

**verizon**business

**A PROPOSAL TO**

**STATE OF WEST VIRGINIA  
Department of Administration**

**For**

**ISCK0030**

**September 23, 2009**



**RECEIVED**

2009 SEP 23 P 12: 22

PURCHASING DIVISION  
STATE OF WV

**PRESENTED BY:**

**Sandra K. Hawkins  
Senior Client Account Manager  
304-344-6700  
304-552-0920  
[sandra.k.hawkins@verizonbusiness.com](mailto:sandra.k.hawkins@verizonbusiness.com)**



Sandra K. Hawkins  
Senior Client Account Manager  
1500 MacCorkle Avenue, SE  
Charleston, WV 25314

September 23, 2009

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

Attention: Krista Ferrell

RFQ SUBJECT: EMC Solution

RFQ #: ISCK0030

Dear Ms Ferrell:

Verizon Business is pleased to submit its proposal to provide an EMC Avamar Solution to replace all current backup implementation at all Executive branch agencies for the State of West Virginia.

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 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.
- Pays approximately \$53.2 Million annually in health care and costs for employees and retirees
- 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 and look forward to continuing our business relationship and building an even stronger partnership with the State.

Sincerely,

A handwritten signature in black ink that reads "Sandra K. Hawkins".

Sandra K. Hawkins  
Senior 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 Network Integration Corp. ("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.*



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

RFQ COPY  
 TYPE NAME/ADDRESS HERE

Verizon Network Integration Corp  
 1500 MacCorkle Avenue, SE  
 Charleston, WV 25314

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				

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

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	LS		205-43		
PERIPHERAL DEVICES AND ACCESSORIES, COMPUTER SYSTEM  REQUEST FOR QUOTATION (RFQ)  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.  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.  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.  QUESTIONS CONCERNING THE ACTUAL PROCESS BY WHICH A VENDOR MAY SUBMIT A BID TO THE STATE OF WEST VIRGINIA						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE: *Marsha K. Harrell* TELEPHONE: 3043446700 DATE: 9/22/09

Marsha K Harrell  
 Senior Consultant  
 Pricing/Contract Management

FEIN: 23-2743964

ADDRESS CHANGES TO BE NOTED ABOVE

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

## GENERAL TERMS & CONDITIONS PURCHASE ORDER/CONTRACT

1. **ACCEPTANCE:** Seller shall be bound by this order and its terms and conditions upon receipt of this order.
2. **APPLICABLE LAW:** 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.
3. **NON-FUNDING:** All services performed or goods delivered under State Purchase Orders/Contracts are to be continued for the terms 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.
4. **COMPLIANCE:** Seller shall comply with all Federal, State and local laws, regulations and ordinances including, but not limited to, the prevailing wage rates of the WV Division of Labor.
5. **MODIFICATIONS:** This writing is the parties final expression of intent. No modification of this order shall be binding unless agreed to in writing by the Buyer.
6. **ASSIGNMENT:** Neither this Order nor any monies due, or to become due hereunder may be assigned by the Seller without the Buyer's consent.
7. **WARRANTY:** The Seller expressly warrants that the goods and/or services covered by this order will: (a) conform to the specifications, drawings, samples or other description furnished or specified by the Buyer; (b) be merchantable and fit for the purpose intended; and/or (c) be free from defect in material and workmanship.
8. **CANCELLATION:** The Director of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
9. **SHIPPING, BILLING & PRICES:** Prices are those stated in this order. No price increase will be accepted without written authority from the Buyer. All goods or services shall be shipped on or before the date specified in this Order.
10. **LATE PAYMENTS:** Payments may only be made after the delivery of goods or services. Interest may be paid on late payments in accordance with the *West Virginia Code*.
11. **TAXES:** The State of West Virginia is exempt from Federal and State taxes and will not pay or reimburse such taxes.
12. **RENEWAL:** 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, the State may deem this contract null and void, and terminate such contract 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 Cover 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 work place policy in compliance with the West Virginia 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."



State of West Virginia  
 Department of Administration  
 Purchasing Division  
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# Request for Quotation

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 ISCK0030

PAGE  
 2

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

RFQ COPY

TYPE NAME/ADDRESS HERE

Verizon Network Integration Corp  
 1500 MacCorkle Avenue, SE  
 Charleston, WV 25314

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				

BID OPENING DATE	BID OPENING TIME
09/23/2009	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>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE: Marsha K. Harrell TELEPHONE: 3043446700 DATE: 9/22/09

TITLE: Senior Consultant FEIN: 23-2743964 ADDRESS CHANGES TO BE NOTED ABOVE

Pricing/Contract Management

ADDITIONAL INFORMATION: IN ORDER TO BE CONSIDERED FOR AWARD, VENDOR MUST SUBMIT A BID WITHIN THE TIME FRAME SPECIFIED IN THE RFQ. IF A BID IS RECEIVED AFTER THE TIME FRAME, IT WILL BE REJECTED. VENDOR MUST SUBMIT A BID WITHIN THE TIME FRAME SPECIFIED IN THE RFQ. IF A BID IS RECEIVED AFTER THE TIME FRAME, IT WILL BE REJECTED.



State of West Virginia  
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 304-558-2596

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Verizon Network Integration Corp  
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 25301 304-558-5472

DATE PRINTED	TERMS OF SALE	SHIP VIA	FOB	FREIGHT TERMS
09/08/2009				

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

LINE	QUANTITY	UOP	QAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
..... SIGNATURE ..... COMPANY ..... DATE						
REV. 11/96						
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.						
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.						
NOTICE						
A SIGNED BID MUST BE SUBMITTED TO:						
DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE: *Marsha K. Harrell* TELEPHONE: 304 344 6700 DATE: 9/22/09

FEIN: 23-2743964 ADDRESS CHANGES TO BE NOTED ABOVE

Marsha K Harrell  
 Senior Consultant  
 Pricing/Contract Management

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



State of West Virginia  
 Department of Administration  
 Purchasing Division  
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LINE	QUANTITY	UOP	CAT NO.	ITEM NUMBER	BID OPENING TIME	UNIT PRICE	AMOUNT
					01:30 PM		

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:

304 3411464

CONTACT PERSON (PLEASE PRINT CLEARLY):

Sandra K. Hawkins

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE Marsha K. Harrell TELEPHONE 304 344 6700 DATE 9/02/09

