Advance. Cisco IP Switch	\$1,307.25	\$1,307.25
1	Cisco	WS-C2960-24TT-L	24-port 10/100BASE-TX Fast Ethernet managed rackmountable switch with 2 10/100/1000BASE-T uplinks	\$852.19	\$852.19
1	Cisco	CON-SNT-C29602TT	SMARTnet - Extended service agreement, replacement, 1 year, 8x5 ,NBD	\$83.99	\$83.99
			Optional Closed Caption Converters		
0	Evertz	7760CCM-HD+1RU	SD-SDI/HD-HDI Closed Caption monitor, and EIA608/EIA708 Translator with Vistalink. Rear connector plate for 1RU frame.	\$2,042.50	\$0.00
0	Evertz	7701FR+PSX	1RU Multiframe which holds up to 3 single or dual slot modules. Optional external redundant power supply.	\$1,258.75	\$0.00
			System Integration		
1	HVS	HVS3	All equipment will be configured and tested at HVS facility prior to shipment. System interconnect drawing will be generated and provided to customer. Equipment will be shipped to customer for customer installation and interconnection.	\$960.00	\$960.00
1	HVS	HVS4	HVS will provide 2 days on-site for system commissioning and customer training. Prior to HVS deployment, customer will have all equipment installed in racks, interconnected per HVS provided drawings, and all input and output signals to existing station equipment will be connected as required. HVS will provide training for up to 4 qualified technicians. A detailed Statement of Work (SOW) will be drafted and agreed to by all parties before work begins. Proposed price includes all travel expenses.	\$3,300.00	\$3,300.00
				Total	\$51,536.33

PROPOSALS FROM HEARTLAND VIDEO SYSTEMS INC. (HVS) ARE VALID FOR 30 DAYS

Restocking Fees: A 15% restocking fee will be charged for items returned unopened and within 30 days of shipment date with approval.

Quote accepted for order by: _____ Date: _____

Heartland Video Systems, Inc.

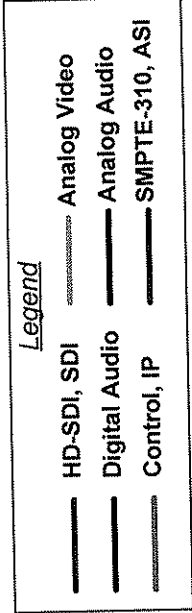
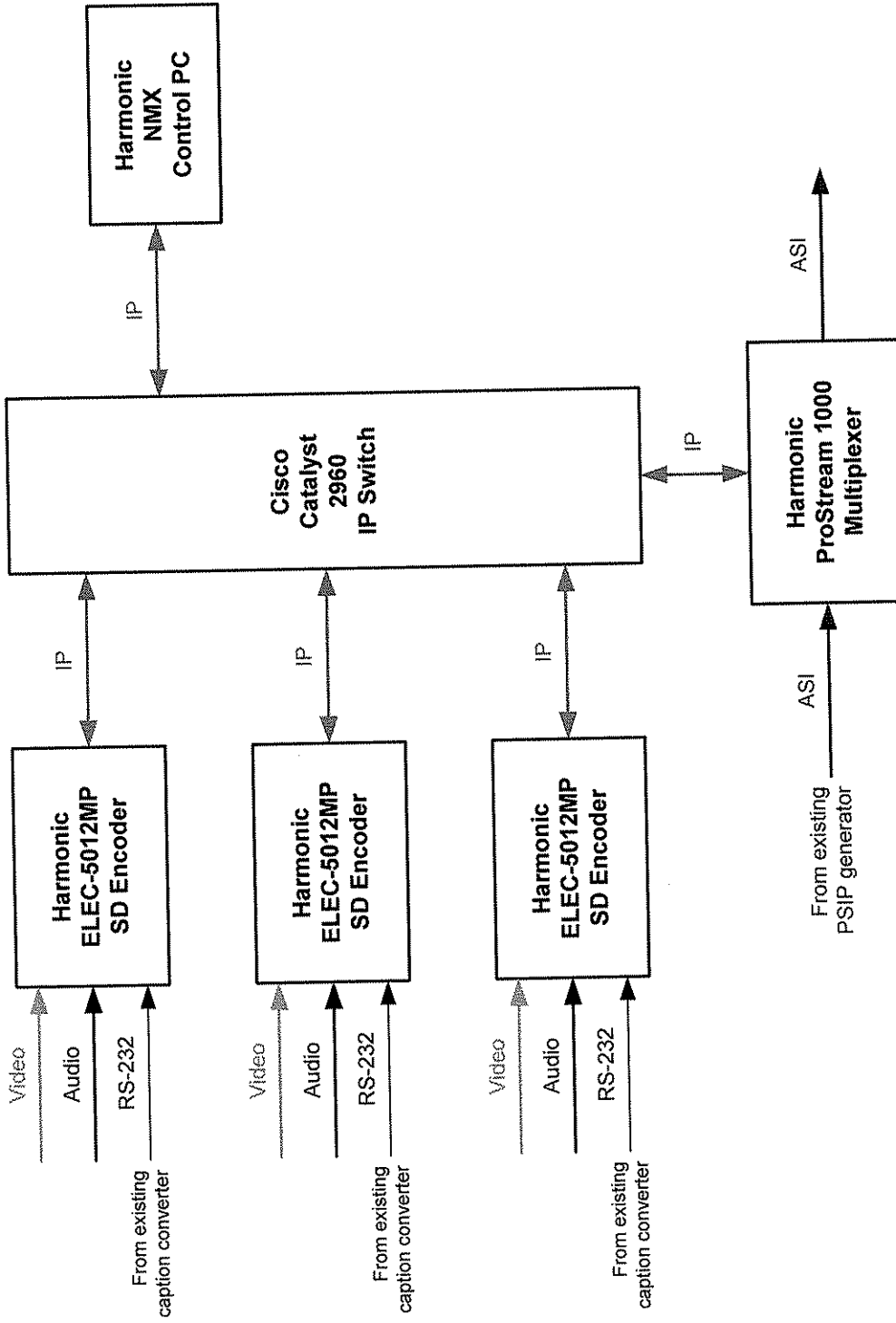
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IA Office:

