



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

NOTICE

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

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

Lenovo's Response to State of West Virginia

Request for Quotation: IP11

RECEIVED

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PURCHASING DIVISION
STATE OF WV

lenovo® FOR
THOSE
WHO DO.

Lora Eckler • Account Executive • leckler@lenovo.com • (301) 919-5018
Lenovo (United States) Inc. • 1009 Think Place • Morrisville, NC 27560



Lenovo (United States) Inc.
1009 Think Place
Morrisville, NC 27560

November 15, 2011

Krista Ferrell
State of West Virginia
Department of Administration
Purchasing Division
Building 15
2019 Washington Street, East
Charleston, WV 25305-0130

Dear Ms. Ferrell:

Lenovo is pleased to present our response to the State of West Virginia's Request for Quotation IP11 for Statewide Contract desktops, laptops, tablet PC's and monitors. Lenovo believes that our response demonstrates our strong desire to develop our partnership with the State of West Virginia. Highlights of our proposal include:

1. **Technical leadership** – Lenovo is a technology leader in the PC industry and is uniquely qualified to partner with the State of West Virginia to establish a statewide contract. Lenovo continues to focus on technologies that can improve your environment today like our ThinkVantage Technologies (TVTs) and our latest announcements around Tablet platforms and Secure Cloud Computing.
2. **Organizational perfection** – Lenovo has extensive experience with serving Public Sector customers, while we put the highest amount of focus on our most strategic customers such as the State of West Virginia. Lenovo's cultural commitment to meet highest quality standards is directly tied to its employees and their development.
3. **Commitment to the PC industry** – Lenovo continues to be the world's fastest growing PC Company for the 8th quarter in a row, and outpaced industry growth for the 10th straight quarter. ***IDC just announced on October 12th (preliminary results) that Lenovo grew worldwide market share to 13.7%, from 10.4% the previous quarter which surged us past Dell for the #2 spot in PC sales worldwide!*** Lenovo's growth is due to innovation that truly matters to customers like the State of West Virginia.

Lenovo believes that the combination of our technology, service capabilities and financial offer makes us the best value for the State of West Virginia.

In order to fully articulate the value of our compelling financial and technical solution, we would like the opportunity to meet with the State of West Virginia to present our proposal and discuss the Lenovo value proposition.

Sincerely,

Lora Eckler
Account Executive
Lenovo (United States) Inc.

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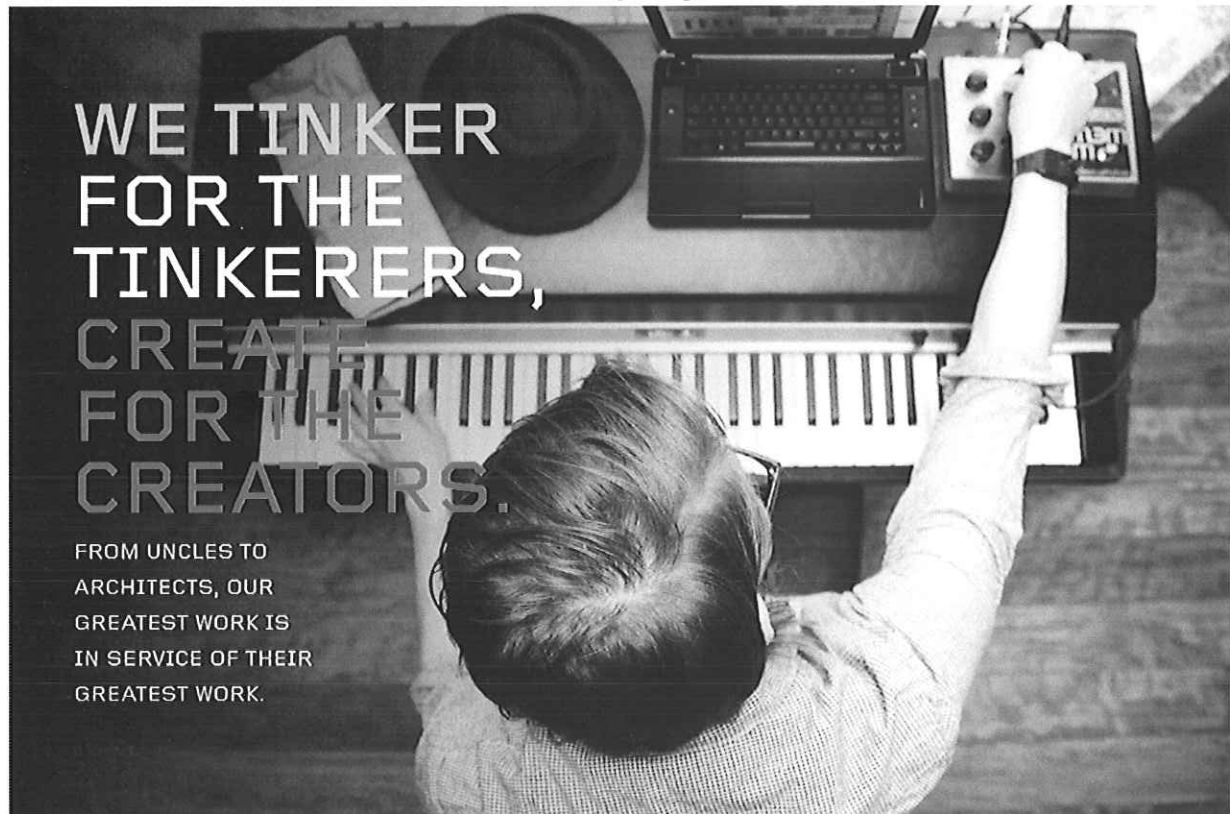
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Executive Summary

Lenovo strives to be a new world company making award-winning PCs for our customers. We operate as a company uninhibited by walls or organizational structures using world-sourcing to harness the power of innovation across our global teams.

Lenovo: More than Just a PC Company



Lenovo Has Strength for Today and Tomorrow

- **Lenovo is the #2 PC Company in the world!**
- 27,000 employees in more than 100+ countries
- Customers in 160+ countries
- 1,700 designers, scientists and engineers
- 7 research and development centers
- 21 manufacturing and assembly centers
- Largest R&D to Revenue ratio in the industry
- \$21.6B in revenue for 2010
- This outstanding 2010 performance has catapulted Lenovo into the Fortune Global 500 list (#450) of the top companies in the world



Our Mission

Become one of the world's leading personal technology companies over the next 5 years by focusing on these three areas:

1. **Culture** – We will be recognized as one of the best, most trusted and most well-respected companies to work for, do business with and own.
2. **Computers** – We will be one of the strongest Personal Computer Device companies in the world, outgrowing the market and balancing consistent performance in our core businesses with exceptional growth in new markets.
3. **Convergence** – We will create the innovative devices and the preferred ecosystem of services and applications that will connect people with the communities and content most relevant to them.

We Are Winning Around the World



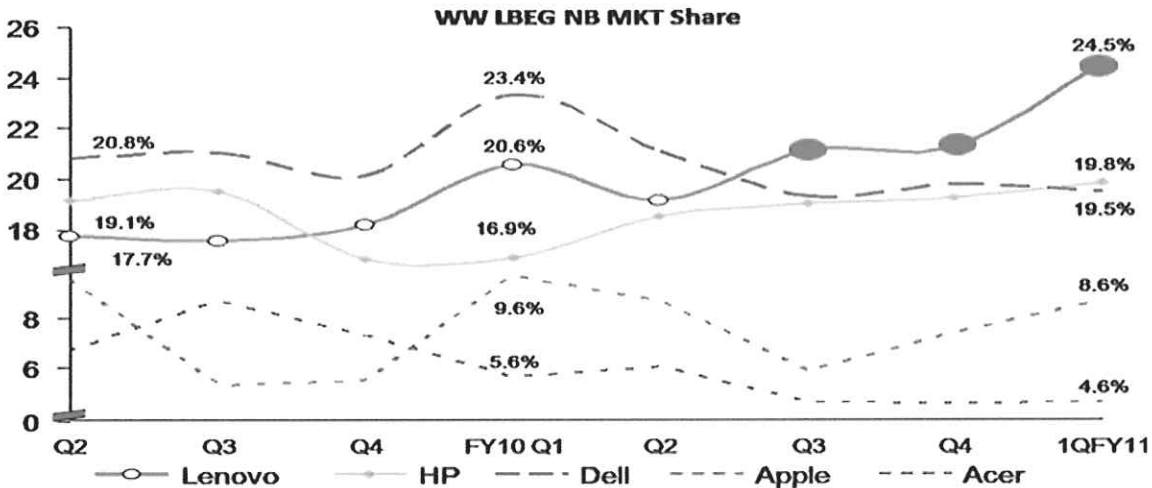


Lenovo is the World's Fastest Growing PC Manufacturer!

- Lenovo total worldwide PC share at 13.7%, a 36% increase over last quarter
• Out-growing the worldwide market 10 quarters in a row
• Fastest growing of the major PC vendors 8 quarters in a row
• Gained share in all geos, all product types and all customer segments

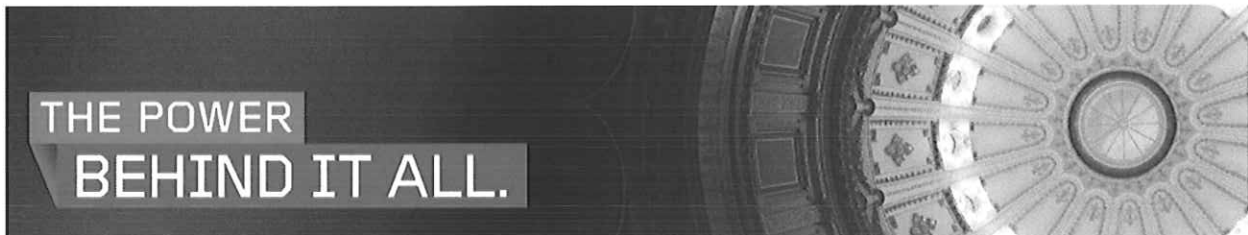
Lenovo #1 in Global Large Business, Education and Government Notebooks

- Leading Global LBEG notebook market with 24.5% share
• Lenovo #1 for 3 Consecutive Quarters
• Up 47.2% from last year



Source: IDC PC Tracker August 9, 2011

Lenovo's Commitment to State and Local Government



Lenovo understands that no organization provides more diverse services to more people than State and Local Government — and information holds it all together. Whether you're using eGovernment to bring power to the people, streamlining records management, taking care of a dedicated workforce or using analytics to overhaul legacy operations, you need PCs that deliver. We know the State of West Virginia wants power, reliability, security and cost-effectiveness. Lenovo lets you check "all of the above."

The PC lifecycle is longer for governments than for most businesses. That means the State of West Virginia can face greater challenges managing your machines and keeping operating systems and applications up to date. Lenovo is there to help.



Working More Efficiently

In public-sector environments, Lenovo PCs don't take up a lot of power, dollars or administrative attention. They just work.

New armor for today's office warriors

Field workers aren't the only ones on the move. Today's in-office teams move from floor to floor all day, then work at home in the evening. That means connectivity, durability, security and battery life aren't just for "field" PCs anymore. Lenovo **ThinkPad L Series** and **T Series** laptops combine the power you expect from deskbound machines with the freedom to stay productive anywhere.

The art of aging gracefully

Over the life of your PCs, Lenovo delivers ease and savings at every turn — from reduced power consumption and CO2 emissions to improved user productivity and reduced need for IT support. That helps you serve the people by getting more out of every dollar, more out of every staff member, and more out of your own time. It all starts when you get more out of your PC investment.

Serving the Public

In government, you aren't measured by profit. Service and value are your benchmarks. Of all the investments you make with the budget you're entrusted with, your choice of PC can have perhaps the greatest impact on how well you deliver on that promise.

Nothing to hide

People expect government data to be transparent, which is why a well-equipped IT operation is critical for making information available anytime, anywhere. They also expect government spending to be transparent — and when you choose Lenovo, you'll be proud to stack up your budget and performance against anyone else's. From acquisition cost to energy consumption, from warranties and support to security and durability, every Lenovo PC is designed with your lifecycle value in mind.

Exclusive Lenovo Enhanced Experience for Windows 7



Lenovo's Windows 7 Lenovo Enhanced Experience is designed to make machines, applications and the new operating system work in unprecedented harmony. And it begins with boot-up times that start an average 20 seconds faster than a typical Windows 7 computer. Your staff won't waste time combating malware, downtime or rebooting — a bonus for both them and your support desk.

Lenovo worked with Microsoft during the development of Windows 7 to optimize the operating system experience on Lenovo PCs. We ran a Windows 7 beta program for our large enterprise customers and supported them throughout that process. This enabled both Lenovo and our customers to provide direct feedback to Microsoft to help improve the operating system prior to its official release.

By working closely with Microsoft and third-party hardware/software engineers, Lenovo was able to significantly improve system performance during the development and testing of Windows 7 systems. Improvements were achieved by identifying and removing performance bottlenecks across all software components.

In fact, when engineers from Microsoft and Intel wanted to illustrate the finer points of Windows 7 at a press event, they used a Lenovo ThinkPad running on Windows 7 and an impressive 11 second boot time.

In addition, Lenovo ThinkVantage Technologies (TVT's) were improved to minimize performance impact on boot, run, suspend and resume times, while complementing and enhancing the overall Windows 7 experience. Rebuilt from the ground up, TVT's now have more function than ever, run faster than ever, and feature simple new user interfaces, tool bars and program access. The new TVT's embrace the look and feel of Windows 7 while extending the operating system's productivity enhancements. Ultimately,



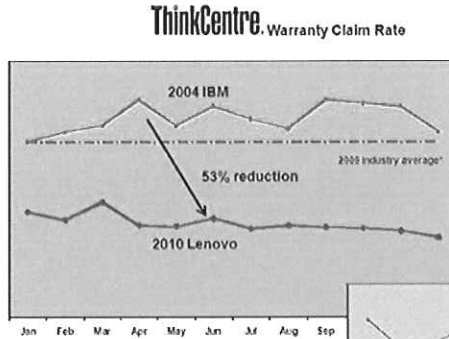
this combination helps users with everything from backing up and recovering files to saving power and managing connections: a complete Enhanced Experience.

Customers Demand and We Deliver Lower Failure Rates

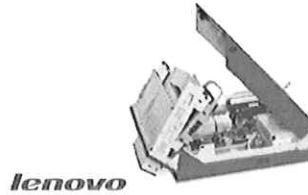
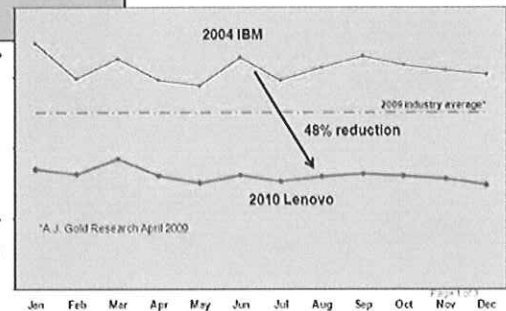
Lenovo has maintained Think brands best quality long established by IBM. In fact, as Lenovo, both the notebook and desktop quality is SIGNIFICANTLY improved. Lenovo has improved Think brand quality, as evidenced by warranty repair rates, every year since transitioning from IBM in early 2005.

- **ThinkCentre - repair rates 53% lower!**
- **ThinkPad - repair rates 48% lower!**

Both Think brands are lower than available "PC industry average" repair rates as published by Industry analysts.