Marsha K Harrell  
 Senior Consultant  
 Pricing/Contract Management

FEIN 23-2743964

ADDRESS CHANGES TO BE NOTED ABOVE

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



## 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	CI3-PWR-12	2 CI3 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-ENHSWW-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	CI3-PWR-12	2 CI3 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-ENHSWW-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
	14-node Grid (Primary)			
1	AVMRACK12D	AVAMAR 12-NODE DEEP 40U TITAN RACK	1965.60	1965.60
1	PW40U-60-US	RACK-40U-60 PWR CORD US	490.36	490.36
1	C13-PWR-12	2 C13 PWRCORDS W/ NEMA 5-15 PLUGS 125V 10A	0	0
2	AVM6CBLINT	6 NODE SHORT CABLE BUNDLE FOR INTERNAL ROUTING	44.72	89.44
1	AVMSWITCHG1	CUBE SWITCH AVAMAR GEN1 (2U)	2046.72	2046.72
2	AVMINSTG2FG2	AVAMAR GEN2 2TB STORAGE NODE (FIELD INSTALLED)	10483.20	20966.40
1	AVMINUTILMG2	AVAMAR GEN2 UTILITY NODE (MFG INSTALLED)	5491.20	5491.20
1	AVMINACC32FG2	AVAMAR GEN2 32GB ACCELERATOR NODE (FIELD INST)	6988.80	6988.80
24	456-100-309	AVAMAR 1 TB INCR CAPACITY LICENSE	8415.68	201976.32
24	456-101-271	PROMO: DATA PROTECTION ADVISOR 1TB AVAMAR CAPACITY	579.28	13902.72
1	M-ENHSWL-002	ENHANCED SOFTWARE SUPPORT (Includes months 1-33)	119951.87	119951.87
1	M-ENHSWW-001	ENHANCED SOFTWARE SUPPORT (Includes months 1-33)	8259.89	8259.89
11	AVMINSTG2MG2 14-node Grid	AVAMAR GEN2 2TB STORAGE NODE	10483.20	115315.20
	14-node Grid (Replication Target)			
1	AVMRACK12D	AVAMAR 12-NODE DEEP 40U TITAN RACK	1965.60	1965.60
1	PW40U-60-US	RACK-40U-60 PWR CORD US	490.36	490.36
1	C13-PWR-12	2 C13 PWRCORDS W/ NEMA 5-15 PLUGS 125V 10A	0	0
2	AVM6CBLINT	6 NODE SHORT CABLE BUNDLE FOR INTERNAL ROUTING	44.72	89.44
1	AVMSWITCHG1	CUBE SWITCH AVAMAR GEN1 (2U)	2046.72	2046.72
2	AVMINSTG2FG2	AVAMAR GEN2 2TB STORAGE NODE (FIELD INSTALLED)	10483.20	20966.40
1	AVMINUTILMG2	AVAMAR GEN2 UTILITY NODE (MFG INSTALLED)	5491.20	5491.20
1	AVMINACC32FG2	AVAMAR GEN2 32GB ACCELERATOR NODE (FIELD INST)	6988.80	6988.80
24	456-100-309	AVAMAR 1 TB INCR CAPACITY LICENSE	8415.68	201976.32
24	456-101-271	PROMO: DATA PROTECTION ADVISOR 1TB AVAMAR CAPACITY	579.28	13902.72
1	M-ENHSWL-002	ENHANCED SOFTWARE SUPPORT (Includes months 1-33)	119951.87	119951.87
1	M-ENHSWW-001	ENHANCED SOFTWARE SUPPORT (Includes months 1-33)	8259.89	8259.89
	PROFESSIONAL SERVICES			
1	PS-EXP-AVMNR	EMC IMPLEMENTATION FOR AVAMAR/MULTI NODE W/ REPLICATION	27500.00	27500.00
11	AVMINSTG2MG2	AVAMAR GEN2 2TB STORAGE NODE	10483.20	115315.20
		FREIGHT	6193.14	6193.14
		GRAND TOTAL		\$1,028,582.18

GRAND TOTAL \$1,028,582.18

**AGREEMENT ADDENDUM**

In the event of conflict between this addendum and the agreement, this addendum shall control:

1. **DISPUTES** - Any references in the agreement to arbitration or to the jurisdiction of any court are hereby deleted. Disputes arising out of the agreement shall be presented to the West Virginia Court of Claims.
2. **HOLD HARMLESS** - Any clause requiring the Agency to indemnify or hold harmless any party is hereby deleted in its entirety.
3. **GOVERNING LAW** - The agreement shall be governed by the laws of the State of West Virginia. This provision replaces any references to any other State's governing law.
4. **TAXES** - Provisions in the agreement requiring the Agency to pay taxes are deleted. As a State entity, the Agency is exempt from Federal, State, and local taxes and will not pay taxes for any Vendor including individuals, nor will the Agency file any tax returns or reports on behalf of Vendor or any other party.
5. **PAYMENT** - Any references to prepayment are deleted. Payment will be in arrears.
6. **INTEREST** - Should the agreement include a provision for interest on late payments, the Agency agrees to pay the maximum legal rate under West Virginia law. All other references to interest or late charges are deleted.
7. **RECOUNPMENT** - Any language in the agreement waiving the Agency's right to set-off, counterclaim, recoupment, or other defense is hereby deleted.
8. **FISCAL YEAR FUNDING** - Service performed under the agreement may be continued in succeeding fiscal years for the term of the agreement, contingent upon funds being appropriated by the Legislature or otherwise being available for this service. In the event funds are not appropriated or otherwise available for this service, the agreement shall terminate without penalty on June 30. After that date, the agreement becomes of no effect and is null and void. However, the Agency agrees to use its best efforts to have the amounts contemplated under the agreement included in its budget. Non-appropriation or non-funding shall not be considered an event of default.
9. **STATUTE OF LIMITATION** - Any clauses limiting the time in which the Agency may bring suit against the Vendor, lessor, individual, or any other party are deleted.
10. **SIMILAR SERVICES** - Any provisions limiting the Agency's right to obtain similar services or equipment in the event of default or non-funding during the term of the agreement are hereby deleted.
11. **ATTORNEY FEES** - The Agency recognizes an obligation to pay attorney's fees or costs only when assessed by a court of competent jurisdiction. Any other provision is invalid and considered null and void.
12. **ASSIGNMENT** - Notwithstanding any clause to the contrary, the Agency reserves the right to assign the agreement to another State of West Virginia agency, board or commission upon thirty (30) days written notice to the Vendor and Vendor shall obtain the written consent of Agency prior to assigning the agreement.
13. **LIMITATION OF LIABILITY** - The Agency, as a State entity, cannot agree to assume the potential liability of a Vendor. Accordingly, any provision limiting the Vendor's liability for direct damages to a certain dollar amount or to the amount of the agreement is hereby deleted. Limitations on special, incidental or consequential damages are acceptable. In addition, any limitation is null and void to the extent that it precludes any action for injury to persons or for damages to personal property.
14. **RIGHT TO TERMINATE** - Agency shall have the right to terminate the agreement upon thirty (30) days written notice to Vendor. Agency agrees to pay Vendor for services rendered or goods received prior to the effective date of termination.
15. **TERMINATION CHARGES** - Any provision requiring the Agency to pay a fixed amount or liquidated damages upon termination of the agreement is hereby deleted. The Agency may only agree to reimburse a Vendor for actual costs incurred or losses sustained during the current fiscal year due to wrongful termination by the Agency prior to the end of any current agreement term.
16. **RENEWAL** - Any reference to automatic renewal is hereby deleted. The agreement may be renewed only upon mutual written agreement of the parties.
17. **INSURANCE** - Any provision requiring the Agency to insure equipment or property of any kind and name the Vendor as beneficiary or as an additional insured is hereby deleted.
18. **RIGHT TO NOTICE** - Any provision for repossession of equipment without notice is hereby deleted. However, the Agency does recognize a right of repossession with notice.
19. **ACCELERATION** - Any reference to acceleration of payments in the event of default or non-funding is hereby deleted.
20. **CONFIDENTIALITY**: -Any provision regarding confidentiality of the terms and conditions of the agreement is hereby deleted. State contracts are public records under the West Virginia Freedom of Information Act.
21. **AMENDMENTS** - All amendments, modifications, alterations or changes to the agreement shall be in writing and signed by both parties. No amendment, modification, alteration or change may be made to this addendum without the express written approval of the Purchasing Division and the Attorney General.

**ACCEPTED BY:**  
**STATE OF WEST VIRGINIA**

Spending Unit: \_\_\_\_\_

Signed: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

**VENDOR** Verizon Business Network Services Inc.

Company Name: on behalf of Verizon Network Integration Corp.

Signed: Marsha K Harrell

**Marsha K Harrell**

Title: Senior Consultant  
Pricing/Contract Management

Date: 9/22/09

**STATEMENT OF WORK (SOW) NO. 1-23NEJP  
TO VERIZON CONTRACT WITH THE STATE OF WEST VIRGINIA  
Custom Services**

<b>Customer: State of West Virginia, IS&amp;C</b>	<b>Quote: 1-23NEJP</b>
<b>Contract ID: Verizon Contract with State of West Virginia, IS&amp;C (Number TBD)</b>	<b>Date: 9/15/09</b>

Verizon Business Network Services Inc., on behalf of  
Verizon Network Integration Corp.  
22001 Loudoun County Parkway  
Ashburn, VA 20147

**CUSTOMER'S LEGAL NAME:**  
State of West Virginia, IS&C  
**Address:** One Davis Square  
321-323 Capitol St  
Charleston, WV 25301

Signed: Marsha K. Harrell  
Name: Marsha K Harrell  
Title: Senior Consultant  
Date: 9/22/09  
Pricing/Contract Management

Signed: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Date: \_\_\_\_\_

This Statement of Work ("SOW") amends and is a part of the Verizon Contract with the State of West Virginia, IS&C, Contract ID number as shown above ("Agreement"). The parties to this SOW are Verizon Network Integration Corp. ("Verizon"), and the State of West Virginia, IS&C ("Customer").