375 Collins Rd NE, Ste. 114, Cedar Rapids, IA 52402, (319) 294-1360, (800) 332-7088, fax: (319) 294-1341

State of West Virginia Harmonic Encoding System





State of West Virginia
 Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

Request for Quotation

RFQ NUMBER
EBA196

PAGE
1

ADDRESS CORRESPONDENCE TO ATTENTION OF
SHELLY MURRAY 304-558-8801

VENDOR

*520132253 920-893-4204
 HEARTLAND VIDEO SYSTEMS INC
 1311 PILGRIM RD
 PLYMOUTH WI 53073

SHIP TO

EDUCATIONAL BROADCASTING
 AUTHORITY
 600 CAPITOL STREET
 CHARLESTON, WV
 25301-1223 304-558-3400

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
03/12/2009				

BID OPENING DATE: 04/09/2009 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	LS		020-71		\$ 51,536.33
<p>THE WEST VIRGINIA PURCHASING DIVISION, FOR THE AGENCY, THE WEST VIRGINIA EDUCATIONAL BROADCASTING AUTHORITY, IS SOLICITING BIDS FOR SD ATSC ENCODERS AND MULTIPLEXERS THAT SHALL BE COMPATIBLE AND INTEGRATE WITH EXISTING ENCODING EQUIPMENT PER THE ATTACHED SPECIFICATIONS.</p> <p>TECHNICAL QUESTIONS MUST BE SUBMITTED IN WRITING TO SHELLY MURRAY IN THE WEST VIRGINIA PURCHASING DIVISION VIA MAIL AT THE ADDRESS SHOWN AT THE TOP OF THIS RFQ, VIA FAX AT 304-558-4115, OR VIA EMAIL AT SHELLY.L.MURRAY@WV.GOV. DEADLINE FOR ALL TECHNICAL QUESTIONS IS 03/25/2009 AT THE CLOSE OF BUSINESS. ALL TECHNICAL QUESTIONS RECEIVED, IF ANY, WILL BE ANSWERED BY ADDENDUM AFTER THE DEADLINE.</p> <p>QUESTIONS CONCERNING THE ACTUAL PROCESS BY WHICH A VENDOR MAY SUBMIT A BID TO THE STATE OF WEST VIRGINIA ARE NOT CONSIDERED TO BE TECHNICAL QUESTIONS AND MAY BE SUBMITTED AT ANY TIME PRIOR TO THE RFQ OPENING DATE AND IN ANY FORMAT.</p> <p>CANCELLATION: THE DIRECTOR OF PURCHASING RESERVES THE RIGHT TO CANCEL THIS CONTRACT IMMEDIATELY UPON WRITTEN NOTICE TO THE VENDOR IF THE COMMODITIES AND/OR SERVICES SUPPLIED ARE OF AN INFERIOR QUALITY OR DO NOT CONFORM TO THE SPECIFICATIONS OF THE BID AND CONTRACT HEREIN.</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
<i>Amy Westphalen</i>	920-893-6760	4-8-09
TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE
<i>Inside Sales</i>	39-1917289	