ThinkPad. Warranty Claim Rate

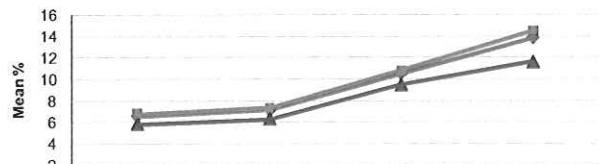


lenovo

Think is the Most Reliable in the Industry

CORPORATE NOTEBOOK STATED REPAIR RATES
(Mean % of Systems Requiring Warranty Repair)

ThinkPad fails 16% less than competitors' average

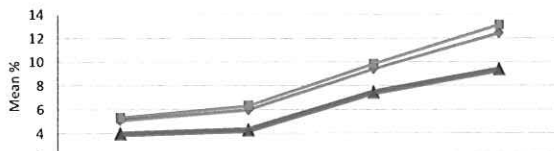


	This Year's Models	1st Year	2nd Year	3rd Year
Industry Average	6.53	7.06	10.48	13.84
Competitors' Average	6.77	7.32	10.81	14.57
Lenovo	5.84	6.31	9.50	11.63

Source: Large Enterprise Repair Rate Study, Apr/May 2011, TBR
Industry Average Includes Lenovo



CORPORATE DESKTOP STATED REPAIR RATES
(Mean % of Systems Requiring Warranty Repair)



	This Year's Models	1st Year	2nd Year	3rd Year
Industry Average	5.03	5.92	9.37	12.41
Competitors' Average	5.28	6.31	9.83	13.13
Lenovo	3.93	4.26	7.42	9.35

ThinkCentre fails 28% less than competitors' average

Source: Large Enterprise Repair Rate Study, Apr/May 2011, TBR



The ThinkGreen Approach

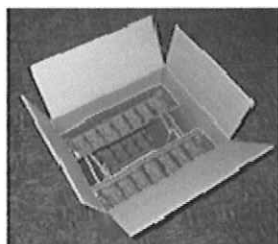
Lenovo engages in responsible environmental practices, making it a champion in the industry across communities in which it does business. Lenovo has a comprehensive environmental approach focused on product design, management and supply-chain operations, product end-of-life management and the health and wellness of employees. Lenovo's corporate environmental policy applies to all Lenovo operations and forms the foundation of Lenovo's Environmental Management System (EMS).

- Lenovo has implemented recycling programs in every country in which we do business, with many of those offering free recycling.
- Lenovo supports a recovery and recycling system in which the major stakeholders (including manufacturers) play a part.
- Lenovo achieved its global compliance of RoHS requirements in 2007 for newly launched Lenovo products.
- The Electronic Products Environmental Assessment Tool (EPEAT) helps consumers compare and select desktop computers, notebooks and monitors based on their environmental attributes. Lenovo offers more than 100 EPEAT-registered products in the United States.
- The Chairman of the White House Council on Environmental Quality and the Green Electronics Council recognized Lenovo for helping to supply federal agencies with PCs that meet EPEAT criteria.
- In 2008 Lenovo reduced the volume of packaging used in our products by over 750 tons which equates to approximately 20% of our total packaging volume for the year. In 2009, Lenovo achieved an additional 125 ton reduction in packaging used in our products
- Lenovo has US Energy Star 4.0 and 5.0 compliant
- Lenovo is ISO 9001 and 14001
- Lenovo participates in the Climate Services Computing Initiative
- Lenovo has GreenGuard certified systems





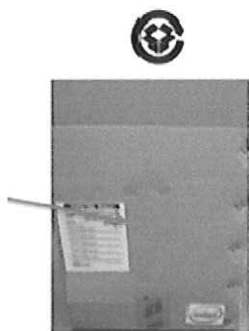
Bulk Packing Saves Time, Money and the Environment



ThinkPad.



ThinkCentre.



Be Smart and Save with Green Power and Packaging

- 20% volume reduction in packaging
- 100% recycled molded fiber and LDPE packaging
- Pallet density increased from 42 to 60

Lenovo Financial Services

Leasing solutions from Lenovo Financial Services make it easy for you to acquire, manage and control your assets. When you choose to lease through LFS, your company will enjoy many valuable benefits, such as:

- **Protection against advancing technology** – LFS enables you to stay on top of technological advances with minimal financial impact or risk. You can add-on or upgrade during the term or chose to return, extend or purchase at the end of the contact.
- **Lower upfront costs** – Leasing reduces upfront costs, enabling you to acquire assets it needs today without impacting cash flow. In addition to preserving working capital and keeping credit lines in tact, leasing allows the benefit of the assets to more quickly meet ROI targets.
- **Ability to bundle costs** – LFS offers you the ability to finance hardware, software, and business partner services in one transaction.

LFS will also provide you two personalized services: Premier Client Group and QDS. You will be assigned an individual client manager who will be your dedicated customer service contact from beginning to end. LFS will also provide you with your own login and password to our online customer portal, QDS. From this site you can manage your entire portfolio of lease schedules and contract information.



Lenovo's Commitment to the State of West Virginia

In the interest of highlighting key points of Lenovo's value proposition, Lenovo has described our partnership elements that we believe will be of value to the State of West Virginia and are in addition to the competitive pricing of Lenovo's proposed hardware configurations.

- **A Single Account Team** to support all of the State of West Virginia business units.
- **Lenovo Executive Sponsor** – Lenovo's Partnership Executive Program (PEP) matches key Lenovo customers with Lenovo executives who get involved in the account and help to foster a better, closer customer relationship. Lenovo is pleased to introduce **Jason Mooneyham, Executive Director of Lenovo Public Sector Sales**, as the PEP Exec dedicated to the State of West Virginia. Jason will be responsible for seeking out opportunities to assist the State of West Virginia in every possible way, to improve your satisfaction with Lenovo and strengthen our business relationship.
- **Transition Planning** – Lenovo has highly experienced resources that we bring to bear when onboarding a customer. The State of West Virginia will participate in a kick-off session where roles, responsibilities and a timeline will be discussed. Strategic planning sessions on such topics as identifying and utilization of not only the ThinkVantage Technologies, but use of emerging technologies.
- **Permanent Evaluation Units** at time of transition for the State of West Virginia platform standards even prior to general availability for testing and certification.
- **Free ThinkVantage Technologies** software – from deployment to disposal, Lenovo TVTs will assist the State of West Virginia in managing your computers while reducing costs in your organization.
- **ThinkVantage Technologies Reduce the Total Cost of Ownership** – Lenovo's ThinkVantage Technologies will assist the State of West Virginia with important tasks like protecting data, reducing costs and increasing IT staff and end user productivity. Studies have shown that our ThinkVantage Technologies (TVTs) can have a significant effect on reducing a customer's TCO.
 - ThinkVantage Rescue & Recovery: \$180 per occurrence potential TCO benefit
 - ThinkVantage Access Connections: \$50 per wireless system
 - ThinkVantage Active Protection System: \$180 per occurrence avoided
 - ThinkVantage System Migration Assistant: \$70+ per unit deployed
 - ThinkVantage Client Security Solution: \$126+ per unit deployed
 - Integrated Fingerprint Reader and Password Manager: \$35 per help desk call avoided
 - ThinkVantage Toolbox for Windows: \$10 per PC
 - ThinkVantage Secure Data Disposal: \$45 per disposed PC
 - Power Manager and Lenovo Power Analyzer: \$40 per year per PC savings plus \$30 avoided cost for 3rd party software.
- **Field Technical Specialist** to assist the State of West Virginia with technical issues, provide skills transfer sessions to the State of West Virginia technicians and help to incorporate the Lenovo ThinkVantage tools into the agencies.
- **Warranty Self-Maintainer Program** – The Lenovo US Warranty Self-Maintainer Program allows the State of West Virginia to perform their own warranty service work on selected personal computing products during the warranty period. The program is intended to meet the needs of



the State of West Virginia when they have the requirement to perform hardware repair in-house. Lenovo train technicians at the State of West Virginia desired location to perform warranty repairs on ThinkPads and ThinkCentre desktops. In addition, Lenovo's Warranty Self-Maintainer Program provides reimbursement back to the State for labor performed!

- Highly standardized **consistent products**, lowering the State of West Virginia's overall support costs and limiting image changes through the Lenovo **Workhorse program** providing the level of hardware consistency and stability required to meet the State of West Virginia's rollout objectives.
- **Quarterly Business Reviews** customized for the State of West Virginia.
- **Lenovo Customer Center** – Through our customer briefing centers in Morrisville, North Carolina, the State of West Virginia gains access to renowned experts in client management, innovative PC technologies and designs, mobile computing, information security and disaster recovery, and cloud computing among other areas. Attending Lenovo customer briefings will deliver an outstanding return on investment by minimizing the time it takes the State of West Virginia to make informed procurement decisions and plan for the future. It's a fast way to stay ahead of the latest trends, technologies and opportunities related to client computing. The agenda of each briefing is customizable by the State of West Virginia.
- **Asset Recovery Services** – As part of the Lenovo Asset Recovery Program Lenovo is happy to offer a Risk Free Pilot. The risk free pilot offers on a one-time basis for a new ARS customer free packing and shipping of 50 assets or more to our ARS facility for evaluation. If the State of West Virginia is not completely satisfied we will return the assets to you.
- **Product Planning** – Lenovo will commit to quarterly product transition meetings to keep the State of West Virginia abreast of current product roadmaps, technology futures and component lifecycles.
- **Employee Purchase Program** whereby the State of West Virginia employees are entitled to receive up to 15% off lenovo.com prices, including any lenovo.com discounts or promotional offers. When selecting one of our bundled PC offerings (CPU and select options), a savings of up to 30% from the public web price can be realized.

Conclusion

Lenovo is focused on our commitment to provide the State of West Virginia with a quality solution. The proposed solution provides a number of significant benefits to the State of West Virginia centered on our award winning ThinkCentre and ThinkPad technology, ease of deployment with Lenovo factory imaging services, and providing superior customer service throughout the life of the PCs. Our solution includes technologies with demonstrated value and real savings in both hard and soft dollar costs. We look forward to the chance to speak to the State of West Virginia in more detail about our solutions.



REQUEST FOR QUOTATION FORM



State of WV Request
for Quotation Form

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

1. Awards will be made in the best interest of the State of West Virginia.
2. The State may accept or reject in part, or in whole, any bid.
3. Prior to any award, the apparent successful vendor must be properly registered with the Purchasing Division and have paid the required \$125 fee.
4. All services performed or goods delivered under State Purchase Order/Contracts are to be continued for the term of the Purchase Order/Contracts, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise available for these services or goods this Purchase Order/Contract becomes void and of no effect after June 30.
5. Payment may only be made after the delivery and acceptance of goods or services.
6. Interest may be paid for late payment in accordance with the *West Virginia Code*.
7. Vendor preference will be granted upon written request in accordance with the *West Virginia Code*.
8. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.
9. The Director of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
10. The laws of the State of West Virginia and the *Legislative Rules* of the Purchasing Division shall govern the purchasing process.
11. Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon mutual written agreement of the parties.
12. **BANKRUPTCY:** In the event the vendor/contractor files for bankruptcy protection, the State may deem this contract null and void, and terminate such contract without further order.
13. **HIPAA BUSINESS ASSOCIATE ADDENDUM:** The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, is available online at www.state.wv.us/admin/purchase/vrc/hipaa.htm and is hereby made part of the agreement. Provided that the Agency meets the definition of a Cover Entity (45 CFR § 160.103) and will be disclosing Protected Health Information (45 CFR § 160.103) to the vendor.
14. **CONFIDENTIALITY:** The vendor agrees that he or she will not disclose to anyone, directly or indirectly, any such personally identifiable information or other confidential information gained from the agency, unless the individual who is the subject of the information consents to the disclosure in writing or the disclosure is made pursuant to the agency's policies, procedures, and rules. Vendor further agrees to comply with the Confidentiality Policies and Information Security Accountability Requirements, set forth in <http://www.state.wv.us/admin/purchase/privacy/noticeConfidentiality.pdf>.
15. **LICENSING:** Vendors must be licensed and in good standing in accordance with any and all state and local laws and requirements by any state or local agency of West Virginia, including, but not limited to, the West Virginia Secretary of State's Office, the West Virginia Tax Department, and the West Virginia Insurance Commission. The vendor must provide all necessary releases to obtain information to enable the director or spending unit to verify that the vendor is licensed and in good standing with the above entities.
16. **ANTITRUST:** In submitting a bid to any agency for the State of West Virginia, the bidder offers and agrees that if the bid is accepted the bidder will convey, sell, assign or transfer to the State of West Virginia all rights, title and interest in and to all causes of action it may now or hereafter acquire under the antitrust laws of the United States and the State of West Virginia for price fixing and/or unreasonable restraints of trade relating to the particular commodities or services purchased or acquired by the State of West Virginia. Such assignment shall be made and become effective at the time the purchasing agency tenders the initial payment to the bidder.

I certify that this bid is made without prior understanding, agreement, or connection with any corporation, firm, limited liability company, partnership, or person or entity submitting a bid for the same material, supplies, equipment or services and is in all respects fair and without collusion or fraud. I further certify that I am authorized to sign the certification on behalf of the bidder or this bid.

INSTRUCTIONS TO BIDDERS

1. Use the quotation forms provided by the Purchasing Division. Complete all sections of the quotation form.
2. Items offered must be in compliance with the specifications. Any deviation from the specifications must be clearly indicated by the bidder. Alternates offered by the bidder as **EQUAL** to the specifications must be clearly defined. A bidder offering an alternate should attach complete specifications and literature to the bid. The Purchasing Division may waive minor deviations to specifications.
3. Unit prices shall prevail in case of discrepancy. All quotations are considered F.O.B. destination unless alternate shipping terms are clearly identified in the quotation.
4. All quotations must be delivered by the bidder to the office listed below prior to the date and time of the bid opening. Failure of the bidder to deliver the quotations on time will result in bid disqualifications: Department of Administration, Purchasing Division, 2019 Washington Street East, P.O. Box 50130, Charleston, WV 25305-0130
5. Communication during the solicitation, bid, evaluation or award periods, except through the Purchasing Division, is strictly prohibited (W.Va. C.S.R. § 148-1-6.6).



