



**State of West Virginia  
Department of Administration  
Purchasing Division**

**NOTICE**

Due to the size of this bid, it was impractical to scan every page for online viewing. We have made an attempt to scan and publish all pertinent bid information. However, it is important to note that some pages were necessarily omitted.

If you would like to review the bid in its entirety, please contact the buyer. Thank you.

\*\*\*



Hewlett-Packard Company  
2681 Red Leaf Drive  
Lexington, KY 40509  
www.hp.com

**James Brush**  
Contracts Negotiator

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Personal Systems Group

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July 8, 2008

State of West Virginia  
Department of Administration  
Purchasing Division  
Building 15  
2019 Washington Street East  
Post Office Box 50130  
Charleston, WV 25305-0130

For its strategic laptop and desktop computers acquisition initiative, the State of West Virginia Office of Technology (the State) wishes to contract with a supplier who can provide leading-edge laptop and desktop computer products with competitive pricing, comprehensive support and streamlined procurement. Hewlett-Packard's (HP) commitment to quality and reliability, product stability, security and manageability will help the State achieve these objectives, resulting in a reduced cost of ownership that will benefit the State's bottom line.

Hewlett-Packard is uniquely qualified to provide desktop computing products, technologies, service and support for the State's end users and information systems team. No other vendor in this industry can offer the State all of the following benefits:

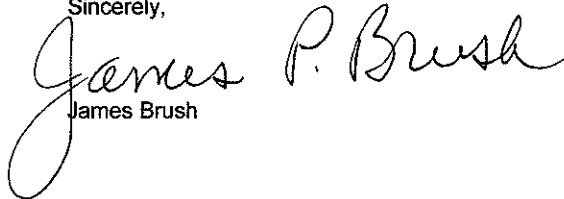
- Consistent competitive pricing
- Choice of procurement through HP Direct or an authorized HP reseller
- Worldwide support network with consistent delivery capabilities in more than 120 countries
- Leadership in quality and customer satisfaction, two longstanding HP business imperatives
- Performance, portability and productivity for mobile users
- Wireless-ready communications and secure connectivity
- Strong alliances with leading technology providers—such as Intel® and Microsoft®

HP meets all mandatory requirements stated in the RFQ #IP08 HP meets the objectives of the RFQ with a cost-effective solution and provides for a strategic relationship that ensures a flexible working relationship that will ensure the State's success with this initiative.

Your contact for this opportunity is Tina Justice. Her contact information is included in the side-bar of this letter.

Hewlett-Packard is a proven, well-rounded technology provider with the experience, vision, products and solutions to fully satisfy the needs in your Request for Quotation. We appreciate the opportunity to offer a solution to meet the State's business objectives and look forward to discussing our capabilities with you and your team.

Sincerely,

  
James Brush

RECEIVED

2008 JUL -7 A 9:10

PURCHASING DIVISION  
STATE OF WV

## Attachment A (Revised 072908)

Changes in the specifications noted below in bold in and "strikethrough" are from the State's Addendum #3 "Revised" and Addendum #4. **DESKTOP CONFIGURATION - STANDARD**

Component	Minimum Specifications	Vendor's Specifications	Unit Cost	% Discount	Purchase Cost
Processor	Core2Duo <del>E6650</del> <b>E7000</b> or above	Intel Core 2 Duo E7200	1090.01	62.11%	413
Chipset	Intel Q33	Intel Q33 Express Chip Set			
Memory	2GB DDR2*	2GB PC2-6400 DDR2-800 (2x1GB)			
Hard Drive	80GB SATA or SATA II	80GB SATA NCQ HDD SMART IV			
Optical Drive	CDRW/DVD Reader	SATA 48X/32X CDRW/DVD Combo Drive			
Graphics	Integrated	Intel Graphics Media Accelerator 3100 integrated graphics			
Floppy	(Optional)	None - Optional			
USB Ports	Four rear, two front	Rear: (6) USB 2.0 Front: (2) USB 2.0			
NIC	Integrated 10/100/1,000	Integrated Intel 82566DM Gigabit Network Connection Ethernet			
Serial Ports	One (optional)	(1) standard with (1) optional			
Parallel Ports	One	HP Parallel Port Adapter included			
Warranty	Four years, on-site	4 Year Next Business Day Onsite Warranty	129	64%	46
		<b>ESTIMATED USAGE</b>	3200	Total Cost:	\$459
				<b>TOTAL:</b>	

\*All memory should be at the largest possible denomination for future upgrade, leaving at least one slot open



## Attachment B (Revised 072908)

Changes in the specifications noted below in bold in and "strikethrough" are from the State's Addendum #3 "Revised" and Addendum #4. **DESKTOP CONFIGURATION - POWER USER**