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



State of West Virginia
 Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

Request for Quotation

RFQ NUMBER
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304-558-8801

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 *520132253 920-893-4204
HEARTLAND VIDEO SYSTEMS INC
1311 PILGRIM RD

PLYMOUTH WI 53073

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AUTHORITY
600 CAPITOL STREET

CHARLESTON, WV
25301-1223 304-558-3400

DATE PRINTED	TERMS OF SALE	SHIP VIA	FOB	FREIGHT TERMS
03/12/2009				
BID OPENING DATE: 04/09/2009		BID OPENING TIME 01:30PM		

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>BANKRUPTCY: IN THE EVENT THE VENDOR/CONTRACTOR FILES FOR BANKRUPTCY PROTECTION, THIS CONTRACT IS AUTOMATICALLY NULL AND VOID, AND IS TERMINATED WITHOUT FURTHER ORDER.</p> <p>WORKERS' COMPENSATION: VENDOR IS REQUIRED TO PROVIDE A CERTIFICATE FROM WORKERS' COMPENSATION IF SUCCESSFUL.</p> <p>(XX) INSURANCE: SUCCESSFUL VENDOR SHALL FURNISH PROOF OF COMMERCIAL GENERAL LIABILITY INSURANCE PRIOR TO ISSUANCE OF CONTRACT. UNLESS OTHERWISE SPECIFIED IN THE BID DOCUMENTS, THE MINIMUM AMOUNT OF INSURANCE COVERAGE REQUIRED IS \$250,000.</p> <p>NOTICE</p> <p>A SIGNED BID MUST BE SUBMITTED TO:</p> <p>DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION BUILDING 15 2019 WASHINGTON STREET, EAST CHARLESTON, WV 25305-0130</p> <p>THE BID SHOULD CONTAIN THIS INFORMATION ON THE FACE OF THE ENVELOPE OR THE BID MAY NOT BE CONSIDERED:</p> <p>SEALED BID</p> <p>BUYER: SHELLY MURRAY</p> <p>RFQ. NO.: EBA196</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Amy Westphalen</i>	TELEPHONE 920-893-6760	DATE 4-8-09
TITLE <i>Inside Sales</i>	FEIN 39-1917289	ADDRESS CHANGES TO BE NOTED ABOVE

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State of West Virginia
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Request for Quotation

RFQ NUMBER
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25301-1223 304-558-3400

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
03/12/2009				

BID OPENING DATE: **04/09/2009** BID OPENING TIME: **01:30PM**

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
BID OPENING DATE: 04/09/2009 BID OPENING TIME: 1:30 PM						
PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY TO CONTACT YOU REGARDING YOUR BID: ----- 920-893-3106 -----						
CONTACT PERSON (PLEASE PRINT CLEARLY): ----- Amy Westphalen -----						
***** THIS IS THE END OF RFQ EBA196 ***** TOTAL:						<u>51,536.33</u>

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Amy Westphalen</i>	TELEPHONE 920-893-6760	DATE 4-8-09
TITLE Inside Sales	FEIN 39-1917289	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

RFO EBA196 SD ATSC Encoders and Multiplexer

The West Virginia Educational Broadcasting Authority (WVEBA) is conducting a Request For Quotations for SD ATSC Encoders and Multiplexer. The units shall meet or exceed the specifications listed below. Equipment shall be compatible and integrate with existing Harmonic MV 450 HD MPEG encoding equipment and Harmonic NMX software, and the downstream remux and PSIP generator Logic Innovations 2800 ATSC Multiplexer and the DTV Innovations PSIP Pro.

