



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  
ISCM0113

PAGE  
1

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

RFQ COPY

TYPE NAME/ADDRESS HERE  
206142655 304-628-3049  
Innovative Business Solutions  
Rt. 1 Box 73C  
Cairo, WV 26337

DEPARTMENT OF ADMINISTRATION  
WVOT NETWORKING SUPERVISOR  
1900 KANAWHA BLVD. E.  
BUILDING 5, 10TH FLOOR  
CHARLESTON, WV  
25305 304-558-5472

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
04/12/2012	Net 30	Bestway	Destination	

BID OPENING DATE: 05/03/2012 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	EA 1			205-43		
PERIPHERAL DEVICES AND ACCESSORIES, COMPUTER SYSTEM						
REQUEST FOR QUOTATION (RFQ)						
THE WEST VIRGINIA STATE PURCHASING DIVISION FOR THE AGENCY, THE WEST VIRGINIA OFFICE OF TECHNOLOGY, IS SOLICITING BIDS TO PROVIDE THE AGENCY WITH NETWORK INFRASTRUCTURE EQUIPMENT FOR WEST VIRGINIA UNIVERSITY LOCATED IN MORGANTOWN, WEST VIRGINIA PER THE ATTACHED SPECIFICATIONS.						
THIS SOLICITATION IS FOR MATERIALS ONLY. NO INSTALLATION IS REQUIRED.						
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.						
DEADLINE FOR ALL TECHNICAL QUESTIONS IS 04/24/2012 AT THE CLOSE OF BUSINESS.						
ANY TECHNICAL QUESTIONS RECEIVED WILL BE ANSWERED BY FORMAL WRITTEN ADDENDUM TO BE ISSUED BY THE PURCHASING DIVISION AFTER THE DEADLINE HAS LAPSED.						
VERBAL COMMUNICATION: ANY VERBAL COMMUNICATION BETWEEN THE VENDOR AND ANY STATE PERSONNEL IS NOT BINDING, INCLUDING THAT MADE AT THE MANDATORY PRE-BID MEETING.						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Donna L. Bantitt</i>	TELEPHONE 304-628-3049	DATE 5/9/2012
TITLE President	FEIN 55-0785005	ADDRESS CHANGES TO BE NOTED ABOVE

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

RECEIVED

2012 MAY 10 AM 11:32

WV PURCHASING  
DIVISION

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

## INSTRUCTIONS TO BIDDERS

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



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BID OPENING DATE: 05/03/2012		BID OPENING TIME 01:30PM				
LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>ONLY INFORMATION ISSUED IN WRITING AND ADDED TO THE RFQ SPECIFICATIONS BY AN OFFICIAL WRITTEN ADDENDUM BY PURCHASING IS BINDING.</p> <p>NO CONTACT BETWEEN THE VENDOR AND THE AGENCY IS PERMITTED WITHOUT THE EXPRESS WRITTEN CONSENT OF THE STATE BUYER. VIOLATION MAY RESULT IN REJECTION OF THE BID. THE STATE BUYER LISTED 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>						
SEE REVERSE SIDE FOR TERMS AND CONDITIONS						
SIGNATURE <i>David L. Genthitt</i>		TELEPHONE 304-628-3049		DATE 5/9/2012		
TITLE President		FEIN 55-0785005		ADDRESS CHANGES TO BE NOTED ABOVE		

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<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> <p>..... SIGNATURE ..... COMPANY ..... DATE</p> <p>NOTE: THIS ADDENDUM ACKNOWLEDGEMENT SHOULD BE SUBMITTED WITH THE BID.</p> <p>REV. 09/21/2009 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>ANY INDIVIDUAL SIGNING THIS BID IS CERTIFYING THAT: (1) HE OR SHE IS AUTHORIZED BY THE BIDDER TO EXECUTE THE BID OR ANY DOCUMENTS RELATED THERETO ON BEHALF OF THE BIDDER, (2) THAT HE OR SHE IS AUTHORIZED TO BIND THE BIDDER IN A CONTRACTUAL RELATIONSHIP, AND (3) THAT THE BIDDER HAS PROPERLY REGISTERED WITH ANY STATE AGENCIES THAT MAY REQUIRE REGISTRATION.</p> <p>NOTICE</p> <p>SEE REVERSE SIDE FOR TERMS AND CONDITIONS</p> <p>SIGNATURE _____ TELEPHONE _____ DATE _____</p> <p>TITLE _____ FEIN _____ ADDRESS CHANGES TO BE NOTED ABOVE</p>						