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
IP11

PAGE
1

ADDRESS CORRESPONDENCE TO ATTENTION OF:
BUYER 42 304-558-8802

VENDOR

RFQ COPY
 TYPE NAME/ADDRESS HERE
 Lenovo (United States) Inc.
 ATTN: Lora B. Eckler
 1009 Think Place
 Morrisville, NC 27560

SHIP TO

ALL STATE AGENCIES
 AND POLITICAL SUBDIVISIONS
 VARIOUS LOCALES AS INDICATED
 BY ORDER

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
09/19/2011				

BID OPENING DATE: 10/27/2011 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	LS		205-43		
PERSONAL COMPUTERS REQUEST FOR QUOTATION (RFQ) BLANKET OPEN END STATEWIDE CONTRACT THE WEST VIRGINIA STATE PURCHASING DIVISION IS SOLICITING BIDS TO ESTABLISH A BLANKET OPEN END STATEWIDE CONTRACT FOR COMPUTERS, PRINTERS, AND PERIPHERALS PER THE ATTACHED SPECIFICATIONS. A MANDATORY PRE-BID WILL BE HELD ON SEPTEMBER 27, 2011 1PM IN 10TH FLOOR CONFERENCE ROOM LOCATED IN BUILDING 5 ON THE WV STATE CAPITOL COMPLEX IN CHARLESTON, WV. ALL INTERESTED PARTIES ARE REQUIRED TO ATTEND THIS MEETING. FAILURE TO ATTEND THE MANDATORY PRE-BID SHALL RESULT IN DISQUALIFICATION OF THE BID. NO ONE PERSON MAY REPRESENT MORE THAN ONE BIDDER. AN ATTENDANCE SHEET WILL BE MADE AVAILABLE FOR ALL POTENTIAL BIDDERS TO COMPLETE. THIS WILL SERVE AS THE OFFICIAL DOCUMENT VERIFYING ATTENDANCE AT THE MANDATORY PRE-BID. FAILURE TO PROVIDE YOUR COMPANY AND REPRESENTATIVE NAME ON THE ATTENDANCE SHEET WILL RESULT IN DISQUALIFICATION OF THE BID. THE STATE WILL NOT ACCEPT ANY OTHER DOCUMENTATION TO VERIFY ATTENDANCE. THE BIDDER IS RESPONSIBLE FOR ENSURING THEY HAVE COMPLETED THE INFORMATION REQUIRED ON THE ATTENDANCE SHEET. THE PURCHASING DIVISION AND THE STATE AGENCY						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Lora B. Eckler</i>	TELEPHONE (301) 919-5018	DATE 11/7/2011
TITLE Account Executive	FEIN 52-2449153	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)**

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 12. **BANKRUPTCY:** In the event the vendor/contractor files for bankruptcy protection, the State may deem this contract null and void, and terminate such contract without further order.
 13. **HIPAA BUSINESS ASSOCIATE ADDENDUM:** The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, is available online at www.state.wv.us/admin/purchase/vrc/hipaa.htm and is hereby made part of the agreement. Provided that the Agency meets the definition of a Cover Entity (45 CFR §160.103) and will be disclosing Protected Health Information (45 CFR §160.103) to the vendor.
 14. **CONFIDENTIALITY:** The vendor agrees that he or she will not disclose to anyone, directly or indirectly, any such personally identifiable information or other confidential information gained from the agency, unless the individual who is the subject of the information consents to the disclosure in writing or the disclosure is made pursuant to the agency's policies, procedures, and rules. Vendor further agrees to comply with the Confidentiality Policies and Information Security Accountability Requirements, set forth in <http://www.state.wv.us/admin/purchase/privacy/noticeConfidentiality.pdf>.
 15. **LICENSING:** Vendors must be licensed and in good standing in accordance with any and all state and local laws and requirements by any state or local agency of West Virginia, including, but not limited to, the West Virginia Secretary of State's Office, the West Virginia Tax Department, and the West Virginia Insurance Commission. The vendor must provide all necessary releases to obtain information to enable the director or spending unit to verify that the vendor is licensed and in good standing with the above entities.
 16. **ANTITRUST:** In submitting a bid to any agency for the State of West Virginia, the bidder offers and agrees that if the bid is accepted the bidder will convey, sell, assign or transfer to the State of West Virginia all rights, title and interest in and to all causes of action it may now or hereafter acquire under the antitrust laws of the United States and the State of West Virginia for price fixing and/or unreasonable restraints of trade relating to the particular commodities or services purchased or acquired by the State of West Virginia. Such assignment shall be made and become effective at the time the purchasing agency tenders the initial payment to the bidder.
- I certify that this bid is made without prior understanding, agreement, or connection with any corporation, firm, limited liability company, partnership, or person or entity submitting a bid for the same material, supplies, equipment or services and is in all respects fair and without collusion or fraud. I further certify that I am authorized to sign the certification on behalf of the bidder or this bid.

INSTRUCTIONS TO BIDDERS

1. Use the quotation forms provided by the Purchasing Division. Complete all sections of the quotation form.
2. Items offered must be in compliance with the specifications. Any deviation from the specifications must be clearly indicated by the bidder. Alternates offered by the bidder as **EQUAL** to the specifications must be clearly defined. A bidder offering an alternate should attach complete specifications and literature to the bid. The Purchasing Division may waive minor deviations to specifications.
3. Unit prices shall prevail in case of discrepancy. All quotations are considered F.O.B. destination unless alternate shipping terms are clearly identified in the quotation.
4. All quotations must be delivered by the bidder to the office listed below prior to the date and time of the bid opening. Failure of the bidder to deliver the quotations on time will result in bid disqualifications: Department of Administration, Purchasing Division, 2019 Washington Street East, P.O. Box 50130, Charleston, WV 25305-0130
5. Communication during the solicitation, bid, evaluation or award periods, except through the Purchasing Division, is strictly prohibited (W.Va. C.S.R. §148-1-6.6).



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
IP11

PAGE
2

ADDRESS CORRESPONDENCE TO ATTENTION OF:
BUYER 42 304-558-8802

RFQ COPY
 TYPE NAME/ADDRESS HERE

VENDOR

Lenovo (United States) Inc.
 ATTN: Lora B. Eckler
 1009 Think Place
 Morrisville, NC 27560

SHIP TO

ALL STATE AGENCIES
 AND POLITICAL SUBDIVISIONS
 VARIOUS LOCALES AS INDICATED
 BY ORDER

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
09/19/2011				

BID OPENING DATE: 10/27/2011 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>WILL NOT ASSUME ANY RESPONSIBILITY FOR A BIDDER-S FAILURE TO COMPLETE THE PRE-BID ATTENDANCE SHEET. IN ADDITION, WE REQUEST THAT ALL POTENTIAL BIDDERS INCLUDE THEIR E-MAIL ADDRESS AND FAX NUMBER.</p> <p>ALL POTENTIAL BIDDERS ARE REQUESTED TO ARRIVE PRIOR TO THE STARTING TIME FOR THE PRE-BID. BIDDERS WHO ARRIVE LATE, BUT PRIOR TO THE DISMISSAL OF THE TECHNICAL PORTION OF THE PRE-BID WILL BE PERMITTED TO SIGN IN. BIDDERS WHO ARRIVE AFTER CONCLUSION OF THE TECHNICAL PORTION OF THE PRE-BID, BUT DURING ANY SUBSEQUENT PART OF THE PRE-BID WILL NOT BE PERMITTED TO SIGN THE ATTENDANCE SHEET.</p> <p>TECHNICAL QUESTIONS CONCERNING THIS SOLICITATION MUST BE SUBMITTED IN WRITING TO KRISTA FERRELL IN THE WEST VIRGINIA STATE PURCHASING DIVISION VIA FAX AT 304-558 4115 OR VIA EMAIL AT KRISTA.S.FERRELL@WV.GOV.</p> <p>DEADLINE FOR ALL TECHNICAL QUESTIONS IS OCTOBER 4, 2011 AT THE CLOSE OF BUSINESS.</p> <p>ANY TECHNICAL QUESTIONS RECEIVED WILL BE ANSWERED BY FORMAL WRITTEN ADDENDUM TO BE ISSUED AFTER THE DEADLIN HAS LAPSED.</p> <p>VERBAL COMMUNICATION: ANY VERBAL COMMUNICATION BETWEEN THE VENDOR AND ANY STATE PERSONNEL IS NOT BINDING, INCLUDING THOSE MDE DURING THE MANDATORY PRE-BID MEETING. ONLY INFORMATION ISSUED IN WRITING AND ADDED TO THE RFQ SPECIFICATIONS BY A FORMAL WRITTEN ADDENDUM IS BINDING.</p> <p>NO CONTACT BETWEEN THE VENDOR AND ANY AGENCY PERSONNEL IS PERMITTED WITHOUT THE EXPRESS WRITTEN CONSENT OF THE STATE BUYER. VIOLATION MAY RESULT IN THE REJECTIO</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Lora B. Eckler</i>	TELEPHONE (301) 919-5018	DATE 11/7/2011
TITLE Account Executive	FEIN 52-2449153	ADDRESS CHANGES TO BE NOTED ABOVE

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



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<p>OF THE BID. THE STATE BUYER NAMED ABOVE IS THE SOLE CONTACT FOR ANY AND ALL INQUIRIES AFTER THIS RFQ HAS BEEN RELEASED.</p> <p>EXHIBIT 10</p> <p>REQUISITION NO.:</p> <p>ADDENDUM ACKNOWLEDGEMENT</p> <p>I HEREBY ACKNOWLEDGE RECEIPT OF THE FOLLOWING CHECKED ADDENDUM(S) AND HAVE MADE THE NECESSARY REVISIONS TO MY PROPOSAL, PLANS AND/OR SPECIFICATION, ETC.</p> <p>ADDENDUM NO.'S:</p> <p>NO. 1</p> <p>NO. 2</p> <p>NO. 3</p> <p>NO. 4</p> <p>NO. 5</p> <p>I UNDERSTAND THAT FAILURE TO CONFIRM THE RECEIPT OF THE ADDENDUM(S) MAY BE CAUSE FOR REJECTION OF BIDS.</p> <p>VENDOR MUST CLEARLY UNDERSTAND THAT ANY VERBAL REPRESENTATION MADE OR ASSUMED TO BE MADE DURING ANY ORAL DISCUSSION HELD BETWEEN VENDOR'S REPRESENTATIVES AND ANY STATE PERSONNEL IS NOT BINDING. ONLY THE INFORMATION ISSUED IN WRITING AND ADDED TO THE SPECIFICATIONS BY AN OFFICIAL ADDENDUM IS BINDING.</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Lora B. Eckler</i>	TELEPHONE (301) 919-5018	DATE 11/7/2011
TITLE Account Executive	FEIN 52-2449153	ADDRESS CHANGES TO BE NOTED ABOVE

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<p>..... <i>Lora B. Eckler</i> SIGNATURE Lenovo (United States) Inc... COMPANY 11/7/2011 DATE </p>						
<p>NOTE: THIS ADDENDUM ACKNOWLEDGEMENT SHOULD BE SUBMITTED WITH THE BID.</p> <p>REV. 09/21/2009</p> <p>EXHIBIT 3</p> <p>LIFE OF CONTRACT: THIS CONTRACT BECOMES EFFECTIVE ON AWARD AND EXTENDS FOR A PERIOD OF ONE (1) YEAR OR UNTIL SUCH "REASONABLE TIME" THEREAFTER AS IS NECESSARY TO OBTAIN A NEW CONTRACT OR RENEW THE ORIGINAL CONTRACT. THE "REASONABLE TIME" PERIOD SHALL NOT EXCEED TWELVE (12) MONTHS. DURING THIS "REASONABLE TIME" THE VENDOR MAY TERMINATE THIS CONTRACT FOR ANY REASON UPON GIVING THE DIRECTOR OF PURCHASING 30 DAYS WRITTEN NOTICE.</p> <p>UNLESS SPECIFIC PROVISIONS ARE STIPULATED ELSEWHERE IN THIS CONTRACT DOCUMENT, THE TERMS, CONDITIONS AND PRICING SET HEREIN ARE FIRM FOR THE LIFE OF THE CONTRACT.</p> <p>RENEWAL: THIS CONTRACT MAY BE RENEWED UPON THE MUTUAL WRITTEN CONSENT OF THE SPENDING UNIT AND VENDOR, SUBMITTED TO THE DIRECTOR OF PURCHASING THIRTY (30)</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
<i>Lora B. Eckler</i>	(301) 919-5018	11/7/2011
TITLE	FEN	ADDRESS CHANGES TO BE NOTED ABOVE
Account Executive	52-2449153	

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<p>DAYS PRIOR TO THE EXPIRATION DATE. SUCH RENEWAL SHALL BE IN ACCORDANCE WITH THE TERMS AND CONDITIONS OF THE ORIGINAL CONTRACT AND SHALL BE LIMITED TO TWO (2) ONE (1) YEAR PERIODS.</p> <p>CANCELLATION: THE DIRECTOR OF PURCHASING RESERVES THE RIGHT TO CANCEL THIS CONTRACT IMMEDIATELY UPON WRITTEN NOTICE TO THE VENDOR IF THE COMMODITIES AND/OR SERVICES SUPPLIED ARE OF AN INFERIOR QUALITY OR DO NOT CONFORM TO THE SPECIFICATIONS OF THE BID AND CONTRACT HEREIN.</p> <p>OPEN MARKET CLAUSE: THE DIRECTOR OF PURCHASING MAY AUTHORIZE A SPENDING UNIT TO PURCHASE ON THE OPEN MARKET, WITHOUT THE FILING OF A REQUISITION OR COST ESTIMATE, ITEMS SPECIFIED ON THIS CONTRACT FOR IMMEDIATE DELIVERY IN EMERGENCIES DUE TO UNFORESEEN CAUSES (INCLUDING BUT NOT LIMITED TO DELAYS IN TRANSPORTATION OR AN UNANTICIPATED INCREASE IN THE VOLUME OF WORK.)</p> <p>QUANTITIES: QUANTITIES LISTED IN THE REQUISITION ARE APPROXIMATIONS ONLY, BASED ON ESTIMATES SUPPLIED BY THE STATE SPENDING UNIT. IT IS UNDERSTOOD AND AGREED THAT THE CONTRACT SHALL COVER THE QUANTITIES ACTUALLY ORDERED FOR DELIVERY DURING THE TERM OF THE CONTRACT, WHETHER MORE OR LESS THAN THE QUANTITIES SHOWN.</p> <p>ORDERING PROCEDURE: SEE SECTION 3.6 OF THE ATTACHED SPECIFICATIONS.</p> <p>BANKRUPTCY: IN THE EVENT THE VENDOR/CONTRACTOR FILES FOR BANKRUPTCY PROTECTION, THE STATE MAY DEEM THE CONTRACT NULL AND VOID, AND TERMINATE SUCH CONTRACT WITHOUT FURTHER ORDER.</p> <p>THE TERMS AND CONDITIONS CONTAINED IN THIS CONTRACT</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Lora B. Eckler</i>	TELEPHONE (301) 919-5018	DATE 11/7/2011
TITLE Account Executive	FEIN 52-2449153	ADDRESS CHANGES TO BE NOTED ABOVE

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



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304-558-8802

VENDOR

RFQ COPY
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 Lenovo (United States) Inc.
 ATTN: Lora B. Eckler
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 Morrisville, NC 27560

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<p>SHALL SUPERSEDE ANY AND ALL SUBSEQUENT TERMS AND CONDITIONS WHICH MAY APPEAR ON ANY ATTACHED PRINTED DOCUMENTS SUCH AS PRICE LISTS, ORDER FORMS, SALES AGREEMENTS OR MAINTENANCE AGREEMENTS, INCLUDING ANY ELECTRONIC MEDIUM SUCH AS CD-ROM.</p> <p>REV. 05/26/2009</p> <p>PURCHASING CARD ACCEPTANCE: THE STATE OF WEST VIRGINIA CURRENTLY UTILIZES A VISA PURCHASING CARD PROGRAM WHICH IS ISSUED THROUGH A BANK. THE SUCCESSFUL VENDOR MUST ACCEPT THE STATE OF WEST VIRGINIA VISA PURCHASING CARD FOR PAYMENT OF ALL ORDERS PLACED BY ANY STATE AGENCY AS A CONDITION OF AWARD.</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 THE ENVELOPE OR THE BID MAY NOT BE CONSIDERED:</p> <p>SEALED BID</p> <p>BUYER: KRISTA FERRELL-FILE 42</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Krista Ferrell</i>	TELEPHONE (301) 919-5018	DATE 11/7/2011
TITLE Account Executive	FEIN 52-2449153	ADDRESS CHANGES TO BE NOTED ABOVE

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



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Request for Quotation

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RFQ. NO. :				IP11		
BID OPENING DATE:				10/27/2011		
BID OPENING TIME:				1:30 PM		
PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY TO CONTACT YOU REGARDING YOUR BID:						

CONTACT PERSON (PLEASE PRINT CLEARLY):						
----- Lora B. Eckler -----						
***** THIS IS THE END OF RFQ IP11 ***** TOTAL: _____						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Lora B. Eckler</i>	TELEPHONE (301) 919-5018	DATE 11/7/2011
TITLE Account Executive	FEIN 52-2449153	ADDRESS CHANGES TO BE NOTED ABOVE

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REQUEST FOR QUOTATION: IP11

STATEWIDE CONTRACT

COMPUTERS AND PERIPHERALS

1.0 PURPOSE

The purpose of this RFQ is to seek bids from interested original equipment manufacturers (OEM), capable of providing desktops, laptops, netbooks and tablet pcs; (PCs) without integrated cellular service, as well as monitors; meeting the specifications included in the Cost Sheet of this RFQ. Equipment such as netbooks and tablets that have integrated cellular service will be procured from the applicable cellular phone contract vendor.

