



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
ISCK0030

PAGE
1

ADDRESS CORRESPONDENCE TO ATTENTION OF:
KRISTA FERRELL 304-558-2596

**VENDOR**  
 \*423132115      304-746-4434  
 POMEROY IT SOLUTIONS INC  
 4013 WASHINGTON STREET WEST  
 CHARLESTON WV 25313

**SHIP TO**  
 DEPARTMENT OF ADMINISTRATION  
 IS&C - CHIEF FINANCIAL OFFICER  
 1 DAVIS SQUARE  
 CHARLESTON, WV  
 25301      304-558-5472

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
09/08/2009	Net 30	Best Ground	Destination	Included

BID OPENING DATE	QUANTITY	UOP	CAT NO	ITEM NUMBER	BID OPENING TIME	UNIT PRICE	AMOUNT
09/23/2009	1	LS		205-43	01:30PM		

0001	1	LS		205-43		<p><i>See Pricing Sheet</i></p>	
<p>PERIPHERAL DEVICES AND ACCESSORIES, COMPUTER SYSTEM</p>							
<p>REQUEST FOR QUOTATION (RFQ)</p>							
<p>THE WEST VIRGINIA STATE PURCHASING DIVISION FOR THE AGENCY, THE WEST VIRGINIA OFFICE OF TECHNOLOGY, IS SOLICITING BIDS TO PROVIDE THE AGENCY WITH AN EMC AVAMAR SOLUTION (OR EQUAL) TO REPLACE ALL CURRENT BACKUP IMPLEMENTATIONS AT ALL EXECUTIVE BRANCH AGENCIES, PER THE ATTACHED SPECIFICATIONS.</p>							
<p>NOTICE TO PROCEED: THE IMPLEMENTATION PORTION OF THIS CONTRACT MUST BE COMPLETED WITHIN 60 CALENDAR DAYS AFTER THE NOTICE OF PROCEED IS RECEIVED. SUPPORT AND MAINTENANCE WILL BEGIN UPON THE IMPLEMENTATION IS COMPLETE AND THE SYSTEM IS ACCEPTED BY THE AGENCY.</p>							
<p>TECHNICAL QUESTION CONCERNING THIS PROJECT MUST BE SUBMITTED IN WRITING TO KRISTA FERRELL IN THE WEST VIRGINIA STATE PURCHASING DIVISION VIA MAIL AT THE ADDRESS SHOWN IN THE BODY OF THIS RFQ, VIA FAX AT 304 558-4115, OR VIA EMAIL AT KRISTA.S.FERRELL@WV.GOV DEADLINE FOR ALL TECHNICAL QUESTIONS IS 09/15/2009 AT THE CLOSE OF BUSINESS. ANY TECHNICAL QUESTIONS RECEIVED WILL BE ANSWERED BY ADDENDUM AFTER THE DEADLINE HAS LAPSED.</p>							
<p>QUESTIONS CONCERNING THE ACTUAL PROCESS BY WHICH A VENDOR MAY SUBMIT A BID TO THE STATE OF WEST VIRGINIA</p>							

RECEIVED  
 2009 SEP 23 PM 1:19  
 WV PURCHASING DIVISION

SEE REVERSE SIDE FOR TERMS AND CONDITIONS			
SIGNATURE <i>Michael A Ferrell</i>	TELEPHONE 800-227-8798 X114	DATE 9-23-09	
TITLE Senior Account Executive	FEIN 61-1352158	ADDRESS CHANGES TO BE NOTED ABOVE	

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



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09/08/2009				

BID OPENING DATE: 09/23/2009      BID OPENING TIME: 01:30PM

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>ARE NOT CONSIDERED TO BE TECHNICAL QUESTIONS AND MAY BE SUBMITTED AT ANY TIME PRIOR TO THE BID OPENING AND IN ANY FORMAT.</p> <p>EXHIBIT 10</p> <p>REQUISITION NO.: .....</p> <p>ADDENDUM ACKNOWLEDGEMENT</p> <p>I HEREBY ACKNOWLEDGE RECEIPT OF THE FOLLOWING CHECKED ADDENDUM(S) AND HAVE MADE THE NECESSARY REVISIONS TO M PROPOSAL, PLANS AND/OR SPECIFICATION, ETC.</p> <p>ADDENDUM NO.'S:</p> <p>NO. 1 .....</p> <p>NO. 2 .....</p> <p>NO. 3 .....</p> <p>NO. 4 .....</p> <p>NO. 5 .....</p> <p>I UNDERSTAND THAT FAILURE TO CONFIRM THE RECEIPT OF THE 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>						

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 3

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 KRISTA FERRELL  
 304-558-2596

VENDOR

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 CHARLESTON WV 25313

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DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
09/08/2009				