Component	Minimum Specifications	Vendor's Specifications	Unit Cost	% Discount	Purchase Cost
Processor	Core2Duo <del>E6850</del> <b>E8400</b>	Intel Core 2 Duo E8400	1534.01	61.54%	590
Chipset	Intel Q35	Intel Q35 Express chipset			
Memory	4GB DDR2*	4GB PC2-6400 DDR2-800 2x2GB			
Hard Drive	120 <b>320</b> GB or more SATA or SATA II	500GB SATA NCQ SMART IV			
Optical Drive	CDRW/DVD+-RW	SATA 16X SuperMulti LightScribe CDRW/DVD+/-RW			
Graphics	PCI Express 256 Mb	PCI Express ATI RadeonHD 2400XT 256MB DH Card			
Floppy	(Optional)	None - Optional			
USB Ports	Four rear, two front	Rear: (6) USB 2.0 Front: (2) USB 2.0			
NIC	Integrated 10/100/1,000	Integrated Intel 82566DM Gigabit Network Connection Ethernet			
Serial Ports	One	(1) Standard with (1) Optional			
Parallel Ports	One	(1) Parallel			
Warranty	Four years, on-site	4 Year Next Business Day Onsite Warranty	129	64%	46
			Total Cost:		\$636
			ESTIMATED-USAGE		TOTAL
			550		

\*All memory should be at the largest possible denomination for future upgrade, leaving at least one slot open. **The power Desktop as long as there are 4 slots may be populated with 2 - 2GB dims, leaving 2 slots open.**



## Attachment C

Changes in the specifications noted below in bold in and "strikethrough" are from the State's Addendum #4.

### NOTEBOOK CONFIGURATION: STANDARD

Component	Minimum Specifications	Vendor's Specifications	Unit Cost	% Discount	Purchase Cost
Processor	Core2Duo T7250	Intel Core 2 Duo T7250	1331	49%	672.50
Chipset	965GM	Mobile Intel BM965			
Memory	2 GB DDR2*	2048M 667DDR2 1DIMM			
Hard Drive	80GB	80GB 5400 rpm FX			
Optical Drive	CDRW/DVD Reader	Combo DVD/CDRW Drive			
Graphics	integrated	Mobile Intel Graphics Integrated Media Accelerator X3100			
Display Size	14-inch or 15-inch wide	15.4" Display			
Resolution	XGA / <b>SXGA or better</b>	WXGA			
USB Ports	At least two	(2) USB 2.0 ports			
NIC	Integrated 10/100/1,000	Integrated Broadcom Netlink Gigabit Ethernet Controller (10/100/1000 NIC)			
Modem	Integrated 56 Kbps	Integrated 56K V.92 modem			
Wireless	802.11n Draft 2.0	Integrated Intel 802.11 a/b/g/draft-n			
Bluetooth	Bluetooth Wireless Technology	Bluetooth 2.0			
Extra Battery	No	Optional			
Weight	5.75 to 6.5 pounds	5.75 pounds			
Warranty	Four years, on-site	Four Year Next Business Day Onsite Warranty	249	78%	55
				Total Cost:	\$727.50
		<b>ESTIMATED USAGE</b>	500		

\*All memory should be at the largest possible denomination for future upgrade, leaving at least one slot open



## Attachment D (Revised 082208)

Changes in the specifications noted below in bold in and "strikethrough" are from the State's Addendum #4 and Addendum #6.

### NOTEBOOK CONFIGURATION - DAY EXTENDER:

DAY EXTENDER: Users who use their notebooks in the office, taking them home in the evening or over the weekend to do extra work. These notebooks are usually taken "from plug to plug" using electrical power and minimizing the requirements for long battery life.

Component	Minimum Specifications	Vendor's Specifications	Unit Cost	% Discount	Purchase Cost
Processor	Core2Duo T7700	Intel Core 2 Duo T7700	1684	49.2%	872.50
Chipset	965PM	Mobile Intel PM965 with 800MHz front side bus			
Memory	2GB DDR2*	2048M 667DDR2 1DIMM			
Hard Drive	80 GB	80GB 5400 RPM FX Drive			
Optical Drive	CDRW/DVD Reader	Combo DVD/CDRW 24X FX			
Graphics	Discrete	ATI Mobility Radeon HD 2600 graphics with 256MB dedicated video memory discrete graphics			
Display Size	15.4-inch wide	15.4" Display			
Resolution	<del>WSXGA</del> <b>WSGA or better</b> <b>WSXGA+</b>	WSXGA+WVA			
USB Ports	At least three	(6) total: (2) USB internal + additional 4 port USB 2.0 self powered hub	27.99	40%	17
NIC	Integrated 10/100/1,000	Integrated Intel Gigabit Network Connection (10/100/1000 NIC)			
Modem	Integrated 56 Kbps	Integrated 56K V.92 Modem			
Wireless	802.11n Draft 2.0	Integrated 802.11 a/b/g/draft-n			
Bluetooth	Bluetooth Wireless Technology	Bluetooth 2.0			
Extra Battery	Optional	Optional			
Weight	5.75 to 6.5 pounds	6.1 pounds			
Warranty	Four Years, on-site	Four Year Next Business Day Onsite Warranty	249	78%	55
		<b>ESTIMATED USAGE</b>	500	Total Cost:	\$944.50

