



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

# Request for Quotation

RFC NUMBER  
**DBSM108117**

PAGE  
**1**

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

RFQ COPY

TYPE NAME/ADDRESS HERE

PURCHASING

*MOUNTAIN STATE BUILDING AUTOMATION  
 6444 SISSONVILLE DR,  
 SISSONVILLE, WV 25320*

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
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>TELEPHONE OR VIDEO CONFERENCE EQUIPMENT</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 AM 11:21  
 WV PURCHASING DIVISION

\$ 170,000

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE *Clay Gots* TELEPHONE (304) 984-0415 DATE 7/21/10

TITLE *VICE PRESIDENT* FEIN 263312652 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. 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](http://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).



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  
**2**

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

RFQ COPY  
 TYPE NAME/ADDRESS HERE

VENDOR

SCHOOL FOR THE DEAF & BLIND RECEIVING DEPARTMENT

**SCHOOL FOR THE DEAF & BLIND  
 RECEIVING DEPARTMENT**

**301 EAST MAIN STREET  
 ROMNEY, WV  
 26757-1894 304-822-4810**

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

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
<p><b>EXHIBIT 5</b></p> <p><b>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.</b></p> <p><b>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.</b></p> <p><b>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.</b></p> <p><b>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)</b></p> <p><b>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</b></p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
TITLE	FEIN	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

# Request for Quotation

RFQ NUMBER  
**DBSM108117**

PAGE  
**3**

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

RFQ COPY  
 TYPE NAME/ADDRESS HERE

**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
<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>						
SEE REVERSE SIDE FOR TERMS AND CONDITIONS						
SIGNATURE			TELEPHONE		DATE	
TITLE		FEIN		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

# Request for Quotation

RFQ NUMBER
<b>DBSM108117</b>

PAGE
<b>4</b>

ADDRESS CORRESPONDENCE TO ATTENTION OF
<b>SHELLY MURRAY</b> <b>304-558-8801</b>

VENDOR

RFQ COPY  
TYPE NAME/ADDRESS HERE

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	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					

SEE REVERSE SIDE FOR TERMS AND CONDITIONS			
SIGNATURE	TELEPHONE	DATE	
TITLE	FEIN	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

# Request for Quotation

RFQ NUMBER  
**DBSM108117**

PAGE  
**5**

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

RFQ COPY  
 TYPE NAME/ADDRESS HERE

**SCHOOL FOR THE DEAF & BLIND  
 RECEIVING DEPARTMENT**

**301 EAST MAIN STREET  
 ROMNEY, WV  
 26757-1894 304-822-4810**

DATE PRINTED <b>06/16/2010</b>	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
-----------------------------------	---------------	----------	--------	---------------

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

LINE	QUANTITY	UOP	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 &amp; 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>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
TITLE	FEIN	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

# Request for Quotation

RFQ NUMBER  
**DBSM108117**

PAGE  
**6**

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

RFQ COPY  
 TYPE NAME/ADDRESS HERE

**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>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 .....</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 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>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
TITLE	FEIN	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

# Request for Quotation

RFQ NUMBER  
**DBSM108117**

PAGE  
**7**

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

RFQ COPY  
 TYPE NAME/ADDRESS HERE

VENDOR

SCHOOL

**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>INFORMATION ISSUED IN WRITING AND ADDED TO THE SPECIFICATIONS BY AN OFFICIAL ADDENDUM IS BINDING.</p> <p>..... <i>Craig Carter</i> ..... SIGNATURE</p> <p><i>MOUNTAIN STATE BUILDING AUTOMATION, LLC</i> ..... COMPANY</p> <p>..... <i>7/21/10</i> ..... DATE</p> <p>REV. 11/96</p> <p style="text-align: center;"><b>CONTRACTORS LICENSE</b></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>MOUNTAIN STATE BUILDING AUTOMATION, LLC</i></p> <p>CONTRACTORS LICENSE NO.: <i>WV 044802</i></p> <p>THE SUCCESSFUL BIDDER WILL BE REQUIRED TO FURNISH A COPY OF THEIR CONTRACTORS LICENSE PRIOR TO ISSUANCE OF</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
TITLE	FEIN	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

# Request for Quotation

BID NUMBER  
**DBSM108117**

PAGE  
**8**

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

RFQ COPY  
 TYPE NAME/ADDRESS HERE

**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
<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>						
SEE REVERSE SIDE FOR TERMS AND CONDITIONS						
SIGNATURE			TELEPHONE		DATE	
TITLE		FEIN		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

# Request for Quotation

REQ NUMBER  
**DBSM108117**

PAGE  
**9**

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

RFQ COPY  
 TYPE NAME/ADDRESS HERE

**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
<p><b>THE ENVELOPE OR THE BID MAY NOT BE CONSIDERED:            SEALED BID</b></p> <p><b>BUYER: SHELLY MURRAY</b></p> <p><b>REQ. NO.: DBSM108117</b></p> <p><b>BID OPENING DATE: 07/22/2010</b></p> <p><b>BID OPENING TIME: 1:30 PM</b></p> <p><b>PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY            TO CONTACT YOU REGARDING YOUR BID:</b>  <i>(304) 984-0124</i></p> <p><b>PLEASE PRINT OR TYPE NAME OF PERSON TO CONTACT            CONCERNING THIS QUOTE:</b>  <i>CRAIG CARTER</i></p> <p><b>***** THIS IS THE END OF RFQ DBSM108117 ***** TOTAL:</b></p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
TITLE	FEIN	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 21<sup>st</sup> 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

**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 Discover y 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

— SEE ATTACHED SPREAD SHEET —

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** \_\_\_\_\_

\* indicates items for partner locations

**Equipment**

Description	Manufacturer	Unit Cost		Qty		Extended Cost
<b>line 1, 3, 2, 4</b> VBP 5300-E10 Firewall/ NAT traversal unit for medium to large enterprise locations. This model includes 2 x 10/100/1000 Ethernet interfaces, a 1 x 10/100 Ethernet with capacity of 10meg select power cord. (Maintenance Contract Required) Power Cord: North America	PolyCom	\$6,000.00	x	1	=	\$6,000.00
Total Coverage Premier, One Year, VBP 5300-E10. Includes next day parts, 24x7 test sites, software upgrades and updates, unlimited training.	PolyCom	\$900.00	x	1	=	\$900.00
<b>line 5, 6</b> RSS 4000 5-Port Recording and Streaming Solution. 5 recording ports with content, 2 CIF or 2 SD live streams, and 100 web viewers. (Maintenance Contract Required)	PolyCom	\$18,000.00	x	1	=	\$18,000.00
RSS 4000 Software Encryption License RMX/MGC/RSS Power Cord 110VAC 2.3 Meter (8 ft) North America, Saudi Arabia, Venezuela	PolyCom	\$0.00	x	1	=	\$0.00
Total Coverage Premier, One Year, RSS 4000 5 Port Solution. Includes next day parts, 24x7 test sites, software upgrades and updates, unlimited training.	PolyCom	\$2,200.00	x	1	=	\$2,200.00
<b>line 7, 8</b>						

CMA 4000 + 100 Devices includes Appliance, Gatekeeper, Conference Monitoring, Scheduling (Web), Device Management; automatic software update and provisioning and support for CMA Client. (Maintenance Contract Required)	PolyCom	\$8,500.00	X	1	=	\$8,500.00
Premier, One Year, CMA 4000 with 100 devices	PolyCom	\$2,000.00	X	1	=	\$2,000.00
<b>line 9, 10, 11</b> RMX 1000 Base System, loaded with 20 video/audio resource licenses (Maintenance Contract Required)	PolyCom	\$29,000.00	X	1	=	\$29,000.00
Power Cord: US, Canada, Philippines	PolyCom	\$0.00	X	1	=	\$0.00
Total Coverage Premier, One Year, RMX 1000 Base System with 20 Resource licenses (VRMX1020R), includes next day parts, 24x7 test sites, software upgrades and updates, unlimited training.	PolyCom	\$2,900.00	X	1	=	\$2,900.00
<b>line 12, 14</b> HDX Media Center 7000-720 1PT. HDX 7200-23130-001, HDX MC Pedestal with 1- 42" 1080p LCD, 1 soundbar, EagleEye HD camera mount, HDX Table top microphone array, cable bundle, order casters sep.cntry=54, 6 (Maintenance Contract Required)	PolyCom	\$21,000.00	X	1	=	\$21,000.00
Total Coverage Premier, One Year, HDX Media Center 7000 series with one display. Includes next day parts, 24x7 test sites, software upgrades and updates, unlimited training.	PolyCom	\$1,900.00	X	1	=	\$1,900.00
<b>line 13, 17, 19, 15, 18, 20, 24, 25</b>						