It is further the State's intent to have the successful bidder provide full support capability, as requested, including, but not limited to; configuration, support and maintenance. The State requires that any necessary warranty support be provided by GEM-authorized, West Virginia- based technology firm(s).

The State's intent is to contract with a single OEM enabling the State to standardize its desktop and mobile equipment base.

1.1 Definitions

The below terms shall be herein defined as:

- A. "Refurbished reused or recycled": "old" or used computer equipment that has been restored to like-new working condition and/or appearance or computer devices that have been sent back to the factory to fix a flaw.
- B. "Business class machines": Business class computers offer more features for professional work, such as fingerprint readers, remote desktop control software, and encryption tools. The professional operating system version that comes on business PCs is also more suited for workers than the home version
- C. "Vendor": the successful bidder
- D. "Manufacturer": the company who produces the equipment.
- E. "Contract": the binding agreement that is entered into between the State of West Virginia and the Vendor to provide the services as herein specified.
- F. Mandatory Requirements: The terms "must", "will", "shall", "minimum", "maximum", or "is/are required" identify a mandatory item or factor. Decisions regarding compliance with any mandatory requirements shall be at the sole discretion of the State. Failure on the part of the Vendor to meet any of the mandatory specifications shall result in the disqualification of the bid.
- G. Agency: any entity seeking goods/services under this "Contract"
- H. PCs; Desktops, Laptops, Netbooks and Tablets

1.2 Mandatory Pre-bid Conference

A mandatory pre-bid conference shall be held on September 27, 2011 at 1:00 PM. The meeting will be held at the Capitol Complex, Bldg 5, 10th Floor Conference Room A. All interested bidders are required to be present at this meeting. Failure to attend the mandatory



pre-bid conference shall result in disqualification of the bid. No one person can represent more than one vendor.

1.3 Purchasing Affidavit

West Virginia Code §5A-3-10a requires that all bidders submit an affidavit regarding any debt owed to the State. The affidavit must be signed and submitted prior to award. It is preferred that the affidavit be submitted with the bid.

1.4 Contract Provisions

After the successful Vendor is selected, a formal contract document must be executed between the State and the Vendor. In addition, the RFQ and the Vendor's response must be included as part of the contract by reference. The order of precedence is the contract, the RFQ in response to the RFQ.

1.5 Subcontracts/Joint Ventures

The Vendor is solely responsible for all work performed under the contract and must assume prime contractor responsibility for all services offered and products to be delivered under the terms of this contract. Any subcontractor is considered an extension of the Vendor. The State must consider the Vendor to be the sole point of contact with regard to all contractual matters. The Vendor may, with the prior written consent of the State, enter into written subcontracts for performance of work; however, the vendor is totally responsible for payment of all subcontractors.

1.6 Liquidated Damages

According to West Virginia State Code §5A-3-4(8), Vendor agrees that liquidated damages shall be imposed at the rate of \$100/day for failure to meet specified deadlines. This clause shall in no way be considered exclusive and shall not limit the State or Agency's right to pursue to any other additional remedy to which the State or Agency may have legal cause for action including further damages against the Vendor.

Lenovo Response:

Lenovo understands.

2.0 OPERATING ENVIRONMENT

2.1 Location

The central point-of-contact for all IP11 procurement will be the Office of Technology, located at the Capitol Complex, Bldg 5, 10th Floor, in Charleston, West Virginia. The successful vendor must perform on-site support at any and all State offices, regardless of their physical location. A large portion of the State's business is conducted either at the State Capitol Complex, located at 1900

Kanawha Boulevard, in Charleston, or at other centralized offices located in, or near, the city. There are, however, the OT has established 7 geographic regions that must be fully supported. See attachment K for West Virginia regional support map.



2.2 Background

It is the intent of the State to continue a single vendor procurement methodology, to obtain our standard PCs. Working with a single source OEM, the State intends to realize cost-savings to its taxpayers, as well as a standardized, imaged model for its pc environment.

Lenovo Response:

Lenovo understands.

3.0 PROCUREMENT SPECIFICATIONS

3.1 Hardware Specifications

- 3.1.1 All computing equipment offered in the Vendor's response must be OEM, products. These specifications represent the current needs of the State. Vendors must provide detailed specification sheets for all requested products. Vendor's bid cannot be evaluated until specification sheets are provided. All equipment must be delivered to the State with new components only, not refurbished, used or recycled components. Shipping cost for returns must be paid by vendor.

Lenovo Response:

Lenovo understands and is one of the world's largest makers of personal computers and makes the world's most innovative PCs, including the renowned ThinkPad notebook as well as products carrying the ThinkCentre, ThinkStation, ThinkServer, sub-brands for our corporate customers. Product data sheets and detailed specifications are provided in **Attachment B**. Shipping and handling charges generally will not be refunded unless it is a result of Lenovo error or DOA. If the Product(s) ships as a result of a Lenovo error or DOA, Lenovo will initiate a return of the Product with appropriate documentation at no charge to you if Lenovo is notified of the error within 21 days of the date of the invoice.

- 3.1.2 All computers provided under this contract must be business-class machines.

Lenovo Response:

Lenovo understands and recommends configurations based on our Business Class Workhorse Models.

- 3.1.3 Vendor must, if requested, install a State-provided image on each PC, prior to shipment. For PC images created by the State, the State requires up to ten (10) business days from the date the PC was received by the State to return the completed image to the vendor. This allows the State the time to build, test, adjust, and re-build if necessary and release the image to the vendor.

Lenovo Response:

Lenovo understands and is an industry leader in imaging services. Our Imaging Technology Center (ITC) was founded in 1996, with four locations throughout the world. These world-class facilities comprise expert image engineers with direct access to Lenovo's product engineers, advanced technical tools, and testing environments. We have enabled hundreds of customers of different sizes from many industries, to simultaneously achieve more maintainable, better performing images while reducing the cost of deploying those images. With the same passionate commitment to quality and exceptional engineering that produces the world's best hardware; we know that the only result that really counts is the result we deliver to you.



In addition to image load, Lenovo's Image Services can provide for both new image creation as well as image maintenance activities. Based on a statement of work tailored to your individual needs, you will work with a primary Lenovo engineer throughout your project.

- 3.1.4 Vendor must provide access (i.e., via an FTP site) to all GEM-provided original system disks associated with the proposed equipment, including, but not limited to, operating system software, drivers and any additional "add-ons" such as Adobe Acrobat, regardless of any deviation from State's image.

Lenovo Response:

Lenovo's eSupport site is available 24x7 and provides product knowledge in the form of hints, tips and FAQ's. You can check whether the product is in or out of warranty, get the phone number to our Call Center and view the most up-to-date product information.

Online Technical Support

Lenovo provides State of West Virginia with on-line support technical support which provides a wide range of technical support information and solutions. This site is provided free of charge and can be accessed at www.lenovo.com/support. This support site is unsurpassed in its ability to deliver comprehensive, up-to-date technical information for your specific support needs. The categorization of technical information on the site enables you to easily navigate directly to the support needed for your systems and options.

- **Downloads and drivers** - Operating system updates, utility updates, and updated device drivers are available and designed to keep your system's software current, while enhancing your system's use and features.

- 3.1.5 Microsoft Windows 7 or later OS must be installed on each machine. Downgrade rights must be available when asked.

Lenovo Response:

Lenovo understands. Downgrade rights would be based on the State of West Virginia's Microsoft Licensing Agreement.

- 3.1.6 All hardware provided under this contract must be Energy Star 4.0 compliant.

Lenovo Response:

Lenovo is a leading participant in the EPA's ENERGY STAR program. Additionally, Lenovo strives to develop products to exceed the minimum ENERGY STAR requirements. For example, Lenovo is the only manufacturer that supports "wake on LAN" technology within the low power (sleep state) mode. All hardware provided under this contract will be at minimum, Energy Star 4.0 compliant.



- 3.1.7 All Desktops and Monitors must meet minimum Electronic Product Environmental Assessment Tool (EPEAT) Silver certification. The vendor must provide documentation proving level of certification. Vendor's bid cannot be evaluated until specification sheets are provided. The Vendor must be responsible for ensuring equipment meets the latest EPEAT registration requirements before it is delivered.

Lenovo Response:

Lenovo understands and is committed to environmental leadership in all of our business activities from operations to product design and recycling solutions. All Lenovo desktops and monitors will meet or exceed EPEAT Silver certification.

3.2 Inventory

- 3.2.1 Vendor must provide the State of West Virginia IP11 Contract Administrator with a detailed, quarterly file in excel format, indicating the agency, the model, the serial number(s), cost, and destination of all equipment purchased by the State.

Lenovo Response:

Lenovo understands.

3.3 Hardware Life-cycle/Stability

- 3.3.1 Vendor must guarantee current model's availability through "end of life" cycle, with the understanding that if platform revisions take place, it is the State's option to accept or reject any proposed model replacements, as detailed below. At a minimum the vendor must stock spare parts for ALL proposed equipment, for the duration of the warranty period.

Lenovo Response:

Lenovo understands. Lenovo will generally provide parts and service for up to five (5) years after discontinuation of a product. In addition, The Lenovo Options Continuation Program (OCP) extends the availability of selected Options by making them available to customers through I.T.Xchange. In most cases, I.T.Xchange provides an additional 18 months of availability, after the effective Lenovo "withdrawal from marketing" data, for select Options.

Technical assistance and support via telephone is provided free via the Lenovo HelpCenter for all products during the warranty period. It is available for a fee until the discontinuance of the parts which is a minimum of five (5) years after product withdrawal.

- 3.3.2 Vendor must have consistent hardware configurations. If the State procures 500 personal computers, all 500 computers must have the same components.

Lenovo Response:

Lenovo understands.



3.3.3 The Vendor must provide a life cycle map of the planned models for the next twelve to eighteen months. This map path must be updated annually.

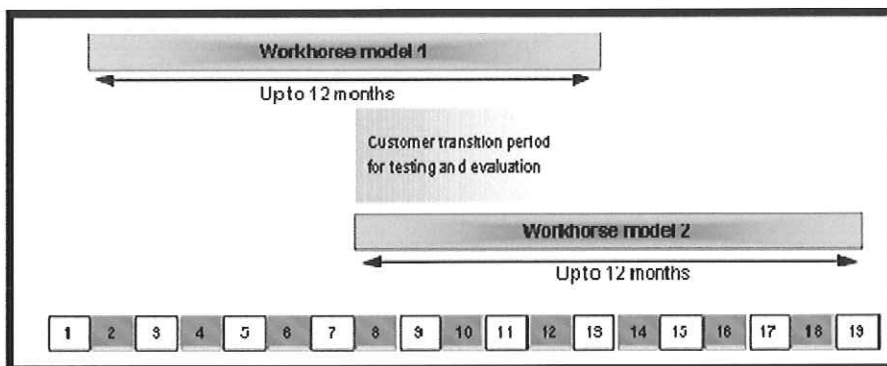
Lenovo Response:

All Lenovo products provide better than average lifecycles, but for the longest product lifecycles available in the industry Lenovo recommends configurations based on Workhorse Models. The Workhorse Models Program offers stable hardware solutions for 12 months or more which has a significant impact on the stability of the software image and the deployment and support costs.

The following graphic illustrates Workhorse Model lifecycles and transitions:

Managed Technology Transitions – Workhorse Program

- Stable software image up to 12+ months – reduces image churn
- No hardware configuration changes that could affect your standard software image (e.g., graphics chip)
- Global Workhorse models available in every country Lenovo does business
- Reduces deployment and support costs



3.3.4 Vendor must inform the State, sixty (60) days prior to replacement, of any platform revisions it intends to make.

Lenovo Response:

Lenovo understands. In addition, your dedicated Lenovo specialist will meet with the State of West Virginia on a quarterly basis (or as frequently as needed) to provide and discuss the Lenovo Customer transition documents. These monthly documents contain detailed product roadmaps, including planned transitions six months into the future with product trends nine to twelve months out. The documents include product compatibility information, new product highlights, preloads and alliances information. Reviewing this document will make State of West Virginia aware of product changes and give you the ability to select the model that best meets your requirements.



- 3.3.5 Vendor must provide the State with two (2) free of charge any proposed replacement models, sixty (60) days in advance of discontinuance of current models. The State will use this time to test the equipment and images. The state does NOT anticipate returning this equipment after the 30 day period.

Lenovo Response:

Lenovo is pleased to offer the State of West Virginia a flexible way to use additional systems with free permanent evaluation systems. Lenovo will ship the State of West Virginia 2 free systems per standard model. The free systems become the property of ship the State of West Virginia to be used at your discretion. Sample uses include the ability to use the systems as a hot spare, a personal loaner system, or to be disassembled for parts.

- 3.3.6 Vendor must guarantee that any replacement units meet, or exceed the current model's specifications, and are compatible and certified to operate with the State-provided image.

Lenovo Response:

Lenovo understands.

- 3.3.7 Any proposed replacement units must be of equivalent pricing (equal to, or less than) to initially bid units.

Lenovo Response:

Lenovo is offering you price point replacement pricing for the length of the contract. Price Point Replacement provides the State of West Virginia a price today that remains unchanged as products are transitioned in the future. Price point replacement pricing applies to the State of West Virginia's standard laptop and desktop systems. The new transition product will receive the replacement price point when it is determined by Lenovo and Customer to be a follow-on product replacement given the available technologies described in the Lenovo Customer Transition Planning document. Major changes in configurations or function, i.e. significant changes in memory, changing disk size when a similar size is available in the successor product, or moving from CD to DVD, may not be considered a price point replacement and pricing will be determined separately.

- 3.3.8 Current models must be available for purchase by the State, until the proposed replacement units have been approved by the Office of Technology, and are ready to be shipped. The current models must be available during the sixty-day term that the State requires for the evaluation of the proposed replacements.

Lenovo Response:

Lenovo understands and will provide detailed product roadmaps, including planned transitions six months into the future with product trends nine to twelve months out. Lenovo will work with the State of West Virginia to coordinate replacement unit evaluation and approval by the Office of Technology he documents include product compatibility information, new product highlights, preloads and alliances information. Reviewing this document will make State of West Virginia aware of product changes and give you the ability to select the model that best meets your requirements.



3.3.9 If the computing equipment experiences "repeated failure" in the first year of ownership, the supplier must replace the failed equipment with new equipment of the same make and model or a model equal to or better than that is currently provided under this contract. The State defines "repeated failure" to be, at a minimum, the following: three instances of parts failure with no more than two instances on the same part within one year after the machine is installed.

