



**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.

Dell Marketing L.P.
One Dell Way
Round Rock, TX 78682, USA

www.dell.com



State of West Virginia
Department of Administration
Purchasing Division
2019 Washington Street East
Charleston, West Virginia 25305

Attention: Ms. Jo Ann Adkins
Reference: RFQ IP08
Subject: Enclosure of Dell Response

Dear Ms. Adkins:

Enclosed is Dell's response to the State of West Virginia (hereinafter referred to as ("the State") our thorough response to your RFQ IP08.

Dell appreciates the State reviewing and responding to our recent letter of protest. Dell's goal is to ensure that we can provide the State with the best solutions that meet your needs. Based on the State's revised specifications, Dell has updated our proposed products. For some categories, like the Power User desktop, Dell is proposing two solutions.

Dell is committed to providing the best technology at a low total cost of ownership. With the submission of this response, we would like to request the opportunity to meet with the State and review our products and available services.

Should you have any questions regarding this response, please contact me at 800.981.3355 ext. 7231575 or online at Meghan_flisakowski@Dell.com. Technical questions may be directed to your Sales Representative, Sales Brian Walker, at 800.981.3355, ext. 7249517 or online at Brian_Walker@Dell.com.

Dell looks forward to working with the State on future needs.

Sincerely,

A handwritten signature in black ink, appearing to read "Meghan Flisakowski", with a long, sweeping flourish extending to the right.

Meghan Flisakowski
Proposal Consultant
Dell Marketing L.P.

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PURCHASING DIVISION
STATE OF WV

ATTACHMENT A

DESKTOP CONFIGURATION - STANDARD Dell OptiPlex 755

Component	Minimum Specifications	Vendor's Specifications	Unit Cost	% Discount	Purchase Cost
Processor	Core2Duo E6550/E7000 or above	Core 2 Duo E7200	976.00	7.37	904.06
Chipset	Intel Q33	Intel Q35			
Memory	2GB DDR2*	2GB DDR2			
Hard Drive	80GB SATA or SATA II	80GB SATA			
Optical Drive	CDRW/DVD Reader	48X32 CD RW/DVD Combo			
Graphics	Integrated	Integrated Video			
Floppy	(Optional)	No Floppy Drive			
USB Ports	Four rear, two front	9 USB 2.0 ports, 2 front, 6 back & 1 internal			
NIC	Integrated	10/100/1000			
Serial Ports	One (optional)	1 serial port			
Parallel Ports	One	1 parallel port			
Warranty	Four years, on-site	included			
		Optiplex 755		Total Cost:	904.06

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

ATTACHMENT B

DESKTOP CONFIGURATION – POWER USER Option 1 Dell Precision T3400

Component	Minimum Specifications	Vendor's Specifications	Unit Cost	% Discount	Purchase Cost
Processor	Core2Duo E6850-E8400	Core 2Duo E8400	1,611.00	8.74	1,652.71
Chipset	Intel Q35	Intel X38			
Memory	4GB DDR2*	4GB DDR2			
Hard Drive	320 GB or more SATA or SATA II	320GB SATA			
Optical Drive	CDRW/DVD+-RW	16X DVD+-RW			
Graphics	PCI Express 256 Mb	nVidia NVS 290, 256MB			
Floppy	(Optional)	no floppy			
USB Ports	Four rear, two front	11 USB 2.0 ports, 2 front, 6 back & 3 internal			
NIC	Integrated 10/100/1,000	10/100/1000			
Serial Ports	One	1 serial port			
Parallel Ports	One	1 parallel port			
Warranty	Four years, on-site	included			
		Precision T3400			
			Total Cost:		1,652.71

*The power Desktop as long as there are 4 slots may be populated with 2 – 2GB dims, leaving 2 slots open