BID OPENING DATE: 09/23/2009      BID OPENING TIME: 01:30PM

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
<p><i>Michael A. Ferrell</i>.....            SIGNATURE</p> <p><i>Pomeroiy I.T. Solutions</i>.....            COMPANY</p> <p><i>9-23-09</i>.....            DATE</p>						
<p>REV. 11/96</p> <p>BANKRUPTCY: IN THE EVENT THE VENDOR/CONTRACTOR FILES FOR BANKRUPTCY PROTECTION, THE STATE MAY DEEM THE CONTRACT NULL AND VOID, AND TERMINATE SUCH CONTRACT WITHOUT FURTHER ORDER.</p> <p>THE MODEL/BRAND/SPECIFICATIONS NAMED HEREIN ESTABLISH THE ACCEPTABLE LEVEL OF QUALITY ONLY AND ARE NOT INTENDED TO REFLECT A PREFERENCE OR FAVOR ANY PARTICULAR BRAND OR VENDOR. VENDORS WHO ARE BIDDING ALTERNATES SHOULD SO STATE AND INCLUDE PERTINENT LITERATURE AND SPECIFICATIONS. FAILURE TO PROVIDE INFORMATION FOR ANY ALTERNATES MAY BE GROUNDS FOR REJECTION OF THE BID. THE STATE RESERVES THE RIGHT TO WAIVE MINOR IRREGULARITIES IN BIDS OR SPECIFICATIONS IN ACCORDANCE WITH SECTION 148-1-4(F) OF THE WEST VIRGINIA LEGISLATIVE RULES AND REGULATIONS.</p> <p style="text-align: center;">NOTICE</p> <p>A SIGNED BID MUST BE SUBMITTED TO:</p> <p style="text-align: center;">DEPARTMENT OF ADMINISTRATION            PURCHASING DIVISION</p>						

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BID OPENING DATE	BID OPENING TIME
09/23/2009	01:30PM

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
BUILDING 15 2019 WASHINGTON STREET, EAST CHARLESTON, WV 25305-0130						
THE BID SHOULD CONTAIN THIS INFORMATION ON THE FACE OF THE ENVELOPE OR THE BID MAY NOT BE CONSIDERED: SEALED BID						
BUYER: KRISTA FERRELL-FILE 21						
RFQ. NO.: ISCK0030						
BID OPENING DATE: 09/23/2009						
BID OPENING TIME: 1:30 PM						
PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY TO CONTACT YOU REGARDING YOUR BID: 888-273-6980						
CONTACT PERSON (PLEASE PRINT CLEARLY): Michael A Ferrari						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
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DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
09/08/2009				

BID OPENING DATE: 09/23/2009      BID OPENING TIME: 01:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
***** THIS IS THE END OF RFQ ISCK0030 ***** TOTAL:						<u>See Proc. Sheet</u>

SIGNATURE			TELEPHONE		DATE
TITLE		FEIN	ADDRESS CHANGES TO BE NOTED ABOVE		

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## REQUEST FOR QUOTATION

### 1. PROJECT:

The West Virginia Office of Technology, Telecommunications/Infrastructure Division (WVOT-TID) provides Tivoli Enterprise Backup Services to some State agencies at the State Data Center and remote sites for file server and application data backup. Most agencies employ similar backup solutions using various products, backup schemes and techniques. It is the intent of this Request for Quotation (RFQ) to obtain an EMC Avamar solution to replace all current backup implementations at all Executive Branch Agencies, per the specifications included in this document, to centralize and standardize the way data is protected. There are a limited number of applications and data sets, less than ten percent (10%) of the State's current total data, which may not be affected.

### 2. PURPOSE:

To obtain the services of a vendor capable of providing the requested Avamar solution, including implementation, enhanced support

### 3. SPECIFICATIONS:

<u>Qty</u>	<u>Product ID</u>	<u>Description</u>	<u>Units</u>
<b>14-node Grid (Primary)</b>			
1	AVMRACK12D	AVAMAR 12-NODE DEEP 40U TITAN RACK	EA
1	PW40U-60-US	RACK-40U-60 PWR CORD US	EA
1	C13-PWR-12	2 C13 PWRCORDS W/ NEMA 5-15 PLUGS 125V 10A	EA
2	AVM6CBLINT	6 NODE SHORT CABLE BUNDLE FOR INTERNAL ROUTING	EA
1	AVMSWITCHG1	CUBE SWITCH AVAMAR GEN1 (2U)	EA
2	AVMINSTG2FG2	AVAMAR GEN2 2TB STORAGE NODE (FIELD INSTALLED)	EA
11	AVMINSTG2MG2	AVAMAR GEN2 2TB STORAGE NODE (MFG INSTALLED)	EA
1	AVMINUTILMG2	AVAMAR GEN2 UTILITY NODE (MFG INSTALLED)	EA
1	AVMINACC32FG2	AVAMAR GEN2 32GB ACCELERATOR NODE (FIELD INST)	EA
24	456-100-309	AVAMAR 1 TB INCR CAPACITY LICENSE	EA
24	456-101-271	PROMO: DATA PROTECTION ADVISOR 1TB AVAMAR CAPACITY	EA
1	M-ENHSWL-002	ENHANCED SOFTWARE SUPPORT (Includes months 1-33)	
1	M-ENHSSWW-001	ENHANCED SOFTWARE SUPPORT (Includes months 1-33)	
<b>14-node Grid (Replication Target)</b>			
1	AVMRACK12D	AVAMAR 12-NODE DEEP 40U TITAN RACK	EA
1	PW40U-60-US	RACK-40U-60 PWR CORD US	EA
1	C13-PWR-12	2 C13 PWRCORDS W/ NEMA 5-15 PLUGS 125V 10A	EA
2	AVM6CBLINT	6 NODE SHORT CABLE BUNDLE FOR INTERNAL ROUTING	EA
1	AVMSWITCHG1	CUBE SWITCH AVAMAR GEN1 (2U)	EA
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1	M-ENHSSWW-001	ENHANCED SOFTWARE SUPPORT (Includes months 1-33)	
<b><u>PROFESSIONAL SERVICES</u></b>			
1	PS-EXP-AVMNR	EMC IMPLEMENTATION FOR AVAMAR / MULTI NODE WITH REPLICATION	EA

