



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
DBSM108117

PAGE
1

ADDRESS CORRESPONDENCE TO ATTENTION OF
**SHELLY MURRAY
 304-558-8801**

ROMNEY

CORE BTS IS HERE
 6565 Arlington Blvd.
 Suite 100
 Falls Church, VA 22042
 703.248.4046 Office
 703.875.8005 Fax

SCHOOL FOR THE DEAF & BLIND

**SCHOOL FOR THE DEAF & BLIND
 RECEIVING DEPARTMENT**
**301 EAST MAIN STREET
 ROMNEY, WV
 26757-1894 304-822-4810**

DATE PRINTED	TERMS OF SALE	SHIP VIA	FOB	FREIGHT TERMS
06/16/2010				

BID OPENING DATE: **07/22/2010** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	LS		725-55-01-001		
<p>THE WEST VIRGINIA PURCHASING DIVISION FOR THE AGENCY, THE WEST VIRGINIA SCHOOLS FOR THE DEAF AND BLIND, IS SOLICITING BIDS FOR VIDEO CONFERENCEING EQUIPMENT PER THE ATTACHED SPECIFICATIONS.</p> <p>TECHNICAL QUESTIONS MUST BE SUBMITTED IN WRITING TO SHELLY MURRAY IN THE WEST VIRGINIA PURCHASING DIVISION VIA MAIL AT THE ADDRESS SHOWN AT THE TOP OF THIS RFQ, VIA FAX AT 304-558-4115, OR VIA EMAIL AT SHELLY.L.MURRAY@WV.GOV. DEADLINE FOR ALL TECHNICAL QUESTIONS IS 07/08/2010 AT THE CLOSE OF BUSINESS. ALL TECHNICAL QUESTIONS RECEIVED, IF ANY, WILL BE ADDRESSED BY ADDENDUM AFTER THE DEADLINE.</p> <p>THE MODEL/BRAND/SPECIFICATIONS NAMED HEREIN ESTABLISH THE ACCEPTABLE LEVEL OF QUALITY ONLY AND ARE NOT INTENDED TO REFLECT A PREFERENCE OR FAVOR ANY PARTICULAR BRAND OR VENDOR. VENDORS WHO ARE BIDDING ALTERNATES SHOULD SO STATE AND INCLUDE PERTINENT LITERATURE AND SPECIFICATIONS. FAILURE TO PROVIDE INFORMATION FOR ANY ALTERNATES MAY BE GROUNDS FOR REJECTION OF THE BID. THE STATE RESERVES THE RIGHT TO WAIVE MINOR IRREGULARITIES IN BIDS OR SPECIFICATIONS IN ACCORDANCE WITH SECTION 148-1-4(F) OF THE WEST VIRGINIA LEGISLATIVE RULES AND REGULATIONS.</p>						

RECEIVED
 2010 JUL 22 A 8:35
 PURCHASING DIVISION
 STATE OF WV

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE *[Signature]* TELEPHONE **703-248-4046** DATE **21 JULY 2010**

TITLE **SR. VIDEO REP** FEIN **20-3873764** ADDRESS CHANGES TO BE NOTED ABOVE

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



Ms. Shelly Murray,

Thank you for sending out the Request for Quote (RFQ) for the West Virginia School for the Deaf and Blind. We are pleased to provide the attached proposal from Core BTS. To let you know, Core BTS has been a Tandberg Platinum partner for 10 years, which is the highest level of certification for any Tandberg partner. We also hold a Cisco Gold Partner and Master Unified Communications certification. This puts Core BTS in a very select group as a systems integrator for all Tandberg and Cisco partners. We have the expertise in house to provide a seamless implementation for this solution.

When reviewing our proposal, it should be very important to note that we have provided not only a very competitive pricing structure, but also are one of the few vendors who have installed a solution this size under a similar program in the state of West Virginia for a school district, Jefferson County. I live in West Virginia and Core BTS provides many services and support in the Eastern Panhandle, which is close in proximity to the West Virginia School for the Deaf and Blind. In closing, Core BTS can provide the most comprehensive solution to the state of West Virginia as far as pricing, implementation services, training and ongoing support for this important IT initiative. Should you have any questions, please do not hesitate to contact me.

Regards,

Matt Kropf

Core BTS

(703)248-4017

matt.kropf@corebts.com

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. Prior to any award, the apparent successful vendor must be properly registered with the Purchasing Division and have paid the required \$125 fee.
 4. 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.
 5. Payment may only be made after the delivery and acceptance of goods or services.
 6. Interest may be paid for late payment in accordance with the *West Virginia Code*.
 7. Vendor preference will be granted upon written request in accordance with the *West Virginia Code*.
 8. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.
 9. The Director of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
 10. The laws of the State of West Virginia and the *Legislative Rules* of the Purchasing Division shall govern the purchasing process.
 11. Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon mutual written agreement of the parties.
 12. **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.
 13. **HIPAA BUSINESS ASSOCIATE ADDENDUM:** The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, is available online at www.state.wv.us/admin/purchase/vrc/hipaa.htm and 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.
 14. **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>.
 15. **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, and the West Virginia Insurance Commission. 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.
 16. **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 material, 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.

INSTRUCTIONS TO BIDDERS

1. Use the quotation forms provided by the Purchasing Division. Complete all sections of the quotation form.
2. 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. Unit prices shall prevail in case of discrepancy. All quotations are considered F.O.B. destination unless alternate shipping terms are clearly identified in the quotation.
4. 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
5. Communication during the solicitation, bid, evaluation or award periods, except through the Purchasing Division, is strictly prohibited (W.Va. C.S.R. §148-1-6.6).



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ADDRESS CORRESPONDENCE TO ATTENTION OF
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 304-558-8801**