Requirements

A performance bond shall be supplied equal to at least 100% of the contract price to ensure fulfillment of the vendor's obligations for this Grant Project which exceeds \$100,000. The performance bonds shall be issued by surety companies listed in the Department of Treasury Circular 570 (Approved Sureties) or have a similar State rating in the State (West Virginia) where the Grant Project is being completed.

Service/Support

Toll free technical support for hardware and software must be provided through vendor or manufacturer for a minimum of five years. Vendor shall indicate terms of support in quote.

Warranty

All items must be covered by a minimum one year parts and labor warranty

Invoicing

Send invoice to:

WV Educational Broadcasting
Attention Steve Chapman
600 Capitol Street
Charleston, WV 25301

Delivery

Delivery shall be FOB destination.

Delivery address is:

WV Public Broadcasting
Attention Jeremy Scott
124 Industrial Park Road
Beaver, WV, 25813

PRICE PAGE

RFO EBA196 SD ATSC Encoders and Multiplexer

Qty.	Description Unit	Unit Price	Extended
3	MPEG-2 4:2:0 encoder, digital and analog inputs 1 video and 4 audio, supports DivitrackIP Harmonic ELEC-5012MP Divicom Electra 5000 or equal	\$ _____	\$ _____
3	Software license for managing and monitoring VBR encoders in an IP based statistical pool Harmonic SW-LIC-30-LAN NMX or equal	\$ _____	\$ _____
3	Rack mount kit for 1RU Divicom Encoder Harmonic RM-3-24 or equal or equal	\$ _____	\$ _____
1	Harmonic PRM-1K-MUX-SCR ProStream 1K MUX SCR ATO or equal	\$ _____	\$ _____
1	Harmonic Prostream 1-RU chassis, AC power Supply model PRM-1K-CHS-AC-B or equal	\$ _____	\$ _____
1	Harmonic Prostream 1000 Gbe Input/ output module model PRM-1K-IOM-GBE-0002 or equal	\$ _____	\$ _____
1	Harmonic Prostream 1000 ASI-SCR 4-ASI input/ output module, model PRM-1K-ASI-SCR-0001 or equal	\$ _____	\$ _____
2	Harmonic Transceiver SFP module, 1000 Base-T RJ-45 connector, model GSF9100-02-1 or equal	\$ _____	\$ _____
1	Harmonic DivitrackIP license, per pool model SW-LIC-PRM-DT or equal	\$ _____	\$ _____

1	Software license for managing and monitoring devices using MNX, multiplexers, rate shapers, or splicers Harmonic model SW=LIC-40 or equal	\$ _____	\$ _____
1	Rack mount kit for 1RU Divicom Encoder Harmonic RM-3-24 or equal or equal	\$ _____	\$ _____
1	Minor upgrade license for NMX version 4.0 application Harmonic model SW-NMX-UPG-MINOR or equal	\$ _____	\$ _____
1	24 port 10/100/1000 IP switch Cisco Catalyst 2960 or equal	\$ _____	\$ _____
1	Two days system checkout, test, and commissioning Harmonic SCTC or equal	\$ _____	\$ _____
TOTALS		\$ _____	

STATE OF WEST VIRGINIA
Purchasing Division**PURCHASING AFFIDAVIT****VENDOR OWING A DEBT TO THE STATE:**

West Virginia Code §5A-3-10a provides that: No contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and the debt owed is an amount greater than one thousand dollars in the aggregate.

PUBLIC IMPROVEMENT CONTRACTS & DRUG-FREE WORKPLACE ACT:

If this is a solicitation for a public improvement construction contract, the vendor, by its signature below, affirms that it has a written plan for a drug-free workplace policy in compliance with Article 1D, Chapter 21 of the *West Virginia Code*. The vendor **must** make said affirmation with its bid submission. Further, public improvement construction contract may not be awarded to a vendor who does not have a written plan for a drug-free workplace policy in compliance with Article 1D, Chapter 21 of the *West Virginia Code* and who has not submitted that plan to the appropriate contracting authority in timely fashion. For a vendor who is a subcontractor, compliance with Section 5, Article 1D, Chapter 21 of the *West Virginia Code* may take place before their work on the public improvement is begun.