<p>HDX 7000-720: HDX 7000 HD codec, EagleEye HD camera, HDX mic array, P+C, PPCIP, 2nd monitor, Eng rmt. Cables: 2 component video (DVI-RCA), audio (RCA-RCA), LAN, NA pwr. Cntry codes 6, 54. NTSC (Maintenance Contract Required)</p>	<p>PolyCom</p>	<p>\$8,000.00</p>	<p>X</p>	<p>3</p>	<p>=</p>	<p>\$24,000.00</p>
<p>Total Coverage Premier, One Year, HDX 7000 Series, includes next day parts, 24x7 test sites, software upgrades and updates, unlimited training.</p>	<p>PolyCom</p>	<p>\$900.00</p>	<p>X</p>	<p>3</p>	<p>=</p>	<p>\$2,700.00</p>
<p>HDX Mica Microphone Array. Contains one Microphone Array. Compatible with HDX Series. Includes 25ft/7.6M Walta to Walta cable.</p>	<p>PolyCom</p>	<p>\$400.00</p>	<p>X</p>	<p>1</p>	<p>=</p>	<p>\$400.00</p>
<p><b>line 21</b> EagleEye View Main Camera, Compatible with HDX Series HDCI inputs. Microphones active only on HDCI input 1 and without Clink2 connection. Includes 3m cable.</p>	<p>PolyCom</p>	<p>\$1,700.00</p>	<p>X</p>	<p>1</p>	<p>=</p>	<p>\$1,700.00</p>
<p>Cable, EagleEye HD camera cable. HDCI(M) to HDCI(M). 3M. Connects EagleEye HD camera to HDX series codec as main or secondary camera, secondary HDCI input requires camera to use external PS (1465-52733-040).</p>	<p>PolyCom</p>	<p>\$150.00</p>	<p>X</p>	<p>1</p>	<p>=</p>	<p>\$150.00</p>
<p>MAIN/AUX camera cable for EagleEye 720 HD camera, 50ft/15m. For use with the HDX Series. Includes power supply and North American-style power cord. Some countries may require appropriate power cord.</p>	<p>PolyCom</p>	<p>\$500.00</p>	<p>X</p>	<p>1</p>	<p>=</p>	<p>\$500.00</p>
<p><b>line 26</b></p>						

Total Coverage Premier, Three Year, HDX 7000 Series, includes next day parts, 24x7 test sites, software upgrades and updates, unlimited training.	PolyCom	\$2,500.00	x	1	=	\$2,500.00
<b>line 32</b>						
Polycom Media Cart dual display adapter kit. For use on 2583-26914-001 only. Support 2 37"-42" flat panel displays of at least 80" combined width. Kit contains 2 extensions and hardware.	PolyCom	\$500.00	x	5	=	\$2,500.00
<b>line 33</b>						
Polycom Media Cart w/universal display mnt for 1 x 37"-60" flat panel, 3-shelves, 5" casters, adjustable monitor height, locking translucent front door, secure back panel, integrated cable mnt. Order camera mnt, dual display mounts, rack mount separately	PolyCom	\$1,400.00	x	2	=	\$2,800.00
55" LCD TV and Mount	LG	\$2,000.00	x	2	=	\$4,000.00
42" LCD TV and Mount	LG	\$1,000.00	x	5	=	\$5,000.00
			x		=	
Equipment Installation, Configuration and Training	set	\$29,300.00	x	1	=	\$29,300.00
Shipping		\$2,000.00	x	1	=	\$2,000.00

**\$170,000.00**

RFQ No. DBSM108117

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 exceed 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: MOUNTAIN STATE BUILDING AUTOMATION

Authorized Signature: *[Signature]* Date: 7/21/10

State of WV

County of KANAWHA, to-wit:

Taken, subscribed, and sworn to before me this 21st day of July, 2010.

My Commission expires MARCH 1st, 2020.

**AFFIX SEAL HERE**

**NOTARY PUBLIC** *[Signature]*





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

STATE OF WV

COUNTY OF KANAWHA, TO-WIT:

I, Craig Carter, after being first duly sworn, depose and state as follows:

1. I am an employee of MOUNTAIN STATE BUILDING AUTOMATION; and,  
(Company Name)

2. I do hereby attest that MOUNTAIN STATE BUILDING AUTOMATION  
(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.

MOUNTAIN STATE BUILDING AUTOMATION  
(Company Name)

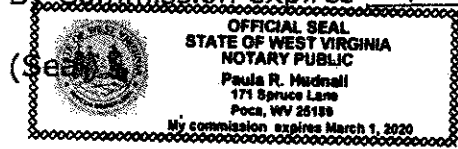
By: Craig Carter

Title: VICE PRESIDENT

Date: 7/21/10

Taken, subscribed and sworn to before me this 21st day of July, 2010.

By Commission expires MARCH 1, 2020



Paula R. Hudnell  
(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.**



**BID BOND**

KNOW ALL MEN BY THESE PRESENTS, That we, the undersigned, Mountain State Building Automation, LLC  
of Sissonville, WV, as Principal, and United States Surety Company  
of Timonium, MD, a corporation organized and existing under the laws of the State of  
MD with its principal office in the City of Timonium, as Surety, are held and firmly bound unto the State  
of West Virginia, as Obligee, in the penal sum of Five Percent of Amount Bid (\$ 5% ) 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  
WV School for the Deaf and Blind Video Conferencing System DBSM108117 - According to Plans and  
Specifications

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  
22nd day of July, 2010.

Principal Corporate Seal

Mountain State Building Automation, LLC  
(Name of Principal)  
By [Signature]  
(Must be President or  
Vice President)  
PRESIDENT  
(Title)

Surety Corporate Seal

United States Surety Company  
(Name of Surety)  
By [Signature]  
Kimberly J. Wilkinson, WV Resident Agent Attorney-in-Fact

POWER OF ATTORNEY

AMERICAN CONTRACTORS INDEMNITY COMPANY UNITED STATES SURETY COMPANY U.S. SPECIALTY INSURANCE COMPANY

KNOW ALL MEN BY THESE PRESENTS: That American Contractors Indemnity Company, a California corporation, United States Surety Company, a Maryland corporation, and U.S. Specialty Insurance Company, a Texas corporation (collectively, the "Companies"), do by these presents make, constitute and appoint: Gregory T. Gordon, Larry D. Kerr, Allan L. McVey, Patricia A. Moye, Kimberly J. Wilkinson

its true and lawful Attorney(s)-in-fact, each in their separate capacity if more than one is named above, with full power and authority hereby conferred in its name, place and stead, to execute, acknowledge and deliver any and all bonds, recognizances, undertakings or other instruments or contracts of suretyship to include riders, amendments, and consents of surety. This Power of Attorney is granted under and by authority of the following resolutions adopted by the Boards of Directors of the Companies:

Be it Resolved, that the President, any Vice-President, any Assistant Vice-President, any Secretary or any Assistant Secretary shall be and is hereby vested with full power and authority to appoint any one or more suitable persons as Attorney(s)-in-Fact to represent and act for and on behalf of the Company subject to the following provisions

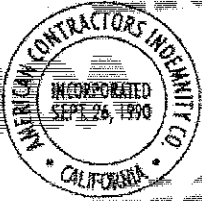
Attorney-in-Fact may be given full power and authority for and in the name of and on behalf of the Company, to execute, acknowledge and deliver, any and all bonds, recognizances, contracts, agreements or indemnity and other conditional or obligatory undertakings and any and all notices and documents canceling or terminating the Company's liability thereunder, and any such instruments so executed by any such Attorney-in-Fact shall be binding upon the Company as if signed by the President and sealed and effected by the Corporate Secretary.

Be it Resolved, that the signature of any authorized officer and seal of the Company heretofore or hereafter affixed to any power of attorney or any certificate relating thereto by facsimile, and any power of attorney or certificate bearing facsimile signature or facsimile seal shall be valid and binding upon the Company with respect to any bond or undertaking to which it is attached.

IN WITNESS WHEREOF, the Companies have caused this instrument to be signed and their corporate seals to be hereto affixed, this 25<sup>th</sup> day of July, 2008.

AMERICAN CONTRACTORS INDEMNITY COMPANY UNITED STATES SURETY COMPANY U.S. SPECIALTY INSURANCE COMPANY

Corporate Seals

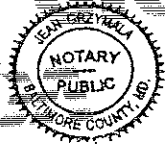


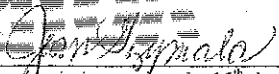
By  Peter W. Carman, Vice President

State of Maryland  
County of Baltimore

On this 4<sup>th</sup> day of December, 2008, before me, Jean Grzymala, a notary public, personally appeared Peter W. Carman, Vice President of American Contractors Indemnity Company, United States Surety Company and U.S. Specialty Insurance Company who proved to me on the basis of satisfactory evidence to be the person whose name is subscribed to the within instrument and acknowledged to me that he executed the same in his authorized capacity, and that by his signature on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

I certify under PENALTY OF PERJURY under the laws of the State of Maryland that the foregoing paragraph is true and correct. WITNESS my hand and official seal.



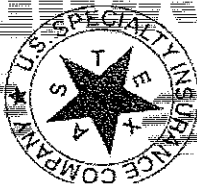
Signature   
My commission expires the 15<sup>th</sup> day of December, 2012

I, Carol T. Nevin, Assistant Secretary of American Contractors Indemnity Company, United States Surety Company and U.S. Specialty Insurance Company, do hereby certify that the above and foregoing is a true and correct copy of a Power of Attorney, executed by said Companies, which is still in full force and effect; furthermore, the resolutions of the Boards of Directors, set out in the Power of Attorney are in full force and effect.

In Witness Whereof, I have hereunto set my hand and affixed the seals of said Companies at Baltimore, Maryland this 22<sup>nd</sup> day of July, 2010.