RFQ COPY
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VENDOR

SHIP TO

**SCHOOL FOR THE DEAF & BLIND
 RECEIVING DEPARTMENT
 301 EAST MAIN STREET
 ROMNEY, WV
 26757-1894 304-822-4810**

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
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<p>EXHIBIT 5</p> <p>WEST VIRGINIA CODE 21-1D-5 PROVIDES THAT: ANY SOLICITATION FOR A PUBLIC IMPROVEMENT CONSTRUCTION CONTRACT REQUIRES EACH VENDOR THAT SUBMITS A BID FOR THE WORK TO SUBMIT AT THE SAME TIME AN AFFIDAVIT OF COMPLIANCE WITH THE BID. THE ENCLOSED DRUG-FREE WORKPLACE AFFIDAVIT MUST BE SIGNED AND SUBMITTED WITH THE BID AS EVIDENCE OF THE VENDOR'S COMPLIANCE WITH THE PROVISIONS OF ARTICLE 1D, CHAPTER 21 OF THE WEST VIRGINIA CODE. FAILURE TO SUBMIT THE SIGNED DRUG-FREE WORKPLACE AFFIDAVIT WITH THE BID SHALL RESULT IN DISQUALIFICATION OF SUCH BID.</p> <p>NOTICE TO PROCEED: THIS CONTRACT IS TO BE PERFORMED WITHIN 60 CALENDAR DAYS AFTER THE NOTICE TO PROCEED IS RECEIVED. UNLESS OTHERWISE SPECIFIED, THE FULLY EXECUTED PURCHASE ORDER WILL BE CONSIDERED NOTICE TO PROCEED.</p> <p>CANCELLATION: THE DIRECTOR OF PURCHASING RESERVES THE RIGHT TO CANCEL THIS CONTRACT IMMEDIATELY UPON WRITTEN NOTICE TO THE VENDOR IF THE MATERIALS OR WORKMANSHIP SUPPLIED ARE OF AN INFERIOR QUALITY OR DO NOT CONFORM WITH THE SPECIFICATIONS OF THE BID AND CONTRACT HERE IN.</p> <p>WAGE RATES: THE CONTRACTOR OR SUBCONTRACTOR SHALL PAY THE HIGHER OF THE U.S. DEPARTMENT OF LABOR MINIMUM WAGE RATES AS ESTABLISHED FOR HAMPSHIRE, ROANE, AND GRANT COUNTIES, PURSUANT TO WEST VIRGINIA CODE 21-5A, ET, SEQ. (PREVAILING WAGE RATES APPLY TO THIS PROJECT)</p> <p>ARBITRATION: ANY REFERENCES MADE TO ARBITRATION OR INTEREST FOR PAYMENTS DUE (EXCEPT FOR ANY INTEREST REQUIRED BY STATE LAW) CONTAINED IN THIS CONTRACT OR IN ANY AMERICAN INSTITUTE OF ARCHITECTS DOCUMENTS</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>[Signature]</i>	TELEPHONE 703-248-4046	DATE 21 July 2010
TITLE SR. VIDEO REP	FEIN 20-3873764	ADDRESS CHANGES TO BE NOTED ABOVE

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<p>PERTAINING TO THIS CONTRACT ARE HEREBY DELETED.</p> <p>WORKERS' COMPENSATION: VENDOR IS REQUIRED TO PROVIDE A CERTIFICATE FROM WORKERS' COMPENSATION IF SUCCESSFUL.</p> <p>ALL OF THE ITEMS CHECKED BELOW WILL BE A REQUIREMENT OF THIS CONTRACT:</p> <p>(XX) INSURANCE: SUCCESSFUL VENDOR SHALL FURNISH PROOF OF COMMERCIAL GENERAL LIABILITY INSURANCE PRIOR TO ISSUANCE OF CONTRACT. UNLESS OTHERWISE SPECIFIED IN THE BID DOCUMENTS, THE MINIMUM AMOUNT OF INSURANCE COVERAGE REQUIRED IS \$250,000.</p> <p>() BUILDERS RISK INSURANCE: SUCCESSFUL VENDOR SHALL FURNISH PROOF OF BUILDERS RISK - ALL RISK INSURANCE IN AN AMOUNT EQUAL TO 100% OF THE AMOUNT OF THE CONTRACT.</p> <p>(XX) BONDS: FIVE PERCENT (5%) OF THE TOTAL AMOUNT OF THE BID PAYABLE TO THE STATE OF WEST VIRGINIA, SHALL BE SUBMITTED WITH EACH BID AS A BID BOND. THE SUCCESSFUL BIDDER SHALL ALSO FURNISH A PERFORMANCE BOND AND LABOR/MATERIAL BOND FOR 100% OF THE AMOUNT OF THE CONTRACT. BONDS MAY BE PROVIDED IN THE FORM OF A CERTIFIED CHECK IRREVOCABLE LETTER OF CREDIT, OR BOND FURNISHED BY A SOLVENT SURETY COMPANY AUTHORIZED TO DO BUSINESS IN THE STATE OF WEST VIRGINIA. A LETTER OF CREDIT SUBMITTED IN LIEU OF A BOND WILL ONLY BE ALLOWED FOR PROJECTS UNDER \$100,000. PERSONAL OR BUSINESS CHECKS ARE NOT ACCEPTABLE IN LIEU OF THE 5% BID BOND, PERFORMANCE BOND, OR LABOR AND MATERIAL BOND.</p> <p>() MAINTENANCE BOND: A TWO (2) YEAR MAINTENANCE BOND COVERING THE ROOFING SYSTEM WILL BE A REQUIREMENT OF THE SUCCESSFUL VENDOR.</p>						

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SIGNATURE <i>[Signature]</i>	TELEPHONE 703-248-4046	DATE 21 June 2010
TITLE SR. VIDEO REC	FEIN 20-3873764	ADDRESS CHANGES TO BE NOTED ABOVE

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ADDRESS CORRESPONDENCE TO ATTENTION OF
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SUBJECT

SUPPLY TO

**SCHOOL FOR THE DEAF & BLIND
 RECEIVING DEPARTMENT
 301 EAST MAIN STREET
 ROMNEY, WV
 26757-1894 304-822-4810**

DATE PRINTED	TERMS OF SALE	SHIP VIA	FOB	FREIGHT TERMS
06/16/2010				
BID OPENING DATE: 07/22/2010		BID OPENING TIME 01:30PM		

LINE	QUANTITY	UOP	CAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
REV. 11/00						
EXHIBIT 7						
DOMESTIC ALUMINUM, GLASS & STEEL IN PUBLIC WORKS PROJECTS						
IN ACCORDANCE WITH WEST VIRGINIA CODE 5-19-1 ET., SEQ., EVERY CONTRACT FOR CONSTRUCTION, RECONSTRUCTION, ALTERATION, REPAIR, IMPROVEMENT OR MAINTENANCE OF PUBLIC WORKS, WHERE THE COST IS MORE THAN \$50,000 AND, IN THE CASE OF STEEL ONLY, WHERE THE COST OF STEEL IS MORE THAN \$50,000 OR WHERE MORE THAN 10,000 POUNDS OF STEEL ARE REQUIRED, THE STATE WILL ACCEPT ONLY ALUMINUM GLASS, OR STEEL PRODUCTS PRODUCED IN THE UNITED STATES. IN ADDITION, ITEMS OF MACHINERY OR EQUIPMENT PURCHASED FOR USE AT THE SITE OF PUBLIC WORKS SHALL BE MADE OF DOMESTIC ALUMINUM, GLASS OR STEEL, UNLESS THE COST OF THE PRODUCT IS LESS THAN \$50,000 OR LESS THAN 10,000 POUNDS OF STEEL ARE USED IN PUBLIC WORKS PROJECTS.						
FOREIGN MADE ALUMINUM, GLASS OR STEEL PRODUCTS MAY BE ACCEPTED ONLY IF THE COST OF DOMESTIC PRODUCTS IS FOUND TO BE UNREASONABLE. SUCH COST IS UNREASONABLE IF IT IS 20% OR MORE HIGHER THAN THE BID PRICE FOR FOREIGN MADE PRODUCTS. IF THE DOMESTIC ALUMINUM, GLASS OR STEEL PRODUCTS TO BE SUPPLIED OR PRODUCED IN A "SUBSTANTIAL LABOR SURPLUS AREA", AS DEFINED BY THE UNITED STATES DEPARTMENT OF LABOR, FOREIGN PRODUCTS MAY BE SUPPLIED ONLY IF DOMESTIC PRODUCTS ARE 30% OR MORE HIGHER IN PRICE THAN THE FOREIGN MADE PRODUCTS.						
IF, PRIOR TO THE AWARD OF A CONTRACT UNDER THE ABOVE PROVISIONS, THE SPENDING OFFICER OF THE SPENDING UNIT DETERMINES THAT THERE EXISTS A BID FOR LIKE FOREIGN						

