



**State of West Virginia  
Department of Administration  
Purchasing Division**

**NOTICE**

Due to the size of this bid, it was impractical to scan every page for online viewing. We have made an attempt to scan and publish all pertinent bid information. However, it is important to note that some pages were necessarily omitted.

If you would like to review the bid in its entirety, please contact the buyer. Thank you.

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SEALED BID

BUYER: 44  
RFQ. NO.: PSC10510  
BID OPENING DATE: 08/13/09  
BID OPENING TIME: 1:30 P.M.  
FAX NUMBER OF BIDDER: 617-598-2235  
CONTACT PERSON: LEE L. SELWYN

RECEIVED

2009 AUG 12 A 10:35

PURCHASING DIVISION  
STATE OF WV

PSC10510 - Case Consulting Bid Form			
Employee/Title	Not to Exceed Number of Hours*	Hourly Rate	Extended Price
President	48	\$ 375.00	\$ 18,000.00
Senior Consultant	100	\$ 315.00	\$ 31,500.00
		\$	\$
		\$	\$
		\$	\$
		\$	\$
<b>Total</b>			\$ 49,500.00

**Bidder / Vendor Information:**

Name: Economics and Technology, Inc.

Address: One Washington Mall, 15th Floor  
Boston, MA 02108

Phone #: 617-598-2200

Email Address: lselwyn@econtech.com

**Contact Coordinator Information:**

Name: Lee L. Selwyn, President

Address: One Washington Mall, 15th Floor  
Boston, MA 02108

Phone #: 617-598-2222

Email Address: lselwyn@econtech.com

The Consultant will not be reimbursed for hours that exceed the total hours for each Employee/Title



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  
**PSC10510**

PAGE  
**1**

ADDRESS CORRESPONDENCE TO ATTENTION OF  
**FRANK WHITTAKER**  
**304-558-2316**

RFQ COPY

**Economics and Technology, Inc.**  
**Attn: Lee L. Selwyn**  
**One Washington Mall, 15th Floor**  
**Boston, MA 02108**

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**PUBLIC SERVICE COMMISSION**  
**OF WEST VIRGINIA**  
**201 BROOKS STREET**  
**CHARLESTON, WV**  
**25301 340-0323**

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS		
07/30/2009						
BID OPENING DATE: 08/13/2009		BID OPENING TIME 01:30PM				
LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	LS		961-20	\$49,500.00	\$49,500.00
<p><b>CONSULTING SERVICES</b></p> <p>THE WEST VIRGINIA PURCHASING DIVISION, FOR THE AGENCY, THE WEST VIRGINIA PUBLIC SERVICE COMMISSION, IS SOLICITING BIDS FROM RESPONSIBLE VENDORS TO PROVIDE CONSULTING SERVICES FOR CASE NO. 09-0871-T-PC PER THE ATTACHED SPECIFICATIONS.</p> <p>ALL TECHNICAL QUESTIONS MUST BE SUBMITTED IN WRITING TO FRANK WHITTAKER IN THE PURCHASING DIVISION VIA FAX AT 304-558-4115 OR VIA EMAIL AT FRANK.M.WHITTAKER@WV.GOV DEADLINE FOR TECHNICAL QUESTIONS IS 08/06/09 AT 4:00 PM</p> <p>ALL TECHNICAL QUESTIONS WILL BE ADDRESSED BY ADDENDUM AFTER THE DEADLINE.</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 style="text-align: center;"><b>NOTICE</b></p> <p>A SIGNED BID MUST BE SUBMITTED TO:</p> <p style="text-align: center;">DEPARTMENT OF ADMINISTRATION          PURCHASING DIVISION          BUILDING 15          2019 WASHINGTON STREET, EAST          CHARLESTON, WV 25305-0130</p>						
SEE REVERSE SIDE FOR TERMS AND CONDITIONS						
SIGNATURE			TELEPHONE 617-598-2222		DATE August 11, 2009	
TITLE President		FIRM 04-2490945		ADDRESS CHANGES TO BE NOTED ABOVE		

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

**GENERAL TERMS & CONDITIONS  
REQUEST FOR QUOTATION (RFQ) AND REQUEST FOR PROPOSAL (RFP)**

1. Awards will be made in the best interest of the State of West Virginia.
2. The State may accept or reject in part, or in whole, any bid.
3. All quotations are governed by the *West Virginia Code* and the *Legislative Rules* of the Purchasing Division.
4. Prior to any award, the apparent successful vendor must be properly registered with the Purchasing Division and have paid the required \$125 fee.
5. All services performed or goods delivered under State Purchase Order/Contracts are to be continued for the term of the Purchase Order/Contracts, 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.
6. Payment may only be made after the delivery and acceptance of goods or services.
7. Interest may be paid for late payment in accordance with the *West Virginia Code*.
8. Vendor preference will be granted upon written request in accordance with the *West Virginia Code*.
9. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.
10. The Director of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
11. 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.
12. 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."

