



**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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**verizon**business

**A PROPOSAL TO**

**STATE OF WEST VIRGINIA**

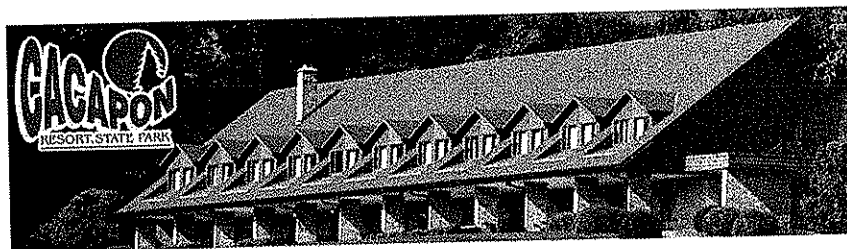
**Division of Natural Resources  
Cacapon Resort State Park**

**For**

**Outside Plant Cabling  
Voice-Over-IP Telephone System**

**December 10, 2009**

**ORIGINAL**



RECEIVED

2009 DEC 10 PM 12:29

**Chip J. Merritt**  
**Client Account Manager**  
**304-344-7496**  
**304-590-6999**  
**[chip.j.merritt@verizonbusiness.com](mailto:chip.j.merritt@verizonbusiness.com)**

WV PURCHASING  
DIVISION



Chip Merritt  
Client Account Manager  
1500 MacCorkle Avenue, SE  
Charleston, WV 25396

December 10, 2009

Frank Whittaker  
Senior Buyer  
Finance and Administration, Purchasing Division  
2019 Washington Street, East  
Charleston, WV 25305

Re: DNR210086

Dear Frank:

Thank you for the opportunity to respond to your RFP for Outside Plant Cabling and a new Voice-Over-IP telephone system for Cacapon State Park. Verizon Business is excited about providing these services to meet your needs.

Our proposal includes the response to the RFP and a "sample" of our systems agreement. We have provided pricing for the copper and fiber backbone portion of the RFQ as specified and are labeled "**Fiber and Copper Base Bid Price**". And in an effort to help reduce the project cost, we have included an alternate bid response for the copper and fiber backbone portion of the RFQ as well. It is labeled "**Fiber and Copper Alternate Bid Pricing**".

For the VOIP Telephone System portion of the RFQ and with careful consideration we have selected NEC as the manufacturer. We have provided pricing for an NEC SV8300 system as a substitution for the Alcatel/Lucent system requested. The NEC system contains all the hospitality software necessary for Guest Works. Verizon is a certified NEC Partner and we have provided references.

Also, in an effort to help reduce costs of this project to Cacapon State Park and WV DNR, we are willing to accept all or partial award of this RFQ. We would accept either the Fiber and Copper Backbone, the Fiber and Copper Backbone Alternate or the VOIP Telephone System portion of the RFQ.

Verizon's resources are extensive, experienced, well-trained residents of West Virginia. Verizon's sales engineers have hands-on technical knowledge and experience with the networks throughout West Virginia. In many cases, these networks were designed and installed with the guidance, support, and oversight of the same Verizon engineers. We

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have installed these services to Cities, agencies, universities and K-12 schools throughout the State with great success and have included references as requested.

Verizon Business has developed a comprehensive response to the Department of Natural Resources. Verizon Business will provide outstanding service quality, product flexibility, and a local dedicated Account Team.

Verizon's financial stability and longevity provides the Department of Natural Resources a long-term partner for providing cabling and CPE 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".

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. And a large majority of these employees reside here in the Kanawha Valley. 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 Department of Natural Resources and Cacapon State Park. I look forward to continuing our business relationship and building an even stronger partnership with the State.

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If you have any questions or concerns, please feel free to call me at 304-344-7496. I look forward to talking with you soon.

Sincerely,

A handwritten signature in black ink that reads "Chip Merritt". The signature is fluid and cursive, with the first letters of "Chip" and "Merritt" being capitalized and prominent.

Chip Merritt  
Client Account Manager

*This proposal is being submitted to the State of West Virginia, Division of Natural Resources ("Customer") by Verizon Business Network Services, Inc., on behalf of Verizon Select Services Inc. ("Verizon") and is strictly contingent upon the parties' execution of a written agreement consistent with this proposal, including the terms and conditions of the attached Verizon System Agreement and such other terms and conditions as the parties may mutually agree upon, and is further contingent upon the execution by Verizon of relevant contracts with the provider(s) of services and equipment which are set forth in this proposal. Verizon does not consider the proposal itself to be a legally binding offer to contract. In the event of an award to Verizon, Verizon and Customer will enter into negotiations for a written agreement that includes mutually agreeable terms and conditions.*

FORM OF PROPOSAL

Name of Bidder:

Verizon Business Network Services Inc. on behalf  
of Verizon Select Services Inc.

Address of Bidder:

1500 MacCorkle Avenue, SE  
Charleston, WV 25396

Phone Number of  
Bidder:

304-344-7496

WV Contractors License  
No.

WV037918

We, the undersigned, having examined the site and being familiar with the local conditions affecting the cost of the work and also being familiar with the general conditions to bidders, drawings, and specifications, hereby proposes to furnish all materials, equipment, and labor to complete all work in a workmanlike manner, as described in the Bidding documents.

Base Bid

The Base Bid shall include all labor, materials, and equipment and other work indicated in the bidding documents.

Base Bid: Lump sum for all labor, materials, and equipment as stipulated in the Bidding Documents, written in numbers.

\$711,148.95

Base Bid: Lump sum for all labor, materials, and equipment as stipulated in the Bidding Documents, written in words.

Seven hundred eleven thousand one hundred forty eight dollars and ninety-five cents.

The bidder understands that to the extent allowed by the West Virginia Code, the Owner reserves the right to waive any informality or irregularity in any Bid, or Bids, and to reject any or all Bids in whole or in part; to reject a bid not accompanied by the required bid security or by other data required by the Bidding Documents; to reject any condition of the bid by the

FORM OF PROPOSAL

ALTERNATE PRICING

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Base Bid ALTERNATE PRICING

The Base Bid shall include all labor, materials, and equipment and other work indicated in the bidding documents.

Base Bid: Lump sum for all  
labor, materials, and  
equipment as stipulated in  
the Bidding Documents,  
written in numbers.

\$392,451.12

Base Bid: Lump sum for all  
labor, materials, and  
equipment as stipulated in  
the Bidding Documents,  
written in words.

Three hundred ninety-two thousand four  
hundred fifty one dollars and twelve cents.

The bidder understands that to the extent allowed by the West Virginia Code, the Owner reserves the right to waive any informality or irregularity in any Bid, or Bids, and to reject any or all Bids in whole or in part; to reject a bid not accompanied by the required bid security or by other data required by the Bidding Documents; to reject any condition of the bid by the