Lenovo Response:

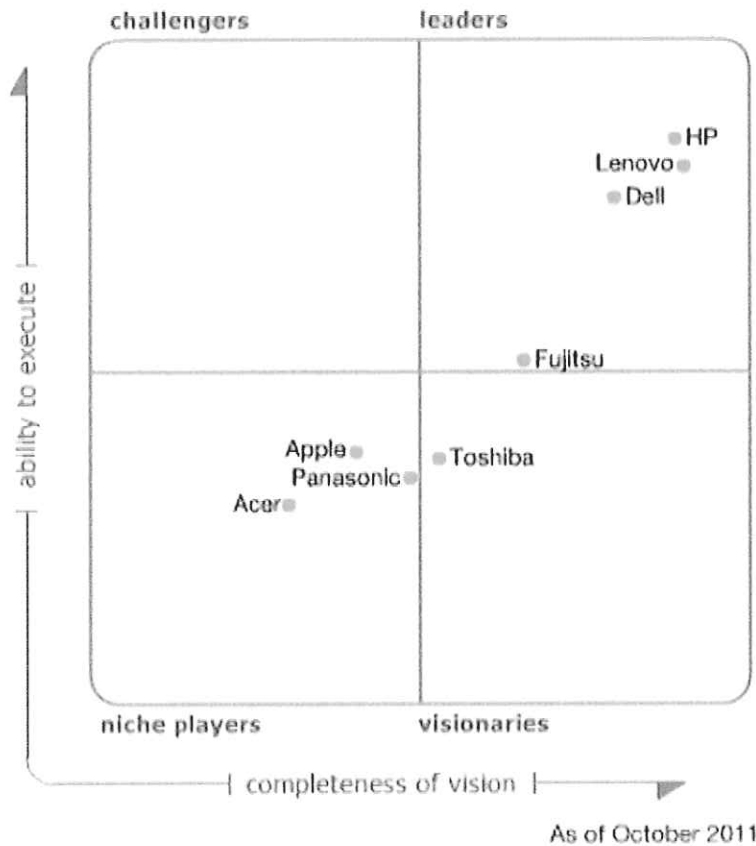
If the computing equipment experiences "repeated failure" during the warranty period, Lenovo will repair or replace the failed equipment components with new or equivalent to new components of the same form fit and function or better than what is currently provided under this contract.

3.4 Vendor Corporate Stability and References

3.4.1 Vendor must be listed in the most recently published Gartner Leader tier for Global Enterprise Desktops and Notebooks Magic Quadrant.

Lenovo Response:

Lenovo understands and has provided a copy of Gartner's 2011 Magic Quadrant. Lenovo achieved the top position for completeness of vision – a testament to our strategy, leadership and on-going commitment to innovation



Source: Gartner (October 2011)



3.5 Vendor Solution/Plan of Work

- 3.5.1 Vendor must identify by name and location the proposed primary account representative and immediate supervisor who shall be responsible for the performance of the contract.

Lenovo Response:

State of West Virginia's Core team

Lenovo is committed to your satisfaction, and will support the State of West Virginia with resources, both sales and technical, which understand your business and support your key business initiatives.

The Lenovo Core Team:

- **Lora Eckler** – Lenovo Account Executive, Washington DC
- **Nick Schulz** – Inside Sales Specialist, Lenovo Global Headquarters, Morrisville NC
- **David Wall** – Field Technical Sales Specialist, Lenovo Global Headquarters, Morrisville NC
- **Jacqueline Johnson** – Lenovo Inside Sales Manager, Lenovo Global Headquarters, Morrisville NC
- **Jamie Royster** – Lenovo Public Sector Sales Manager, Lenovo Global Headquarters, Morrisville NC
- **Jason Mooneyham** – Executive Director Public Sector Sales, Lenovo Global Headquarters, Morrisville NC

Your dedicated Lenovo account team has at their fingertips a vast support team located strategically to ensure the State of West Virginia's ease of doing business and needs are met. If a need arises the State of West Virginia Lenovo team, will engage Software Engineers, Services Professional Consultants, and the rest of Lenovo's executive team to provide support to the State of West Virginia's core team.

To ensure the exemplary service required by the State of West Virginia, Lenovo has assigned a seasoned account team with extensive experience in the PC industry. This team will be led locally by **Lora Eckler**, the State of West Virginia's Lenovo Account Executive. Lora has extensive experience supporting public sector customers. Lora and her team have a single focus—to develop a long-term, mutually beneficial, and open partnership with the State of West Virginia. It is through this relationship that Lenovo will deliver value and logistic excellence.

The State of West Virginia account team will support the day to day operations. Lora works closely with **Nick Schulz**, the State of West Virginia's dedicated Lenovo Inside Sales Representative. Nick has extensive experience and will be key to the ongoing account operations and the State of West Virginia's customer satisfaction. This focused and highly experienced account team will work with the State of West Virginia to ensure single point of accountability for all Lenovo products and services. If the State of West Virginia chooses to work with a Lenovo business partner, the partner representative will become seamlessly integrated into the team adding additional resource with the same common goal of achieving the highest levels of customer satisfaction.

Lora will also rely on Regional Sales Executive, **Jamie Royster**, for executive support escalation of any critical issues. Field Technical Specialist, **David Wall**, will personally assist the State of West Virginia with technical issues and ensure the satisfactory conclusion of any issues that require additional technical or specialized support personnel.

Account Management and Cadence

Lenovo has a dynamic process which ensures we are focused on communication, product development and issue resolution.

**Lenovo commits to:**

- Holding weekly calls with the State of West Virginia to address current models, part constraints, performance, and any open issues, to decide upon a resolution plan.
- Conduct Quarterly Technology meetings and reviews with the State of West Virginia team to stay close to any product updates and future product roadmap plans and trends.
- An Annual Executive Peer to Peer meeting where a Lenovo Executive will engage with the State of West Virginia designated contact to discuss any topics of interest.
- Monthly onsite meetings.

3.6 Ordering Procedures**3.6.1 Pre-Approval:**

- 3.6.1.1 Agencies shall prepare a written state contract order form WV-39 and submit to Office of Technology Contract administrator for approval. Each WV-39 should clearly denote the quantity and commodity/commodities to be purchased.
- 3.6.1.2 If approved by the Chief Technology Officer (CTO), the Agency will receive said approval in writing.
- 3.6.1.3 Once the CTO approval is received, the Agency shall issue the written state contract order form WV-39, to the Vendor for the approved commodity/commodities covered by this contract.

3.6.2 State Agencies Statutorily Exempt from WV Code SA-6-1 ONLY

- 3.6.2.1 The Agency shall issue a WV-39 State Contract Release Order to the vendor for commodity/commodities covered under this contract. The WV-39 State Contract Release Order shall include the quantity and commodity/commodity to be purchased.
- 3.6.3 The State may make the products and services requested in this RFQ available to county and local municipalities, as well as any other official boards and commissions deemed eligible as legitimate, governmental entities. Community colleges, institutions, counties, municipalities, public schools, and other local government entities wishing to utilize this contract shall establish ordering procedures directly with the Vendor.
- 3.6.4 The Vendor must accept the WV-39 form by email, mail, or facsimile.
- 3.6.5 The Vendor shall not accept any order without a valid and CTO Approved WV-39 Release Order from the Agency (or otherwise approved form for entities listed in Section 3.6.3 of this document.)
- 3.6.6 The Vendor must acknowledge receipt of the Order
- 3.6.7 The Vendor must provide notify the agency when shipment has been scheduled.
- 3.6.8 The Vendor must provide Warranty Registration.

Lenovo Response:

Lenovo understands. In addition, Lenovo will be pleased to create an e-catalog where the State of West Virginia standard products and prices with recommended user environments and product features are displayed. Lenovo believes this catalog will greatly assist State of West Virginia entities in product selection and satisfaction. Lenovo base warranties are automatically registered when they are manufactured.



3.7 Delivery and Acceptance

- 3.7.1 Orders must be shipped complete. **Partial orders will not be accepted.**

Lenovo Response:

To ensure that the requirements of each of our customers are well understood and communicated throughout the delivery process, Lenovo will dedicate resources to support and coordinate shipments for specific customers. We also incorporate into our fulfillment systems any special instructions that may apply. Lenovo will work closely with the State of West Virginia to understand your forecast. By providing an accurate forecast throughout the project, Lenovo will be able to manage delivery to minimize risk against any supply issues on a consistent basis.

- 3.7.2 Orders must be delivered inside agency building/room.

Lenovo Response:

Lenovo understands. Lenovo is skilled at incorporating special fulfillment requirements into our delivery instructions and looks forward to determining exact requirements based on Agency instructions at time of order.

- 3.7.3 Vendor must guarantee a maximum of fifteen (15) business day delivery (ARO).

Lenovo Response:

Lenovo takes our commitments to our customers very seriously and will establish and implement processes for the State of West Virginia to ensure that product delivery and installation time frames are met.

Our Lenovo Direct Fulfillment goal is to offer the State of West Virginia our best of breed products, aggressively priced, with a fulfillment model customized to your unique requirements. In the US, Lenovo will ship standard and forecasted custom products, within 10 business days from receipt by Lenovo of a valid purchase order. We are consistently averaging less than 10 days from order receipt to shipment across all customers in the United States.

- 3.7.4 Vendor must have special handling procedures associated with an emergency order, with an abbreviated delivery time from that listed in 3.2.1. Vendor must guarantee that emergency order deliveries will be made within five (5) business days (ARO).

Lenovo Response:

Lenovo has a flexible cell manufacturing system in place that allows for rapid accommodation of expected and unexpected orders. Lenovo's manufacturing facilities have the capacity to build several thousand systems per day. Lenovo has provided aggressive production capacity schedules with proper notification. In fact, Lenovo has produced 10,000 notebooks for the United States Marines in under 30 days, for the past 3 consecutive years!

Lenovo believes successful factors of emergency orders involve close collaboration with the State of West Virginia to understand your forecast. By providing an accurate forecast throughout the project, Lenovo will be able to manage manufacturing to minimize risk against any supply issues on a consistent basis.



You agree to submit a monthly forecast of your orders. The forecast must:

- a. Be provided for each of your ordering locations via e-mail according to the schedule established by Lenovo;
- b. Cover a 30, 60, and 90 day window of projected orders for your approved configurations and other Products, listed at the seven digit part number level;
- c. Include requested delivery dates.

Lenovo understands that forecasts represent neither your commitment to order, nor Lenovo's commitment to deliver. Forecasts are for planning purposes only. Orders not included in the 30 day forecast and all unforecasted orders are not subject to Lenovo's order fulfillment objective, and will be fulfilled depending on availability of supply.

- 3.7.5 Vendor must provide immediate replacement equipment for any new machines which do not function properly out of the box at no cost to the Agency.

Lenovo Response:

Once a carton is opened and the system has obvious damage, fails to power up or fails diagnostics, the product is considered DOA. During the warranty period should a product arrive DOA, Lenovo will repair or replace the product according to the terms of the Limited Warranty. If Lenovo or its Authorized Service Provider be unable to repair or replace the failing unit, the unit can be returned for the original purchase price.

The State of West Virginia should notify their designated Customer Support Representative, who will collect the appropriate information (serial number, machine type/model, the State of West Virginia and the original PO number) and submit the request to Lenovo Field Support. Lenovo will repair or replace the product under the type of service designated for the product during the warranty period. The replacement box is expedited with packing material and return shipping labels. The customer will not be charged for this transaction.

- 3.7.6 All orders placed against this contract must be FOB Destination, regardless of the delivery site location within the state. The agency must specify at the time of the order whether in-side delivery is required.

Lenovo Response:

Lenovo understands. Lenovo is skilled at incorporating special fulfillment requirements into our delivery instructions and looks forward to determining exact requirements based on Agency instructions at time of order.

- 3.7.7 All orders placed against this contract must be signed for, by agency representatives, and delivered to agency-specified locations.

Lenovo Response:

Lenovo understands.



3.8 Invoicing and Payment

- 3.8.1 The Vendor must accept the State of West Virginia VISA Purchasing Card for payment by all authorized State agencies for purchases against this contract.

Lenovo Response:

Lenovo understands.

- 3.8.2 It will be the responsibility of the successful vendor to bill the individual spending units based on the WV-39 State Contract Release Order (See 3.3.4 and 3.3.5). Only one invoice per WV-39 State Contract Release Order shall be received. All shipments must be complete (See 3.4.1).

Lenovo Response:

Lenovo understands and can ship one invoice per ship to location specified on the WV-39 State Contract Release Order.

- 3.8.3 Invoicing procedures for entities defined under Section 3.3.3 will be per mutual agreement by the entity and the vendor.

Lenovo Response:

Lenovo understands.

- 3.8.4 The successful vendor must provide a customer support via toll free number Monday- Friday 8:00 AM to 5:00 PM EST to resolve billing and shipping issues: Billing issues shall be resolved within 5 business days.

Lenovo Response:

Your dedicated Lenovo Account Team is the focal point for all interactions between the two companies. The State of West Virginia's dedicated inside sales representative will be available Monday – Friday from 8:00 AM to 5:00 PM EST. Lenovo will commit to 5 business day resolution whenever possible, and will advise the State of West Virginia on extended resolution time if necessary. If the State of West Virginia feels at any time that progress toward resolving an issue is not moving forward, please contact the Lenovo Direct Management Team.

- 3.8.5 The State reserves the right to utilize inter-state agreements, such as the Western States Contracting Alliance (WSCA), to purchase equipment, outside of the terms and conditions of any contract resulting from an award of this RFQ, pursuant to West Virginia State Code, Section §5A-3-19.

Lenovo Response:

Lenovo understands.



3.9 Warranty and Support

3.9.1 Support

3.9.1.1 Vendor must provide dedicated representatives in both sales and technical support, offering toll-free access and e-mail contact references.

Lenovo Response:

Your Core Lenovo Account Team can be reached toll-free via your dedicated Inside Sales Representative. Direct contact information is provided below:

Lora Eckler – Lenovo Account Executive	leckler@lenovo.com (301) 919-5018
Nick Schulz – Inside Sales Specialist	nschulz@lenovo.com (919) 294-2891 Toll Free: 800-426-3388 Option 1, enter extension (extension = 2942891)

3.9.1.2 Vendor must provide direct, second level technical access 24x7x365 to support all equipment offered.

Lenovo Response:

Lenovo understands and complies with the State of West Virginia’s needs for product support. Lenovo's industry leading service and support is available to the State of West Virginia via a variety of avenues.

In addition to our world class technical support staff the State of West Virginia can count on Lenovo to provide superior Help desk support. Lenovo service is provided through our award winning Call Center/Customer Contact Centers. These Call Centers/Customer Contact Centers are staffed with nearly 1,700 support technicians located in 7 centers worldwide. A single, centralized database helps technicians' share customer information and solutions worldwide, helping eliminate potential problems while providing fast, accurate responses to customers. Lenovo technicians perform entitlement, direct customers to solutions on the web such as the latest drivers or updates, as well as resolve a warranty issue remotely or by launching an onsite tech. Lenovo’s Call Center/Customer Contact Centers are available 24 hours a day, 365 days a year in the United States. This is provided at no charge to our customers.

3.9.2 Warranty

3.5.3.1 Vendor's warranty for PCs must be on-site and for a period of no less than four (4), years.

Lenovo Response:

The ThinkPad Notebooks and ThinkCentre Desktops included in this proposal have a 4 year parts and labor warranty.

Lenovo Product	Warranty
ThinkCentre Desktops	Level of service is 4 years parts and labor Limited On-Site Warranty, Next Business Day Response, 8 a.m. – 5 p.m., Monday thru Friday excluding Holidays.



Lenovo Product	Warranty
ThinkPad Notebooks	Level of service is 4 years parts and labor Limited On-Site Warranty, Next Business Day Response, 8 a.m. – 5 p.m., Monday thru Friday, excluding Holidays. Batteries have a 1 year parts and labor Customer Replaceable Unit (CRU) Warranty.

Warranty Service Process

Onsite: Once an end user places a call to the Customer Contact Center, the caller routed to the appropriate Call Center Agent. This is where initial problem determination and remote diagnostics begin. If the problem is not resolved remotely or via the shipment of a Self Service Customer Replaceable Unit (CRU) at this stage and the product is eligible for on-site service, The Agent will electronically dispatch a Field service Technician to the site. Our objective is to have the Technician on-site the same day or next day, depending on the maintenance options selected. The specialist will arrive with the right skills and training, the right parts, and an action plan to resolve the problem.

3.9.3 Parts

3.9.3.1 Vendor must offer Next Business Day (NBD) delivery of replacement parts for all equipment.

Lenovo Response:

A key fundamental component of product warranty is Parts Depots - Support for Lenovo products is made available through our industry leading Parts Inventory Management System.

This service support system includes: automated dispatch, updated service technologies, preventive maintenance activities, and a worldwide parts distribution system.