ANTITRUST:

In submitting a bid to any agency for the state of West Virginia, the bidder offers and agrees that if the bid is accepted the bidder will convey, sell, assign or transfer to the state of West Virginia all rights, title and interest in and to all causes of action it may now or hereafter acquire under the antitrust laws of the United States and the state of West Virginia for price fixing and/or unreasonable restraints of trade relating to the particular commodities or services purchased or acquired by the state of West Virginia. Such assignment shall be made and become effective at the time the purchasing agency tenders the initial payment to the bidder.

I certify that this bid is made without prior understanding, agreement, or connection with any corporation, firm, limited liability company, partnership or person or entity submitting a bid for the same materials, supplies, equipment or services and is in all respects fair and without collusion or fraud. I further certify that I am authorized to sign the certification on behalf of the bidder or this bid.

LICENSING: *is in progress*

Vendors must be licensed and in good standing in accordance with any and all state and local laws and requirements by any state or local agency of West Virginia, including, but not limited to, the West Virginia Secretary of State's Office, the West Virginia Tax Department, West Virginia Insurance Commission, or any other state agencies or political subdivision. Furthermore, the vendor must provide all necessary releases to obtain information to enable the Director or spending unit to verify that the vendor is licensed and in good standing with the above entities.

CONFIDENTIALITY:

The vendor agrees that he or she will not disclose to anyone, directly or indirectly, any such personally identifiable information or other confidential information gained from the agency, unless the individual who is the subject of the information consents to the disclosure in writing or the disclosure is made pursuant to the agency's policies, procedures and rules. Vendor further agrees to comply with the Confidentiality Policies and Information Security Accountability Requirements, set forth in <http://www.state.wv.us/admin/purchase/privacy/noticeConfidentiality.pdf>.

Under penalty of law for false swearing (*West Virginia Code* §61-5-3), it is hereby certified that the vendor affirms and acknowledges the information in this affidavit and is in compliance with the requirements as stated.

Vendor's Name: Heartland Video SystemsAuthorized Signature: Amy WestphalenDate: 4-8-09

State of West Virginia VENDOR PREFERENCE CERTIFICATE

Certification and application* is hereby made for Preference in accordance with *West Virginia Code*, §5A-3-37. (Does not apply to construction contracts). *West Virginia Code*, §5A-3-37, provides an opportunity for qualifying vendors to request (at the time of bid) preference for their residency status. Such preference is an evaluation method only and will be applied only to the cost bid in accordance with the *West Virginia Code*. This certificate for application is to be used to request such preference. The Purchasing Division will make the determination of the Resident Vendor Preference, if applicable.

1. **Application is made for 2.5% resident vendor preference for the reason checked:**
 Bidder is an individual resident vendor and has resided continuously in West Virginia for four (4) years immediately preceding the date of this certification; or,
 Bidder is a partnership, association or corporation resident vendor and has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification; or 80% of the ownership interest of Bidder is held by another individual, partnership, association or corporation resident vendor who has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification; or,
 Bidder is a nonresident vendor which has an affiliate or subsidiary which employs a minimum of one hundred state residents and which has maintained its headquarters or principal place of business within West Virginia continuously for the four (4) years immediately preceding the date of this certification; or,
2. **Application is made for 2.5% resident vendor preference for the reason checked:**
 Bidder is a resident vendor who certifies that, during the life of the contract, on average at least 75% of the employees working on the project being bid are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; or,
3. **Application is made for 2.5% resident vendor preference for the reason checked:**
 Bidder is a nonresident vendor employing a minimum of one hundred state residents or is a nonresident vendor with an affiliate or subsidiary which maintains its headquarters or principal place of business within West Virginia employing a minimum of one hundred state residents who certifies that, during the life of the contract, on average at least 75% of the employees or Bidder's affiliate's or subsidiary's employees are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; or,
4. **Application is made for 5% resident vendor preference for the reason checked:**
 Bidder meets either the requirement of both subdivisions (1) and (2) or subdivision (1) and (3) as stated above; or,
5. **Application is made for 3.5% resident vendor preference who is a veteran for the reason checked:**
 Bidder is an individual resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard and has resided in West Virginia continuously for the four years immediately preceding the date on which the bid is submitted; or,
6. **Application is made for 3.5% resident vendor preference who is a veteran for the reason checked:**
 Bidder is a resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard, if, for purposes of producing or distributing the commodities or completing the project which is the subject of the vendor's bid and continuously over the entire term of the project, on average at least seventy-five percent of the vendor's employees are residents of West Virginia who have resided in the state continuously for the two immediately preceding years.