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SIGNATURE <i>[Signature]</i>	TELEPHONE 703-248-4046	DATE 21 July 2010
TITLE SA 6/16/20 NEW	FEN 20-3873764	ADDRESS CHANGES TO BE NOTED ABOVE

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VENDOR

SCHOOL

SCHOOL FOR THE DEAF & BLIND
RECEIVING DEPARTMENT

301 EAST MAIN STREET
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26757-1894 304-822-4810

DATE PRINTED 06/16/2010	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
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LINE	QUANTITY	UQP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>ALUMINUM, GLASS OR STEEL THAT IS REASONABLE AND LOWER THAN THE LOWEST BID DOMESTIC PRODUCTS, THE SPENDING OFFICE MAY REQUEST, IN WRITING, A REEVALUATION AND REDUCTION IN THE LOWEST BID FOR SUCH DOMESTIC PRODUCTS. ALL VENDORS MUST INDICATE IN THEIR BID IF THEY ARE SUPPLYING FOREIGN ALUMINUM, GLASS OR STEEL.</p> <p>REV. 3/88</p> <p>EXHIBIT 9</p> <p>NOTICE FOR ISSUANCE & ACKNOWLEDGEMENT OF CONSTRUCTION PROJECT ADDENDA</p> <p>THE ARCHITECT/ENGINEER AND/OR AGENCY SHALL BE REQUIRED TO ABIDE BY THE FOLLOWING SCHEDULE IN ISSUING CONSTRUCTION PROJECT ADDENDA FOR STATE AGENCIES:</p> <p>(1) THE ARCHITECT/ENGINEER SHALL PREPARE THE ADDENDUM AND A LIST OF ALL PARTIES THAT HAVE PROCURED DRAWINGS AND SPECIFICATIONS FOR THE PROJECT. THE ADDENDUM AND LIST SHALL BE FORWARDED TO THE BUYER IN THE STATE PURCHASING DIVISION. THE ARCHITECT/ENGINEER SHALL ALSO SEND A COPY OF THE ADDENDUM TO THE STATE AGENCY FOR WHICH THE CONTRACT IS ISSUED.</p> <p>(2) THE BUYER SHALL SEND THE ADDENDUM TO ALL INTERESTED PARTIES AND, IF NECESSARY, EXTEND THE BID OPENING DATE. ANY ADDENDUM SHOULD BE RECEIVED BY THE BUYER WITHIN FOURTEEN (14) DAYS PRIOR TO THE BID OPENING DATE.</p> <p>(3) ALL ADDENDA SHOULD BE FORMALLY ACKNOWLEDGED BY ALL BIDDERS AND SUBMITTED TO THE STATE PURCHASING DIVISION. THE SAME RULES AND REGULATIONS</p>						

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SIGNATURE <i>[Signature]</i>	TELEPHONE 703 248-4046	DATE 21 July 2010
TITLE SA, VIDEO REP	FEN 20-387 3704	ADDRESS CHANGES TO BE NOTED ABOVE

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 304-558-8801**

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**SCHOOL FOR THE DEAF & BLIND
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 301 EAST MAIN STREET
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<p>THAT APPLY TO THE ORIGINAL BIDDING DOCUMENT SHALL ALSO APPLY TO AN ADDENDUM DOCUMENT. THE ONLY EXCEPTION MAY BE FOR AN ADDENDUM THAT IS ISSUED FOR THE SOLE PURPOSE OF CHANGING A BID OPENING TIME AND/OR DATE.</p> <p>REV. 11/96</p> <p>EXHIBIT 10</p> <p>ADDENDUM ACKNOWLEDGEMENT</p> <p>I HEREBY ACKNOWLEDGE RECEIPT OF THE FOLLOWING CHECKED ADDENDUM(S) AND HAVE MADE THE NECESSARY REVISIONS TO MY PROPOSAL, PLANS AND/OR SPECIFICATION, ETC.</p> <p>ADDENDUM NOS.:</p> <p>NO. 1 <i>[Signature]</i></p> <p>NO. 2 <i>[Signature]</i></p> <p>NO. 3 <i>[Signature]</i></p> <p>NO. 4 <i>[Signature]</i></p> <p>NO. 5 <i>[Signature]</i></p> <p>I UNDERSTAND THAT FAILURE TO CONFIRM THE RECEIPT OF TH ADDENDUM(S) MAY BE CAUSE FOR REJECTION OF THE 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</p>						

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TITLE SR. VIDEO REP	FEIN 20-3873764	ADDRESS CHANGES TO BE NOTED ABOVE
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SCHOOL FOR THE DEAF & BLIND

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<p>INFORMATION ISSUED IN WRITING AND ADDED TO THE SPECIFICATIONS BY AN OFFICIAL ADDENDUM IS BINDING.</p> <p><i>[Signature]</i>.....SIGNATURE</p> <p><i>COAE RTS</i>.....COMPANY</p> <p><i>21 July 2010</i>.....DATE</p> <p>REV. 11/96</p> <p>CONTRACTORS LICENSE</p> <p>WEST VIRGINIA STATE CODE 21-11-2 REQUIRES THAT ALL PERSONS DESIRING TO PERFORM CONTRACTING WORK IN THIS STATE MUST BE LICENSED. THE WEST VIRGINIA CONTRACTORS LICENSING BOARD IS EMPOWERED TO ISSUE THE CONTRACTORS LICENSE. APPLICATIONS FOR A CONTRACTORS LICENSE MAY BE MADE BY CONTACTING THE WEST VIRGINIA DIVISION OF LABOR CAPITOL COMPLEX, BUILDING 3, ROOM 319, CHARLESTON, WV 25305. TELEPHONE: (304) 558-7890.</p> <p>WEST VIRGINIA STATE CODE 21-11-11 REQUIRES ANY PROSPECTIVE BIDDER TO INCLUDE THE CONTRACTORS LICENSE NUMBER ON THEIR BID.</p> <p>BIDDER TO COMPLETE:</p> <p>CONTRACTORS NAME: <i>COAE RTS</i></p> <p>CONTRACTORS LICENSE NO.: <i>T.B.P.</i></p> <p>THE SUCCESSFUL BIDDER WILL BE REQUIRED TO FURNISH A COPY OF THEIR CONTRACTORS LICENSE PRIOR TO ISSUANCE OF</p>						

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TITLE S.A. VIDEO REP	FEIN 20-3873764	ADDRESS CHANGES TO BE NOTED ABOVE