**Description of Project**

**1. Services.**

This SOW defines the services and deliverables that Verizon will provide to Customer under the terms of the Agreement ("Custom Services") and forms the basis for the pricing in the quote referenced above (the "Quote"). Verizon will perform the Custom Services at the locations listed in the Quote.

**2. Scope of Work.**

Verizon will subcontract EMC to install the Avamar products and services to replace the existing Tivoli Enterprise Backup Services. This installation is detailed in the attached EMC document "EMC Implementation for Avamar Multi-Node with Replication QuickStart".

**3. Deliverables and Documentation (if any) to be Produced by Verizon and Verizon Obligations.**

- Deliverables and Documentation [see Paragraph 2 above].

**4. Documentation to be Produced by Customer and Customer Obligations (if any).**

Customer must:

- Dispose of all decommissioned equipment, unless provided otherwise in the Quote.  
 If this box is checked, Verizon will dispose of certain decommissioned equipment as provided in the Quote.
- Additional Responsibilities: N/A

**5. Acceptance Testing Criteria for the Service or Deliverable(s).**

Conduct acceptance testing in accordance as set forth in the Agreement and herein.

**6. Conditions.**

- If this box is checked, this project includes Overtime work.
- If this box is checked, this project includes Sunday and Holiday Hours.
- If this box is checked, Verizon personnel will require additional training for site access.
- Additional Assumptions: N/A

7. **Term of SOW.** This SOW is effective upon full execution by the parties and will remain in effect during the delivery of the Custom Services. Except for warranties specifically provided herein or in the Agreement, this SOW will terminate upon final delivery of the Custom Services.

Custom Services are limited to the services, deliverables, documentation, and conditions stated herein and in the Agreement, and the System defined in the quote. Customer's and Verizon's authorized representative has signed as of the respective date shown below.

# System Agreement

This System Agreement ("Agreement"), effective as of the \_\_\_\_ day of \_\_\_\_, 20\_\_\_\_, is made by and between

<b>A. Verizon Entity Name ("Verizon"):</b> Verizon Business Network Services Inc. on behalf of  Verizon Network Integration Corp.	<b>B. Customer Name ("Customer")</b>  Department of Administration - IS&C
Address: 1500 MacCorkle Avenue, SE	Address: 1 Davis Square
City: Charleston      State: WV      Zip Code: 25396	City: Charleston      State: WV      Zip Code: 25301
Contact Name and Phone Number: Sandra K. Hawkins	Customer Billing Address (if different):
Quote Number (if applicable) <u>1-23NEJP</u>	City:                      State:                      Zip Code:
	Contact Name and Phone Number: Krista Ferrell 304-558-2596

<p><b>C. Select all applicable options:</b></p> <p><input checked="" type="checkbox"/> New System/Service Sale  <input type="checkbox"/> Adds/Upgrade to Existing System  <input type="checkbox"/> Installation Services  <input type="checkbox"/> International Purchase and Sale (Drop Ship)</p> <p><b>VERIZON MAINTENANCE SERVICES</b></p> <p><input type="checkbox"/> IP Phones Next Business Day  <input type="checkbox"/> IP Telephony Application Server Platform 4-Hour Remote  <input type="checkbox"/> IP Telephony Application Server Platform 4-Hour On-Site  <input type="checkbox"/> IP Telephony Application Server Platform 8-Hour On-Site  <input type="checkbox"/> IP PBX Supplemental  <input type="checkbox"/> 8x5 Switch &amp; Phones  <input type="checkbox"/> 8x5 Switch &amp; Proprietary Phones  <input type="checkbox"/> 8x5 Switch Only  <input type="checkbox"/> 8x5 Ancillary/Auxiliary Equipment  <input type="checkbox"/> 8x5 Nortel Norstar  <input type="checkbox"/> 8x5 NEC Electra Elite  <input type="checkbox"/> 8x5 Business Communication Manager  <input type="checkbox"/> 8x5 Centrex CPE  <input type="checkbox"/> 24x7 Switch &amp; Proprietary Phones  <input type="checkbox"/> 24x7 Switch Only  <input type="checkbox"/> 24x7 Ancillary/Auxiliary Equipment  <input type="checkbox"/> 24x7 Nortel Norstar  <input type="checkbox"/> 24x7 NEC Electra Elite  <input type="checkbox"/> 24x7 Business Communication Manager  <input type="checkbox"/> 24x7 Voice Service Plus  <input type="checkbox"/> 24x7 Centrex CPE</p>	<p><b>Verizon Maintenance Services Cont'd.</b></p> <p><input type="checkbox"/> Software Release Subscription (SRS)  <input type="checkbox"/> On-Site Technician  <input type="checkbox"/> Supplemental Warranty Coverage (extends the standard warranty to 24 hour coverage for major failures during the warranty period)  <input type="checkbox"/> Other</p> <p><b>Third Party Maintenance Services</b> - Third party maintenance will be provided in accordance with (i) the service descriptions of the respective third party maintenance service providers (generally available on their respective websites) and (ii) the relevant terms and conditions of this Agreement, specifically excluding section 3.2 (termination for convenience).</p> <p><input type="checkbox"/> Nortel Extended Service  <input type="checkbox"/> Cisco SMARTnet  <input checked="" type="checkbox"/> Other: EMC</p>
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# System Agreement

## D. Payment Options:

- Cash Purchase
- Lease/Financing
  - Verizon Credit Inc.
  - Third Party Lease/Financing \_\_\_\_\_ (must have prior written approval of Verizon)
- E-Rate/USF Funding Application No. \_\_\_\_\_
- Tax Exempt No. \_\_\_\_\_

## E. The total price of the System and/or services being purchased by the Customer is:

Equipment and/or Installation Price	\$ <u>772,158.66</u>
Professional Services Price	\$ _____
Maintenance Service	
Voice Maintenance Service for _____ Year(s)	\$ _____
Third Party Maintenance Service for <u>3</u> Year(s)	\$ <u>256,423.52</u>
Supplemental Warranty Coverage	\$ _____
Applicable taxes (estimated)	\$ _____
<b>TOTAL PRICE</b>	\$ <u>1,028,582.18</u>

## F. Maintenance Service Billing Option:

- Pre-paid Billing: \_\_\_\_\_ years \$ \_\_\_\_\_ (Annual Rate)
  - Deferred Billing (deferred until warranty expiration):  
\_\_\_\_\_ years \$ \_\_\_\_\_ \$ \_\_\_\_\_ \$ \_\_\_\_\_ \$ \_\_\_\_\_  
(Year 1) (Year 2) (Year 3) (Year 4) (Year 5)
- Bill deferred payment (check one):  annually  semi-annually  quarterly  monthly

## G. Attachments

- Avaya Equipment, Maintenance and Professional Services Exhibit
- Call Center Software, Support and Professional Services Exhibit
- Cisco Technology Migration Program Supplement
- Cisco Try and Buy Program Supplement
- Equipment Sales and Installation Exhibit
- E-Rate Funding Related Terms and Conditions
- International Purchase and Sale Exhibit
- PBX Mobile Extension
- Professional Services Exhibit
- Quote
- Service Plan Description(s)
- Statement of Work
- Statement of Work (Avaya)
- Voice Maintenance Exhibit

**THE TERMS AND CONDITIONS OF THIS AGREEMENT CONTINUE ON THE FOLLOWING PAGES**

Customer Initials

## System Agreement

**1. Scope of Agreement.** Subject to the terms and conditions of this Agreement, Verizon will provide Customer, either directly or in conjunction with such subcontractors as it may select, the equipment, software, installation services, maintenance (hereinafter collectively the "System") and/or professional services as described in this Agreement and as further described in a Statement of Work and any Exhibit attached hereto.

**1.1 For Equipment Sale and Installation Services:** Verizon will provide and, if applicable, install the equipment as set forth in the applicable quote and the Equipment and Installation Services Exhibit.

**1.2 For Maintenance Services:** Verizon will provide the maintenance services as set forth in the applicable quote and the Call Center Software, Support and Professional Services Exhibit, and/or the Maintenance Services Exhibit. The foregoing exhibits do not apply to maintenance services provided by a third party. Third party maintenance will be provided in accordance with (i) the service descriptions of the respective third party maintenance service providers (generally available on their respective websites) and (ii) the relevant terms and conditions of this Agreement, specifically excluding section 3.2 (termination for convenience).