Bidder understands if the Secretary of Revenue determines that a Bidder receiving preference has failed to continue to meet the requirements for such preference, the Secretary may order the Director of Purchasing to: (a) reject the bid; or (b) assess a penalty against such Bidder in an amount not to exceed 5% of the bid amount and that such penalty will be paid to the contracting agency or deducted from any unpaid balance on the contract or purchase order.

By submission of this certificate, Bidder agrees to disclose any reasonably requested information to the Purchasing Division and authorizes the Department of Revenue to disclose to the Director of Purchasing appropriate information verifying that Bidder has paid the required business taxes, provided that such information does not contain the amounts of taxes paid nor any other information deemed by the Tax Commissioner to be confidential.

Under penalty of law for false swearing (*West Virginia Code*, §61-5-3), Bidder hereby certifies that this certificate is true and accurate in all respects; and that if a contract is issued to Bidder and if anything contained within this certificate changes during the term of the contract, Bidder will notify the Purchasing Division in writing immediately.

Bidder: Heartland Video Systems Signed: Amy Westphalen
Date: 4-8-09 Title: Inside Sales

*Check any combination of preference consideration(s) indicated above, which you are entitled to receive.



State of West Virginia
 Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
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SHELLY MURRAY 304-558-8801

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04/01/2009				

BID OPENING DATE: 04/09/2009 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
----- ADDENDUM NO. 1 -----						
THIS ADDENDUM IS ISSUED TO ADDRESS THE QUESTIONS RECEIVED PRIOR TO THE QUESTION SUBMISSION DEADLINE OF 3/25/2009.						
THE BID OPENING DATE REMAINS: 04/09/2009						
ATTACHMENTS: QUESTIONS AND RESPONSES REVISED PRICE PAGE						
0001	1	LS		020-71		\$51,536.33
EQUIPMENT, BROADCASTING						
EXHIBIT 10						
REQUISITION NO.: EBA196						
ADDENDUM ACKNOWLEDGEMENT						
I HEREBY ACKNOWLEDGE RECEIPT OF THE FOLLOWING CHECKED ADDENDUM(S) AND HAVE MADE THE NECESSARY REVISIONS TO MY PROPOSAL, PLANS AND/OR SPECIFICATION, ETC.						
ADDENDUM NO.'S:						
NO. 1						
NO. 2						

SIGNATURE		TELEPHONE		DATE	
<i>Amy Westphalen</i>		920-893-6760		4-8-09	
TITLE		FEIN		ADDRESS CHANGES TO BE NOTED ABOVE	
Inside Sales		39-1917289			