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<p>A PURCHASE ORDER/CONTRACT</p> <p>APPLICABLE LAW</p> <p>THE WEST VIRGINIA STATE CODE, PURCHASING DIVISION RULES AND REGULATIONS, AND THE INFORMATION PROVIDED IN THE "REQUEST FOR QUOTATION" ISSUED BY THE PURCHASING DIVISION IS THE SOLE AUTHORITY GOVERNING THIS PROCUREMENT.</p> <p>ANY INFORMATION PROVIDED IN SPECIFICATION MANUALS, OR ANY OTHER SOURCE, VERBAL OR WRITTEN, WHICH CONTRADICTS OR ALTERS THE INFORMATION PROVIDED FROM THE SOURCES AS DESCRIBED IN THE ABOVE PARAGRAPH IS VOID AND OF NO EFFECT.</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>REV. 5/2009</p> <p>NOTICE</p> <p>A SIGNED BID MUST BE SUBMITTED TO:</p> <p>DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION BUILDING 15 2019 WASHINGTON STREET, EAST CHARLESTON, WV 25305-0130</p> <p>THE BID SHOULD CONTAIN THIS INFORMATION ON THE FACE OF</p>						

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SIGNATURE <i>[Signature]</i>	TELEPHONE 703-248-7046	DATE 21 July 2010
TITLE SA. V. O. R. B.	FEIN 20-3872764	ADDRESS CHANGES TO BE NOTED ABOVE

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

Request for Quotation

RFQ NUMBER
DBSM108117

PAGE
9

ADDRESS CORRESPONDENCE TO ATTENTION OF
**SHELLY MURRAY
 304-558-8801**

RFQ COPY
 TYPE NAME/ADDRESS HERE

VENDOR

SHIP TO

**SCHOOL FOR THE DEAF & BLIND
 RECEIVING DEPARTMENT
 301 EAST MAIN STREET
 ROMNEY, WV
 26757-1894 304-822-4810**

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
06/16/2010				
BID OPENING DATE: 07/22/2010		BID OPENING TIME 01:30PM		

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>THE ENVELOPE OR THE BID MAY NOT BE CONSIDERED: SEALED BID BUYER: SHELLY MURRAY REQ. NO.: DBSM108117 BID OPENING DATE: 07/22/2010 BID OPENING TIME: 1:30 PM</p> <p>PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY TO CONTACT YOU REGARDING YOUR BID: 703-875-8005</p> <p>PLEASE PRINT OR TYPE NAME OF PERSON TO CONTACT CONCERNING THIS QUOTE: TODD JONES</p> <p>***** THIS IS THE END OF RFQ DBSM108117 ***** TOTAL: 220,604.65</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE: *[Signature]* TELEPHONE: **703-248-4046** DATE: **21 July 2010**

TITLE: **SR. VIDEO REP** FEIN: **20-3873764** ADDRESS CHANGES TO BE NOTED ABOVE

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

DBSM108117
REQUEST FOR QUOTATION
West Virginia Schools for the Deaf and Blind (WVSDB)
Videoconferencing Equipment

PURPOSE:

WVSDB is soliciting a Request for Quotation from qualified vendors to provide videoconferencing equipment to WVSDB and 5 other schools that are partners in this project.

SPECIFICATIONS:

Background:

The West Virginia Schools for the Deaf and Blind want to install a state of the art videoconference system in order to participate in projects with our 5 partners across the state. This will allow our students to participate in numerous 21st century educational activities.

Scope of Work:

The majority of the videoconferencing equipment will be installed on the campus of WVSDB. Each of our partners will be receiving items 24, 25, 26, 28, 29, 31 and 32 on the list of equipment. This includes the Tandberg Edge 95 or equal, the Natural Presenter package, on-site installation/configuration and the 1 year warranty. These units will be installed at the following locations:

Petersburg Elementary School
333 Rig Street
Petersburg, WV 26847

Spencer Elementary School
85 Clay Road
Spencer, WV 25276

Geary Elementary Middle School
9538 Clay Road
Left Hand, WV 25251

Spencer Middle School
102 Chapman Avenue
Spencer, WV 25276

Walton Elementary/Middle School
90 School Drive
Walton, WV 25286

This should include all materials, labor and delivery to specified locations, installation by a certified installer, and training.

Equipment Specification:

The qualified vendor shall provide a quote for the following requested quantity, brand or equal to and equipment equal to.

Below is a listing of the requested items with specifications on the following pages.

Item #	QTY	Manufacturer	Equipment Description	Unit Cost	Extended Co:
1	1	Tandberg	VCS Control Application		
2	1	Tandberg	VCS Control Application 1 yr manufacturer's warranty		
3	1	Tandberg	VCS Expressway Application		
4	1	Tandberg	VCS Expressway Application 1 yr manufacturer's warranty		
5	1	Tandberg	Content Server- 5 recording ports 2 live output		
6	1	Tandberg	Content Server 1 yr manufacturer's warranty		
7	1	Tandberg	TMS Server Appliance		
8	1	Tandberg	TMS Server Appliance 1 yr manufacturer's warranty		
9	1	Tandberg	MCU-4205 12 Port Enterprise MCU		
10	1	Tandberg	MCU-4205 12 Port Enterprise 1 yr manufacturer's warranty		
11	1		On-site Installation & Configuration of MCU-4205		
12	1	Tandberg	3000 MXP Profile- Single 42" WXGA LCD w/ Precision HD camera		
13	1	Tandberg	Tandberg 3000 MXP Natural Presenter Package		
14	1	Tandberg	Wheel base option for 3000 MXP Profile 42"		
15	1		Onsite Installation and Configuration for 3000 MXP		
16	1	Tandberg	3000 MXP Profile- 42" WXGA LCD & camera 1 yr man. warranty		
17	1	Tandberg	HD 6000 MXP Integrator Package		
18	1	Tandberg	HD 6000 MXP Integrator Package 1 yr manufacturers warranty		
19	1	Tandberg	HD 6000 MXP Natural Presenters Package		
20	1		Onsite Installation for the Tandberg HD 6000 MXP		
21	1	Tandberg	W.A.V.E. II camera with 20m cable		
22	1	Tandberg	W.A.V.E. II camera 1 yr manufacturer's warranty		
23	1	Tandberg	T4 Complete Program		
24 *	5	Tandberg	Edge 95		
25 *	5	Tandberg	Edge 95 Natural Presenters Package		
26 *	5	Tandberg	Edge 95 3 year manufacturers warranty		
27			Misc. Cables for WVSDB equipment		
28 *			Misc. Cables for partner locations		
29 *	5		Installation, Configuration and training of all equipment at partners locations		
30	2	Cisco	52" LCD TV and mounts		
31 *	5	Cisco	42" LCD TV		
32 *	5	Cisco	Equipment carts		
33	2	Cisco	Equipment carts		
34			Complete Installation, configuration and training at WVSDB		

TOTAL \$ 220,604.65

* indicates items for partner locations



PLEASE SEE ATTACHED
PROPOSAL FOR LINE ITEM
PRICING

DATE: July 21, 2010
TO: State of West Virginia
COMPANY: Department of Administration
ADDRESS: Purchasing Division
 2019 Washington St. East
 PO Box 50130
 Charleston, WV 25305-0130