**1.3 For Professional Services:** Verizon will provide the professional services as set forth in the applicable quote and the Professional Services Exhibit.

All applicable Statements of Work and Exhibits attached hereto are incorporated herein and made a part of this Agreement.

## **2. Fees and Payment.**

**2.1** Customer will pay all fees for the System as set forth on Pages 2 of this Agreement and the applicable quote or Statement of Work, subject to additions and deductions made by written Change Order(s). Customer is responsible for applicable taxes, shipping, handling, telecommunication surcharges and other charges applicable to the equipment and/or services provided under this Agreement. Customer agrees either to pay to Verizon the amount of all applicable taxes (as determined by tax authorities) or to provide upon execution of this Agreement evidence of exemption acceptable to Verizon.

**2.2** Payments are due within thirty (30) days of receipt of the invoice ("Due Date") and any payment not received by the Due Date shall be subject to a late payment charge of the lesser of one and one-half percent (1.5%) per month and the maximum amount allowed by law. Late payment charges will be assessed monthly against the amount due. Should Customer dispute an amount invoiced, Customer shall pay the undisputed portion of that invoice and promptly notify Verizon in writing of the amount and nature of the dispute and the parties shall cooperate to resolve the dispute pursuant to Section 15 of this Agreement. Verizon reserves the right to suspend or terminate any or all Services or terminate the provision, installation or repair of any or all equipment subject to this Agreement immediately if Customer is more than sixty (60) days overdue for payments that have not been disputed in good faith.

**2.3** The down payment listed on Page 2 of this Agreement shall be paid at execution of this Agreement. The balance due shall be paid in accordance with the terms of this Section unless otherwise specified in a Statement of Work.

**3. Term and Termination.** This Agreement shall be effective as of the date first set forth above and shall continue in full force and effect until terminated in accordance with this Agreement.

**3.1.** Either party may, upon written notice, immediately suspend its performance of and/or terminate the affected service or equipment order to which the deficiency pertains in the event the other party (i) fails to perform material terms of this Agreement and (a) such failure is not cured within thirty (30) calendar days following receipt of a default notice in writing from the other party, or (b) if such failure cannot reasonably be cured during that time and the defaulting party fails to use commercially reasonable efforts to cure such breach as soon as practicable, but in any event within ninety (90) calendar days following written notice; (ii) engages in fraud, criminal conduct or willful misconduct in connection with the business relationship of the parties; or (iii) becomes insolvent, ceases doing business in the ordinary course, enters bankruptcy proceedings or effects an assignment for the benefit of creditors. In the event Verizon terminates this Agreement pursuant to this Section 3.1, Customer shall promptly pay





## System Agreement

Verizon for the System and any services provided up to the date of termination. In the event Customer defaults under this Agreement, Customer's down payment shall be non-refundable.

3.2. Either party may terminate this Agreement or a Statement of Work for convenience, in whole or in part, upon thirty (30) days prior written notice to the other party. If this Agreement or a Statement of Work is terminated by Customer pursuant to this Section, or if an order under this Agreement is cancelled by Customer, Verizon shall have no further responsibility under this Agreement, Statement of Work or such order, as applicable, and Customer shall promptly pay Verizon:

3.2.1. for all equipment and services provided up to the date of termination or cancellation, as applicable;

3.2.2. for all expenses incurred up to the date of termination or cancellation, as applicable, including but not limited to the costs of terminating purchase orders, return of equipment and/or software (if permitted by Verizon), removal of equipment and/or software and other contractual obligations made by Verizon to meet its obligations under this Agreement or Statement of Work, plus a restocking fee of twenty-five percent (25%) of the cost of any equipment cancelled or returned.

3.3. Where multiple Statements of Work are associated with this Agreement, the termination of one or fewer than all of the Statements of Work shall only affect the terminated Statement(s) of Work. The remaining Statement(s) of Work shall remain in effect.

3.4. Verizon reserves the right to suspend performance under this Agreement or a Statement of Work if required, in Verizon's sole discretion, by regulation, statute, judicial action or other applicable legal requirement.

3.5. Verizon reserves the right to amend the rates, terms and conditions of Service under this Agreement to be effective upon the commencement of any renewal term and without formal amendment of this Agreement by providing Customer written notice thereof prior to the expiration of the then-current term. If Customer is unwilling to accept such amended rates, terms and conditions, Customer shall provide Verizon written notice thereof prior to the expiration of the then-current term, in which event the Service shall terminate upon expiration of the then-current term.

3.6. Termination of this Agreement shall not relieve either party of its respective obligations to comply with all terms of this Agreement that expressly call for performance prior or subsequent to the termination date, including without limitation the parties' respective obligations to protect proprietary and confidential information.

**4. Purchase Order.** The parties acknowledge that a Customer purchase order or similar document is intended solely to evidence Customer's intention to purchase equipment, software and/or services set forth therein. Except with respect to a provision in a Customer purchase order or similar document evidencing an intent to be bound by the terms and conditions of an Agreement between Customer and Verizon, the terms and conditions of such Customer purchase order or similar document shall be disregarded and of no force or effect, it being agreed that the terms and conditions of the Agreement between Customer and Verizon shall govern.

**5. Leasing Option.** With Verizon's prior written consent Customer may finance the System or any portion thereof in a separate transaction through a third party leasing company ("Lessor") approved by Verizon, assign its rights and obligations with respect to payment under this Agreement to the Lessor, and/or cause the Lessor to issue a purchase order in a form acceptable to Verizon. Notwithstanding such transaction and/or assignment, Customer shall remain responsible for performance of all of its obligations under this Agreement, including payment in full.

**6. Risk of Loss.** If Verizon installs the System, risk of loss or damage to the System passes to Customer on delivery of the System (including portions thereof) to Customer's site. If Verizon does not install the System, risk of loss or damage to the System (or portions thereof) passes to Customer upon delivery to the carrier.

**7. Title and Security Interest.** Until full payment has been rendered, Customer grants Verizon a purchase money security interest in the System, and agrees to execute all documents necessary to perfect that interest and, to the extent permitted by law, grants Verizon a special power-of-attorney for the purpose of executing the necessary documents. Upon final payment, title shall pass to Customer and Verizon will release its security interest. Customer will not grant or convey to any other person or entity a security interest in, or permit placement of a lien on, the System unless and until Customer has paid Verizon in full for such System.



## System Agreement

**8. Software.** Software provided in conjunction with the System 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.

**9. Customer Responsibilities.** Customer will:

9.1. Allow Verizon access for installation, inspection, testing, maintenance and repair of the System and performance of any required activity.

9.2. Provide suitable building facilities for the System in accordance with local codes, including but not limited to ducting, conduit, structural borings, etc. for cable and conductors in floors, ceilings and walls; electrical service with suitable terminals and power surge protection devices; and metallic grounds with sufficient slack in the equipment room, installed in conformity with the National Electrical Code and local codes.

9.3. Provide necessary heating, cooling, humidity and dust control as required by manufacturer specifications.

9.4. Remove existing equipment or cable that interferes with System installation.

9.5. Identify and disclose to Verizon concealed equipment, wiring or conditions that might be affected by or might affect the installation of the System. Customer shall defend and hold Verizon harmless from any claim, damage or liability resulting from a failure to disclose this information.

9.6. Authorize Verizon, at Customer's expense, to make service requests upon third parties for System interconnection requirements, including obtaining telephone service for testing where necessary.

9.7. Designate trash deposit points on each floor on which the System is to be installed where Verizon will place waste for removal by Customer.

9.8. Cooperate with Verizon's requests for assistance in testing or installation.

9.9. Be responsible for providing adequate back-up of data and for restoring data to repaired equipment.

9.10. If the System is to be connected to the public network, be solely responsible for selection, implementation and maintenance of security features for defense against unauthorized long distance calling, and for payment of long distance, toll and other telecommunications charges incurred through use of the System.

9.11. Immediately notify Verizon of any anticipated delay in building availability or inability to meet any of the above listed requirements.

9.12. If ordering Cisco Products or services, acknowledge having read and understand the End User obligations and service descriptions for relevant Cisco products and services as found at [www.cisco.com/go/servicedescriptions](http://www.cisco.com/go/servicedescriptions) or other URL as may be provided by Cisco from time to time. Further, Customer agrees to the terms and conditions of Cisco's Software License Agreement.