Lenovo maintains a global network of stocking locations (both static and mobile) that provides parts across our service product lines. This stock is further supported by Emergency Parts Support Centers, geographically positioned in larger metropolitan areas. Efforts are made to support these geographic areas at an availability level in excess of 80-85 percent of total requirements. When requirements escape these local areas, there is a "safety net" of three additional Regional Centers that act as emergency backup to the field network previously discussed.

Lenovo's parts stocking and distribution strategy is for parts to be readily available for delivery to a customer's location to meet the required levels of service for each machine type.

Regardless of warranty status, Lenovo will cross ship parts the same day they are ordered, provided order is placed before 3 p.m. customer local time. For orders received after that time, Lenovo will ship the part out the next day. Parts will be shipped overnight. Lenovo does not require receipt of the failed part before sending out a new part.

3.9.3.2 The State prefers new, unused components for replacement parts, however, if refurbished parts are used, they must be "like new" and offer the same warranty as new parts.

Lenovo Response:

When the warranty service involves the replacement of a product or part, the replaced product or part becomes Lenovo's property and the replacement product or part becomes your property. Only unaltered Lenovo products and parts are eligible for replacement. The replacement product or part provided by Lenovo may not be new, but it will be in good working order and at least functionally equivalent to the original product or part. The replacement product or part shall be warranted for the balance of the period remaining on the original product.



- 3.9.3.3 Vendor must provide a parts and support website for access by State technical staff. The Vendor must also provide a toll free warranty support line for warranty part orders.

Lenovo Response:

Lenovo's eSupport site is available 24x7 and provides product knowledge in the form of hints, tips and FAQ's. You can check whether the product is in or out of warranty, get the phone number to our Call Center and view the most up-to-date product information.

Online Technical Support

Lenovo provides the State of West Virginia with on-line technical support which provides a wide range of technical support information and solutions. This site is provided free of charge and can be accessed at www.lenovo.com/support. This support site is unsurpassed in its ability to deliver comprehensive, up-to-date technical information for your specific support needs. The categorization of technical information on the site enables you to easily navigate directly to the support needed for your systems and options.

The offerings include some of the following:

- **Warranty Lookup** - This enhancement to our website gives you the ability to determine whether or not your products are in or out of warranty. It will also display the expiration date of the warranty.
- **Downloads and drivers** - Operating system updates, utility updates, and updated device drivers are available and designed to keep your system's software current, while enhancing your system's use and features.
- **Troubleshooting** – These documents help guide you from a problem symptom to a resolution. The troubleshooting pages can help you with a vast array of problems, ranging from simple "how to" questions to more complex issues such as networking and communications.
- **Hints and Tips** - These comprise a collection of technical documents written on a variety of topics. These hints and tips, which are categorized, range from "how-to" suggestions to detailed procedures. One document might assist in the installation of a new operating system while another document may help you get a new adapter card working in your system.
- **User Guides and Manuals** - Many manuals and publications that ship with your systems and options are available for easy access from this Web site. The publications may be viewed while you visit our support site or downloaded for use at a later time.
- **Product Information and Parts Information** - These provide detailed descriptions of system features, service parts, and supported devices associated with a system or accessory.

Lenovo's support center phone number is also available 24 hours a day, 7 days a week, at:

1 800 426 7378.

- 3.9.3.4 To meet HIPAA requirements, the agency must have the ability to remove the hard drive before returning the equipment to the vendor so that no privacy- related information is shared.

Lenovo Response:

Lenovo's **Hard Disk Drive Retention (HDDR)** program provides customers the option to retain their hard disk drive on their desktop or mobile system in the event of repair, replacement, or disposal of their system. Customers typically will return their complete system, inclusive of their hard disk drive, during any request for repair, replacement, or disposal of their old system. For repairs not affecting their hard



disk drive, the customer's hard disk drive stays with the system but may be out of the customer's possession during the time the system is at the repair depot or business partner location (in the case of depot warranty coverage). For repairs affecting the hard disk drive, the replacement of the hard disk drive would be covered under warranty coverage but the old hard disk drive would be provided by the customer when the new hard disk drive is provided. If the customer opts to retain their hard disk drive sans this coverage the customer would be charged for their retention of that component after repair or replacement. For those customer's that prioritize retaining possession of their hard disk drive this offering allows them to do so. With this offering the customer is able to retain their hard drive under any circumstances thus assuring that the drive and the data it contains is in the customer's possession despite repairs, replacements, or disposals. Lenovo will be happy to provide this service upon Agency request.

3.9.4 Training

3.9.4.1 The Vendor must offer certification training to the State's technical staff so that the technicians can provide warranty services.

Lenovo Response:

Lenovo's US Warranty Self-Maintainer Program allows Lenovo customers to perform their own warranty service work on selected personal computing products during the warranty period. Under this program, technicians must be A+ certified as a prerequisite, *and customers receive labor reimbursement* for the majority of their warranty repairs.

Reimbursements are established by Lenovo at a fixed rate per incident and are subject to change at Lenovo's discretion.

Lenovo provides a number of other services. They include Technical Support through the Support Center via a toll free number available from 9:00AM-9:00PM, 7 days a week. Lenovo also provides access to a Web Portal, which allows claims to be filed on-line, and the Service Management Support Center for non-technical support issues. In addition, customers enrolled in the program are also eligible to purchase parts at a discount from the National Parts Center. Discounts average around 8%.

The Lenovo US Warranty Self-Maintainer Program allows enrolled customers to perform warranty service work on all selected products designated Customer Carry-In Repair/Exchange or On-Site Repair and Depot.

Lenovo has provided a sample reimbursement rate schedule below:

ThinkCentre	Labor Rate	Travel Applies*
KYBDS, Mice, External Options, Speakers, USB Devices	No Labor Reimbursement	No
PCMCIA Cards, Some options	\$25.00	No
HDD, FDD, Opt. Drives, Memory, Some Options	\$40.00	No
System Board, Processor, Power Supply**	\$55.00	Yes
Travel	\$25.00	N/A
Monitor Exchange	\$25.00	No
ThinkPad	Labor Rate	Travel Applies*
External Options, External KYBs, Mice, AC Adapters, Batteries, USB Devices	No Labor Reimbursement	No
Keyboards, PCMCIA, HDD, CD ROM Drive, and Ultra Bay Options	\$25.00	No
Memory, some Internal Options	\$40.00	No
System board, Processor, LCD	\$70.00	No

* Travel may not apply to all warranty providers. Only products covered by an on-site warranty are eligible for travel payment.
**Base system warranty repairs must be performed by technicians that have completed Lenovo's required product service training. Same rates apply for ThinkPad Protection claims.
Note: With few exceptions, these rates are assigned at a commodity level.
All rates are set by Lenovo and are subject to change at Lenovo's discretion.



3.9.5 Reporting

- 3.9.5.1 Vendor must provide the State of West Virginia Office of Technology and the Purchasing Division with a detailed, quarterly report describing the serial number(s), type, and location of all service calls associated with this agreement.

Lenovo Response:

Lenovo Services Reporting is designed to provide visibility into the warranty and protection claims made by their install base. This service provides visibility across a number of the most demanded variables that influence service and support planning and procurement. A detailed, quantitative report can be customized to the Lenovo install base deployed across your organization and may include:

- Failure Rate by Series
- Commodity Failure Count by Series
- Customer Replaceable Unit Average Number of Days
- Depot Repair Center Number of Turnaround Days
- Target Arrival Time Percentage made vs. Missed
- Onsite Claim Duration to Issue Resolution

Reporting is available on a varying frequency. Lenovo is pleased to include our Quarterly Service History Reporting which includes 4 reports per year. Included data elements are service claim rate, service part delivery days, depot turnaround time, target arrival time, onsite claim duration.

3.10 OPTIONAL COMPONENTS

- 3.10.1 If requested, the Vendor must tag the equipment for inventory purposes using State-supplied tags. See attachment H.

Lenovo Response:

Lenovo's manufacturing facility allows excellent flexibility with regards to our customer's asset tag requirements. Lenovo will install tamper-proof asset tags on your PC equipment before it is delivered to you. You may define the information printed on the tag, and stored in the system's BIOS, and if requested Lenovo can provide an asset report directly to the agency.

- 3.10.2 Vendor must offer as an optional component Accidental Insurance for mobile equipment. See attachment H.

Lenovo Response:

Lenovo's ThinkPad Protection (TPP) is designed specifically to provide the State of West Virginia a "no-fault" service solution to guard against unplanned damage requiring repair or replacement of your mobile install base caused by accidental damage in your normal operating environment. Mobile systems, by design, are more prone to damage which is not covered by your warranty support plan. While your hardware warranty provides repair of any issues associated with your system's original components, ThinkPad Protection covers accidental damage.

This service is, by design, flexible, providing you the choice of term to match your planned refresh cycle and depreciation schedule. You may opt for up to 5 years coverage, whichever matches your warranty term, for your notebook at the time of purchase.



ThinkPad Protection Service is delivered via our Lenovo Authorized Warranty Solution Providers (ASP) and depot repair centers. This delivery structure provides you the choice to work with a local service provider if you prefer or to leverage Lenovo's Repair Center network. When an accident occurs the State of West Virginia calls your Lenovo Warranty Authorized Service Provider (ASP) or 800-426-7378 (24x7x365) and explains what occurred to the certified technician. An initial diagnosis of the problem will be made and you will be advised on the next steps to obtain service to repair or, if required, replace your system.

ThinkPad Protection provides for an unlimited number of repairs up to the cost of the system and/or a single replacement. This coverage is provided to a serial number therefore if a replacement is needed, then new coverage will need to be purchased to extend the same coverage level to the new system.

ThinkPad Protection should be considered a complement to your system warranty as it provides you a more robust coverage that minimizes unplanned, unbudgeted expenses.

- 3.10.3 Although the majority of the machines ordered from this contract will be the standard configurations, the vendor must provide for optional components for machines allowing the agencies to upgrade memory and storage before shipment. See Attachment H.

Lenovo Response:

Lenovo understands.

- 3.10.4 The vendor might be asked to provide a secure online order placement tool that would give State agencies the option of online procurement.

Lenovo Response:

Lenovo understands.

- 3.10.5 Some agencies require serial ports on their laptops in order to use certain components they need to do their jobs. The Vendor should include any equipment required to meet this requirement under optional equipment. See attachment I.

Lenovo Response:

Lenovo can support legacy serial port capability via a Third Party Solution. The Brainbox device plugs into the express card slot and provides the Serial port.



4.0 COST

All mandatory and desirable hardware specifications required in this section are included as attachments A-J.

- 4.1 Vendor must complete the Cost Sheets attached. Vendors must complete Attachments A-J (including optional components for this equipment) to be considered to have provided a valid bid response.
- 4.2 **The lowest cost, most complete bid meeting specifications shall be awarded a contract.**
- 4.3 Vendor must agree to maintain and upgrade (keep pace with the advance of technology) the standard configurations for a stated period of time or intervals
- 4.4 Any educational discounts available from the vendor must be included in the cost section of this RFQ, to indicate the capability and capacity to provide them to K-12 schools. Educational pricing must be listed on each cost sheet and noted as such. The State clearly understands that discounts for Education pricing may differ. The Educational discount will not be part of the evaluation.
- 4.5 **ALL COSTS MUST INCLUDE SHIPPING AND HANDLING AND MUST REFLECT A TOTAL PER UNIT COST FOR EASE OF COMPARISON.**
- 4.6 The State reserves the right for agencies to purchase those items listed as "Optional" from this contract but agencies are not required to use this contract for these items.

Lenovo Response:

Lenovo understands. Lenovo is offering price point replacement methodology for the length of the contract. Price Point Replacement provides the State of West Virginia a price today that remains unchanged as products are transitioned in the future. Price point replacement pricing applies to the State of West Virginia's standard laptop and desktop systems. The new transition product will receive the replacement price point when it is determined by Lenovo and Customer to be a follow-on product replacement given the available technologies described in the Lenovo Customer Transition Planning document. Major changes in configurations or function, i.e. significant changes in memory, changing disk size when a similar size is available in the successor product, or moving from CD to DVD, may not be considered a price point replacement and pricing will be determined separately. Lenovo will be happy to extend the prices proposed to State of West Virginia K-12 schools.



Attachment A – Lenovo Mandatory Requirements

Lenovo agrees and understands all mandatory requirements for the State of West Virginia Request for Quotation IP11. Lenovo has attached a copy of the Mandatory Requirements table, and provided supplemental information in our RFQ response to the State of West Virginia.



Lenovo Mandatory
Requirements Checkli

MANDATORY REQUIREMENTS

Description	Completed
Letter confirming that Vendor agrees to all mandatory requirements	Lenovo Attachment A
Detailed Spec Sheets for all requested products (3.1.1)	Lenovo Attachment B
EPEAT Silver Certifications for mandatory products (3.1.7)	Lenovo Attachment C
Life Cycle Map – 12 to 18 months for mandatory products (3.3.3)	Lenovo Attachment D
Information on account representative and his/her supervisor (3.8.1)	Yes, 3.5.1
List of other support personnel (3.5.1)	Yes, 3.5.1
Narrative on Pricing Baseline (4.2)	Yes, 4.0
Purchasing Affidavit (1.3)	Lenovo Attachment E
If required by vendor, contract terms and conditions (1.4)	Lenovo Attachment F
Cost Sheet	Lenovo Attachment G
Attachment A – Standard PC	
Attachment B – Power PC	
Attachment C – GIS/Eng. Class PC	
Attachment D – Standard Laptop	
Attachment E – Power Laptop	
Attachment F – Tablet (12”)	
Attachment G – Required Services	
Attachment H – Optional Components and Services	
Attachment I – Optional Hardware	
Attachment J – Cost Evaluation	

*The above table is a summation of the mandatory requirements; however, any requirement as defined in Section 1.1 Definitions-F, Mandatory Requirements is a mandatory part of the bid and resulting contract. Vendors failing to meet any such defined mandatory requirement will be disqualified.