FROM: Matt Kropf
SUBJECT: RFQ# DBSM108117

PLEASE NOTE: Pricing Valid for 30 Days from Date of Proposal

Quantity	Description	Unit Price	Extended Price
ITEM # 1			
	Tandberg Video Communication Server-Control		
1	Tandberg VCS-C (comes with 10 non-traversals) PART#1163401	\$10,647.00	\$10,647.00
			
	<p>The TANDBERG Video Communication Server is a powerful, highly scalable platform designed to work with any H.323 or SIP device, supporting up to 2500 registrations and 200 zones. When deployed with the Control Application, VCS provides call control, gatekeeper and SIP registrar services to H.323 and SIP devices as well as H.323 to SIP Interworking. When deployed with the Expressway™ application, VCS provides standards based firewall traversal for SIP and H.323 devices.</p>		
ITEM # 2			
1	1 Year Manufacturer Warranty	\$1,311.25	\$1,311.25
ITEM # 3			
	Tandberg Video Communication Server-Expressway		
1	Tandberg VCS-E (comes with 5 traversal calls licenses) PART#1163402	\$11,214.00	\$11,214.00
			

The TANDBERG Video Communication Server (VCS), deployed with Expressway™ opens the world outside the firewall to organizations using video communications. Expressway enables business to business communications, empowers remote and home based workers, and gives service providers the ability to provide video communications to customers. Expressway provides standards-based and secure firewall traversal for

SIP and H.323 devices and VCS enables communication with the outside world regardless of SIP or H.323 protocol.

ITEM # 4

1	1 Year Manufacturer Warranty	\$1,311.25	\$1,311.25
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ITEM # 5

Tandberg Content Server

1	Tandberg Content Server (TCS) 5 recording ports and 2 live output PART#1153601	\$23,058.00	\$23,058.00
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With the TANDBERG Content Server organizations can access live and on-demand presentations, distance education classes and corporate training sessions anywhere, anytime. Capture and distribute live or recorded content to any computer in Flash®, Microsoft Windows Media®, QuickTime® compatible Mpeg4 and RealPlayer® formats. Download content to your favorite portable media device or share it through iTunesU.

ITEM # 6

1	1 Year Manufacturer Warranty	\$2,287.50	\$2,287.50
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ITEM # 7

Tandberg Management Suite

1	Tandberg Management Suite with Scheduler (TMS) TMS Server appliance (preinstalled with TANDBERG Management Suite and Scheduler - 25 system license PART#1158001	\$9,135.00	\$9,135.00
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One management platform for all your video communication needs. TANDBERG Management Suite (TMS) is scalable, easy-to-use and integrates with existing applications to increase ROI. It provides complete visibility and centralized control for on-site and remote video systems. TMS supports management, deployment, and scheduling of the entire video network, including telepresence, from one single product.

ITEM # 8

1	1 Year Manufacturer Warranty	\$1,525.00	\$1,525.00
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ITEM # 9

Tandberg/Codian MCU

1	Tandberg/Codian 4205 MCU-4205 12 Port Enterprise MCU (including High Resolution Option and Web Conferencing Option) PART#194205A	\$26,523.00	\$26,523.00
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TANDBERG's Codian MCU 4200 Series is a powerful IP multimedia conferencing bridge, delivering high quality voice and video with an easy-to-use, versatile interface. It's ideal for the small to medium-size enterprise and education markets.

ITEM # 10

1	1 Year Manufacturer Warranty	\$2,622.50	\$2,622.50
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ITEM #11

Core Professional Services

1	Installation, Network Integration, and End User Training of Tandberg/Codian 4205 MCU	\$3,000.00	\$3,000.00
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ITEM # 12

Tandberg 3000MXP Single 42" Profile

1	Tandberg 3000MXP Profile TANDBERG 3000 MXP Profile - Single 42" LCD with PrecisionHD Camera PART#115860	\$14,946.75	\$14,946.75
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For small project teams, a complete, integrated video system in a compact package. Superior video and integrated audio for CD-quality sound. Available with 42" flatscreen monitor.

ITEM # 13

1	Tandberg 3000MXP Profile Natural Presenter Package	\$1,051.05	\$1,051.05
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ITEM # 14

1	Tandberg 3000MXP Profile Wheel Base	\$0.00	\$0.00
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ITEM # 15

1	1 Year Manufacturer Warranty	\$1,426.25	\$1,426.25
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ITEM #16

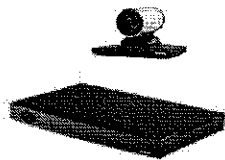
Core Professional Services

1	Installation, Network Integration, and End User Training of Tandberg 3000MXP 42" Profile	\$960.00	\$960.00
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ITEM # 17

Tandberg 6000MXP Integrator Package

1	Tandberg 6000MXP Integrator Package HDIntegrator Package - includes 6000 MXP codec, PrecisionHD camera, Camera cable set (2m, 5m and 19.5m cable extension kit), 2 table microphones and 2 trackers PART#115920	\$15,697.50	\$15,697.50
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ITEM # 18

1	Tandberg 6000MXP Int. Pkg. Natural Presenter Package	\$1,155.00	\$1,155.00
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ITEM # 19

1	1 Year Manufacturer Warranty	\$2,700.00	\$2,700.00
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ITEM # 20

Core Professional Services

1	Installation, Network Integration, and End User Training of Tandberg 6000MXP Int. Pkg.	\$3,000.00	\$3,000.00
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ITEM # 21

1	W.A.V.E. II Camera w/20	\$3,148.70	\$3,148.70
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ITEM # 22

1	1 Year Manufacturer Warranty	\$238.50	\$238.50
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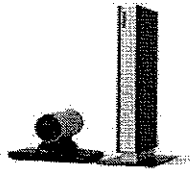
ITEM # 23

1	T4 Complete Program T4 Complete Program - includes all of the program phases: Physical System Training, Content Planning, Lesson Delivery, Contents Review.	\$3,960.00	\$3,960.00
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ITEM # 24

Tandberg EDGE 95

5	Tandberg EDGE 95 TANDBERG Edge 95 MXP with PrecisionHD Camera - including Natural Presenter Package and MultiSite	\$7,780.50	\$38,902.50
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Connect team members for more productive meetings with the TANDBERG Edge MXP Series. These easy-to-install units turn a meeting room with a flat screen into an interactive situation room for improved teamwork and accelerated decision-making.