**10. Changes In/Additions to System.**

10.1 Customer may order additional equipment, software, and/or services pursuant to a written Amendment, Customer purchase order or similar document, and such order shall be governed by this Agreement, including without limitation Section 4, and shall specifically reference this Agreement.

10.2 Customer shall also have the right, by written notice, to propose changes in the System under this Agreement and any Statement of Work ("Change Orders") and Verizon shall comply to the extent it deems feasible and reasonable. If Verizon determines that such changes cause an increase or decrease in the cost of or time required for performance, Verizon shall advise Customer and such adjustments shall be reflected in a written Change Order. Should Verizon encounter, in installing the System, any concealed or unknown condition not expressly set forth in the applicable Statement of Work, which condition affects the price or schedule for installation of the System, the price and/or the schedule shall be equitably adjusted by Change Order to cover all costs, including but not limited to labor, equipment, materials and tools necessary to carry out the change.

10.3 No Change Order shall become effective as a part of this Agreement and the applicable Statement of Work, and no changes in the System shall be initiated, until the Change Order is mutually agreed upon in writing. Verizon shall not be obligated to consider or accept any Change Order that results in a decrease of more than twenty percent (20%) in the total price of the System. Verizon may also propose changes in or additions to the System, and may proceed with such changes upon execution by Customer and Verizon of a written Change Order.

**11. Warranty.** Verizon warrants that it will perform the services provided under this Agreement in a good and workmanlike manner. Unless otherwise set forth in an Exhibit, all manufacturers'/publishers' warranties for



## System Agreement

equipment and/or software provided hereunder are passed through to Customer and warranty claims shall be presented by Customer directly to the manufacturer/publisher.

THE WARRANTIES SET FORTH IN THIS AGREEMENT ARE IN LIEU OF ALL OTHER WARRANTIES FROM VERIZON, UNLESS OTHERWISE STATED IN AN EXHIBIT. OTHERWISE VERIZON DISCLAIMS ALL WARRANTIES, EXPRESS OR IMPLIED, INCLUDING BUT NOT LIMITED TO IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE, ANY WARRANTY OF NON-INFRINGEMENT AND ANY WARRANTIES ARISING FROM A COURSE OF DEALING, USAGE OR TRADE PRACTICE. VERIZON SHALL NOT BE LIABLE FOR UNAUTHORIZED ACCESS TO VERIZON'S OR CUSTOMER'S TRANSMISSION FACILITIES OR PREMISES EQUIPMENT OR FOR UNAUTHORIZED ACCESS TO OR ALTERATION, THEFT OR DESTRUCTION OF CUSTOMER'S DATA FILES, PROGRAMS, PROCEDURES OR INFORMATION THROUGH ACCIDENT, FRAUDULENT MEANS OR DEVICES, OR ANY OTHER METHOD. VERIZON MAKES NO WARRANTY FOR USE OF THE SYSTEM AS A COMPONENT IN LIFE SUPPORT SYSTEMS OR DEVICES, PUBLIC SAFETY SYSTEMS, OR WITH RESPECT TO THE PERFORMANCE OF ANY SOFTWARE OR FIRMWARE.

**12. Limitation of Liability.** EXCEPT FOR PAYMENTS OWED UNDER THIS AGREEMENT, IN NO EVENT WILL EITHER PARTY BE LIABLE TO THE OTHER PARTY FOR SPECIAL, INDIRECT, INCIDENTAL, EXEMPLARY, OR CONSEQUENTIAL DAMAGES, WHETHER ARISING IN CONTRACT, TORT (INCLUDING A PARTY'S NEGLIGENCE) OR OTHERWISE, INCLUDING WITHOUT LIMITATION DAMAGES ARISING FROM DELAY, LOSS OF GOODWILL, LOSS OF OR DAMAGE TO DATA, LOST PROFITS (ACTUAL OR ANTICIPATED), UNAVAILABILITY OF ALL OR PART OF THE SYSTEM, OR OTHER COMMERCIAL OR ECONOMIC LOSS, EVEN IF SUCH PARTY HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES.

EXCEPT WITH RESPECT TO THE INDEMNIFICATION OBLIGATIONS SET OUT IN SECTION 13, VERIZON'S ENTIRE LIABILITY FOR ANY OTHER DAMAGE WHICH MAY ARISE HEREUNDER, FOR ANY CAUSE WHATSOEVER, AND REGARDLESS OF THE FORM OF ACTION, WHETHER IN CONTRACT OR IN TORT, INCLUDING VERIZON'S NEGLIGENCE, OR OTHERWISE, SHALL BE LIMITED TO DIRECT DAMAGES NOT TO EXCEED THE PURCHASE PRICE OF THE SPECIFIC EQUIPMENT, SOFTWARE OR SERVICES GIVING RISE TO THE CLAIM. VERIZON SHALL BEAR NO LIABILITY FOR USE OF EQUIPMENT, SOFTWARE OR SERVICES PROVIDED UNDER THIS AGREEMENT IN CONNECTION WITH LIFE SUPPORT SYSTEMS OR DEVICES OR PUBLIC SAFETY SYSTEMS. EXCEPT AS EXPRESSLY STATED OTHERWISE HEREIN, VERIZON SHALL HAVE NO LIABILITY OR RESPONSIBILITY FOR INTEROPERABILITY OR COMPATIBILITY OF THE SYSTEM WITH THIRD-PARTY PRODUCTS OR SYSTEMS THAT CUSTOMER MAY UTILIZE IN CONJUNCTION WITH THE SYSTEM OR TO WHICH CUSTOMER MAY CONNECT THE SYSTEM.

### **13. Indemnification and Defense.**

13.1 Except as provided below, Verizon will defend Customer against any claim, suit, action or proceeding alleging that equipment supplied by Verizon to Customer under this Agreement ("Verizon supplied equipment") infringes a valid U.S. patent or copyright ("Claim"), and Verizon will indemnify and hold harmless Customer against any and all finally awarded costs and expenses, including attorneys' fees, in connection with any such Claim.

13.2 If the use of any Verizon supplied equipment is enjoined or subject to a Claim as described above, Verizon may, at its option and expense, either procure for Customer the right to continue to use the equipment, replace the equipment, or relevant component, with substantially equivalent, non-infringing equipment, or relevant component, or modify the equipment, or relevant component, so that it becomes non-infringing. In the event that none of the foregoing options is commercially reasonable to Verizon, Verizon will remove the infringing Verizon supplied equipment and refund to Customer the purchase price for the equipment less depreciation for its use. Depreciation shall be calculated on a straight-line basis, assuming a useful life of five (5) years.

13.3 Verizon shall have no obligation for (a) any costs, fees or expenses incurred by Customer without Verizon's prior written consent; (b) any allegation, assertion, or claims of intellectual property infringement, including contributory infringement or inducement to infringe, arising out of or related to any Claim involving: (i) automated



## System Agreement

call processing, automated voice service, automated customer service or combined live operator/automated systems processing used in processing or completing calls, (ii) automated bridging of more than two callers utilizing some form of "listen only" (unilateral) communication combined with some form of interactive communication, (iii) prepaid calling products or services, (iv) wireless telecommunications services or support therefor, or (v) "music on hold" service; or (c) any indirect, special, consequential or incidental damages arising out of any Claim.

13.4 Any obligation on the part of Verizon to defend and indemnify shall not apply to any Claim or portion thereof that arises from (i) any negligent or willful act or omission by or attributable to Customer; (ii) use or operation of the Verizon supplied equipment in combination with equipment or services provided by Customer or any third party; (iii) any addition to or modification of the Verizon supplied equipment by Customer, any third party or Verizon at Customer's request; (iv) use of other than the then current unaltered release of any software used in the Verizon supplied equipment; or (v) any equipment, system, product, process, method or service of Customer which otherwise infringed the U.S. patent or copyright asserted against Customer prior to the supply of the equipment to Customer by Verizon under the Agreement.

13.5 The foregoing states the entire obligation of Verizon to Customer and is Customer's sole and exclusive remedy with respect to any Claim of infringement of any intellectual property right of any kind, and Verizon disclaims all other warranties and obligations with respect to any such Claims.