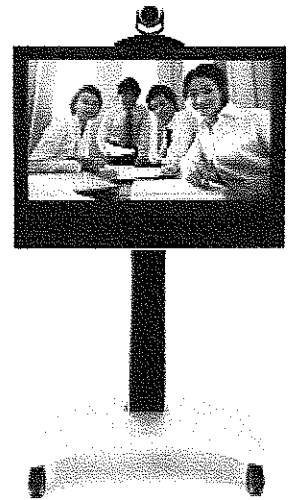
  
Carol T. Nevin, Assistant Secretary

Corporate Seals



# ► Polycom® HDX 7000™ Series

High Definition Quality for the  
Standard Conference Room



Telepresence solutions for organizations that want to bring together dispersed team members for enhanced collaboration

The Polycom® HDX 7000™ Series provides flexible, affordable HD video conferencing for high-quality communication throughout mainstream workplace environments. Expanding the utility of visual communication quickly and easily, Polycom HDX 7000 Series systems are ideal for education, medical, enterprise and on-demand collaboration applications.

## **Enhancing Collaboration with HD Technology**

Intuitive interfaces allow users to adopt and use Polycom HDX 7000 Series systems quickly, while a variety of bundle options enable the Polycom HDX 7000 Series systems to be wall-mounted, free-standing or easily wheeled to any location to accommodate visual communication in any room. With embedded multipoint and content sharing capabilities, Polycom HDX 7000 Series systems allow individuals to collaborate in HD detail on content such as diagrams, project plans, multimedia presentations and more.

Leveraging Polycom's renowned quality and designed to high-definition standards, Polycom HDX 7000 Series systems utilize features such as Polycom HD Voice™ technology to deliver patented, crystal-clear audio and Polycom StereoSurround™ audio to separate room sounds into left and right channels to deliver physical-sense spatiality to opposite-end participants.

## **Rich-Media Presentations Made Easy**

For rich-media group presentations, Polycom HDX 7000 Series systems display dynamic content and data in HD to enhance collaboration and audience participation. With Polycom People+Content™ collaboration technology, users can share presentations and live video simultaneously, allowing conference participants to interact naturally and dynamically.

Polycom HDX 7000 Series systems are a key element of the total Polycom visual communication solution, which includes seamless integration with the Polycom RMX 1000™ or RMX 2000™ conference platforms, as well as with Polycom Converged Management Application™ 5000 for management and scheduling.

## **Find Out More**

Learn what the Polycom HDX 7000 Series can do for your organization. Visit us at [www.polycom.com](http://www.polycom.com) or contact your Polycom representative.

## **Benefits**

- High-definition video conferencing – Natural communications in 1280 x 720 at 30 fps (720p), with exceptional resolution even at lower data rates
- High-definition voice – Polycom Siren™ 22 and Polycom StereoSurround™ technology for superior audio performance
- High-definition content sharing – Polycom collaboration technology for sharing graphics, presentations and rich-media content with HD and non-HD systems
- Embedded multipoint – Optional four-way embedded multipoint bridge for greater flexibility and participation
- Flexible connectivity – Optional interfaces for easy access to BRI, PRI or V.35 networks

# Polycom HDX 7000 Specifications

## Models Available

- HDX 7001™ & 7002™ (includes Polycom EagleEye™ camera, codec, microphone array, cables and remote control)
- XL Package (includes Polycom People+Content and 2nd monitor)
- XLP Package (includes Polycom People+Content, 2nd monitor, MPPlus and 4 Mbps line rate)

## Video Standards and Protocols

- H.264, H.263++, H.261
- H.239 / Polycom People+Content
- H.263 & H.264 Video Error Concealment

## People Video Resolution

- 720p, up to 30fps at 832 Kbps – 2 Mbps\*
- 4SIF (704 x 480)/4CIF (704 x 576) at 256 Kbps-2 Mbps
- SIF (352 x 240), CIF (352 x 288)
- QSIF (176 x 120), QCIF (176 x 144)

## Content Video Resolution

- Up to 720p\*
- Input: SXGA (1280x1024), XGA (1024 x 768),
- SVGA (800 x 600), VGA (640 x 480)
- Output: XGA (1024x768), SVGA (800x600)

## Camera

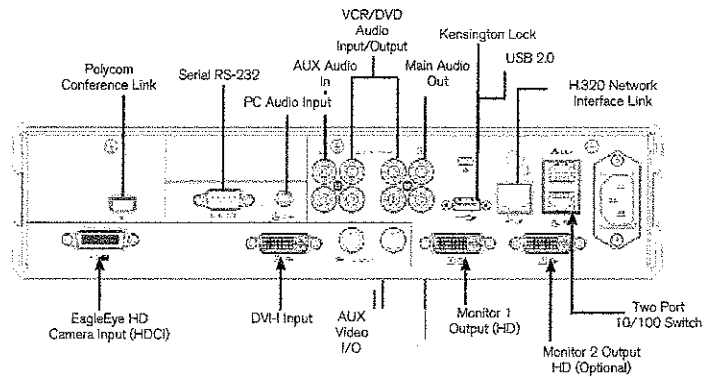
- Polycom EagleEye Camera
  - 1280 x 720p CCD imager
  - 12X optical zoom
  - 72deg FOV at min zoom
  - +/- 100 deg pan range
  - +20/-30 deg tilt range
  - Output formats: SMPTE 296M 1280 x 720p, 50/60 FPS

## Audio Standards and Protocols

- Polycom StereoSurround
- 22 kHz bandwidth with Polycom Siren 22
- 14 kHz bandwidth with Polycom Siren 14, G.722.1
- Annex C
- 7 kHz bandwidth with G.722, G.722.1
- 3.4 kHz bandwidth with G.711, G.728, G.729A
- Automatic Gain Control
- Automatic Noise Suppression
- Keyboard Noise Reduction
- Live Music Mode
- Instant Adaptation Echo Cancellation
- Audio Error Concealment

## Other ITU-Supported Standards

- H.221 communications
- H.224/H.281 far-end camera control
- H.323 Annex Q far-end camera control
- H.225, H.245, H.241, H.331
- H.239 dual stream
- H.231 in multipoint calls



- H.243 chair control
- H.460 NAT/firewall traversal
- BONDING, Mode 1

## Network

- iPriority™ for QoS
- Interfaces
  - 2-port 10/100 auto NIC switch, RJ45 connectors
- H.323 up to 4 Mbps
- Lost Packet Recovery™ (LPR™)
- Reconfigurable MTU size (IP only)
- RS232
  - Camera control
  - Data pass-through
  - Audio mixer control
- SIP up to 2 Mbps
- H.320 (Optional)
  - ISDN Quad BRI
  - ISDN PRI T1 or E1
  - Serial (RS449, V.35, RS 530) up to 2 Mbps
  - Auto SPID detection and line number configuration

## User Interface

- Directory Services
- System Management
  - Web-based
  - SNMP
  - Polycom Converged Management Application™
- CDR
- International languages (17)
- RSS 2000 integration with HDX remote control
- USB Software Update

## Security

- Secure Web
- Secure Telnet
- Security mode
- Embedded AES FIPS 197, H.235V3 and H.233/234
- Secure password authentication

## Options

- People+Content
- MPPlus software for up to 4 sites
- 2nd Monitor

- Network Interfaces Modules
- IP 7000 speakerphone integration
- HDX Media Center options

## Electrical

- Auto sensing power supply
- Typical operating voltage/power 189VA @ 115V @ 60 Hz @ .67 PF
- Typical operating voltage/power 192VA @ 230V @ 60 Hz @ .66 PF
- Typical operating voltage/power 196VA @ 230V @ 50 Hz @ .65 PF

*These numbers were empirically collected under TYPICAL operating conditions. No attempt was made to force max power consumption. Voltages and currents are RMS. Power units are Volt-Amp.*

## Environmental Specification

- Operating Temperature: 0-40°C
- Operating Humidity: 10-80%
- Non-Operating Temperature: -40° -70° C
- Non-Operating Humidity (Non-condensing): 10-90%
- Maximum altitude: 10,000 feet

## Physical Characteristics

- HDX 7000 Base Box with removable stand
  - 13.87" (H) x 5.08" (W) x 11" (D)

## Warranty

- One-year return to factory parts and labor
- 90-day software warranty

## Technical Documentation

- Documentation for setting up, maintaining, and using the system, available at [www.polycom.com/vidiodocumentation](http://www.polycom.com/vidiodocumentation)
- Documentation for available 720p software for HDX 7001 at [http://www.polycom.com/usa/en/support/video/hdx\\_series/hdx7000.html](http://www.polycom.com/usa/en/support/video/hdx_series/hdx7000.html)

*\*Standard on HDX 7002; software enhancement available for Polycom HDX 7001*

©2008 Polycom, Inc. All rights reserved. Polycom, ReadManager and the Polycom logo design are registered trademarks and HDX 7000, HDX 7001, HDX 7002, HD Voice, StereoSurround, People+Content, Siren, RMX 2000, Polycom Video Media Center, VMC 1000, EagleEye, Lost Packet Recovery (LPR), PathNavigator, Global Management System are trademarks of Polycom, Inc. in the U.S. and various countries. All other trademarks are the property of their respective owners. Information in this document is subject to change without notice.

## ► Polycom® Packaged Solutions

Flexible designs for advanced visual communication



The Polycom Executive Collection Floor System, Media Center and Media Cart deliver high quality conferencing experiences uniquely configurable to a variety of environments and requirements. As video collaboration and conferencing expand beyond the conference room, Packaged Solutions provide turnkey flexibility and power to deliver enriched, high definition meeting experiences whenever, wherever requirements demand.