ITEM # 25

5	Tandberg EDGE 95 Natural Presenter Package (included in the EDGE 95 bundle)	\$0.00	\$0.00
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	ITEM # 26		
5	1 Year Manufacturer Warranty	\$768.00	\$3,840.00
	ITEM # 27		
1	Misc. cables for WVSDB equipment	\$1,950.00	\$1,950.00
	ITEM # 28		
5	Misc.cables for partner locations	\$60.00	\$300.00
	ITEM # 29		
5	Installation and End User Training of Tandberg EDGE 95 Systems at partner locations	\$1,440.00	\$7,200.00
	ITEM # 30		
2	52" LG Monitor	\$724.90	\$1,449.80
	ITEM # 31		
5	42" LG Monitor	\$566.50	\$2,832.50
	ITEM # 32		
5	Equipment Carts	\$958.80	\$4,794.00
	ITEM # 33		
2	Equipment Carts	\$958.80	\$1,917.60
	ITEM # 34		
1	Installation, Network Integration, and End User Training of Tandberg VCS Control and Express, Tandberg Content Server, and Tandberg Management Server	\$16,500.00	\$16,500.00
	Solution Subtotal		<hr/> \$220,604.65
	Total		<hr/> \$220,604.65

**PLEASE NOTE
CLIENT IS RESPONSIBLE FOR ALL 110v/220v ELECTRICAL,
NETWORK DROPS, CORE DRILLS, AND BUILDING PERMITS
AS NEEDED**

Time Frame:

The scope of work shall be completed within 60 days after contract is awarded and notice to proceed is given.

Mandatory Qualifications:

By submitting a bid, the vendor adheres to the following:

1. The vendor verifies that they have completed at least 3 projects of the same nature in the past five years.
2. The vendor must be certified on the proposed installed equipment
3. The vendor must be registered as a Vendor with the State of West Virginia prior to award.

TANDBERG VCS Control Application**Item #1**

- Single box must support gatekeeping functionality using the industry standard of H323 and SIP proxy functionality using the industry standard of SIP
- System must be capable of interworking H.323 and SIP without user intervention
- Flash memory and hard drive
- Must provide PBX functionality to end points such as call hold, call transfer and conferencing without the need for an embedded MCU in the endpoints
- Support for IP Version 4 support and support for IP Version 6 support
- H.323 v5 Annex O for DNS dialing support
- ITU-T H.323 v5 complaint and ITU-T H.225 v4 complaint
- Single box solution must support SIP based presence
- Solution must support clustering and up to 10,000 users in a cluster and up to 2,000 simultaneous calls in a cluster

TANDBERG VCS Expressway Application**Item #3**

- Single box solution must support H.460 firewall traversal with multiplexed media technology without the use of external or add-on devices
- Single box solution must support SIP based firewall traversal technology without the use of external or add-on devices
- Solution must support clustering and up to 10,000 users in a cluster
- Solution must support clustering and up to 2,000 simultaneous calls in a cluster
- Must support ICE (interactive connectivity establishment)
- Support for Registration of traversal-enabled endpoints
- SIP based STUN Discovery and STUN Relay services

- H.460.18/19 complaint and H.460.18 client proxy support
- Instant restart and boot – under 90 seconds

**TANDBERG Content Server
Item #5**

- A single box solution must support a minimum of 5 simultaneous accesses
- The system must support RSS feeds and portable device downloads
- The system must support Flash, Windows Media Player, Quicktime, and Real
- The system must support native Multicast without the use of external equipment
- The system must integrate direction with Apple iTunes and Apple Podcast Producer
- The system must provide build in Streaming Server based on Windows Media Server
- The system must provide SIP support to allow SIP end points to record and stream

**TMS Server Appliance
Item #7**

- The management system must be able to manage both newer and legacy Tandberg and Polycom endpoints, along with the network infrastructure chosen. This includes MCUs, Firewall Traversal Solutions, Streaming systems, Call Control systems, Gatekeepers and others.
- The management software must provide diagnostic capabilities, billing capabilities as well as graphical reports
- The management software must provide H.350 support (import and export) Active Directory support
- The management software must provide Centrally-managed server phone books creation of one or multiple phone books with the ability to search unlimited entries
- The management software must provide Automatic directory import from gatekeeper, ILS and LDAP (single or multiple source)
- The management software must provide Automatic MCU, gateway and network selection
- The management software must provide Support for SIP enabled endpoints and dialing
- The management software must provide battery status on remote controls, diagnostic messages and solution suggestions system status, gatekeeper status, SNMP configuration, ISDN/IP configuration and information
- The management software must Manage calls made on multiple protocols (IP using H.323 and SIP, ISDN and mixed calls)
- The management software must provide for System Upgrades – Able to upgrade either pre-scheduled or ad-hoc software updates to endpoints

**MCU-4205 12 Port Multisite Bridge
Item #9**

- There must be NO reduction of ports for features. This includes individual transcoding, encryption, and others. It must be conveyed that the capacity of the system IS the capacity of the system regardless of features being used
- The system must support standards based H.264 (no proprietary algorithms will be permitted) and standards based AAC for audio (no proprietary algorithms will be permitted)
- Content or data sharing channel must support 30 FPS
- The system must provide easy to use software clients
- Dimensions not to exceed 1 rack unit (U)

**TANDBERG 3000 MXP Profile-Single 42”
Item #12**

- The system must support standards based H.264 for high definition video (no proprietary algorithms will be permitted)
- The system must support standards based AAC for high definition audio (no proprietary algorithms will be permitted)
- Content or data sharing channel must support 30 FPS
- The codec must support 16 x 9 native (not stretched) at all bandwidths including 128k, 256k, 384k, 512k, and 768k.
- The system must support H.239 for data collaboration using H.323 (no proprietary algorithms will be permitted)
- The system must support BFCP for data collaboration using SIP (no proprietary algorithms will be permitted)
- The system must support H.460.18/19 multiplexed media for firewall traversal using H.323 (no proprietary algorithms will be permitted)
- The system must support STUN/ICE multiplexed media for firewall traversal using SIP (no proprietary algorithms will be permitted)
- The system must allow for real-time address books (not updated on a schedule)

**TANDBERG 3000 MXP Natural Presenters Package
Item # 13**

- Software option that allows two video streams at one time, allows students to view instructor and interpreter simultaneously
- Allows users to incorporate computers, laptops, document camera into the video presentation

Wheel Base Option for 3000 MXP Profile 42"
Item # 14

- Wheel base for equipment that allows the unit to be portable

HD 6000 MXP Integrator Package
Item #17

- 6000 MXP codec
- Precision HD camera
- Camera cable set (2m, 5m and 19.5m cable extension kit),
- 2 table microphones
- 2 trackers

HD Integrator 6000 MXP Natural Presenter Package
Item #19

- Software option that allows two video streams at one time, allows students to view instructor and interpreter simultaneously
- Allows users to incorporate computers, laptops, document camera into the video presentation

W.A.V.E. II Camera
Item #21

- 13CCD Color Camera PAL or NTSC
- 10 x zoom
- 1/4" CCD
- 96° total vertical field of view and 77° horizontal field of view
- 267° total horizontal field of view
- 460 (PAL) / 470 (NTSC) horizontal TV lines
- Min. Illumination 2 Lux (F1.8)
- Auto or manual focus, brightness and white balance
- Far end camera control w/ 15 near and far-end camera pre-sets
- Voice-activated camera positioning
- Daisy chain support for up to 4 cameras
- VISCA camera support.

T4 Complete Program
Item # 23

- Complete training program for teachers.
- Includes 10 hours of training for classroom teachers on the following:
 - 4.5 hours of video conferencing basics includes basic operation of equipment, methods of engaging students, using administrative applications

- 2.5 hours of how to best utilize peripheral equipment as part of the video conferencing experience
- 1.5 hours of instruction on preparing lesson plans for delivery over video
- 1.5 hours of review, wrap up and practice of previous sessions.