13.6 Customer shall defend, indemnify and hold harmless Verizon, its employees, officers, directors, agents and affiliates for damages, costs and attorneys fees in connection with any claim arising out of (a) Customer's use of the equipment provided by Verizon other than as expressly indemnified by Verizon pursuant to Section 13.1 of this Agreement, (b) combination of the equipment provided by Verizon with other equipment, software, products or services not provided by Verizon under this Agreement, (c) modification of the equipment provided by Verizon, or (d) arising out of the content of communications transmitted by or on behalf of Customer in the use of the services or equipment provided by Verizon, including but not limited to libel, slander, and invasion of privacy.

13.7 Each party (the "indemnitor") shall defend, indemnify, and hold harmless the other party (the "indemnitee") against all claims and liabilities for direct damages imposed on the indemnitee for bodily injuries, including death, and for damages to real or tangible personal property to the extent caused by the negligent or otherwise tortious acts or omissions of the indemnitor, its agents or employees in the course of performance of this Agreement.

13.8 The defense and indemnification obligations set forth in this Section 13 are contingent upon (1) the indemnitee providing the indemnitor prompt, written, and reasonable notice of the claims, demands, and/or causes of action subject to indemnification, (2) the indemnitee granting the indemnitor the right to control the defense of the same, and (3) the indemnitee's full cooperation with the indemnitor in defense of the claim, including providing information and assistance in defending the claim. Nothing herein, however, shall restrict the indemnitee from participating, on a non-interfering basis, in the defense of the claim, demand, and/or cause of action at its own cost and expense with counsel of its own choosing. No settlement may be entered into by the indemnitor on behalf of the indemnitee that includes obligations to be performed by the indemnitee (other than payment of money that will be fully paid by the indemnitor under Sections 13.1- 13.7 above) without indemnitee's prior written approval.

**14. Confidentiality.** Except as required by law or regulation, each party (the "receiving party") shall keep confidential and not disclose, directly or indirectly, to any third party any Confidential Information, as defined below, received from the other party (the "disclosing party") without the prior written consent of a duly authorized officer of the disclosing party. The disclosing party shall conspicuously mark its tangible Confidential Information as Proprietary or Confidential at the time of disclosure to the receiving party. Confidential Information that is disclosed orally will be identified by the disclosing party as Confidential Information at the time of disclosure to the receiving party. Each party shall use, copy and disclose the Confidential Information of the disclosing party solely for purposes of performing this Agreement. All Confidential Information of a party shall be and shall remain the property of such party. A party shall deliver to the disclosing party, upon written request by the disclosing party, all Confidential Information of the disclosing party then in the receiving party's possession or control, directly or indirectly, in whatever form it may be (including, without limitation, magnetic media) or certify its destruction to the disclosing party. Each party shall take all necessary and reasonable action, by instruction, agreement or otherwise, with its employees, consultants, subcontractors, affiliates, and representatives to satisfy its obligations hereunder. The receiving party's obligations hereunder with respect to confidentiality, non-disclosure and limitation of use of



## System Agreement

Confidential Information shall be for the term of the Agreement plus one (1) year. For purposes of this provision, a third party shall not include an entity which has a need to know the Confidential Information and which owns, is owned by, or is under common ownership with a party to this Agreement.

14.1 Nothing in this Agreement shall prevent either party from using or disclosing any Confidential Information that: (i) has become generally available to the public, other than through any improper action of such party, (ii) is already in the possession of the receiving party and not subject to an existing agreement of confidence between the parties, (iii) is received from a third party without restriction and without breach of this Agreement, (iv) is independently developed by the receiving party as evidenced by its records, or (v) is disclosed pursuant to a valid law, rule, regulation, subpoena, demand, or order of a court or other governmental body or any political subdivision thereof of competent jurisdiction (collectively "demand"); provided, however, that the receiving party shall first have given notice thereof to the disclosing party (unless prohibited by the terms of such request or requirement, or such notice is otherwise prohibited by law) in order to permit the disclosing party to seek reasonable protective arrangements.

14.2 For purposes of this Agreement, the term "Confidential Information" shall include, without limitation, all trade secrets of a party and all other information and material that relates or refers to the plans, policies, finances, corporate developments, products, pricing, sales, services, procedures, intra-corporate transactions, suppliers, prospects and customers of a party, as well as financial information relating to such suppliers, prospects and customers, and any other similar confidentiality information and material which such party does not make generally available to the public. By way of illustration, but not limitation, Confidential Information includes all computer software (including object code and source code), computer software and data base technologies, systems, structures and architectures, and the processes, formulae, compositions, improvements, inventions, discoveries, concepts, ideas, designs, methods and information developed, acquired, owned, produced, or practiced at any time by a party, and all non-public information relating to the business of such party.

**15. Alternate Dispute Resolution (ADR).** Any controversy, claim, or dispute ("Disputed Claim") arising out of or relating to this Agreement, except for claims relating to indemnity, infringement, or confidentiality obligations or matters relating to injunctions or other equitable relief (together "Equitable Claims"), shall be first subject to a thirty (30) day negotiation period between the parties in which each party shall disclose to the other party all such documents, facts, statements and any other information which are reasonably requested by the other party and are relevant to the dispute in question. Should such negotiations fail to resolve the dispute within thirty (30) calendar days, Disputed Claims shall be resolved by binding arbitration of a single arbitrator in accordance with the Commercial Arbitration Rules of the American Arbitration Association. The decision of the arbitrator shall be based upon this Agreement and applicable law. The decision of the arbitrator shall be reduced to writing, shall be final and binding except for fraud, misconduct, or errors of law, and judgment upon the decision rendered may be entered in any court having jurisdiction thereof. In all arbitrations, the arbitrator must give effect to applicable statutes of limitation subject to limitation of actions terms set forth in this Agreement, and shall not be afforded any authority to award relief in excess of what this Agreement provides or to order consolidation or class arbitrations. The arbitrator shall have no authority to award punitive damages in any Disputed Claim. The parties agree that any such claims arising under this Agreement must be pursued on an individual basis in accordance with the procedure noted above. Even if applicable law permits class actions or class arbitrations, the ADR procedure agreed to herein applies and the parties waive any rights to pursue any claim arising under this Agreement on a class basis. The arbitration shall be held in a mutually agreed to location, and shall be final and binding on both parties. Each party will bear its own costs of arbitration but shall split equally the fees of the arbitration and the arbitrator.

**16. Hazardous Substances.** Except as disclosed to and acknowledged in writing by Verizon, Customer certifies that it is not aware of the presence of any asbestos or other hazardous substance (as defined by any applicable state, federal or local hazardous waste or environmental law or regulation) at any location where Verizon is to perform services under this Agreement. If during such performance Verizon employees or agents encounter any such substance, Customer agrees to take all necessary steps, at its own expense, to remove or contain the asbestos or other hazardous substance and to test the premises to ensure that exposure does not exceed the lowest exposure limit for the protection of workers. Verizon may suspend performance under this Agreement until the removal or containment has been completed and approved by the appropriate governmental agency and Verizon. Performance obligations under this Agreement shall be extended for the period of delay caused by said cleanup or removal. Customer's failure to remove or contain hazardous substances shall entitle Verizon to terminate this Agreement without further liability, in which event Customer shall permit Verizon to remove any equipment that has not been



## System Agreement

accepted, shall reimburse Verizon for expenses incurred in performing this Agreement until termination (including but not limited to expenses associated with such termination, such as removing equipment, terminating leases, demobilization, etc.), and shall complete payment for any portion of the System that has been accepted.

**17. Force Majeure.** Neither party shall be liable for any delay or failure in performance under this Agreement arising out of acts or events beyond its reasonable control, including but not limited to acts of God, war, terrorist acts, fire, flood, explosion, riot, embargo, acts of the Government in its sovereign capacity, labor disputes, unavailability of equipment, software or parts from vendors, or changes requested by Customer. The affected party shall provide prompt notice to the other party and shall be excused from performance to the extent of such caused delays or failures, provided that the party so affected shall use reasonable efforts to remove such causes of such delays or failures and both parties shall proceed whenever such causes are removed or cease. If performance of either party is prevented or delayed by circumstances as described in this section for more than ninety (90) days, either party may terminate the affected Service or Statement of Work. Notwithstanding the foregoing, Customer shall not be relieved of its obligation to make any payments, including any late payment charges as provided in Section 2.2, above, that are due to Verizon hereunder.