### **Polycom HDX Executive Collection Floor System**

The Polycom HDX Executive Collection floor system is an advanced solution for large conference rooms that delivers industry-leading performance and quality. Composed of a freestanding video conferencing unit with a Polycom HDX® codec, the HDX Executive Collection floor system's premium 50" 1080p plasma screens perfectly showcase high definition video, while an intelligently dynamic 360-degree microphone array provides finely-tuned audio. Additionally, when paired with Polycom's HDX People+Content™ collaboration technology, the HDX Executive Collection floor system allows you to easily share content from your desktop or the Internet with other conference participants.

### **Polycom HDX Media Center**

The Polycom HDX Media Center is a high performance video conferencing solution that includes a Polycom HDX 6000/7000/8000 series codec and single 50", single 42" or dual 42" HD monitors in a free-standing pedestal or integrated wall-mount form factors. Sold with either ceiling or tabletop microphone arrays which ensure high quality audio experience. The optional Polycom caster kits allows the HDX Media Center pedestal to be moved to meet changing requirements.

### **Polycom Media Cart**

The Polycom Media Cart is a flexible solution for multiple applications. The Media Cart has a universal mount which supports a single 37" to 60" display or dual 37" to 42" displays. A standard 19-inch rack allows secure mounting of a codec and other equipment, or just set the equipment on one of the three interior shelves.

### **Find Out More**

Learn what Polycom HDX Packaged Solutions can do for your organization. Visit us at [www.polycom.com](http://www.polycom.com) or contact your Polycom representative.

### **Benefits**

- Complete turnkey solution for simplicity of ordering, shipping and installation – One part number for the entire integrated system
- Sophisticated, innovative, stylish design – Solutions for the boardroom, meeting room or classroom
- Customize your audio experience with table top or ceiling microphones for a powerful audio solution
- For mobile applications, large casters (included or optional) are available on select systems to share resources with multiple rooms

# Polycom® Packaged Solutions Specifications

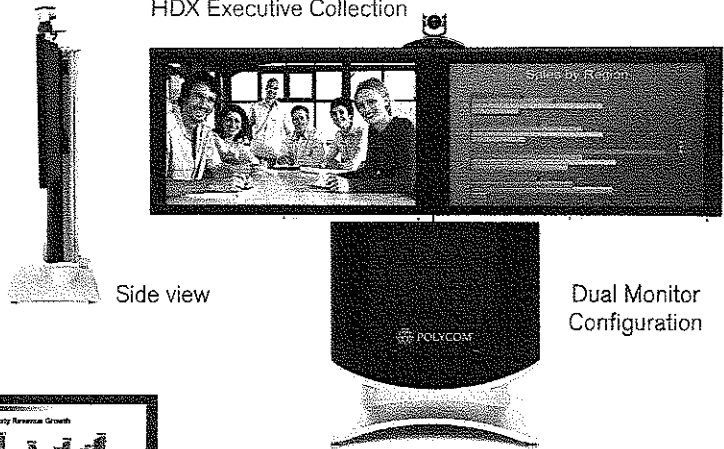
## HDX Executive Collection Package Includes:

- Polycom HDX® 8000 codec, Polycom EagleEye™ camera, cable table top microphone array, and remote control
- Dual 50" 1080p plasma displays
- Pedestal mount with integrated speakers

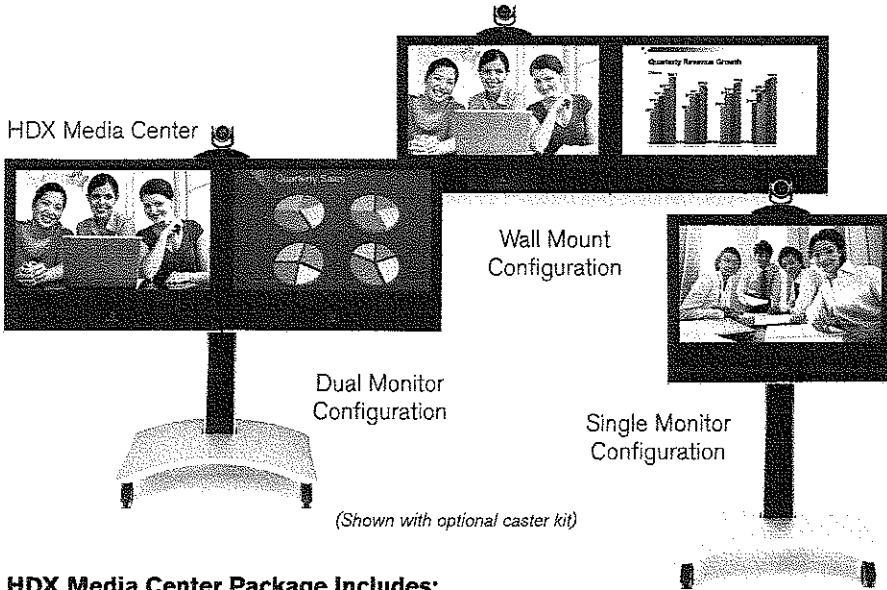
Measurements, Weights and Electrical

- Dual Display Unit – 62" x 99" x 23" (H/W/D), 278.5 lbs, 11.5A

## HDX Executive Collection



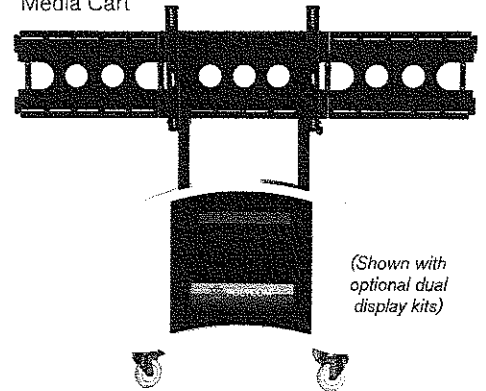
## HDX Media Center



## Media Cart Package Includes:

- Cart with universal single display mount, mounting hardware, casters
  - Optional: dual display kit, 19" rack mount kit
- Measurements and Weights
- Single mount cart – 53" x 36" x 24" (H/W/D), 126 lbs (without LCD)
  - Dual mount cart – 55" x 79" x 24" (H/W/D), 135 lbs (without LCDs)

## Media Cart



## HDX Media Center Package Includes:

- Polycom HDX 8000 / 7000 / 6000 codec, Polycom EagleEye camera, cables, microphone, remote control, 120w Sound bar
- Single 50" plasma display
- Dual or single 42" LCD display(s)
- Pedestal mount

Measurements, Weights and Electrical

- Dual 42" Display Unit – 62" x 82" x 23" (H/W/D), 393 lbs (227 lbs wall), 10.7A
- Single 50" Display Unit – 62" x 42" x 23" (H/W/D), 253 lbs (227 lbs wall), 6.5A

	HDX Executive Collection	HDX Media Center	Media Cart
Codec Options Available	HDX 8000	HDX 8000 / 7000 / 6000	
Screen Size (Min—Max screen size)	Dual: 50" plasma	Single: 42" LCD or 50" plasma Dual: 42" LCD	Single: 37—60" Dual: 37—42"
Screen Specifications	16:9 aspect ratio, 1920 x 1080 pixels	16:9 aspect ratio, 1920 x 1080 pixels,	
Contrast	5,000:1	800:1 contrast LCD or 5,000:1 plasma	
Wall Mount Options Available		■	
Ceiling Microphone - Optional	■	■	
Caster Kit		optional	■
Rack Mount Option			■
A/V Accessory Storage			■

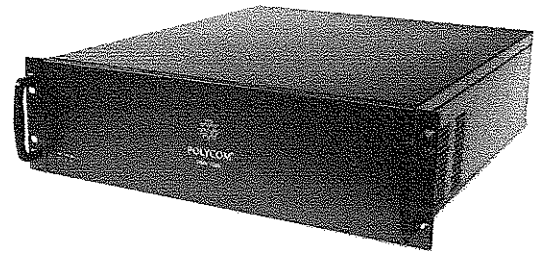
## Polycom Worldwide Headquarters

4750 Willow Road, Pleasanton, CA 94588  
 1.800.POLYCOM or +1.925.924.6000  
 www.polycom.com



# ▶ Polycom® RMX 1000™

## Multipoint Conference Platform for Real-time Collaboration



The Polycom RMX 1000 conference platform delivers high performance video and audio conferencing to small-to-medium sized organizations and branch sites within the enterprise

Supporting up to 20 video and audio endpoints concurrently, the Polycom RMX 1000 provides a robust and cost-effective multipoint conferencing solution. When leveraged with Polycom telepresence solutions, management platforms, and recording and streaming solutions, the RMX 1000 supports a complete visual communication ecosystem.

### **Powerful Conferencing Tools**

Delivering full management flexibility and control, the Polycom RMX 1000 allows conferences to be established via pre-set profiles based on user or group specifications. Always-available, on-demand meeting rooms offer an equally seamless way to initiate multi-point conferences. Meetings in-progress benefit from the Polycom RMX 1000 Personal Conference Manager (PCM), an on-screen menu that allows the conference chairperson to add, remove or mute participants as well as record, terminate, or change layouts of conferences.

For mission-critical conference requirements, the Polycom RMX 1000 includes an optional on-board scheduler and a complete XML API toolkit—identical to the Polycom RMX 2000® toolkit—that seamlessly integrates conferencing into applications and workflows. Optimized internal resource provisioning and Polycom Lost Packet Recovery (LPR) technology ensure high quality video, audio, and content delivery across even congested networks.