Attachment B – Lenovo Specification Sheets

Specifications



IP11 Spec Sheets
final 11.11.11_LE.xls



IP11 Lenovo
recommended Intel a

Laptops:



TP L520.pdf



TP T420 - T520.pdf



TP T420s.pdf



TP X220.pdf



TP X120e.pdf



TP X1.pdf

Tablet:



TP X220 Tablet.pdf

Desktops:



TC M90z.pdf



TC M77.pdf

Workstation:



TS S20.pdf

IP11 ATTACHMENT A

STANDARD PC

ITEM	MINIMUM REQUIREMENTS	State COST	Educational Cost
Chassis Including Shipping	Mid tower	N/A	N/A
OS	Windows 7 Enterprise 32 bit	N/A	N/A
Processor	Intel Core i3 3.00 GHz or AMD Phenom II X2 B59 3.4GHz 7MB Total Cache	N/A	N/A
RAM	4 GB min	N/A	N/A
Hard drive	160gb 7200 RPM SATA, upgradable	N/A	N/A
Keyboard	standard USB	N/A	N/A
Mouse	optical USB 2 button with scroll	N/A	N/A
DVD/RW	Multi DVD/RW optical drive	N/A	N/A
USB ports	4 back, 2 front, with a minimum one USB 2.0 port or higher	N/A	N/A
Video	dual monitor capability with one VGA port and one DVI port	N/A	N/A
Ethernet port	standard integrated	N/A	N/A
TPM chip required		N/A	N/A
Base cost of Unit including shipping		\$377	\$377
4 Year Warranty	On-Site	\$25	\$25
Total Cost of Unit		\$402	\$402

Proposed Make	Proposed Model
ThinkCentre M77	1990CTO

IP11 ATTACHMENT B

POWER PC

ITEM	MINIMUM REQUIREMENTS	State COST	Educational Cost
Chassis Including Shipping	Mid tower	N/A	N/A
OS	Windows 7 Enterprise 32 bit	N/A	N/A
Processor	Intel Core i5-2400 or AMD Phenom X4 B97 3.2GHz 8MB Total Cache	N/A	N/A
RAM	4 GB min	N/A	N/A
hard drive	500gb 7200 RPM SATA, upgradable	N/A	N/A
Keyboard	standard USB	N/A	N/A
Mouse	optical USB 2 button with scroll	N/A	N/A
DVD/RW	Multi DVD/RW optical drive	N/A	N/A
USB ports	gre	N/A	N/A
Video	dual display capable (one VGA, one DVI) 1 GB dedicated RAM	N/A	N/A
Ethernet port	standard integrated	N/A	N/A
TPM chip required		N/A	N/A
Base cost of Unit including shipping		\$457	\$457
4 Year Warranty	On-Site	\$25	\$25
Total Cost of Unit		\$482	\$482

Proposed Make	Proposed Model
ThinkCentre M77	1990CTO

IP11 ATTACHMENT C

GIS/ENG. CLASS PC

ITEM	MINIMUM REQUIREMENTS	State COST	Educational Cost
Chassis Including Shipping	Mid tower	N/A	N/A
OS	Windows 7 Enterprise 32 bit	N/A	N/A
Processor	Intel Core i7-2600K Sandy Bridge 3.4 GHz (32nm)	N/A	N/A
RAM	4 GB min (2 GB x 2)	N/A	N/A
hard drive	1 TB 7200 RPM SATA, upgradable	N/A	N/A
Keyboard	standard USB	N/A	N/A
Mouse	Optical USB 2 button with scroll	N/A	N/A
DVD/RW	Multi DVD/RW optical drive	N/A	N/A
USB ports	6 back, 4 front with at least one USB 3.0 port	N/A	N/A
Video	Dual display capable (one VGA, one DVI), NVIDIA Quattro 4000 or equivalent	N/A	N/A
Ethernet port	Standard integrated	N/A	N/A
TPM chip required		N/A	N/A
Base cost of Unit including shipping		\$1,978	\$1,978
4 Year Warranty	On-Site	\$66	\$66
Total Cost of Unit		\$2,044	\$2,044

Proposed Make	Proposed Model
ThinkStation S20	4157CTO

IP11 ATTACHMENT D

STANDARD LAPTOP

ITEM	MINIMUM REQUIREMENTS	State COST	Educational Cost
OS Including Shipping	Windows 7 Enterprise 32 bit	N/A	N/A
Processor	Intel Core i3-2310M Sandy Bridge 2.1 GHz (32nm) or AMD A6-3410MX 2.3GHz (Quad core) Includes Radeon HD 6520M Graphics	N/A	N/A
RAM	2 GB (2 GB x 1)	N/A	N/A
hard drive	160GB 7200 RPM SATA	N/A	N/A
Keyboard	Standard	N/A	N/A
Webcam	Integrated	N/A	N/A
DVD/RW	Multi DVD/RW optical drive	N/A	N/A
USB ports	3 total with at least one USB 2.0 port	N/A	N/A
Video	Standard integrated video, 15" display or better	N/A	N/A
Battery	6 cell 55 Whr Battery or equivalent	N/A	N/A
Ethernet port	Standard integrated	N/A	N/A
Wireless	802.11 a/b/g/n i2 WLAN Card	N/A	N/A
Computrace complete 4 years		N/A	N/A
TPM chip required		N/A	N/A
Base cost of Unit including shipping		\$554	\$554
4 Year Warranty	On-Site	\$101	\$101
Total Cost of Unit		\$655	\$655

Proposed Make	Proposed Model
ThinkPad L520	5016CTO

IP11

ATTACHMENT E

POWER LAPTOP

ITEM	MINIMUM REQUIREMENTS	State COST	Educational Cost
OS Including Shipping	Windows 7 Enterprise 32 bit	N/A	N/A
Processor	Intel Core i5 2.4 GHz or AMD A8- 3510MX 2.5GHz (Quad Core) Includes Radeon HD 6620M Graphics	N/A	N/A
RAM	4 GB	N/A	N/A
hard drive	320 GB 7200 RPM SATA	N/A	N/A
Keyboard	Standard integrated	N/A	N/A
Webcam	Integrated	N/A	N/A
DVD/RW	Multi DVD/RW optical drive	N/A	N/A
USB ports	3 total with at least one USB 2.0 port	N/A	N/A
Video	NVIDIA GFX N1oP-NS 1 GB or equivalent 15" display or better	N/A	N/A
Battery	8 cell 73 Whr battery or equivalent	N/A	N/A
Ethernet port	Standard integrated	N/A	N/A
Wireless	802.11 a/b/g/n I2 WLAN Card	N/A	N/A
CompuTrace complete 4 years		N/A	N/A
TPM chip required		N/A	N/A
Base cost of Unit including shipping		\$675	\$675
4 Year Warranty	On-Site	\$101	\$101
Total Cost of Unit		\$776	\$776
Proposed Make		Proposed Model	
ThinkPad T520		4242CTO	

IP11 ATTACHMENT F

TABLET (12")

ITEM	MINIMUM REQUIREMENTS	State COST	Educational Cost
OS Including Shipping	Windows 7 Enterprise 32 bit	N/A	N/A
Processor	Intel Core i5	N/A	N/A
RAM	4 GB	N/A	N/A
hard drive	150 GB 5400 RPM SATA, optional solid state	N/A	N/A
Keyboard	Physical	N/A	N/A
Mouse	Trackpad, digital pen	N/A	N/A
DVD/RW	None	N/A	N/A
USB ports	2 total	N/A	N/A
Video	Intel integrated or equivalent	N/A	N/A
Battery	Extended	N/A	N/A
Ethernet port	Standard integrated	N/A	N/A
Wireless	802.11 a/b/g/n I2 WLAN Card	N/A	N/A
Computrace complete 4 years		N/A	N/A
TPM chip required		N/A	N/A
Base cost of Unit including shipping		\$1,038	\$1,038
4 Year Warranty	On-Site	\$89	\$89
Total Cost of Unit		\$1,127	\$1,127

Proposed Make	Proposed Model
ThinkPad X220t	4298CTO

IP11

ATTACHMENT G

REQUIRED SERVICES

Service	State Cost	Educational Cost
Image Load per machine 3.1.1.3	\$10	\$10

IP11 ATTACHMENT H

OPTIONAL COMPONENTS AND SERVICES

Component	Vendor Specifications	State Cost		Educational Cost	
		Desktop	Laptop	Desktop	Laptop
1GB Memory (single)	1GB PC3-10600 DDR3-1333 Low-Halogen	\$12	\$12	\$12	\$12
2GB Memory (single)	2 GB PC3-10600 DDR3-1333 Low-Halogen	\$16	\$14	\$16	\$14
4GB Memory (single)	4 GB PC3-10600 DDR3-1333 Low-Halogen	\$33	\$33	\$33	\$33
External Enhanced Keyboard (USB)	Lenovo Preferred Pro USB Keyboard US English	\$12	same as desktop	\$12	same as desktop
External 2-button mouse w/scroll (USB)	Lenovo USB Optical Mouse	\$5	same as dektop	\$5	same as desktop
Nylon carrying Case	ThinkPad Basic Case	NA	\$10	NA	\$10
Leather Carrying Case	ThinkPad Executive Leather Case	NA	\$40	NA	\$40
Nylon Backpack	Lenovo Performance Backpack	NA	\$16	NA	\$16
Extended life battery for each laptop model	ThinkPad Battery 52+	NA	\$31	NA	\$31
AC Adapter	ThinkPad 65W AC Adapter	NA	\$15	NA	\$15
Port Replicator for each laptop model	ThinkPad Port Replicator Series 3	NA	\$135	NA	\$135
Full Docking Station for each laptop model	ThinkPad Mini Dock Series 3	NA	\$76	NA	\$76
Computrace complete 4 years for each model	ComputraceComplete for Lenovo SLG -4 yr (POS)	NA	\$75	NA	\$75
External Speakers	Lenovo mini speaker M220	\$12	\$12	\$12	\$12
Integrated 56K Fax Modem	integrated 56K fax modem	\$5	\$5	\$5	\$5
Accidental Damage coverage for all mobile equipment	4Yr TPP (cost to upgrade to 4 yr onsite included in attachments D,E,F,)	NA	\$93	NA	\$93
Asset Tagging per machine 3.9.2	Standard Asset Tag	\$7	\$7	\$7	\$7
Total Price		\$102.00	\$574.00	\$102.00	\$574.00

Note: The price to carry to the total cost sheet Attachment J is the sum of the desktop and laptop total price. The educational cost is not part of the evaluation

IP11

ATTACHMENT I

OPTIONAL HARDWARE - NOT PART OF THE EVALUATION

Vendor Specifications	State Cost	Educational Cost
M90z AIO i3, 2GB, 320GB, Win 7 32 Bit	\$800	\$800
M90z AIO (multi-touch) i5, 4GB, 500GB, Win 7 Pro 32 Bit	\$955	\$950
ThinkPad T420s i5, 4GB, 320GB, DVD/RW, FPR, Bluetooth, Win 7 Pro 64	\$995	\$985
ThinkPad X1 i5, 4GB, 720p camera, 160GB, FPR, Bluetooth, Win 7 Home Premium 64	\$1,252	\$1,248
ThinkPad X120e E-350, 4GB, 0.3M camera, 320 GB, Bluetooth, Win 7 Pro 64	\$497	\$497
ThinkPad X220 i5, 4GB, 720p camera, 320GB, Win 7 Pro 64	\$905	\$890
ThinkVision L2250p Wide Monitor 22"	\$183	\$183
ThinkVision L2440p Wide Monitor 24"	\$320	\$320
ThinkVision L1711p Monitor 17"	\$150	\$150
ThinkVision L1900p Monitor 19"	\$180	\$180
LT1421 Wide Mobile Monitor 14"	\$175	\$175
D186 Wide Monitor 18.5"	\$105	\$100
ThinkPad Tablet 10.1" 16GB	\$479	\$479
ThinkPad Tablet 10.1" 32GB	\$524	\$524
ThinkPad Tablet 10.1" 64GB	\$570	\$570
ThinkPad Ultrabase Series 3	\$98	\$98
ThinkCentre Extend Arm	\$51	\$51
ThinkCentre M90z Height Adjustable Stand	\$60	\$60
Lenovo 90W Ultrasm AC/DC Adapter	\$75	\$75
Lenovo Messenger Max	\$22	\$22
Lenovo Ultrasm Plus Wireless Keyboard and Mouse	\$37	\$37
Lenovo USB 2.0 Port Replicator	\$58	\$58
ThinkPad 90W AC Adapter	\$20	\$20
ThinkPad Battery (6 Cell) 19+	\$173	\$173
ThinkPad Battery (6 Cell) 52+	\$31	\$31
ThinkPad Battery (6 Cell) 55+	\$75	\$75
ThinkPad Battery (9 Cell) 55++	\$41	\$41
ThinkPad Business Topload Case	\$37	\$37
ThinkPad Tablet Dock	\$53	\$53
ThinkPad Tablet Keyboard Folio	\$75	\$75
ThinkPad Ultrabay Slim DVD Drive	\$127	\$127
ThinkPad X220 Tablet Sleeve	\$38	\$38
ThinkVision USB Soundbar	\$20	\$20
Brainboxes Serial Adapter (ThinkCentre)	\$110	\$110
Brainboxes Serial Adapter (ThinkPad)	\$75	\$75

IP11

ATTACHMENT J

COST EVALUATION

Please transfer the totals from the Attachments to this page. Any discrepancy in the amount listed on the attachment and the "Total Cost From Attachment" Column, the price listed on the attachment shall prevail.

Estimates provided are for bid evaluation purposes only. Actual usage will depend upon the need of the State.

Attachment	Total State Cost From Attachment	Estimated Quantity	Product	Extended Cost
Attachment A		1,200	standard desktop pcs	\$482,400.00
Attachment B		2500	power desktop pcs	\$1,205,000.00
Attachment C		20	GIS/ENG Class pc	\$40,880.00
Attachment D		1000	Standard Laptop	\$655,000.00
Attachment E		1000	Power Laptop	\$776,000.00
Attachment F		50	Tablets	\$56,350.00
Attachment G		5700	Machines	\$57,000.00
Attachment H		20	Total State Cost	\$13,520.00
		Total Cost		\$3,286,150.00

IP11

ATTACHMENT A - Alternative

STANDARD PC

ITEM	MINIMUM REQUIREMENTS	State COST	Educational Cost
Chassis Including Shipping	Mid tower	N/A	N/A
OS	Windows 7 Enterprise 32 bit	N/A	N/A
Processor	Intel Core i3 3.00 GHz or AMD Phenom II X2 B59 3.4GHz 7MB Total Cache	N/A	N/A
RAM	4 GB min	N/A	N/A
Hard drive	160gb 7200 RPM SATA, upgradable	N/A	N/A
Keyboard	standard USB	N/A	N/A
Mouse	optical USB 2 button with scroll	N/A	N/A
DVD/RW	Multi DVD/RW optical drive	N/A	N/A
USB ports	4 back, 2 front, with a minimum one USB 2.0 port or higher	N/A	N/A
Video	dual monitor capability with one VGA port and one DVI port	N/A	N/A
Ethernet port	standard integrated	N/A	N/A
TPM chip required		N/A	N/A
Base cost of Unit including shipping		\$495	\$377
4 Year Warranty	On-Site	\$25	\$25
Total Cost of Unit		\$520	\$402

Proposed Make	Proposed Model
ThinkCentre M81	5048CTO

IP11

ATTACHMENT B - Alternative

POWER PC

ITEM	MINIMUM REQUIREMENTS	State COST	Educational Cost
Chassis Including Shipping	Mid tower	N/A	N/A
OS	Windows 7 Enterprise 32 bit	N/A	N/A
Processor	Intel Core i5-2400 or AMD Phenom X4 B97 3.2GHz 8MB Total Cache	N/A	N/A
RAM	4 GB min	N/A	N/A
hard drive	500gb 7200 RPM SATA, upgradable	N/A	N/A
Keyboard	standard USB	N/A	N/A
Mouse	optical USB 2 button with scroll	N/A	N/A
DVD/RW	Multi DVD/RW optical drive	N/A	N/A
USB ports	gre	N/A	N/A
Video	dual display capable (one VGA, one DVI) 1 GB dedicated RAM	N/A	N/A
Ethernet port	standard integrated	N/A	N/A
TPM chip required		N/A	N/A
Base cost of Unit including shipping		\$590	\$457
4 Year Warranty	On-Site	\$25	\$25
Total Cost of Unit		\$615	\$482

Proposed Make	Proposed Model
ThinkCentre M81	

IP11

ATTACHMENT D - Alternative

STANDARD LAPTOP

ITEM	MINIMUM REQUIREMENTS	State COST	Educational Cost
OS Including Shipping	Windows 7 Enterprise 32 bit	N/A	N/A
Processor	Intel Core i3-2310M Sandy Bridge 2.1 GHz (32nm) or AMD A6-3410MX 2.3GHz (Quad core) Includes Radeon HD 6520M Graphics	N/A	N/A
RAM	2 GB (2 GB x 1)	N/A	N/A
hard drive	160GB 7200 RPM SATA	N/A	N/A
Keyboard	Standard	N/A	N/A
Webcam	Integrated	N/A	N/A
DVD/RW	Multi DVD/RW optical drive	N/A	N/A
USB ports	3 total with at least one USB 2.0 port	N/A	N/A
Video	Standard integrated video, 15" display or better	N/A	N/A
Battery	6 cell 55 Whr Battery or equivalent	N/A	N/A
Ethernet port	Standard integrated	N/A	N/A
Wireless	802.11 a/b/g/n I2 WLAN Card	N/A	N/A
CompuTrace complete 4 years		N/A	N/A
TPM chip required		N/A	N/A
Base cost of Unit including shipping		\$608	\$554
4 Year Warranty	On-Site	\$101	\$101
Total Cost of Unit		\$709	\$655