\*All memory should be at the largest possible denomination for future upgrade, leaving at least one slot open.



## Attachment E

Changes in the specifications noted below in bold in **bold** and/or "strikethrough" are from the State's Addendum #3 "Revised" and Addendum #4. **NOTEBOOK – TRAVELING WORKER**

**TRAVELING WORKER:** Users who are out of the office as much as 80% of the time. They tend to carry their notebooks most of the day and will often work in many diverse locations. For these users, weight and battery life are important selection criteria, along with performance and price.

Component	Minimum Specifications	Vendor's Specifications	Unit Cost	% Discount	Purchase Cost
Processor	Core2Duo T7500 U7500orU7600for12.1 inch display	Intel Core 2 Duo T8100	1456	52%	692.50
Chipset	965GM	Mobile Intel GM965			
Memory	2 GB DDR2*	2048MB 667DDR2 1DIMM			
Hard Drive	120GB	120GB 5400RPM FX Drive			
Optical Drive	CDRW/DVD+-RW	DVD+-RW DL LS FX Drive			
Graphics	integrated	Mobile Intel Graphics Integrated Media Accelerator X3100			
Display Size	14.1-inch or 12.1-inch wide	14.1" Display			
Resolution	WXGA+ or WXGA	WXGA			
USB Ports	At least three	(6) total: (2) USB internal + additional 4 port USB 2.0 self powered hub	27.99	40%	17
NIC	Integrated 10/100/1,000	Integrated Broadcom Netlink Gigabit Ethernet Controller (10/100/1000 NIC)			
Modem	Integrated 56 Kbps	Integrated 56K V.92 modem			
Wireless	802.11n Draft 2.0	Intel 802.11 a/b/g			
Bluetooth	Bluetooth Wireless Technology	Bluetooth 2.0			
Extra Battery	Yes	Included	129	53%	61.10
Weight	3.5 to 5.75 <b>3 to 5</b> pounds	5 pounds			
Warranty	Four years, on-site	Four Year Next Business Day Onsite Warranty	249	78%	55
		<b>ESTIMATED USAGE</b>	200	Total Cost	\$825.60
				<b>TOTAL</b>	

\*All memory should be at the largest possible denomination for future upgrade, leaving at least one slot open.



## Attachment F

Changes in the specifications noted below in bold in and "strikethrough" are from the State's Addendum #3 "Revised", Addendum #4, and Addendum #6. The State's change contained in Addendum 6 did not result in a change to the previously proposed device or pricing in the table below.

TABLET:

Component	Minimum Specifications	Vendor's Specifications	Unit Cost	% Discount	Purchase Cost
Processor	Core2Duo T7500	Intel Core 2 Duo U7600	2544	56%	1097.50
Chipset	965GM	Mobile Intel GM965			
Memory	2 GB DDR2* (2GB required minimum)	2048MB 667DDR2 1DIMM			
Hard Drive	80GB	80GB FX Hard drive			
Optical Drive	CDRW/DVD Reader	7mm DVD+/-RW SuperMulti Drive			
Graphics	Integrated	Mobile Intel Integrated Graphics Media Accelerator X3100			
Display Size	12.1-inch	12.1" Display			
Resolution	<b>XGA, SXGA, WXGA or WXGA+</b>	WXGA WVA			
USB Ports	At least three	StarTech 4 port USB 2.0 self powered hub, 480Mbps high speed	27.99	40%	17
NIC	Integrated 10/100/1,000	Integrated Intel Gigabit Network Connection (10/100/1000 NIC)			
Modem	Integrated 56 Kbps	Integrated 56K V.92 modem			
Wireless	802.11n Draft 2.0	Intel 802.11 a/b/g/n			
Bluetooth	Bluetooth Wireless Technology	Bluetooth 2.0+			
Extra Battery	Yes	6 Cell Ultra Slim Extra Battery Included			
Weight	Less than 5 pounds	3.7 pounds			
Warranty	Four years, on-site	Four Year Next Business Day Onsite Warranty	249	72%	69
		<b>ESTIMATED USAGE</b>	150	Total Cost	\$1183

\*All memory should be at the largest possible denomination for future upgrade, leaving at least one slot open.