PRICING SHEET  
ISCK0030

Quantity	Product ID (or equivalent)	Description	Unit Cost	Extended Cost
	<b>14-node Grid (Primary)</b>			
1	AVMRACK12D	AVAMAR 12-NODE DEEP 40U TITAN RACK	2355.39	2355.39
1	PW40U-60-US	RACK-40U-60 PWR CORD US	645.44	645.44
1	C13-PWR-12	2 C13 PWRCORDS W/NEMA 5-15 PLUGS 125V 10A	0.00	0.00
2	AVM6CBLINT	6 NODE SHORT CABLE BUNDLE FOR INTERNAL ROUTING	56.08	112.16
1	AVMSWITCHG1	CUBE SWITCH AVAMAR GEN1 (2U)	2299.31	2299.31
2	AVMINSTG2FG2	AVAMAR GEN2 2TB STORAGE NODE (FIELD INSTALLED)	11776.95	23553.90
1	AVMINUTILMG2	AVAMAR GEN2 UTILITY NODE (MFG INSTALLED)	6168.88	6168.88
1	AVMINACC32FG2	AVAMAR GEN2 32GB ACCELERATOR NODE (FIELD INST)	7857.30	7857.30
24	456-100-309	AVAMAR 1 TB INCR CAPACITY LICENSE	8104.18	194500.32
24	456-101-271	PROMO: DATA PROTECTION ADVISOR 1TB AVAMAR CAPACITY	557.75	13386.00
1	M-ENH5WL-002	ENHANCED SOFTWARE SUPPORT (Includes months 1-33)	112316.46	112316.46
1	M-ENH5WW-001	ENHANCED SOFTWARE SUPPORT (Includes months 1-33)	7734.04	7734.04
	<b>14-node Grid (Replication Target)</b>			
1	AVMRACK12D	14-node Grid (Replication Target) AVAMAR 12-NODE DEEP 40U TITAN RACK	2355.39	2355.39
1	PW40U-60-US	RACK-40U-60 PWR CORD US	645.44	645.44
1	C13-PWR-12	2 C13 PWRCORDS W/NEMA 5-15 PLUGS 125V 10A	0.00	0.00
2	AVM6CBLINT	6 NODE SHORT CABLE BUNDLE FOR INTERNAL ROUTING	56.08	112.16
1	AVMSWITCHG1	CUBE SWITCH AVAMAR GEN1 (2U)	2299.31	2299.31
2	AVMINSTG2FG2	AVAMAR GEN2 2TB STORAGE NODE (FIELD INSTALLED)	11776.95	23553.90
1	AVMINUTILMG2	AVAMAR GEN2 UTILITY NODE (MFG INSTALLED)	6168.88	6168.88
1	AVMINACC32FG2	AVAMAR GEN2 32GB ACCELERATOR NODE (FIELD INST)	7857.30	7857.30
24	456-100-309	AVAMAR 1 TB INCR CAPACITY LICENSE	8104.18	194500.32
24	456-101-271	PROMO: DATA PROTECTION ADVISOR 1TB AVAMAR CAPACITY	557.75	13386.00
1	M-ENH5WL-002	ENHANCED SOFTWARE SUPPORT (Includes months 1-33)	112316.46	112316.46
1	M-ENH5WW-001	ENHANCED SOFTWARE SUPPORT (Includes months 1-33)	7734.04	7734.04
	<b>PROFESSIONAL SERVICES</b>			
1	PS-EXP-AVMNR	EMC IMPLEMENTATION FOR AVAMAR/MULTI NODE W/ REPLICATION	12400.00	12400.00
Grand Total				741,846.92

\* Part # on specs not on pricing sheet. Qty of 22 (11 on each Unit) 11776.95 259,092.90  
 Total if part is needed. 1,000,939.32

# 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: Pomeroy IT Solutions

Signed: Michael A. Frazier

Date: 9-23-09

Title: Senior Account Executive

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



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:**

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: Pomeroy IT Solutions  
Authorized Signature: Michael A. Linn Date: 9-23-09