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



State of West Virginia
 Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

Request for Quotation

RFQ NUMBER
 EBA196

PAGE
 2

ADDRESS CORRESPONDENCE TO ATTENTION OF
 SHELLY MURRAY
 304-558-8801

VENDOR
 *520132253 920-893-4204
 HEARTLAND VIDEO SYSTEMS INC
 1311 PILGRIM RD
 PLYMOUTH WI 53073

SHIP TO
 EDUCATIONAL BROADCASTING
 AUTHORITY
 600 CAPITOL STREET
 CHARLESTON, WV
 25301-1223 304-558-3400

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B	FREIGHT TERMS
04/01/2009				

BID OPENING DATE: 04/09/2009 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
	NO. 4					
	NO. 5					
<p>I UNDERSTAND THAT FAILURE TO CONFIRM THE RECEIPT OF TH ADDENDUM(S) MAY BE CAUSE FOR REJECTION OF BIDS.</p> <p>VENDOR MUST CLEARLY UNDERSTAND THAT ANY VERBAL REPRESENTATION MADE OR ASSUMED TO BE MADE DURING ANY ORAL DISCUSSION HELD BETWEEN VENDOR'S REPRESENTATIVES AND ANY STATE PERSONNEL IS NOT BINDING. ONLY THE INFORMATION ISSUED IN WRITING AND ADDED TO THE SPECIFICATIONS BY AN OFFICIAL ADDENDUM IS BINDING.</p> <p><i>Amy Westphalen</i> SIGNATURE <i>Heartland Video Systems</i> COMPANY <i>4-8-09</i> DATE</p>						
	REV. 11/96					
----- END OF ADDENDUM NO. 1 -----						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Amy Westphalen</i>	TELEPHONE 920-893-67160	DATE 4-8-09
TITLE Inside Sales	FEIN 39-1917289	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

EBA196
Addendum No. 1

Question

Manufacturer (Harmonic) requires that customers purchase support contract for both the hardware and software at the time of the original purchase. The contracts are for the first year and can be renewed on an annual basis.

Question

Harmonic requires 1 year of hardware support and software support. Do you want these charges delineated on the quote or wrapped up into the cost of the equipment?

Response:

Please refer to the revised price page which is attached. Please note that the hardware and software support are mandatory with this bid.

PRICE PAGE

RFQ EBA196 SD ATSC Encoders and Multiplexer

Qty.	Description Unit	Unit Price	Extended
3	MPEG-2 4:2:0 encoder, digital and analog inputs 1 video and 4 audio, supports DivitrackIP Harmonic ELEC-5012MP Divicom Electra 5000 or equal	\$ <u>9,343.80</u>	\$ <u>28,031.40</u>
3	Software license for managing and monitoring VBR encoders in an IP based statistical pool Harmonic SW-LIC-30-LAN NMX or equal	\$ <u>825.00</u>	\$ <u>2475.00</u>
3	Rack mount kit for 1RU Divicom Encoder Harmonic RM-3-24 or equal or equal	\$ <u>60.00</u>	\$ <u>180.00</u>
1	Harmonic PRM-1K-MUX-SCR ProStream 1K MUX SCR ATO or equal	\$ <u>0.00</u>	\$ <u>0.00</u>
1	Harmonic Prostream 1-RU chassis, AC power Supply model PRM-1K-CHS-AC-B or equal	\$ <u>4,034.00</u>	\$ <u>4,034.00</u>
1	Harmonic Prostream 1000 Gbe Input/ output module model PRM-1K-IOM-GBE-0002 or equal	\$ <u>2,500.00</u>	\$ <u>2,500.00</u>
1	Harmonic Prostream 1000 ASI-SCR 4-ASI input/ output module, model PRM-1K-ASI-SCR-0001 or equal	\$ <u>1,410.00</u>	\$ <u>1,410.00</u>
2	Harmonic Transceiver SFP module, 1000 Base-T RJ-45 connector, model GSF9100-02-1 or equal	\$ <u>120.00</u>	\$ <u>240.00</u>
1	Harmonic DivitrackIP license, per pool model SW-LIC-PRM-DT or equal	\$ <u>945.00</u>	\$ <u>945.00</u>

1	Software license for managing and monitoring devices using MNX, multiplexers, rate shapers, or splicers Harmonic model SW=LIC-40 or equal	\$ <u>1,125.00</u>	\$ <u>1,125.00</u>
1	Rack mount kit for 1RU Divicom Encoder Harmonic RM-3-24 or equal or equal	\$ <u>60.00</u>	\$ <u>60.00</u>
1	Minor upgrade license for NMX version 4.0 application Harmonic model SW-NMX-UPG-MINOR or equal	\$ <u>2,300.00</u>	\$ <u>2,300.00</u>
1	24 port 10/100/1000 IP switch Cisco Catalyst 2960 or equal	\$ <u>936.18</u>	\$ <u>936.18</u>
1	Two days system checkout, test, and commissioning Harmonic SCTC or equal	\$ <u>4,260.00</u>	\$ <u>4,260.00</u>
1	Year for renewable hardware support	\$ <u>1,732.50</u>	\$ <u>1,732.50</u>
1	Year for renewable software support	\$ <u>1,307.25</u>	\$ <u>1,307.25</u>
TOTALS		\$ <u>51,536.33</u>	