# Attachment G

## MISCELLANEOUS COMPONENTS

Component	Vendor Specifications	Unit Cost	% Discount	Purchase Cost
1GB Memory (single)	1GB DDR-2 PC2-5300 Memory Module	43	14%	37
2GB Memory (single)	2GB DDR-2 PC2-5300 Memory Module	79	10%	71
External Floppy Drive (USB)	USB Floppy Drive	29	0	29
External 80GB USB Portable Drive (USB)	External USB Multibay cradle and 80GB multibay Drive	238	24%	181
External 120GB USB Portable Drive (USB)	External USB 120GB Portable Drive	99	25	79
External Enhanced Keyboard (USB)	USB External Keyboard	49	59%	20
External 2-button mouse w/scroll (USB)	HP USB Optical Travel Mouse	19	47%	10
Targus Nylon Carrying Case	Universal Nylon Case	49	55%	22
Targus Leather Carrying Case	Executive Leather Computer Case	45	25%	36
6 cell battery	HP 6 Cell Battery	129	53%	61.10
8 cell battery	HP 8 Cell Battery	139	57%	60
9 cell battery	HP 9 Cell Li-Ion Battery	139	49%	71
AC Adapter	HP 90W Smart AC Adapter	59	59%	24
Port Replicator	HP Port Replicator	189	52%	90
Full Docking Station	HP Advanced Docking Station	269	59%	111
Monitor Stand	HP Standard Monitor Stand	79	29%	56
AC/DC Combo Adapter	HP 65W Smart AC/ Auto/ Air Adapter	119	34%	78
USB 2GB Memory Thumb Drive (stick)	USB 2GB Memory Thumb drive	52.50	25%	42
External Speakers	USB Powered Speakers	29	51%	14
Integrated 56K Fax Modem	Agere PCI 56K International SoftModem	29	62	11
Accidental Damage Coverage for all Laptops/Tablets	HP 4 Year Service with Accidental Damage Protection	399	80%	80



## Attachment H

Table below reflects the State's Addendum #3 "Revised" document.

### SERVICES

Service	Cost
Image Load per Machine	26.25
Shipping Charge per machine	21
Asset Tagging per machine	6.50





## Attachment J (Revised 082208)

### Cost Evaluation

Table below reflects the State's Addendum #3 "Revised" document and changes driven by Addendum #6.

Please transfer the totals from the following Attachments to this page. The Cost Evaluation points will be calculated using the total cost below.

ATTACHMENT A	\$459.00	x 3,200 standard desktop pcs =	\$ 1,468,800
ATTACHMENT B	\$636	x 550 power user desktop pcs =	\$ 349,800
ATTACHMENT C	\$727.50	x 350 standard notebooks =	\$ 254,625
ATTACHMENT D ( <b>REVISED</b> )	\$944.50	x 350 day extender notebooks =	\$ 330,575
ATTACHMENT E	\$825.60	x 350 traveling notebooks =	\$ 288,960
ATTACHMENT F	\$1183.00	x 150 tablets =	\$ 177,450
ATTACHMENT G	\$1183.10		\$ 1183.10
ATTACHMENT H	\$53.75	x 3,000 machines =	\$ 161,250
<b>TOTAL (REVISED)</b>			<b>\$3,032,643.10</b>



INVENT



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  
 IP08

PAGE  
 1

ADDRESS CORRESPONDENCE TO ATTENTION OF  
 JO ANN ADKINS  
 304-558-8802

RFQ COPY

TYPE NAME/ADDRESS HERE  
 Tina Justice  
 2681 Red Leaf Drive  
 Lexington, KY 40509

SHIP TO

ALL STATE AGENCIES  
 AND POLITICAL SUBDIVISIONS  
 VARIOUS LOCALES AS INDICATED  
 BY ORDER

DATE PRINTED 07/25/2008	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
----------------------------	---------------	----------	--------	---------------