### **Easy to Implement and Use**

With straightforward installation, powerful management, and intuitive interfaces, the Polycom RMX 1000 delivers life-like multipoint conferencing and communication. Organizations benefit from increased productivity, faster and more-informed decision making, and accelerated user adoption of real-time collaboration tools. As part of the Polycom VC2 vision for transforming visual communication, the Polycom RMX 1000 provides a cost-effective, highly intuitive solution for mainstream conferencing requirements.

### **Find Out More**

View a demonstration today to see what the Polycom RMX 1000 can do for your organization. Visit us at [www.polycom.com](http://www.polycom.com) or contact your Polycom representative.

### **Benefits**

- ▶ Ultimate user experience – Exceptional audio, video, and content delivery
- ▶ Anytime, on demand conferencing – Always-on virtual meeting rooms
- ▶ Useful on-screen conference controls – Personal Conference Manager (PCM)
- ▶ Resilient multipoint conferencing – Polycom Lost Packet Recovery™ (LPR™)
- ▶ Easy, secure access from anywhere – Multi-tiered Web-based management
- ▶ Optimal system provisioning in mixed networks – Flexible resource capacity
- ▶ Easy integration to existing workflows – Comprehensive XML API tool kit

# ► Polycom RMX 1000 Specifications

Polycom RMX 1000 multipoint conference platforms are available in 12, 16, and 20 media resource configurations.

## Physical dimensions

- Height: 3U, 5.20" (132 mm)
- Width: 16.93" (430 mm)
- Depth: 19.92" (506 mm)
- Weight: 48.4 lbs (22 kg)
- Power supply: Thermal controlled 650W ATX AC power supply w/PFC
- Power: 100 - 240 VAC, 50-60 Hz, 5-9 Amps
- Linux operating system

## Operating Environment

- Operating temperature: 10° to 40° C (50° to 104° F), 3400 BTU/hr
- Storage temperature: -40° to 70° C (-40° to 158° F)
- Relative humidity: 15% to 90% noncondensing
- Operating altitude: 60 m (200 ft) below sea level to 3,000 m (13,000 ft) above sea level
- Transit/Storage: 60 m (200 ft) below sea level to 15,000 m (50,000 ft) above sea level

## Video Support

- H.261, H.263, H.264
- From QCIF to 720p
- Up to high definition (HD) 720p in continuous presence (CP) transcoding (TX) - Optional
- 720p Voice switching (VSW)
- Up to 30 frames per second
- 16:9 and 4:3 aspect ratio
- H.239 content sharing resolution: VGA, SVGA, XGA
- BFCP for SIP content support
- Content to H.239 and non-H.239 endpoints
- H.239 Content in H264 Format
- Video Clarity™ to sharpen and upscale video

## Audio Support

- G.711a/u, G.719, G.722, G.728, G.722.1/Siren™ 7, G.722.1AnnexC/Siren 14, Siren 22 StereoSurround™
- IVR prompts for auto attendance
- User and managed mute control
- DTMF support
- Echo and keyboard suppression

## Capacity

- 12 to 20 media and audio (H.323/SIP) resources
- Flexible resource capacity supports:
  - 6 HD to 10 HD/SD resources for CP
  - 12 to 20 CIF CP or HD VSW resources
  - 12 to 20 VoIP audio resources

## Management Tools

- Web-based management with support for multiple languages
- Administrator, operator, and chairman views
- System-generated emails to administrator in case of system alerts
- Complete XML API kit for 3rd party application integration
- On-board scheduling option or scheduling and gatekeeping functions via Polycom management solutions
- Address book—Up to 1000 local addresses; up to 5000 global addresses
- Directory integration: GAB, LDAP
- Presence support
- CDR (Call Details Record)
- Move participant between conferences
- Participant preview
- SNMP V3

## Language Support

- English, Simplified Chinese, Traditional Chinese, Japanese, Russian, German, Korean, Spanish, French, Italian, Portuguese, Norwegian
- Double Byte (Unicode) site names

## Network Support

- IP H.323 and SIP
- Gateway calls
- 10/100/1000 Mb interface
- 64 Kbps to 2 Mbps conference data rates

## Transcoding

- Audio algorithms
- Video algorithms
- Networks
- Resolution
- Frame rates

## IP QoS

- Polycom Lost Packet Recovery (LPR)
- DiffServ
- IP Precedence
- Dynamic jitter buffer

## Security

- AES media encryption
- SIP TLS

- TCP
- Tiered permission levels include Administrator, Operator, Chairperson

## Approval and Compliance

- CE
- Safety: UL (60950 3rd Edition) and CB
- EMC: CE, FCC 47CFR PART 15, VCCI, C-Tick, MIC, China CCC
- China MII
- RoHS 6

## Conferencing Highlights

- Conference Mode: On demand, password protected, schedule
- Integration with Polycom RSS™ 2000 recording and streaming solution
- Unified conferencing (voice, video and data)
- Up to 24 different conference layouts
- Personal layout
- Auto layout
- Layout range 1x1 to 4x4
- Personal Conference Manager (PCM) including Advanced Polycom Click & View™
- Video invite
- Dynamic conference invite
- Layout skins
- Customization of video skins and user administrative interfaces
- Lecture and presentation mode
- Conference profiles
- Far-end camera control (FECC)
- Conference dial out and dial in
- Up to 1000 Meeting Rooms
- Advanced IVR flow
- Multilingual site names
- H.239 support over cascaded links (between any Polycom MCU)

## Warranty

One (1) year limited hardware warranty; unit returned to Polycom factory within 30 days after receipt; 90-day software warranty; bug fixes / minor releases. Please contact your Polycom reseller or a Polycom sales representative for more details.

*Polycom conferencing solutions also include unified conferencing bridges, recording and streaming solutions, firewall/NAT transversal, management, scheduling, and gatekeeper applications, video and audio endpoints, totally immersive conferencing environments, and a full range of installation and professional consulting services.*

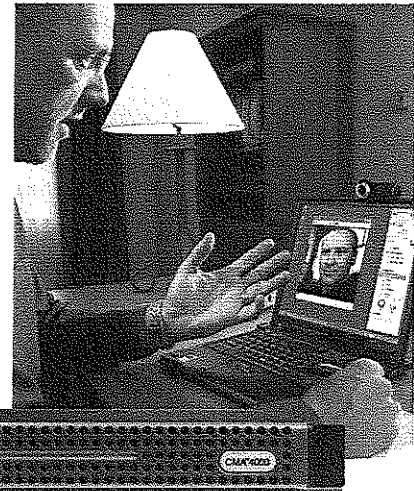
## Polycom Worldwide Headquarters

4750 Willow Road, Pleasanton, CA 94588  
1.800.POLYCOM or +1.925.924.6000  
www.polycom.com





# ▶ Polycom® Converged Management Application™ (CMA™) 4000



## Enterprise-wide Video Conference and Management Solution

The Polycom Converged Management Application (CMA) manages and delivers real-time video conferencing throughout the enterprise. With Polycom CMA, organizations can video-enable personal workspaces, desktops, conference rooms, and mobile devices using a single highly scalable application. The enterprise benefits from improved communication that speeds decision making and seamlessly extends the power of video to all parts of the organization.

At the core of the solution is the Polycom CMA Server, a standards-based management application enabling large scale directory services, central provisioning, and management for thousands of video endpoints, including both high definition telepresence and legacy video conferencing systems. The benefit to IT management includes faster and simpler deployments, centralized control of video assets, and widescale turnkey updates.

### **Easily Connect to Anyone, Anywhere.**

The Polycom CMA Desktop is a PC-based application that enables high quality video and voice communication and standards-based content sharing. Easy to learn and highly intuitive, the Polycom CMA Desktop allows enterprise users to simply point and click to collaborate with colleagues over video any place, any time. Integrated presence-awareness allows users to verify contact availability and status, and seamless LDAP directory integration both simplifies management and ensures contact list accuracy.

Centrally managed and distributed through the Polycom CMA Server, Polycom CMA Desktop clients are managed within the same video ecosystem as telepresence and traditional video conferencing systems, providing a powerful solution that spans all video client environments. Polycom CMA Desktop clients are included as a component to the Polycom CMA Server, with licensing based on the industry-recognized CAL (Client Access License) deployment model. Polycom CMA can support up to 400 registered clients, including a mixture of Polycom CMA Desktop, telepresence, and traditional video conferencing systems.

### **Find Out More.**

Learn what a Polycom CMA conference and management solution can do for your organization. Visit us at [www.polycom.com](http://www.polycom.com) or contact your Polycom representative.

### **Benefits**

- ▶ Enterprise Scale Directory – Integration with existing corporate directories, up to 400 registered endpoints
- ▶ Centralized Deployment and Provisioning – Personal and room-based clients with feature sets, call speeds, and call quality
- ▶ Highly-secure – IT-based standards for signaling, media and authentication
- ▶ Supports Existing Systems – Seamless interoperability with existing telepresence or legacy video conferencing systems
- ▶ Industry Standard Design – Investment protection, with industry standards including H.323, LDAP/H.350, XMPP, NTLMv2 and XML

# ► Polycom CMA 4000 Specifications

## Software Specifications

### Network Infrastructure Protocols

- H.323
- LDAP/H.350
- XMPP
- HTTPS/ XML Provisioning
- AES – Media encryption
- TLS – Security

### System Capacities and Licensing

- 100 – 400 seats

The Polycom CMA seat capacity scales from 100 to 400 devices depending on the licenses selected. The entry-level platform comes preconfigured with a baseline capacity of 100 CAL (Client Access Licenses). Additional licensing is offered in 100 pack increments up to 400 total. When applied to the system and expansion license pack augments the device license count. For example, applying a 100-device expansion license pack to a baseline system will yield a total license count of 200 concurrent licenses. Where applicable, the number of concurrent calls supported by CMA is derived from the number of device licenses with 30% or 60% of total device license depending on Routed vs. Direct mode. As an example a system licensed for 400 devices supports up to 120 concurrent calls in Routed Mode and up to 240 calls in Direct Mode.