ATTACHMENT B

Option 2 OptiPlex 755

DESKTOP CONFIGURATION – POWER USER

Component	Minimum Specifications	Vendor's Specifications	Unit Cost	% Discount	Purchase Cost
Processor	Core2Duo E6850-E8400	Core 2 Duo E8400	1390.00	8.45	1272.52
Chipset	Intel Q35	Intel Q35			
Memory	4GB DDR2*	4GB DDR2			
Hard Drive	320 GB or more SATA or SATA II	320GB SATA			
Optical Drive	CDRW/DVD+-RW	16X DVD+-RW,			
Graphics	PCI Express 256 Mb	256MB ATI RADEON HD 2400			
Floppy	(Optional)	no floppy			
USB Ports	Four rear, two front	9 USB 2.0 ports, 2 front, 6 back & 1 internal			
NIC	Integrated 10/100/1,000	10/100/1000			
Serial Ports	One	1 serial port			
Parallel Ports	One	1 parallel port			
Warranty	Four years, on-site	included			
		Optiplex 755 (Power user)			
		Total Cost:			1272.52

*The power Desktop as long as there are 4 slots may be populated with 2 – 2GB dims, leaving 2 slots open

ATTACHMENT C

NOTEBOOK CONFIGURATION: STANDARD Dell Latitude E5400

Component	Minimum Specifications	Vendor's Specifications	Unit Cost	% Discount	Purchase Cost
Processor	Core2Duo T7250	Intel Core 2 Duo T7250	1385.00	7.44	1281.82
Chipset	965GM	Intel IGE45			
Memory	2 GB DDR2*	2.0GB, 80gb			
Hard Drive	80GB				
Optical Drive	CDRW/DVD Reader	24X CDRW/DVD			
Graphics	Integrated	Integrated			
Display Size	14-inch or 15-inch wide	14" wide			
Resolution	XGA / SXGA or better	WXGA			
USB Ports	At least two	4			
NIC	Integrated 10/100/1,000	10/100/1000			
Modem	Integrated 56 Kbps	included			
Wireless	802.11n Draft 2.0	included			
Bluetooth	Bluetooth Wireless Technology	integrated Bluetooth			
Extra Battery	No	none			
Weight	5.75 to 6.5 pounds	5.6LBS			
Warranty	Four years, on-site	included Dell Latitude E5400			
				Total Cost:	1281.82

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

ATTACHMENT D

NOTEBOOK CONFIGURATION – DAY EXTENDER: Dell Latitude E6500

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 P9500, 2.53GHz	1915.00	8.23	1757.37
Chipset	965PM	Intel 45 Express chipset			
Memory	2GB DDR2*	2GB			
Hard Drive	80 GB	80GB			
Optical Drive	CDRW/DVD Reader	24X CDRW/DVD			
Graphics	Discrete	256MB NVIDIA Quadro NVS 160M			
Display Size	15.4-inch wide	15.4 inch Wide Screen			
Resolution	WXGA or better	WXGA+			
USB Ports	At least three	4			
NIC	Integrated 10/100/1,000	10/100/1000			
Modem	Integrated 56 Kbps	Included			
Wireless	802.11n Draft 2.0	Included			
Bluetooth	Bluetooth Wireless Technology	integrated			
Extra Battery	Optional	no			
Weight	5.75 to 6.5 pounds	5.63LBS			
Warranty	Four Years, on-site	Included			
		Latitude E6500		Total Cost:	1757.37

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

ATTACHMENT E

NOTEBOOK – TRAVELING WORKER Dell Latitude E6400

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 U7500 or U7600 for 12.1 inch display	Intel Core 2 Duo P9500, 2.53GHz	2087.11	8.48	1930.03
Chipset	965GM	Intel 45 Express chipset			
Memory	2 GB DDR2*	2GB DDR2			
Hard Drive	120GB	160GB Hard Drive			
Optical Drive	CDRW/DVD+RW	8X DVD+/-RW			
Graphics	Integrated	Intel Integrated Graphics			
Display Size	14.1-inch or 12.1-inch wide	14.1 inch Wide Screen			
Resolution	WXGA+ or WXGA	WXGA+			
USB Ports	At least three				
NIC	Integrated 10/100/1,000				
Modem	Integrated 56 Kbps	integrated			
Wireless	802.11n Draft 2.0	integrated			
Bluetooth	Bluetooth Wireless Technology	integrated			
Extra Battery	Yes	6 cell			
Weight	3.5 to 5.75 3 to 5 pounds	4.75LBS			
Warranty	Four years, on-site	included			
		Latitude E6400			
				Total Cost:	1930.03