**Edge 95
Item #24**

- The system must be able to connect up to 4 video sites and 3 audio sites with embedded Multi Site functionality
- The system must support up to 2 Mbps H.323/2 Mbps SIP/512 kbps H.320/2.3 Mbps total MultiSite
- The system must be wireless capable
- The system must allow for viewers to view presentations and presenters simultaneously with Duo Video and H.239 Dual Stream
- The system must incorporate H.264 standard for superior video quality

**Edge 95 Natural Presenter Package
Item #25**

- Software option that allows two video streams at one time, allows students to view instructor and interpreter simultaneously
- Allows users to incorporate computers, laptops, document camera into the video presentation

**Misc. Cable
Item #27 and 28**

- RCA Female To BNC Male Adapter
- DVI To VGA Display Adapter
- 6ft Outlet Saver Power Extension Cord Black
- Audio Y-Adapter Cable
- 3.5mm Stereo Male To 3.5mm Stereo Female Y-Cable
- Panel-Mount VGA F-F Coupler Gender Changer
- Box of 20 Raceway White 3/4" X 1/2" X 8'
- Straight Through Modular In-line Coupler RJ45
- HDMI Gold Digital Video Cable 50ft
- 25ft 3.5mm M/M Stereo
- 25ft Grey Cat5e Patch Cable Molded Snag less
- 50ft Male to Male Premium SVGA VGA cable DB15M to DB15M
- Single Gang Surface Mount Box WHITE
- One-Piece Deep Low Voltage Junction Box w/Adhesive
- Essential 7 Outlet Surge Suppressor
- 6 Outlet Surge Suppressor 6x Receptacles 1 x power cable – 16.4 ft

- VGA VIDEO SPLITTER/EXTENDER 2- 2 PORT HDMI SPLITTER
- Any other cable needed to connect, attach equipment quoted but not listed here

**Cisco 52" LCD TV monitors and mounts
Item #30**

- Commercial grade LCD monitor
- Must have 1080p resolution with HDMI input
- Must have a PC input-RGB/VGA 15 pin that supports 1080p resolution
- 3 year manufacturers warranty included

**Cisco 42" LCD TV monitors and mounts
Item #31**

- Commercial grade LCD monitor
- Must have 1080p resolution with HDMI input
- Must have a PC input-RGB/VGA 15 pin that supports 1080p resolution
- 3 year manufacturers warranty included

**Monitor Carts
Item # 32 and 33**

- Cart must be capable of holding securely the LCD monitor and all Videoconferencing equipment necessary to complete the unit.
- Cart must be capable of locking to secure equipment

**Installation, Configuration and Training
Item # 34**

- Price must be all inclusive to provide a turnkey project.
- All equipment will be installed at the locations listed
- Equipment will be tested for complete functionality
- Must be installed by certified installers
- Training will be given at all sites



State of West Virginia
DRUG FREE WORKPLACE CONFORMANCE AFFIDAVIT
West Virginia Code §21-1D-5

STATE OF WISCONSIN

COUNTY OF DAVE, TO-WIT:

I, DAVID A. MYLEAN, after being first duly sworn, depose and state as follows:

- 1. I am an employee of CORE BTS, INC.; and,
(Company Name)
- 2. I do hereby attest that CORE BTS, INC.
(Company Name)

maintains a valid written drug free workplace policy and that such policy is in compliance with **West Virginia Code §21-1D-5**.

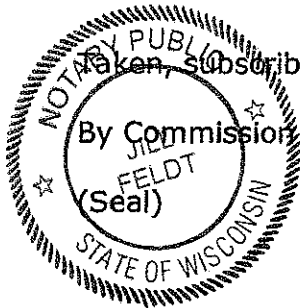
The above statements are sworn to under the penalty of perjury.

CORE BTS, INC.
(Company Name)

By: David A. Mylan

Title: VICE PRESIDENT

Date: 07/06/2010



Witnessed, subscribed and sworn to before me this 6 day of July 2010
By Commission expires 7-31-11

J. Feldt
(Notary Public)

THIS AFFIDAVIT MUST BE SUBMITTED WITH THE BID IN ORDER TO COMPLY WITH WV CODE PROVISIONS. FAILURE TO INCLUDE THE AFFIDAVIT WITH THE BID SHALL RESULT IN DISQUALIFICATION OF THE BID.

The West Virginia Schools
Agency For The Deaf and Blind
REQ.P.O# DBSM108117

BID BOND

KNOW ALL MEN BY THESE PRESENTS, That we, the undersigned, Core BTS, Inc.
of 201 W. 103rd Street Ste. 240, Indianapolis, IN 46290, as Principal, and Westchester Fire Insurance Company
of 525 W. Monroe, Ste. 500, Chicago, IL 60661, a corporation organized and existing under the laws of the State of New York
with its principal office in the City of Atlanta, GA, as Surety, are held and firmly bound unto the State
of West Virginia, as Obligee, in the penal sum of Five Percent of Total Amount (\$ 5% of total amount bid) for the payment of which,
well and truly to be made, we jointly and severally bind ourselves, our heirs, administrators, executors, successors and assigns.

The Condition of the above obligation is such that whereas the Principal has submitted to the Purchasing Section of the
Department of Administration a certain bid or proposal, attached hereto and made a part hereof, to enter into a contract in writing for
Video Conferencing Equipment

NOW THEREFORE,

- (a) If said bid shall be rejected, or
- (b) If said bid shall be accepted and the Principal shall enter into a contract in accordance with the bid or proposal attached hereto and shall furnish any other bonds and insurance required by the bid or proposal, and shall in all other respects perform the agreement created by the acceptance of said bid, then this obligation shall be null and void, otherwise this obligation shall remain in full force and effect. It is expressly understood and agreed that the liability of the Surety for any and all claims hereunder shall, in no event, exceed the penal amount of this obligation as herein stated.

The Surety, for the value received, hereby stipulates and agrees that the obligations of said Surety and its bond shall be in no way impaired or affected by any extension of the time within which the Obligee may accept such bid, and said Surety does hereby waive notice of any such extension.

IN WITNESS WHEREOF, Principal and Surety have hereunto set their hands and seals, and such of them as are corporations have caused their corporate seals to be affixed hereunto and these presents to be signed by their proper officers, this

20th day of July, 2010

Principal Corporate Seal

Core BTS, Inc.
(Name of Principal)
By Biter Koll
(Must be President or Vice President)
Regional Vice President
(Title)

Surety Corporate Seal

Westchester Fire Insurance Company
(Name of Surety)
William P. Reisinger
Attorney-in-Fact
William P. Reisinger

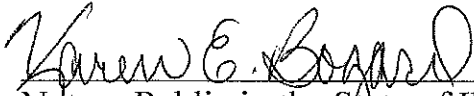
IMPORTANT – Surety executing bonds must be licensed in West Virginia to transact surety insurance. Raised corporate seals must be affixed; a power of attorney must be attached.