## Hardware Specifications

### Appliance

- Form Factor: 1U Rack-mountable chassis
- 30" (76.2cm) D x 19" (48.26cm) W x 1.69" (4.29cm) H with bezel attached
- Rack Weight 39 lbs (17.69 Kg), maximum configuration
- AC configuration with standard single or redundant 750W hot-plug auto-switching universal 110/220V AC power supplies
- Proc: 2x Intel 5140 DC 2.33 or better
- RAM: 4GB 667mhz or better
- HDD: 2x 72gb 15,000rpm, running in a raid 1 configuration
- Power: 2x Power supplies (Redundant conf.)
- Drives: CD/DVD Reader
- Other: USB 2.0 compatible ports, 3x 10/100/1000 Ethernet cards
- Rack: Rack Mounting Rail options
- Appearance: Polycom Productized Face plate or bezel

## Environmental

- Operating Temperature: 10° C to 35° C (50° F to 95° F)
- Storage Temperature: -40° C to 65° C (-40° F to 149° F)
- Operating Relative Humidity (non-condensing twmax=29C): 20% to 80% non-condensing
- Maximum Humidity Gradient: 10% per hour, operational and non-operational conditions.
- Storage Relative Humidity: 5% to 95% non-condensing (twmax=38C)
- Operating Vibration: 0.26G at 5Hz to 350Hz for 2 minutes
- Storage Vibration: 1.54Grms Random Vibration at 10Hz to 250Hz for 15 minutes
- Operating Shock: 1 shock pulse of 41G for up to 2ms
- Storage Shock: 6 shock pulses of 71G for up to 2ms
- Operating Altitude: -16m to 3,048m (-50 ft to 10,000 ft)
- Storage Altitude: -16m to 10,600m (-50 ft to 35,000 ft)

## Regulatory Compliance

- FCC (U.S. only) Class A
- ICES (Canada) Class A
- CE Mark (EN 55022 Class A, EN55024, EN61000-3-2, EN61000-3-3)
- VCCI (Japan) Class A
- BSMI (Taiwan) Class A
- C-Tick (Australia/New Zealand) Class A
- SABS (South Africa) Class A
- CCC (China) Class A
- MIC (Korea) Class A
- UL 60950-1
- CAN/CSA C22.2 No. 60950-1
- EN 60950-1
- IEC 60950-1

## Other Requirements

- External Database (optional)
- Microsoft SQL Server 2005
- Windows 2000 / Windows XP / Windows Vista
- Microsoft Internet Explorer® 6.x or higher
- Adobe® Flash® Player version 9.0 or higher

## Polycom CMA Desktop – PC Software Requirements

- Supported Microsoft PC Operating Systems: Windows XP with SP2 or greater  
Windows XP Professional – 32 bit  
Windows Vista, Microsoft Windows Vista SP1  
Windows Vista Enterprise  
Windows Vista Business
- DirectX 9.0b or 10.0 compatible adapter
- Client Supported Languages: English, French, German, International Spanish, Simplified Chinese

## Polycom CMA Desktop – PC Hardware Requirements

- Basic: (Up to QVGA) – 1.5 GHz P4, 1.2 GHz Pentium M or higher
  - Standard: (Up to CIF, People+Content) – 2.0 GHz P4, Pentium M 1.4GHz
  - Premium: (Up to VGA, People+Content) – 3.2 GHz Pentium, Pentium M 2.0 GHz
  - HD: (Up to 720p receive only) – Core Duo 2.0 GHz
  - RAM: XP – 1GB  
Vista – 2GB
  - Storage: 30MB
  - 256 MB video RAM recommended for Vista
  - Display: XGA, 16-bit color or higher
- \*Results based on test scenarios; actual performance may vary based on software or hardware configurations.*

## Supported USB Cameras

- USB 2.0 Web Cameras: Microsoft Lifecam VX 6000, Microsoft Lifecam VX 3000, Logitech QuickCam Pro 9000, Creative WebCam Live! Motion, Logitech QuickCam Notebooks Pro, GlobalMedia IREZ K2

## Supported Audio Devices

- Global Media AMH-300V Headset, Plantronics DSP-400 USB Headset, Clear One Chat 50, Polycom Communicator™ (Microsoft Windows XP only), Logitech Quickcall speakerphone

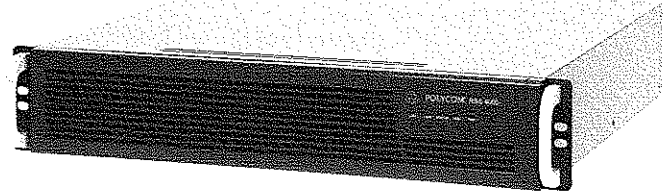
## Technical Documentation

Award-winning documentation for setting up, maintaining, and using the system available at [www.polycom.com/vidoeDocumentation](http://www.polycom.com/vidoeDocumentation). For the latest interoperability list, go to: [http://www.polycom.com/support/network/management\\_scheduling/cma\\_4000\\_5000.html](http://www.polycom.com/support/network/management_scheduling/cma_4000_5000.html)

© 2009, Polycom, Inc. All rights reserved. POLYCOM®, the Polycom "Triangles" logo and the names and marks associated with Polycom's products are trademarks and/or service marks of Polycom, Inc. and are registered and/or common law marks in the United States and various other countries. All other trademarks are property of their respective owners. No portion hereof may be reproduced or transmitted in any form or by any means, for any purpose other than the recipient's personal use, without the express written permission of Polycom.

# ▶ Polycom® RSS™ 4000

## Recording and Streaming Server



Extend and enhance communication across your organization with video recording and streaming.

The Polycom RSS 4000 Recording and Streaming Server is a network-based appliance that records, archives, and streams telepresence and video conferences to desktops, conference rooms, and more. Organizations benefit from reduced communication costs, improved knowledge sharing, and extended use of information assets.

By leveraging the Polycom RSS 4000 with existing telepresence systems, video conferencing endpoints and video infrastructures, organizations convert one-time events into knowledge assets deliverable to audiences via URL link and the intuitive Polycom RSS 4000 interface. Applications for the Polycom RSS 4000 include executive and corporate communications, training sessions, lectures, project management meetings, and more. The Polycom RSS 4000 is simple to use and fully compatible with standards-based telepresence and video conference systems, conference bridges, management applications, and more.

Conferences are streamed to live audiences in up to 720p HD resolution, and automatically archived in the Polycom RSS 4000 in 1080p HD resolution, with Polycom StereoSurround™ audio and shared content such as slides and spreadsheets. Integration with Polycom RMX Series Conference Platforms enables one-touch recording, and all recordings can be securely played back on telepresence and video conferencing systems or via web browser. For organizations requiring a complete video content management solution, the Polycom RSS 4000 integrates with the Polycom Video Media Center™ (VMC) 1000 to automatically import and publish recordings and widely broadcast live streams.

### **Polycom RSS 4000 Makes Good Business Sense**

Real-time communication and collaboration is critical to organizational success. As the market leader in telepresence and video, voice, and content collaboration solutions, Polycom makes it easy for people to interact and maximize productivity—over any network, in any environment, anywhere around the globe. That's why more organizations worldwide prefer Polycom solutions. In today's economic climate, Polycom solutions make good business sense. See how your organization can increase productivity and realize a fast ROI with the Polycom RSS 4000 recording and streaming server.

