



**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.

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Sandra K. Hawkins  
Client Account Manager  
1410 MacCorkle Avenue, SE  
Charleston, WV 25314

July 10, 2008

Department of Administration  
Purchasing Division  
Building 15  
2019 Washington Street, East  
Charleston, WV 25305-0130

Attention: Krista Ferrell

RFQ SUBJECT: Cabling Project

RFQ #: ISCH0263

Dear Ms Ferrell:

Verizon Business is pleased to submit its proposal to provide Cat 6 and fiber optic cabling to the State of West Virginia.

Verizon's Base Bid response includes all items listed in the RFQ as specified by the ISCH00263 RFQ Bid Documents for a CommScope/Systemimax solution.

Verizon's Base Bid CommScope/Systemimax Total Installed Price.....\$391,949.04  
(See Attached Bid Package)

As an Alternate Bid, we have also included pricing, material take-off sheets, product descriptive literature and product samples for a Siemon System solution.. The product samples for the Siemon System solutions have been given to the State as part of the previous RFQ ISCH0206 which was re-bid; these product sample and offering are identical and for the same end user and project. This pricing is offered to the State as a stand-alone offer, separate from the Base-bid.

Verizon's Alternate Bid Siemon System Total Installed Price.....\$349,503.16  
(See Attached Alternate Bid Tab)

Verizon's financial stability and longevity provides the State of West Virginia a long-term partner for providing network services. Verizon is the number one Telecommunications Company provider in North America with assets of \$170 billion and revenues of \$60 billion annually. Verizon is ranked overall number 17 on the list of US Fortune 500 companies. On April 8, 2004, Verizon was added as one of the 30 companies that comprise the DOW Jones Industrial Average. Verizon's core competencies include its robust nationwide network, outstanding customer service, and over 125 years of expertise in delivering voice and data networks in West Virginia. Since 2004, Verizon has consistently been a top performer in customer satisfaction in the telecommunications industry segment by the J.D. Power and Associates "Major Provider Business Telecommunications Services Study SM".

Verizon Business has developed a comprehensive fiber optic cabling proposal for the State of West Virginia. Verizon Business will provide outstanding service quality, product flexibility, and a local dedicated Account Team.



As one of West Virginia's largest employers, taxpayers, philanthropic providers, and contributors to statewide economic development, Verizon Communications Inc. is a good steward in the State of West Virginia. Verizon made millions of dollars of infrastructure investment in the state, and employs over 2,145 people statewide, with an annual payroll of \$143.3 Million. Verizon

- Pays more than \$45.4 Million annually to 3,171 Retirees living in the state.
- Paid 2,725 Vendors or Suppliers in the state in 2006.
- Made \$577,885 in Charitable and Civic Contributions statewide during 2006.
- Paid more than \$27.4 Million in West Virginia taxes in 2006.
- Invested \$86.3 Million in plant and equipment statewide in 2006.

Verizon Business commits to provide the services as described in this Proposal. I also give my personal commitment of service to the State of West Virginia. I look forward to continuing our business relationship and building an even stronger partnership with your firm.

Sincerely,

Sandra K. Hawkins  
Client Account Manager  
Authorized Contact  
(304) 344-6700  
[sandra.k.hawkins@verizonbusiness.com](mailto:sandra.k.hawkins@verizonbusiness.com)

*Verizon Business Network Services, Inc. on behalf of Verizon Select Services Inc. ("Verizon") offers this Request for Quotation (RFQ) response in accordance with the terms and conditions therein. In addition and in compliance with the WV Purchasing Division's Policies and Procedures Handbook, Section 7.2.7, Verizon also submits additional terms and conditions reflected in Verizon's standard System Agreement, which is incorporated into Verizon's response. In addition, software provided is licensed to Customer under the license provided by the software publisher or by the equipment manufacturer with which the software is provided. Customer shall, if required, execute a separate software license agreement in a form satisfactory to the software publisher or equipment manufacturer.*