**18. Assignment.** Neither party may, without the prior written consent of the other party, assign or transfer its rights or obligations under this Agreement; consent shall not be unreasonably withheld or delayed. Notwithstanding the foregoing, Verizon may, without prior notice, assign this Agreement, in whole or in part, to any Verizon affiliate or to any successor entity upon the merger, reorganization, consolidation or sale of all or substantially all of Verizon's assets associated with the equipment or Services provided pursuant to this Agreement. For purposes of this Section, "affiliate" shall mean a person or entity that directly or indirectly controls, is controlled by, or is under common control with Verizon. Any attempt to assign this Agreement in contravention of this Section shall be void and of no force and effect.

**19. Governing Law.** This Agreement shall be governed by the substantive laws of the State of Delaware, without regard to its choice of law principles.

**20. Non-Waiver/Severability.** Either party's failure to enforce any of the provisions of this Agreement or to exercise any right or option is not a waiver of any such provision, right, or option, and shall not affect the validity of this Agreement. Any waiver must be written and signed by the parties. If any provision of this Agreement or the provision of any Service or equipment under the terms hereof is held to be illegal, invalid, or otherwise prohibited under applicable law or regulation in any State or jurisdiction, then this Agreement shall be construed as if not containing such provision or not requiring the provision of such invalid, illegal, or prohibited Service or equipment in such State or jurisdiction.

**21. Publicity.** Except as required by law, the parties shall keep this Agreement confidential and shall not disclose this Agreement or any of its terms without the other party's written consent. Notwithstanding any contrary term in this Agreement and consistent with applicable law, Verizon may disclose the terms of this Agreement, in whole or in part, to: a) Verizon affiliates; b) Verizon or Verizon affiliate suppliers and/or subcontractors that offer (including new offer or renewal offers), provide, repair, maintain, bill, collect, or perform other functions in connection with Verizon or Verizon affiliate products or services under or in connection with this Agreement; c) successors in interest to Verizon or Verizon affiliates (by merger or otherwise); and/or d) persons to whom Verizon or Verizon affiliates may sell all or part of their respective businesses or assets. Neither party shall use any trademark, trade name, trade dress or any name, picture or logo which is commonly identified with the other party or its affiliates, or from which any association with such party or its affiliates may be inferred or implied, in any manner, including but not limited to advertising, sales promotions, press releases or otherwise, without the prior written permission of such party. Notwithstanding any contrary term in this Agreement, the parties may issue or permit issuance of a press release or other public statement concerning this Agreement, provided, however, that no such release or statement shall be published without the prior mutual consent of the parties.

**22. Notices.** All notices or other communication given or required by either party to the other under this Agreement shall be deemed to have been properly given if hand-delivered, mailed by certified mail return receipt requested, or sent by facsimile with confirmation of receipt or by overnight courier. Such notices and communications shall be deemed effective upon receipt. If to Verizon, notices should be sent to Verizon Business Services, 6415-6455 Business Center Drive, Highlands Ranch, CO 80130, Attn: Customer Service (Email: [notice@verizonbusiness.com](mailto:notice@verizonbusiness.com)) with a copy to Verizon Business Services, 22001 Loudoun County Parkway,



# System Agreement

Ashburn, VA 20147, Attn: Vice President, Legal, and if to Customer to the address specified on the cover sheet. Such address may be changed by either party by notice sent in accordance with this Section.

**23. Limitation of Actions.** A party may bring no action or demand for arbitration arising out of this Agreement more than two (2) years after the cause of action has accrued. The parties waive the right to invoke any different limitation on the bringing of actions under state law.

**24. Compliance with Laws.** Each party shall comply with the provisions of all applicable federal, state, and local laws, ordinances, regulations and codes in its performance under this Agreement or any Statement of Work, including without limitation the export laws of the United States or any country in which Customer receives equipment, software or services.

**25. Independent Contractor Relationship; No Agency.** Each party understands and agrees that it and its personnel are not agents or employees of the other party, and that each party is an independent contractor hereunder for all purposes and at all times. Neither party has the right or authority to, and shall not, assume or create any obligation of any nature whatsoever on behalf of the other party or bind the other party in any respect whatsoever. Each party shall indemnify, hold harmless and defend the other against any liabilities, claims, losses and damages (including costs, expenses and reasonable attorneys' fees) arising out of its failure to comply with this provision and any laws, rules or regulations applicable thereto.

**26. Interpretation.** The Agreement shall not be construed or interpreted for or against any party hereto because that party drafted or caused that party's legal representative to draft any of its provisions.

**27. Headings.** The Section headings used herein are for reference and convenience only and shall not enter into the interpretation of this Agreement.

**28. Modifications.** This Agreement may only be amended, changed, waived or modified in a written document that is signed by both parties.

**29. Entire Agreement.** This Agreement, together with any Statement of Work hereunder and any Exhibit hereto, constitutes the entire agreement between the parties pertaining to the subject matter herein and supercedes all prior oral and written proposals, correspondence and memoranda with respect thereto, and no representations, warranties, agreements or covenants, express or implied, of any kind or character whatsoever with respect to such subject matter have been made by either party to the other, except as expressly set forth in this Agreement. In the event of conflicts among the terms of this Agreement, a Statement of Work and/or an Exhibit, the following order of precedence shall apply: the Exhibit, this Agreement, and the Statement of Work.

**IN WITNESS WHEREOF**, the parties hereto have caused this Agreement to be duly executed. Each party warrants and represents that its respective representative whose signature appears below have been and are on the date of signature duly authorized to execute this Agreement and that each party has the authority to enter into this Agreement.

Verizon Business Network Services, Inc.  
on behalf of Verizon Network Integration Corp

Customer: Department of Administration-IS&C

By: *Marsha K. Harrell*  
Print Name: Marsha K Harrell  
Title: Senior Consultant  
Date: Pricing/Contract Management

By: \_\_\_\_\_  
Print Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Date: \_\_\_\_\_







**Quote Header: Quote Level Title/Description:**

<u>Account Manager</u>	<u>Customer Name</u>	<u>Quote #</u>	<u>Revision</u>
SANDRA HAWKINS	STATE OF WEST VIRGINIA	1-23NEJP	1

(304) 344-6700

<u>Primary Transport Service</u>	<u>Quote Date</u>	<u>SE</u>
	9/15/2009	RANDALL JONES

**Equipment & Services by Site:**

Site Level Title/Description:

Maintenance Payment Option: Prepaid

Site ID: 1-23NEK9

Site Address:

WV DEPT OF ADMINISTRATION  
IS&C - ONE DAVIS SQUARE  
321-323 CAPITOL STREET  
JOHN DUNLAP 304-558-5472  
CHARLESTON, WV, 25301  
USA

Bill To:

WV DEPT OF ADMINISTRATION  
PO BOX 50121  
2019 WASHINGTON ST EAST  
ACCOUNTING SECTION  
CHARLESTON, WV, 253050121  
USA

Ship To:

WV DEPT OF ADMINISTRATION  
IS&C - ONE DAVIS SQUARE  
321-323 CAPITOL STREET  
JOHN DUNLAP 304-558-5472  
CHARLESTON, WV, 25301  
USA

<u>Material Code</u>	<u>Part Number</u>	<u>Description</u>	<u>Qty</u>	<u>Unit MLP</u>	<u>Extended MLP</u>	<u>Unit Sale Price</u>	<u>Extended Sales Price</u>
73199519	AVMRACK12D	AVAMAR 12-NODE DEEP 40U TITAN RACK	1	\$4,200.00	\$4,200.00	\$1,965.60	\$1,965.60
73121330	PW40U-60-US	RACK-40U-60 PWR CORD US	1	\$1,150.00	\$1,150.00	\$490.36	\$490.36
73154927	C13-PWR-12	2C13 PWRCORDS NEMA 515 PLUGS 125V10A	1	\$0.00	\$0.00	\$0.00	\$0.00
73199317	AVM6CBLINT	6 NODE SHORT CABLE BUNDLE INTERNAL ROUTI	2	\$100.00	\$200.00	\$44.72	\$89.44
73170906	AVMSWITCHG1	CUBE SWITCH AVAMAR GEN1 2U	1	\$4,100.00	\$4,100.00	\$2,046.72	\$2,046.72
73199515	AVM1NSTG2FG2	AVAMAR GEN2 2TB STORAGE NODE FLD INST	2	\$21,000.00	\$42,000.00	\$10,483.20	\$20,966.40
73199318	AVM1NSTG2MG2	AVAMAR GEN2 2TB STORAGE NODE MFG	11	\$21,000.00	\$231,000.00	\$10,483.20	\$115,315.20
73199319	AVM1NUTILMG2	AVAMAR GEN2 UTILITY NODE MFG	1	\$11,000.00	\$11,000.00	\$5,491.20	\$5,491.20