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

ATTACHMENT F

TABLET: Dell Latitude XT

Component	Minimum Specifications	Vendor's Specifications	Unit Cost	% Discount	Purchase Cost
Processor	Core2Duo 7500	Core2 Duo U7600	2904.00	9.17	2637.58
Chipset	965GM				
Memory	2 GB DDR2*	2GB DDR 80GB			
Hard Drive	80GB				
Optical Drive	CDRW/DVD Reader	24X CDRW/DVD			
Graphics	Integrated	integrated			
Display Size	12.1-inch	12.1			
Resolution	XGA, SXGA, WXGA or WXGA+	WXGA			
USB Ports	At least three	3			
NIC	Integrated 10/100/1,000	10/100/1000			
Modem	Integrated 56 Kbps	USB 56kbps			
Wireless	802.11n Draft 2.0	integrated			
Bluetooth	Bluetooth Wireless Technology	integrated			
Extra Battery	Yes	6 cell			
Weight	Less than 5 pounds	3.57LBS			
Warranty	Four years, on-site	included			
		Latitude XT			
			Total Cost:		2637.58

*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 Memory single DIMM	35.00	11	32.03
2GB Memory (single)	2GB Memory single DIMM	69.99	11	62.29
External Floppy Drive (USB)	External USB Floppy	39.99	11	35.69
External 80GB USB Portable Drive (USB)	External 80GB USB Portable Drive	79.99	10	71.99
External 120GB USB Portable Drive (USB)	External 120GB USB Portable Drive	84.99	10	76.49
External Enhanced Keyboard (USB)	USB Enhanced Keyboard	29.99	11	26.69
External 2-button mouse w/scroll (USB)	USB 2 button optical mouse	18.99	11	16.90
Targus Nylon Carrying Case	Targus Nylon Case	29.99	10	26.99
Targus Leather Carrying Case	Targus Leather Case	49.99	10	44.99
6 cell battery	6 cell battery	199.99	0	199.99
8 cell battery	9 cell battery	299.99	0	299.99
9 cell battery	9 cell battery	299.99	0	299.99
AC Adapter	65W AC Adapter	65.99	11	58.73
Port Replicator	Dell Advanced Port Replicator	195.99	11	174.13
Full Docking Station	Dell Docking Station	299.99	11	266.99
Monitor Stand	Dell Monitor Stand	49.99	11	44.49
AC/DC Combo Adapter	Dell Slim Auto/Air AC/DC adapter	79.99	11	71.19
USB 2GB Memory Thumb Drive (stick)	2Gb USB Thumb Drive	13.99	10	12.59
External Speakers	External Speakers	20.99	11	18.68
Integrated 56K Fax Modem	Integrated 56k fax modem	29.00	0	29.00
Accidental Damage Coverage for all Laptops/Tablets	Dell Complete Care	179.00	0	179.00

ATTACHMENT H

SERVICES

Service	Cost
Image Load per Machine	60.00
Shipping Charge per machine	0.00
Asset Tagging per machine	15.00

ATTACHMENT I

OPTIONAL HARDWARE – This equipment will be purchased at the option of the agency.

Vendor Specifications	Unit Cost	% Discount	Purchase Cost
Discuss upon award			

ATTACHMENT J

COST EVALUATION

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	\$ 904.06	x 3,200 standard desktop pcs =	\$ 2,892,992.00
ATTACHMENT B	\$ 1652.71 (option 1)*	x 550 power user desktop pcs =	\$ 908,990.50
ATTACHMENT C	\$ 1281.82	x 350 standard notebooks =	\$ 448,637.00
ATTACHMENT D	\$ 1757.37	x 350 day extender notebooks =	\$ 615,079.50
ATTACHMENT E	\$ 1930.03	x 350 traveling notebooks =	\$ 675,510.50
ATTACHMENT F	\$ 2637.58	x 150 tablets =	\$ 395,637.00
ATTACHMENT G	\$ 2048.83		\$ 2048.83
ATTACHMENT H	\$ 75.00	x 3,000 machines =	\$ 225,000
TOTAL			\$ 6,163,895.33

Option 2 for Power User - OptiPlex 755
 1272.52
 1272.52 x 550 = \$699,866.00