ACKNOWLEDGEMENT BY SURETY

STATE OF ILLINOIS
COUNTY OF COOK

On this 20th day of July 2010, before me, Karen E. Bogard, a Notary Public, within and for said County and State, personally appeared William P. Reidinger to me personally known to be the Attorney-in-Fact of and for Westchester Fire Insurance Company and acknowledged that he executed the said instrument as the free act and deed of said Company.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed my official seal, at my office in the aforesaid County, the day and year in this certificate first above written.



Notary Public in the State of Illinois
County of Cook



Power of Attorney

WESTCHESTER FIRE INSURANCE COMPANY

Know all men by these presents: That WESTCHESTER FIRE INSURANCE COMPANY, a corporation of the State of New York, having its principal office in the City of Atlanta, Georgia pursuant to the following Resolution, adopted by the Board of Directors of the said Company on December 11, 2006, to wit:

"RESOLVED, that the following authorizations relate to the execution, for and on behalf of the Company, of bonds, undertakings, recognizances, contracts and other written commitments of the Company entered into the ordinary course of business (each a "Written Commitment"):

- (1) Each of the Chairman, the President and the Vice Presidents of the Company is hereby authorized to execute any Written Commitment for and on behalf of the Company, under the seal of the Company or otherwise.
- (2) Each duly appointed attorney-in-fact of the Company is hereby authorized to execute any Written Commitment for and on behalf of the Company, under the seal of the Company or otherwise, to the extent that such action is authorized by the grant of powers provided for in such persons written appointment as such attorney-in-fact.
- (3) Each of the Chairman, the President and the Vice Presidents of the Company is hereby authorized, for and on behalf of the Company, to appoint in writing any person the attorney-in-fact of the Company with full power and authority to execute, for and on behalf of the Company, under the seal of the Company or otherwise, such Written Commitments of the Company as may be specified in such written appointment, which specification may be by general type or class of Written Commitments or by specification of one or more particular Written Commitments.
- (4) Each of the Chairman, the President and Vice Presidents of the Company is hereby authorized, for and on behalf of the Company, to delegate in writing any other officer of the Company the authority to execute, for and on behalf of the Company, under the Company's seal or otherwise, such Written Commitments of the Company as are specified in such written delegation, which specification may be by general type or class of Written Commitments or by specification of one or more particular Written Commitments.
- (5) The signature of any officer or other person executing any Written Commitment or appointment or delegation pursuant to this Resolution, and the seal of the Company, may be affixed by facsimile on such Written Commitment or written appointment or delegation.

FURTHER RESOLVED, that the foregoing Resolution shall not be deemed to be an exclusive statement of the powers and authority of officers, employees and other persons to act for and on behalf of the Company, and such Resolution shall not limit or otherwise affect the exercise of any such power or authority otherwise validly granted or vested.

FURTHER RESOLVED, that the Resolution of the Board of Directors of the Company adopted at the meeting held on November 8, 1999 relating to the authorization of certain persons to execute, for and on behalf of the Company, Written Commitments and appointments and delegations, is hereby rescinded.

Does hereby nominate, constitute and appoint Debra J Doyle, Diane M O'Leary, Douglas M Schmdt, Jennifer L Jakaitis, Jessica B Yates, Judith A Lucky, Karen E Bogard, Karen L Daniel, Kimberly Bragg, Linda M Iser, Richard A Moore, Jr., Robert E Duncan, Sandra M Martinez, Sandra M Nowak, Susan A Welsh, Susan J Preiksa, William P Reidinger, all of the City of CHICAGO, Illinois, each individually if there be more than one named, its true and lawful attorney-in-fact, to make, execute, seal and deliver on its behalf, and as its act and deed any and all bonds, undertakings, recognizances, contracts and other writings in the nature thereof in penalties not exceeding Twenty Five million dollars & zero cents (\$25,000,000.00) and the execution of such writings in pursuance of these presents shall be as binding upon said Company, as fully and amply as if they had been duly executed and acknowledged by the regularly elected officers of the Company at its principal office,

IN WITNESS WHEREOF, the said Stephen M. Haney, Vice-President, has hereunto subscribed his name and affixed the Corporate seal of the said WESTCHESTER FIRE INSURANCE COMPANY this 13 day of July 2010.

WESTCHESTER FIRE INSURANCE COMPANY



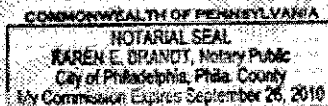
Stephen M. Haney

Stephen M. Haney, Vice President

COMMONWEALTH OF PENNSYLVANIA
COUNTY OF PHILADELPHIA ss.

On this 13 day of July, AD 2010 before me, a Notary Public of the Commonwealth of Pennsylvania in and for the County of Philadelphia came Stephen M Haney, Vice-President of the WESTCHESTER FIRE INSURANCE COMPANY to me personally known to be the individual and officer who executed the preceding instrument, and he acknowledged that he executed the same, and that the seal affixed to the preceding instrument is the corporate seal of said Company, that the said corporate seal and his signature were duly affixed by the authority and direction of the said corporation, and that Resolution, adopted by the Board of Directors of said Company, referred to in the preceding instrument, is now in force.

IN TESTIMONY WHEREOF, I have hereunto set my hand and affixed my official seal at the City of Philadelphia the day and year first above written.



Karen E. Brandy
Notary Public

I, the undersigned Assistant Secretary of the WESTCHESTER FIRE INSURANCE COMPANY, do hereby certify that the original POWER OF ATTORNEY, of which the foregoing is a substantially true and correct copy, is in full force and effect.

In witness whereof, I have hereunto subscribed my name as Assistant Secretary, and affixed the corporate seal of the Corporation, this 20th day of July, 2010



William L. Kelly
William L. Kelly, Assistant Secretary

THIS POWER OF ATTORNEY MAY NOT BE USED TO EXECUTE ANY BOND WITH AN INCEPTION DATE AFTER July 13, 2012.

RFQ No. _____

STATE OF WEST VIRGINIA
Purchasing Division

PURCHASING AFFIDAVIT

West Virginia Code §5A-3-10a states: 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.

DEFINITIONS:

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

"Debtor" means any individual, corporation, partnership, association, limited liability company or any other form or business association owing a debt to the state or any of its political subdivisions. "Political subdivision" means any county commission; municipality; county board of education; any instrumentality established by a county or municipality; any separate corporation or instrumentality established by one or more counties or municipalities, as permitted by law; or any public body charged by law with the performance of a government function or whose jurisdiction is coextensive with one or more counties or municipalities. "Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceeds five percent of the total contract amount.

EXCEPTION: The prohibition of this section does not apply where a vendor has contested any tax administered pursuant to chapter eleven of this code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

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.

WITNESS THE FOLLOWING SIGNATURE

Vendor's Name: CORE BIS, INC.

Authorized Signature: David C. Mchen Date: 07/06/2010

State of WISCONSIN

County of DAVE, to-wit:

Taken, subscribed, and sworn to before me this 6 day of July, 2010.

My Commission expires 7-31, 2011.

NOTARY PUBLIC

Jill Feldt

AFFIX SEAL HERE