### **Benefits**

#### Recording

- ▶ Easily capture telepresence and video conferences, including content, using standard-based endpoints
- ▶ Record and stream events in high quality with HD and SD formats and high fidelity audio
- ▶ Access and centrally manage via the existing network – no need for additional recording devices
- ▶ Record up to 15 simultaneous conferences for large recording needs

#### Streaming and Playback

- ▶ Produce up to 4 Standard Definition quality live streams
- ▶ Stream in 720p high definition (HD) quality
- ▶ Access video content live or on demand
- ▶ Search and review archived content from video endpoints or web interface
- ▶ View content in recorded format, including HD

# ► Polycom RSS™ 4000 Specifications

## Application Highlights

- Records single point or multipoint conferences with full H.239 content capture
- Polycom high definition (HD) support with 720p and 1080p H.264 video and Polycom Siren™ 22 audio
- High capacity recording for up to 15 simultaneous sessions
- Playback of video content from endpoints or web browsers
- Integrates with Polycom Video Media Center™ (VMC) 1000 for enhanced content management and streaming scale
- Integrates with Polycom HDX endpoints and Polycom RMX/MGC conference platforms for intuitive and automated recording and playback
- XML API support for third party integrations
- H.323 standards-based for use with third party conferencing systems

## Audio/Video Support

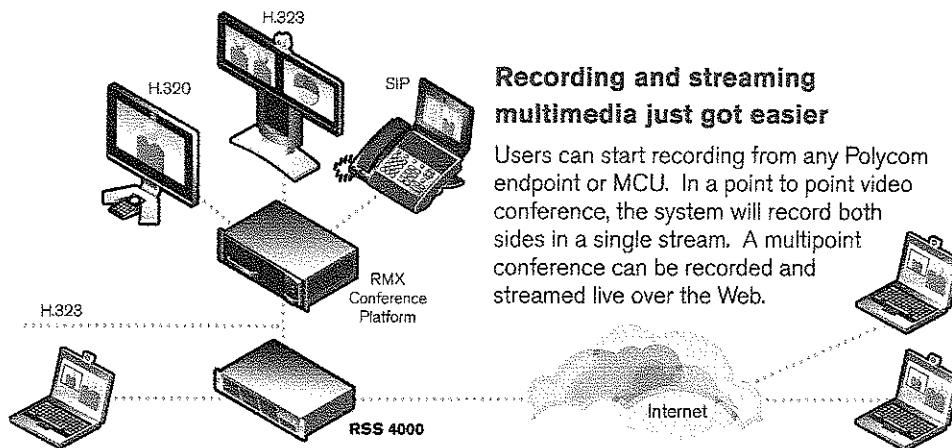
- Live Video Resolutions: QCIF, C(S)IF, 4CIF, SD, HD, XGA, SVGA, VGA
- Audio support: G.711 a and u, G.722, G.728, G.722.1, Annex C, Siren 14, Siren 22 Stereo

## Recording

- Supports up to 15 concurrent telepresence and video conferencing recording sessions with full video, audio and content
- Records audio/video at varying bit rates – 128 kbps to 4 Mbps
- Up to 1080p HD record and playback, record stereo calls in single point and point to point calls
- Records presented content via H.239
- Multiple layout options and sizes for recording video and content – Single stream, side by side
- IVR support to provide users verbal indicators of status (recording, pause, etc.)
- Multiple methods for recording – direct from a video endpoint, MCU / bridge or from the admin user interface

## Playback

- Archived playback to H.323 endpoint, MCU or gateway, with preview window
- Search and sorting options for archives from endpoint interface
- Offload converted video content for playback on other multimedia devices Windows media download option for video editing or distribution



## Recording and streaming multimedia just got easier

Users can start recording from any Polycom endpoint or MCU. In a point to point video conference, the system will record both sides in a single stream. A multipoint conference can be recorded and streamed live over the Web.

- Up to 15 H.323 connections for media playback

## Streaming

- High Definition – 720p live stream
- Up to 4 concurrent Standard Definition live streams
- Unicast up to 200 concurrent streams
- Multicast option
- Supports Windows Media Player and RealPlayer
- Interoperates with the Polycom VMC 1000 for expanded streaming scalability and
- Video on Demand content management

## Capacity

- Up to 700 hours of storage at 768kbps of H.323 video, audio and content

## Security

- User and endpoint viewing and recording rights authorization
- Terminal recording and viewing rights authorization based on the identification
- NAT support for firewalls
- AES media encryption
- TLS/SSL and HTTPS Support

## Management

- Embedded Web server
- Support for third-party Gatekeepers
- Online status and control of recording functions of current connected H.323 devices
- Dial out and record for easy recording by administrators
- User Management with Active Directory integration
- Diagnostic logging
- Network Time Protocol

- Menu customization for the end user interfaces
- Media Tool Kit for offline conversion to MPEG 4 or transcoding of media to lower bit rates
- Automatic backup and file management functions

## Language support

- Multi-language support for end user navigation and administrators

## Network Interface

- 2 x 10/100/1000 Ethernet

## Power

- Input Voltage: 100–240 V, 50–60 Hz, 4–10 Amps, support 1+1 redundancy
- 700W ATX AC power supply w/PFC

## System Configuration

- 2 x 1TB SATA hard disk, RAID-1 configuration with 500GB for media storage

## Physical Dimensions

- Form Factor: 2U 19" rack mount
- Height: 89 mm
- Width: 441 mm
- Depth: 485 mm
- Gross Weight: 19.5 kg

## Polycom Worldwide Headquarters

4750 Willow Road, Pleasanton, CA 94588  
1.800.POLYCOM or +1.925.924.6000  
www.polycom.com



# ▶ Polycom® Video Border Proxy™ (VBP™) Series

## Security and NAT/Firewall Traversal Solutions

Securely extend your telepresence and video conferencing network to customers, partners, and colleagues.

The Polycom VBP Series allows organizations to improve communication, speed decision-making, and accelerate execution by extending telepresence and video to users beyond their network. With the Polycom VBP Series, customers, partners, and remote colleagues are now easily and securely incorporated into an extended telepresence and video federation.

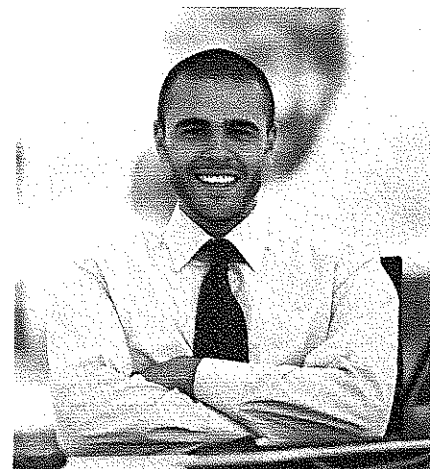
The Polycom VBP ST Series supports all standards-based telepresence solutions, video conferencing endpoints and multipoint conference bridges. Using standards-based firewall traversal, secure access is provided to users of Polycom Converged Management Application™ Desktop and Polycom HDX Series telepresence solutions without requiring a Virtual Private Network (VPN).

The Polycom VBP Series improve interaction quality by performing network address translation (NAT) at the IP address boundary, and forwarding video traffic in the shortest path. Performing video traffic management through prioritization, traffic shaping, call admission control, and DiffServ marking/policing, the Polycom VBP Series enables high quality and secure interactions to occur throughout the organization.

To enhance security against external attacks, Polycom VBP solutions fully protect H.323 gatekeepers, video endpoints, and multipoint conference platforms. With an H.323-aware packet inspection firewall that opens and closes TCP and UDP ports as required, the Polycom VBP Series provides H.323 proxies that enable one public IP to serve all the video communications needs. With availability for bandwidths from 1 Mbps to 85 Mbps, the Polycom VBP Series is also configurable for centralized or decentralized dial plans, depending on IT requirements.

### **Find Out More**

Learn what the Polycom Video Border Proxy Series can do for your organization. Visit us at [www.polycom.com](http://www.polycom.com) or contact your Polycom representative.



### **Benefits**

- ▶ Accelerate ROI in existing networks by easily extending telepresence and video to new groups of users
- ▶ Increase communication quality with customers, partners, and remote colleagues
- ▶ Reduce the impact of telepresence and video on the network with secure traffic optimization
- ▶ Interoperable with all standards-based video endpoints, gatekeepers, and multipoint conferencing platforms

# ► Polycom Video Border Proxy Series Specifications

The Polycom Video Border Proxy™ (VBP™) NAT/Firewall traversal solutions supplant or integrate with existing firewalls giving remote users a trusted route into room and personal telepresence and traditional video conferences. Quality is optimized by prioritizing video traffic over data traffic, providing both shortest-path routing and traffic shaping.

## Network Security

- Application layer gateway dynamically provisions and closes UDP ports used for video and voice calls
- NAT/PAT server hides enterprise LAN topology

## Passive Call Quality Monitoring (voice only)

- Per-call statistics include mean opinion score or MOS (average and minimum), jitter, latency, packet loss, and much more
- Alarms for poor MOS scores

## Dialing Methods

- E.164, E-mail or Annex O format, IP address, IP address + extension (inbound from the wide area network only)

## Embedded Gatekeeper

- Gatekeeper neighboring ensures call reliability, and least cost routing in the local or wide area network (E Model)

## Deployment Models

- LAN side gatekeeper, embedded gatekeeper, neighboring proxy, embedded gatekeeper neighboring, prefix dialing/peering proxy, WAN side gatekeeper

## Target Application

- Used for distributed gatekeeper applications when dialing endpoints outside of your network that are not registered with your gatekeeper

## Polycom VBP 4350

### WAN Interfaces

- T1 (not available on VBP 4350W model)
- Framing: ESF
- Line coding: B8ZS
- Line build out: 0,-7.5,-15dB

### Ethernet

- 10/100 Mbps
- Auto-sensing, full or half duplex

### Wireless

- VBP 4350W model only 802.11 (b & g)

### LAN Interfaces

- 4 x 10/100 Mbps Ethernet ports
- Auto-sensing, full or half duplex
- Managed switch supports VLAN 802.1Q tagging and forwarding for up to 16 unique VLAN Ids

### Dimensions

- Height 1.7", Width 10", Depth 7"
- System weight: 2 lbs.
- Power supply weight: 1 lbs.
- WEEE weight: 3 lbs.
- Shipping weight: 5 lbs.

### Power

- External power brick: 12V, 3.0A
- Max watts: 36

### Regulatory

- FCC Part 15 (Class B), UL, CE (Class B), FCC Part 68 and Industry Canada

## Polycom VBP 5300

### WAN Interfaces

- 1 x 10/100 Mbps Ethernet port
- Auto-sensing, full or half duplex

### LAN Interfaces

- 1 x 10/100 Mbps Ethernet port
- Auto-sensing, full or half duplex

### Out-of-Band Management Interface

- 1 x 10/100 Mbps Ethernet port
- Auto-sensing, full or half duplex

### Dimensions

- Height 1.7", Width 16.9", Depth 14"
- WEEE weight: 13 lbs.
- Shipping weight: 18 lbs.