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**INSTRUCTIONS TO BIDDERS**

1. Use the quotation forms provided by the Purchasing Division.
2. **SPECIFICATIONS:** Items offered must be in compliance with the specifications. Any deviation from the specifications must be clearly indicated by the bidder. Alternates offered by the bidder as **EQUAL** to the specifications must be clearly defined. A bidder offering an alternate should attach complete specifications and literature to the bid. The Purchasing Division may waive minor deviations to specifications.
3. Complete all sections of the quotation form.
4. Unit prices shall prevail in case of discrepancy.
5. All quotations are considered F.O.B. destination unless alternate shipping terms are clearly identified in the quotation.
6. **BID SUBMISSION:** All quotations must be delivered by the bidder to the office listed below prior to the date and time of the bid opening. Failure of the bidder to deliver the quotations on time will result in bid disqualifications: Department of Administration, Purchasing Division, 2019 Washington Street East, P.O. Box 50130, Charleston, WV 25305-0130



State of West Virginia  
 Department of Administration  
 Purchasing Division  
 2019 Washington Street East  
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# Request for Quotation

RFQ NUMBER  
**PSC10510**

PAGE  
**2**

ADDRESS CORRESPONDENCE TO ATTENTION OF:  
**FRANK WHITTAKER**  
**304-558-2316**

VENDOR

RFQ COPY  
 TYPE NAME/ADDRESS HERE  
 ECONOMICS AND TECHNOLOGY, INC.  
 LEE L. SELWYN, PRESIDENT  
 ONE WASHINGTON MALL, 15TH FLOOR  
 BOSTON, MA 02108

SHIP TO

PUBLIC SERVICE COMMISSION  
 OF WEST VIRGINIA  
 201 BROOKS STREET  
 CHARLESTON, WV  
 25301 340-0323

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
07/30/2009				

BID OPENING DATE: 08/13/2009 BID OPENING TIME: 01:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>THE BID SHOULD CONTAIN THIS INFORMATION ON THE FACE OF THE ENVELOPE OR THE BID MAY NOT BE CONSIDERED:</p> <p>SEALED BID</p> <p>BUYER: 44</p> <p>RFQ. NO.: PSC10510</p> <p>BID OPENING DATE: 08/13/09</p> <p>BID OPENING TIME: 1:30 PM</p> <p>PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY TO CONTACT YOU REGARDING YOUR BID:            617-598-2235</p> <p>CONTACT PERSON (PLEASE PRINT CLEARLY):            Lee L. Selwyn</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE *Lee L. Selwyn* TELEPHONE 617-598-2222 DATE August 11, 2009

TITLE President FERN 04-2490945 ADDRESS CHANGES TO BE NOTED ABOVE

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



State of West Virginia  
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# Request for Quotation

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**RFQ COPY**

TYPE NAME/ADDRESS HERE  
**ECONOMICS AND TECHNOLOGY, INC.**  
**LEE L. SELWYN, PRESIDENT**  
**ONE WASHINGTON MALL, 15TH FLOOR**  
**BOSTON, MA 02108**

**PUBLIC SERVICE COMMISSION**  
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DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
07/30/2009				

BID OPENING DATE: **08/13/2009** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
***** THIS IS THE END OF RFQ PSC10510 ***** TOTAL:						\$49,500.00

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE *[Signature]* TELEPHONE **617-598-2222** DATE **August 11, 2009**  
 TITLE **President** FEIN **04-2490945** ADDRESS CHANGES TO BE NOTED ABOVE

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



State of West Virginia  
 Department of Administration  
 Purchasing Division  
 2019 Washington Street East  
 Post Office Box 50130  
 Charleston, WV 25305-0130

WV PURCHASING ACA SECT Fax 304-558-4115

Aug 11 2009 01:45pm P001/002

**Request for  
 Quotation**

BID NUMBER  
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**ECONOMICS AND TECHNOLOGY, INC.  
 LEE L. SELWYN, PRESIDENT  
 ONE WASHINGTON MALL, 15TH FLOOR  
 BOSTON, MA 02108**

SHIP TO  
**PUBLIC SERVICE COMMISSION  
 OF WEST VIRGINIA  
 201 BROOKS STREET  
 CHARLESTON, WV  
 25301 340-0323**

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
08/11/2009				

BID OPENING DATE: **08/13/2009** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	LS		961-20		
<p>***** ADDENDUM #1 *****</p> <p>THIS ADDENDUM IS ISSUED TO PROVIDE THE ATTACHED VENDOR TECHNICAL QUESTIONS AND AGENCY RESPONSES.</p> <p>THE BID OPENING DATE AND TIME HAVE NOT CHANGED.</p>						
***** THIS IS THE END OF RFQ PSC10510 ***** TOTAL:						\$49,500.00

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE TELEPHONE 617-598-2222 DATE August 11, 2009

TITLE President FEIN 04-2490945 ADDRESS CHANGES TO BE NOTED ABOVE

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## Technical Question Regarding PSC10510

### Question

A review of the characteristics and consequences of the other Verizon transactions reveals that the purchasing entity has faced significant competition from cable providers of telephone service in their major metropolitan markets. As a result the purchasing entity has suffered substantial customer loss. The cable providers have a regulatory advantage in this competition because the cable providers are not required to support the rural areas of the state through state-wide average rates. To create a more level playing field between the urban cable providers and the incumbent telephone carrier, that serves both the urban and rural areas, it is possible to create a state universal service fund that would support the maintenance of just and reasonable rates in rural exchanges. Do you believe that testimony regarding this issue and the possible establishment of a state universal service fund should be included in this case?

### Agency Response

The Consumer Advocate Division does not believe that it is necessary or appropriate to address the issue of the establishment of a universal service fund in this proceeding.