Proposed Make	Proposed Model
ThinkPad T520	4242CTO

IPI1 ATTACHMENT A

STANDARD PC

ITEM	MINIMUM REQUIREMENTS	Lenovo Product Specifications
Chassis Including Shipping	Mid tower	Tower
OS	Windows 7 Enterprise 32 bit	Windows 7 32 Bit
Processor	Intel Core i3 3.00 GHz or AMD Phenom II X2 B59 3.4GHz 7MB Total Cache	AMD Phenom II X2 B59 3.4GHz 7MB Total Cache
RAM	4 GB min	4GB UDIMM PC3-10600 1333MHz DDR3 (1 DIMM)
Hard drive	160gb 7200 RPM SATA, upgradable	250GB 7200 SATA
Keyboard	standard USB	Lenovo USB Preferred Pro Fullsize
Mouse	optical USB 2 button with scroll	Lenovo Enhanced Optical USB Mouse
DVD/RW	Multi DVD/RW optical drive	DVD Burner/CD-RW SATA
USB ports	4 back, 2 front, with a minimum one USB 2.0 port or higher	6 Back, 2 Front, USB 2.0
Video	dual monitor capability with one VGA port and one DVI port	VGA DB-15, Display Port to DVI Dongle
Ethernet port	standard integrated	One Gigabit Ethernet Port, Broadcom BCM5761
TPM chip required		STMicroelectronics ST19NP18 Trusted Platform Module (TPM), TCG 1.2-compliant
4 Year Warranty	On-Site	4 year Onsite

Proposed Make	Proposed Model
Thinkcentre M77	1990CTO

IPI1 ATTACHMENT B

POWER PC

ITEM	MINIMUM REQUIREMENTS	Lenovo Product Specifications
Chassis Including Shipping	Mid tower	Tower
OS	Windows 7 Enterprise 32 bit	Windows 7 32 Bit
Processor	Intel Core i5-2400 or AMD Phenom X4 B97 3.2GHz 8MB Total Cache	AMD Phenom X4 B97 3.2GHz 8MB Total Cache
RAM	4 GB min	4GB PC3-10600 1333MHz UDIMM (1 DIMM)
hard drive	500gb 7200 RPM SATA, upgradable	500GB 7200RPM SATA 3.5 6Gb/s 16MB Cache
Keyboard	standard USB	Lenovo USB Preferred Pro Fullsize
Mouse	optical USB 2 button with scroll	Lenovo Enhanced Optical USB Mouse
DVD/RW	Multi DVD/RW optical drive	DVD Burner/CD-RW SATA
USB ports	gre	6 Back, 2 Front, USB 2.0
Video	dual display capable (one VGA, one DVI) 1 GB dedicated RAM	ATI HD6450 HP 1GB 128Bit, 1 VGA / 1 DVI
Ethernet port	standard integrated	One Gigabit Ethernet Port, Broadcom BCM5761
TPM chip required		STMicroelectronics ST19NP18 Trusted Platform Module (TPM), TCG 1.2-compliant
4 Year Warranty	On-Site	4 year Onsite

Proposed Make		Proposed Model
Thinkcentre M77		1990CTO

IP11 ATTACHMENT C

GIS/ENG. CLASS PC

ITEM	MINIMUM REQUIREMENTS	Lenovo Product Specifications
Chassis Including Shipping	Mid tower	Tower
OS	Windows 7 Enterprise 32 bit	Windows 7 32 Bit
Processor	Intel Core i7-2600K Sandy Bridge 3.4 GHz (32nm)	Intel Xeon W3680 130W
RAM	4 GB min (2 GB x 2)	4GB UDIMM, PC3-10600 1333MHz DDR3 (2X2)
hard drive	1 TB 7200 RPM SATA, upgradable	1TB SATA-7200 rpm 3.5
Keyboard	standard USB	Lenovo USB Preferred Pro Fullsize
Mouse	Optical USB 2 button with scroll	Lenovo Enhanced Optical USB Mouse
DVD/RW	Multi DVD/RW optical drive	Multi-Burner DL DVD±RW SATA 1.5Gb/s Drive
USB ports	6 back, 4 front with at least one USB 3.0 port	8 Back, 2 Front, USB 2.0
Video	Dual display capable (one VGA, one DVI), NVIDIA Quattro 4000 or equivalent	NVIDIA Quadro 4000, PCIe x16 adapter, 2GB, two DisplayPort, one dual-link DVI-I, one stereo, 142W
Ethernet port	Standard integrated	One gigabit ethernet on planar, Broadcom BCM5755\
TPM chip required		Broadcom Trusted Platform Module, TCG 1.2-compliant
4 Year Warranty	On-Site	4 Year Onsite

Proposed Make		Proposed Model
ThinkStation S20		4157CTO

IPI1 ATTACHMENT D

STANDARD LAPTOP

ITEM	MINIMUM REQUIREMENTS	Lenovo Product Specifications
OS Including Shipping	Windows 7 Enterprise 32 bit	Windows 7 32 Bit
Processor	Intel Core i3-2310M Sandy Bridge 2.1 GHz (32nm) or AMD A6-3410MX 2.3GHz (Quad core) Includes Radeon HD 6520M Graphics	Intel Core i3-2310M Processor
RAM	2 GB (2 GB x 1)	2 GB DDR3 - 1333MHz (1 DIMM)
hard drive	160GB 7200 RPM SATA	160 GB Hard Disk Drive- 7200rpm
Keyboard	Standard	6-row, Thinkvantage button, spill-resistant, multimedia Fn keys
Webcam	Integrated	HD720p resolution, wider view angle, low light sensitive, fixed focus
DVD/RW	Multi DVD/RW optical drive	Multi DVD/RW
USB ports	3 total with at least one USB 2.0 port	Three USB 2.0 (one powered), one USB 2.0/eSATA combo port
Video	Standard integrated video, 15" display or better	15.6" (395mm) HD (1366x768) color, anti glare, LED backlight, 220 nits, 16:9 aspect ratio, 500:1 contrast ratio. Intel HD Graphics 3000 in processor
Battery	6 cell 55 Whr Battery or equivalent	6 cell Li-Ion Battery - 55+
Ethernet port	Standard integrated	Realtek RTL8111DL Gigabit Network Connection
Wireless	802.11 a/b/g/n I2 WLAN Card	Intel Centrino Advanced-N 6205 (2x2 ABGN)
Computrace complete 4 years		Included on attachment H
TPM chip required		Trusted Platform Module, TCG 1.2-compliant
4 Year Warranty	On-Site	4 Year Onsite
Proposed Make		Proposed Model
ThinkPad L520		5016CTO

IP11 ATTACHMENT E

POWER LAPTOP

ITEM	MINIMUM REQUIREMENTS	Lenovo Product Specifications
OS Including Shipping	Windows 7 Enterprise 32 bit	Windows 7 32 Bit
Processor	Intel Core i5 2.4 GHz or AMD A8- 3510MX 2.5GHz (Quad Core) Includes Radeon HD 6620M Graphics	Intel® Core™ i5-2430M Processor (2.40GHz)
RAM	4 GB	4GB PC3-10600 DDR3 SDRAM (2x2)
hard drive	320 GB 7200 RPM SATA	320GB 7200 SATA
Keyboard	Standard integrated	7 row, 89-key, ThinkVantage button, spill-resistant, multimedia Fn keys
Webcam	Integrated	HD720p resolution, wider view angle, low light sensitive, fixed focus
DVD/RW	Multi DVD/RW optical drive	Multi DVD/RW 12.7mm Ultrabay Enhanced, removable
USB ports	3 total with at least one USB 2.0 port	Three USB 2.0 (one powered), one USB 2.0/eSATA combo port
Video	NVIDIA GFX N10P-NS 1 GB or equivalent 15" display or better	NVIDIA NVS 4200M, PCI Express x16, 1GB memory, NVIDIA Optimus technology, auto-switch between discrete and integrated graphics, Intel HD Graphics 3000 in processor
Battery	8 cell 73 Whr battery or equivalent	9 cell Li-Ion Battery - 55++
Ethernet port	Standard integrated	Intel 82579LF Gigabit Network Connection (Lewisville), PHY, PCIe x1
Wireless	802.11 a/b/g/n i2 WLAN Card	Intel Centrino Advanced-N 6205 (2x2 ABGN)
Computrace complete 4 years		Included on attachment H
TPM chip required		Trusted Platform Module, TCG 1.2-compliant
4 Year Warranty	On-Site	4 Year Onsite
Proposed Make		Proposed Model
ThinkPad T520		4242CTO

IP11 ATTACHMENT F

TABLET (12")

ITEM	MINIMUM REQUIREMENTS	Lenovo Product Specifications
OS Including Shipping	Windows 7 Enterprise 32 bit	Windows 7 32 Bit
Processor	Intel Core i5	Intel Core i5-2520M Processor (2.5GHz)
RAM	4 GB	4 GB PC3-10600 DDR3 SDRAM 1333MHz SODIMM (1 DIMM)
hard drive	150 GB 5400 RPM SATA, optional solid state	160GB Hard Disk Drive - 7200 SATA
Keyboard	Physical	7 row, 89-key, ThinkVantage button, spill-resistant, multimedia Fn keys UltraNav, buttonless touchpad below keyboard, Tap Zones, multi-touch, Standard digitizer pen, pen holder in side base (right)
Mouse	Trackpad, digital pen	Standard digitizer pen, pen holder in side base (right)
DVD/RW	None	N/A
USB ports	2 total	Three USB 2.0 (one powered)
Video	Intel integrated or equivalent	Intel HD Graphics 3000 in processor, 12.5" (317.5mm) HD (1366x768) TFT color, anti-glare, LED backlight 300 nits, 16:9 aspect ratio, 500:1 contrast ratio, IPS, Multitouch screen supports pen & five-finger gesture
Battery	Extended	ThinkPad Battery 52+ (6 cell)
Ethernet port	Standard integrated	Intel 82579LF Gigabit Network Connection (Lewisville), PHY, PCIe x1
Wireless	802.11 a/b/g/n I2 WLAN Card	Intel Centrino Advanced-N 6205 (2x2 ABGN)
Computrace complete 4 years		Included on attachment H
TPM chip required		Trusted Platform Module, TCG 1.2- compliant
4 Year Warranty	On-Site	4 Year Onsite
Proposed Make		Proposed Model
ThinkPad X220T		4298CTO

IP11

ATTACHMENT A - Alternative

STANDARD PC

ITEM	MINIMUM REQUIREMENTS	Lenovo Product Specifications
Chassis Including Shipping	Mid tower	Tower
OS	Windows 7 Enterprise 32 bit	Windows 7 32 Bit
Processor	Intel Core i3 3.00 GHz or AMD Phenom II X2 B59 3.4GHz	Intel Core i3-2100 Processor(3.1GHz)
RAM	7MB Total Cache 4 GB min	4GB PC3-10600 SDRAM(1DIMM)
Hard drive	160gb 7200 RPM SATA, upgradable	250GB 7200 SATA
Keyboard	standard USB	Lenovo USB Preferred Pro Fullsize
Mouse	optical USB 2 button with scroll	Lenovo Enhanced Optical USB Mouse
DVD/RW	Multi DVD/RW optical drive	DVD Burner/CD-RW SATA
USB ports	4 back, 2 front, with a minimum one USB 2.0 port or higher	6 Back, 2 Front, USB 2.0
Video	dual monitor capability with one VGA port and one DVI port	VGA DB-15, Display Port to DVI Dongle
Ethernet port	standard integrated	One gigabit ethernet port, Intel 82579, Wake on LAN
TPM chip required		STMicroelectronics ST19NP18 Trusted Platform Module (TPM), TCG 1.2-compliant
4 Year Warranty	On-Site	4 year Onsite

Proposed Make	Proposed Model
Thinkcentre M81	5048CTO

IPI1

ATTACHMENT B - Alternative

POWER PC

ITEM	MINIMUM REQUIREMENTS	Lenovo Product Specifications
Chassis Including Shipping	Mid tower	Tower
OS	Windows 7 Enterprise 32 bit	Windows 7 32 Bit
Processor	Intel Core i5-2400 or AMD Phenom X4 B97 3.2GHz 8MB Total Cache	Intel Core i5-2400 Processor(3.1GHz) 4GB PC3-10600 1333MHz UDIMM (1 DIMM)
RAM	4 GB min	
hard drive	500gb 7200 RPM SATA, upgradable	500GB 7200RPM SATA 3.5 6Gb/s 16MB Cache
Keyboard	standard USB	Lenovo USB Preferred Pro Fullsize
Mouse	optical USB 2 button with scroll	Lenovo Enhanced Optical USB Mouse
DVD/RW	Multi DVD/RW optical drive	DVD Burner/CD-RW SATA
USB ports	gre	6 Back, 2 Front, USB 2.0
Video	dual display capable (one VGA, one DVI) 1 GB dedicated RAM	AMD Radeon HD 6450 1GB, VGA, (DVI-DP)
Ethernet port	standard integrated	One gigabit ethernet port, Intel 82579, Wake on LAN
TPM chip required		STMicroelectronics ST19NP18 Trusted Platform Module (TPM), TCG 1.2-compliant
4 Year Warranty	On-Site	4 year Onsite
Proposed Make		Proposed Model
ThinkCentre M81		5048CTO

IP11

ATTACHMENT D - Alternative

STANDARD LAPTOP

ITEM	MINIMUM REQUIREMENTS	Lenovo Product Specifications
OS Including Shipping	Windows 7 Enterprise 32 bit	Windows 7 32 Bit
Processor	Intel Core i3-2310M Sandy Bridge 2.1 GHz (32nm) or AMD A6-3410MX 2.3GHz (Quad core) Includes Radeon HD 6520M Graphics	Intel Core i3-2350M Processor (2.30GHz)
RAM	2 GB (2 GB x 1)	2 GB DDR3 - 1333MHz (1 DIMM)
hard drive	160GB 7200 RPM SATA	160 GB Hard Disk Drive- 7200rpm
Keyboard	Standard	7 row, 89-key, ThinkVantage button, spill resistant, multimedia Fn keys
Webcam	Integrated	HD720p resolution, wider view angle, low light sensitive, fixed focus
DVD/RW	Multi DVD/RW optical drive	Multi DVD/RW
USB ports	3 total with at least one USB 2.0 port	Four USB 2.0 (one powered)
Video	Standard integrated video, 15" display or better	15.6" (396mm) HD (1366x768) color, anti glare, LED backlight, Intel HD Graphics 3000 in processor
Battery	6 cell 55 Whr Battery or equivalent	6 cell Li-Ion Battery - 55+
Ethernet port	Standard integrated	Intel 82579LF Gigabit network Connection (Lewisville), PHY, PCIe x1
Wireless	802.11 a/b/g/n i2 WLAN Card	Intel Centrino Advanced-N 6205 (2x2 ABGN)
Computrace complete 4 years		Included on attachment H
TPM chip required		Trusted Platform Module, TCG 1.2-compliant
4 Year Warranty	On-Site	4 Year Onsite
Proposed Make		Proposed Model
ThinkPad T520		4242CTO

RFQ No. IP11

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: Lenovo(United States)Inc.

Authorized Signature: *Jaqueline Johnson* Date: 11/07/2011

State of North Carolina

County of Wake, to-wit:

Taken, subscribed, and sworn to before me this 7 day of November, 2011.

My Commission expires 9 - 6, 2015.

AFFIX SEAL HERE

NOTARY PUBLIC *Kimberly E. Mann*