**Site Level Title/Description:**

**Maintenance Payment Option:** Prepaid

**Site ID:** 1-23NEK9

**Site Address:**

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IS&C - ONE DAVIS SQUARE  
321-323 CAPITOL STREET  
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CHARLESTON, WV, 25301  
USA

**Bill To:**

WV DEPT OF ADMINISTRATION  
PO BOX 50121  
2019 WASHINGTON ST EAST  
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USA

**Ship To:**

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JOHN DUNLAP 304-558-5472  
CHARLESTON, WV, 25301  
USA

<u>Material Code</u>	<u>Part Number</u>	<u>Description</u>	<u>Qty</u>	<u>Unit MLP</u>	<u>Extended MLP</u>	<u>Unit Sale Price</u>	<u>Extended Sales Price</u>
73223554	AVM1NACC3 2FG2	AVAMAR GEN2 32GB ACCELERATOR NODE (FIELD INST)	1	\$14,000.00	\$14,000.00	\$6,988.80	\$6,988.80
73172279	456-100-309	AVAMAR 1 TB INCR CAPACITY LICENSE	24	\$14,450.00	\$346,800.00	\$8,415.68	\$201,976.32
73233753	456-101-271	PROMO: DATA PROTECTION ADVISOR 1TB AVAMAR CAPACITY	24	\$995.00	\$23,880.00	\$579.28	\$13,902.72
	VENDORMT C-EMC	EMC VENDOR MAINTENANCE	1				\$119,951.87
Maintenance Term (Months): 12 M-ENHSWL-002 - ENHANCED SW SUPPORT							
	VENDORMT C-EMC	EMC VENDOR MAINTENANCE	1				\$8,259.89
Maintenance Term (Months): 12 M-ENHWW-001 - ENHANCED SW SUPPORT							
73199519	AVMRACK12 D	AVAMAR 12-NODE DEEP 40U TITAN RACK	1	\$4,200.00	\$4,200.00	\$1,965.60	\$1,965.60
73121330	PW40U-60- US	RACK-40U-60 PWR CORD US	1	\$1,150.00	\$1,150.00	\$490.36	\$490.36
73154927	C13-PWR-12	2C13 PWRCORDS NEMA 515 PLUGS 125V10A	1	\$0.00	\$0.00	\$0.00	\$0.00
73199317	AVM6CBLINT	6 NODE SHORT CABLE BUNDLE INTERNAL ROUTI	2	\$100.00	\$200.00	\$44.72	\$89.44
73170906	AVMSWITCH G1	CUBE SWITCH AVAMAR GEN1 2U	1	\$4,100.00	\$4,100.00	\$2,046.72	\$2,046.72
73199515	AVM1NSTG2 FG2	AVAMAR GEN2 2TB STORAGE NODE FLD INST	2	\$21,000.00	\$42,000.00	\$10,483.20	\$20,966.40

**Quote #** 1-23NEJP

ALL PRICING IS VALID UNTIL: 10/30/2009  
PRICES DO NOT INCLUDE TAXES  
VERIZON PROPRIETARY INFORMATION

Page 2 of 5

THE EQUIPMENT LISTED ON THIS QUOTE IS SOLELY FOR DOMESTIC USE IN THE UNITED STATES

**Site Level Title/Description:**

**Maintenance Payment Option:** Prepaid

**Site ID:** 1-23NEK9

**Site Address:**

WV DEPT OF ADMINISTRATION  
IS&C - ONE DAVIS SQUARE  
321-323 CAPITOL STREET  
JOHN DUNLAP 304-558-5472  
CHARLESTON, WV, 25301  
USA

**Bill To:**

WV DEPT OF ADMINISTRATION  
PO BOX 50121  
2019 WASHINGTON ST EAST  
ACCOUNTING SECTION  
CHARLESTON, WV, 253050121  
USA

**Ship To:**

WV DEPT OF ADMINISTRATION  
IS&C - ONE DAVIS SQUARE  
321-323 CAPITOL STREET  
JOHN DUNLAP 304-558-5472  
CHARLESTON, WV, 25301  
USA

<u>Material Code</u>	<u>Part Number</u>	<u>Description</u>	<u>Qty</u>	<u>Unit MLP</u>	<u>Extended MLP</u>	<u>Unit Sale Price</u>	<u>Extended Sales Price</u>
73199318	AVM1NSTG2 MG2	AVAMAR GEN2 2TB STORAGE NODE MFG	11	\$21,000.00	\$231,000.00	\$10,483.20	\$115,315.20
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73223554	AVM1NACC3 2FG2	AVAMAR GEN2 32GB ACCELERATOR NODE (FIELD INST)	1	\$14,000.00	\$14,000.00	\$6,988.80	\$6,988.80
73172279	456-100-309	AVAMAR 1 TB INCR CAPACITY LICENSE	24	\$14,450.00	\$346,800.00	\$8,415.68	\$201,976.32
73233753	456-101-271	PROMO: DATA PROTECTION ADVISOR 1TB AVAMAR CAPACITY	24	\$995.00	\$23,880.00	\$579.28	\$13,902.72
	VENDORMT C-EMC	EMC VENDOR MAINTENANCE	1				\$119,951.87
Maintenance Term (Months): 12 M-ENHSWL-002 - ENHANCED SW SUPPORT							
	VENDORMT C-EMC	EMC VENDOR MAINTENANCE	1				\$8,259.89
Maintenance Term (Months): 12 M-ENHWW-001 - ENHANCED SW SUPPORT							
	SUBLABOR- DATA	SUBCONTRACTOR LABOR-DATA	1			\$27,500.00	\$27,500.00
PS-EXP-AVMNR							

**Additional Notes:**

**Site Description**

**Site Level Title/Description:**

**Maintenance Payment Option:** Prepaid

**Site ID:** 1-23NEK9

**Site Address:**

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USA

<u>Material Code</u>	<u>Part Number</u>	<u>Description</u>	<u>Qty</u>	<u>Unit MLP</u>	<u>Extended MLP</u>	<u>Unit Sale Price</u>	<u>Extended Sales Price</u>
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**Site 1-23NEK9 Sub Totals**

<b>Equipment:</b>	\$738,465.52
<b>Labor:</b>	\$27,500.00
<b>Maintenance:</b>	\$256,423.52
<b>Other:</b>	\$0.00
<b>Trade In:</b>	\$0.00
<b>Site Total:</b>	\$1,022,389.04
<b>Shipping &amp; Handling Total:</b>	\$6,193.14
<b>Site Total with Shipping &amp; Handling:</b>	\$1,028,582.18

**Total Extended Sales Price**

<b>Equipment:</b>	\$738,465.52
<b>Labor:</b>	\$27,500.00
<b>Maintenance:</b>	\$256,423.52
<b>Other:</b>	\$0.00
<b>Trade In:</b>	\$0.00
<b>Grand Total:</b>	\$1,022,389.04
<b>Shipping &amp; Handling Total:</b>	\$6,193.14
<b>Grand Total with Shipping &amp; Handling:</b>	\$1,028,582.18

*\*Other - The Other totals include miscellaneous charges including Minor Materials, Expedites, and special fees.*

# 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:** Verizon Business Network Services Inc. **Signed:** Marsha K. Harrell  
 on behalf of Verizon Network Integration Corp. **Marsha K Harrell**  
Senior Consultant  
**Date:** 9/22/09 **Title:** \_\_\_\_\_ Pricing/Contract Management

\*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.

Verizon Business Network Services Inc.

Vendor's Name: on behalf of Verizon Network Integration Corp.

Authorized Signature: Marsha K. Harrell Date: 9/22/09

Purchasing Affidavit (Revised 01/01/09)

Marsha K Harrell  
Senior Consultant  
Pricing/Contract Management