### Power

- 100/240v VAC, auto-selecting, 50 to 60 Hz
- Max watts: 460

### Regulatory

- FCC, UL, cUL, CE, RoHS, Industry Canada ICES-003, Korean MIC and NZ/AU C-tick

## Polycom VBP 6400

### WAN Interfaces

- 1 x 10/100/1000 Mbps Ethernet port
- Auto-sensing, full or half duplex

### LAN Interfaces

- 1 x 10/100 Mbps Ethernet port
- Auto-sensing, full or half duplex

### Out-of-Band Management Interface

- 1 x 10/100 Mbps Ethernet port
- Auto-sensing, full or half duplex

### Dimensions

- Height 3.8", Width 17.5", Depth 26.5"
- WEEE weight: 45 lbs.
- Shipping weight: 55.2 lbs.

### Power

- 100/240v VAC, auto-selecting, 50 to 60 Hz
- Max watts: 1080

### Regulatory

- FCC Class A, CE, UL, EMS, VCCI, GS Mark, Gost R, Korean MIC and RoHS

Polycom Video Border Proxy Series				
Model	Performance	Number of Registrations	Embedded Gatekeeper	Access Proxy
4350 E	Up to 3 Mbps of traffic in any combination of voice, video or data	15	Yes	No
5300 E	Up to 25 Mbps of traffic in any combination of voice, video and data	5300 E-10 = 50 5300 E-25 = 100	Yes	No
5300 ST	Up to 25 Mbps of traffic in any combination of voice, video and data	5300 E-10 = 50 5300 E-25 = 100	No	Yes
6400 E	Up to 85 Mbps of traffic in any combination of voice, video or data	250	Yes	No
6400 ST	Up to 85 Mbps of traffic in any combination of voice, video or data	250	No	Yes

## Polycom Worldwide Headquarters

4750 Willow Road, Pleasanton, CA 94588  
1.800.POLYCOM or +1.925.924.6000  
www.polycom.com



THE POWER OF ATTORNEY SUPERCEDES ANY PREVIOUS POWER BEARING THIS SAME POWER # AND ISSUED PRIOR TO 06/25/08, FOR ANY PERSON OR PERSONS NAMED BELOW.

POWER NO. 4752152 06

General  
Power  
of Attorney

Westfield Insurance Co.  
Westfield National Insurance Co.  
Ohio Farmers Insurance Co.  
Westfield Center, Ohio

CERTIFIED COPY

Know All Men by These Presents, That WESTFIELD INSURANCE COMPANY, WESTFIELD NATIONAL INSURANCE COMPANY and OHIO FARMERS INSURANCE COMPANY, corporations, hereinafter referred to individually as a "Company" and collectively as "Companies," duly organized and existing under the laws of the State of Ohio, and having its principal office in Westfield Center, Medina County, Ohio, do, by these presents make, constitute and appoint LARRY D. KERR, GREGORY T. GORDON, STEPHEN B. STODDEN, PATRICIA A. MOYE, ALLAN L. MC VEY, KIMBERLY J. WILKINSON, JOINTLY OR SEVERALLY

of CHARLESTON and State of WV its true and lawful Attorney(s)-in-Fact, with full power and authority hereby conferred in its name; place and stead, to execute, acknowledge and deliver any and all bonds, recognizances, undertakings, or other instruments or contracts of suretyship.

**LIMITATION: THIS POWER OF ATTORNEY CANNOT BE USED TO EXECUTE NOTE GUARANTEE, MORTGAGE DEFICIENCY, MORTGAGE GUARANTEE, OR BANK DEPOSITORY BONDS.**

and to bind any of the Companies thereby as fully and to the same extent as if such bonds were signed by the President, sealed with the corporate seal of the applicable Company and duly attested by its Secretary, hereby ratifying and confirming all that the said Attorney(s)-in-Fact may do in the premises. Said appointment is made under and by authority of the following resolution adopted by the Board of Directors of each of the WESTFIELD INSURANCE COMPANY, WESTFIELD NATIONAL INSURANCE COMPANY and OHIO FARMERS INSURANCE COMPANY:

"Be it Resolved, that the President, any Senior Executive, any Secretary or any Fidelity & Surety Operations Executive or other Executive shall be and is hereby vested with full power and authority to appoint any one or more suitable persons as Attorney(s)-in-Fact to represent and act for and on behalf of the Company subject to the following provisions:

The Attorney-in-Fact may be given full power and authority for and in the name of and on behalf of the Company, to execute, acknowledge and deliver any and all bonds, recognizances, contracts, agreements of indemnity and other conditional or obligatory undertakings; and any and all notices and documents cancelling or terminating the Company's liability thereunder, and any such instruments so executed by any such Attorney-in-Fact shall be as binding upon the Company, as if signed by the President and sealed and attested by the Corporate Secretary."

"Be it Further Resolved, that the signature of any such designated person and the seal of the Company heretofore or hereafter affixed to any power of attorney or any certificate relating thereto by facsimile, and any power of attorney or certificate bearing facsimile signatures or facsimile seal shall be valid and binding upon the Company with respect to any bond or undertaking to which it is attached." (Each adopted at a meeting held on February 8, 2000).

In Witness Whereof, WESTFIELD INSURANCE COMPANY, WESTFIELD NATIONAL INSURANCE COMPANY and OHIO FARMERS INSURANCE COMPANY have caused these presents to be signed by their Senior Executive and their corporate seals to be hereto affixed this 25th day of JUNE A.D., 2008.

Corporate  
Seals  
Affixed



WESTFIELD INSURANCE COMPANY  
WESTFIELD NATIONAL INSURANCE COMPANY  
OHIO FARMERS INSURANCE COMPANY

*Richard L. Kinnaird, Jr.*

By: Richard L. Kinnaird, Jr., Senior Executive

State of Ohio  
County of Medina ss.:

On this 25th day of JUNE A.D., 2008, before me personally came Richard L. Kinnaird, Jr. to me known, who, being by me duly sworn, did depose and say, that he resides in Medina, Ohio; that he is Senior Executive of WESTFIELD INSURANCE COMPANY, WESTFIELD NATIONAL INSURANCE COMPANY and OHIO FARMERS INSURANCE COMPANY, the companies described in and which executed the above instrument; that he knows the seals of said Companies; that the seals affixed to said instrument are such corporate seals; that they were so affixed by order of the Boards of Directors of said Companies; and that he signed his name thereto by like order.

Notarial  
Seal  
Affixed



*William J. Kahelin*

William J. Kahelin, Attorney at Law, Notary Public  
My Commission Does Not Expire (Sec. 147.03 Ohio Revised Code)

State of Ohio  
County of Medina ss.:

I, Frank A. Carrino, Secretary of WESTFIELD INSURANCE COMPANY, WESTFIELD NATIONAL INSURANCE COMPANY and OHIO FARMERS INSURANCE COMPANY, do hereby certify that the above and foregoing is a true and correct copy of a Power of Attorney, executed by said Companies, which is still in full force and effect; and furthermore, the resolutions of the Boards of Directors, set out in the Power of Attorney are in full force and effect.

In Witness Whereof, I have herewith set my hand and affixed the seals of said Companies at Westfield Center, Ohio, this 22nd day of July A.D., 2010.



*Frank A. Carrino*  
Frank A. Carrino, Secretary

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 exceed 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: Electronic Specialty Company

Authorized Signature: John Gomer Date: 7/21/10

State of West Virginia

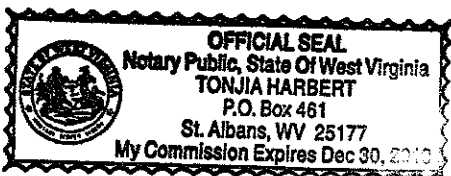
County of Kanawha, to-wit:

Taken, subscribed, and sworn to before me this 21 day of July, 2010.

My Commission expires December 30, 2011.

**AFFIX SEAL HERE**

**NOTARY PUBLIC** Tonja Harbert





# CONTRACTOR LICENSE

Authorized by the

**West Virginia Contractor Licensing Board**

**Number:** WV010229

**Classification:**

ELECTRICAL  
SPECIALTY

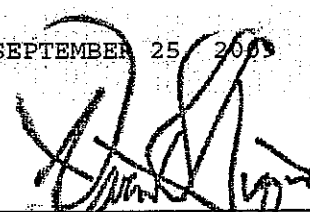
ELECTRONIC SPECIALTY CO  
DBA ELECTRONIC SPECIALTY CO  
PO BOX 400  
DUNBAR, WV 25064-0400


**Date Issued**

SEPTEMBER 25, 2005

**Expiration Date**

SEPTEMBER 25, 2010

  
Authorized Company Signature

  
Chair, West Virginia Contractor  
Licensing Board

**WEST VIRGINIA  
CONTRACTOR  
LICENSING  
BOARD**

This license, or a copy thereof, must be posted in a conspicuous place at every construction site where work is being performed. This license number must appear in all advertisements, on all bid submissions and on all fully executed and binding contracts. This license cannot be assigned or transferred by licensee. Issued under provisions of West Virginia Code, Chapter 21, Article 11.