BID OPENING DATE: 08/19/2008      BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
*****ADDENDUM NO. 6*****						
1. TO MOVE BID OPENING DATE TO AUGUST 19, 2008 @1:30PM.						
2. TO ADDRESS SPECIFICATION CLARIFICATION CONCERNING ATTACHMENT D - NOTEBOOK CONFIGURATION.						
MINIMUM SPECIFICATION HAS BEEN CHANGED TO WSXGA+.						
3. TO ADDRESS SPECIFICATION CLARIFICATION CONCERNING ATTACHMENT F - TABLET.						
2 GB OF RAM IS THE REQUIRED MINIMUM, REMOVING THE OPEN SLOT FOR GROWTH HAS BEEN REMOVED FROM THE SPECIFICATIONS.						
*****END OF ADDENDUM NO. 6*****						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE *James Bush*      TELEPHONE 480 219-1251      DATE August 19 2008  
 TITLE HP Contract Manager      FEIN 94-108-1436

ADDRESS CHANGES TO BE NOTED ABOVE

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

**GENERAL TERMS & CONDITIONS  
REQUEST FOR QUOTATION (RFQ) AND REQUEST FOR PROPOSAL (RFP)**

1. Awards will be made in the best interest of the State of West Virginia.
2. The State may accept or reject in part, or in whole, any bid.
3. All quotations are governed by the *West Virginia Code* and the *Legislative Rules* of the Purchasing Division.
4. Prior to any award, the apparent successful vendor must be properly registered with the Purchasing Division and have paid the required \$125.00 registration fee.
5. All services performed or goods delivered under State Purchase Orders/Contracts are to be continued for the term of the Purchase Order/Contract, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise available for these services or goods, this Purchase Order/Contract becomes void and of no effect after June 30.
6. Payment may only be made after the delivery and acceptance of goods or services.
7. Interest may be paid for late payment in accordance with the *West Virginia Code*.
8. Vendor preference will be granted upon written request in accordance with the *West Virginia Code*.
9. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.
10. The Director of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
11. The laws of the State of West Virginia and the *Legislative Rules* of the Purchasing Division shall govern all rights and duties under the Contract, including without limitation the validity of this Purchase Order/Contract.
12. Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon mutual written agreement of the parties.
13. **BANKRUPTCY:** In the event the vendor/contractor files for bankruptcy protection, this Contract may be deemed null and void and terminated without further order.
14. **HIPAA Business Associate Addendum:** The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, and available online at the Purchasing Division's web site (<http://www.state.wv.us/admin/purchase/vrc/hipaa.htm>) is hereby made part of the agreement. Provided that the Agency meets the definition of a Covered Entity (45 CFR §160.103) and will be disclosing Protected Health Information (45 CFR §160.103) to the vendor.
15. **West Virginia Alcohol & Drug-Free Workplace Act:** If this Contract constitutes a public improvement construction contract as set forth in Article 1D, Chapter 21 of the West Virginia Code ("The West Virginia Alcohol and Drug-Free Workplace Act"), then the following language shall hereby become part of this Contract: "The contractor and its subcontractors shall implement and maintain a written drug-free workplace policy in compliance with the West Virginia Alcohol and Drug-Free Workplace Act, as set forth in Article 1D, Chapter 21 of the West Virginia Code. The contractor and its subcontractors shall provide a sworn statement in writing, under the penalties of perjury, that they maintain a valid drug-free workplace policy in compliance with the West Virginia Alcohol and Drug-Free Workplace Act. It is understood and agreed that this Contract shall be cancelled by the awarding authority if the Contractor: 1) Fails to implement its drug-free workplace policy; 2) Fails to provide information regarding implementation of the contractor's drug-free workplace policy at the request of the public authority; or 3) Provides to the public authority false information regarding the contractor's drug-free workplace policy."

**INSTRUCTIONS TO BIDDERS**

1. Use the quotation forms provided by the Purchasing Division.
2. **SPECIFICATIONS:** Items offered must be in compliance with the specifications. Any deviation from the specifications must be clearly indicated by the bidder. Alternates offered by the bidder as EQUAL to the specifications must be clearly defined. A bidder offering an alternate should attach complete specifications and literature to the bid. The Purchasing Division may waive minor deviations to specifications.
3. Complete all sections of the quotation form.
4. Unit prices shall prevail in cases of discrepancy.
5. All quotations are considered F.O.B. destination unless alternate shipping terms are clearly identified in the quotation.
6. **BID SUBMISSION:** All quotations must be delivered by the bidder to the office listed below prior to the date and time of the bid opening. Failure of the bidder to deliver the quotations on time will result in bid disqualifications:  
Department of Administration, Purchasing Division, 2019 Washington Street East, P.O. Box 50130,  
Charleston, WV 25305-0130

# Response to State of West Virginia for Computers and Monitors from Hewlett-Packard Company



Committed to quality, reliability,  
performance and customer  
satisfaction

August 22, 2008  
RFQ #IP08  
**Revised Attachments A-J**



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