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LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
<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 21</p> <p>RFQ. NO.: ISCM0113</p> <p>BID OPENING DATE: 05/03/2012</p> <p>BID OPENING TIME: 1:30 PM</p> <p>PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY TO CONTACT YOU REGARDING YOUR BID:</p> <p>-----304-628-3051-----</p> <p>CONTACT PERSON (PLEASE PRINT CLEARLY):</p> <p>-----Brian Bartlett-----</p>						
SEE REVERSE SIDE FOR TERMS AND CONDITIONS						
SIGNATURE		TELEPHONE		DATE		
TITLE		FEIN		ADDRESS CHANGES TO BE NOTED ABOVE		

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

## REQUEST FOR QUOTATION ISCM0113

The Acquisition and Contract Administration Section of the Purchasing Division, hereinafter referred to as "State", is soliciting bids for the Office of Technology, hereinafter referred to as "WVOT", on behalf of the West Virginia University, hereinafter referred to as "WVU" located at 1 Waterfront Place, Morgantown, WV 26506, to acquire network infrastructure equipment.

### I. PURPOSE

The WVOT is requesting quotations to provide network infrastructure equipment based on the attached equipment list for an upgrade to the WVU facility. WVU will manage, in collaboration with the Office of Technology, all wide area communications in the State, including data, voice and video. WVU serves the network needs of public libraries, K-12 and technical schools, and state government, both for intrastate applications and Internet access.

### II. DEFINITIONS

- A. "Vendor": The successful bidder
- B. "BTOP": The Broadband Technology Opportunities Program (BTOP) is a grant program associated with the American Recovery and Reinvestment Act (ARRA). The grant program was created to promote the development and adoption of broadband throughout the United States, particularly in unserved and underserved areas.

### III. BACKGROUND

The West Virginia Broadband Technology Opportunities Program (BTOP) is deploying broadband services throughout the state of West Virginia. This will allow high quality, affordable, broadband services to schools, libraries, hospitals, public safety agencies, jails and residence of West Virginia.

In order to meet the demands of the robust broadband infrastructure deployment, WVU needs to upgrade their network infrastructure to be reliable for the higher volume of internet access.

### IV. GENERAL REQUIREMENTS

**1. Warranty:** Materials and workmanship hereinafter specified and furnished shall be fully guaranteed by the vendor for five (5) years.

The Vendor's obligation under its manufacturer warranty is limited to the cost of repair of the warranted item or replacement thereof, at the vendor's option. Insurance covering said equipment from damage or loss is to be borne by the Vendor until full acceptance of equipment and services.

**2. Equipment Requirements:** This RFQ specifies Cisco name brand products, "or equal" and must be able to expand and upgrade with the existing WVU hardware and system architecture. Any alternative products must seamlessly fit into, integrate with and interchange with the existing Cisco infrastructure investment with zero loss of feature, functionality and no infrastructure configuration changes. Vendors who are bidding alternates should so state and include pertinent literature and specifications. Failure to provide information for any alternates may be grounds for rejection of bid.

**V. INVOICING AND DELIVERY**

**1. Invoicing:** Invoicing shall be made to the Office of Technology, P.O. Box 50110 Charleston, WV 25305.

**2. Delivery Location:** Equipment shall be shipped to West Virginia University located at 1 Waterfront Place, Morgantown, WV 26506.

**3. Delivery Requirements:** Delivery requirements are 30 Days or less ARO (Standard delivery time). Standard delivery shall be F.O.B. destination to the above delivery location. Vendor shall include the cost of standard order delivery charges in its bid pricing and is not permitted to charge the Agency separately for such delivery.

**VI. AWARD**

The Contract shall be awarded to the Vendor that provides the lowest overall total cost for the items listed on the Equipment Bids Price Sheet.

## ISCM0113 Bid Price Sheet

Quantity	Product Number	Description	Unit Price	Extended Price
1	ASR-9010-AC	ASR-9010 AC Chassis		
2	ASR-9010-FAN	ASR-9010 Fan Tray		
4	A9K-3KW-AC	3kW AC Power Module		
4	CAB-AC-C6K-TWLK	Power Cord, 250Vac 16A, twist lock NEMA L6-20 plug, US		
2	A9K-RSP-4G	ASR9K Fabric, Controller 4G memory		
1	A9K-K9-04.01	Cisco IOS XR IP/MPLS Core Software 3DES		
1	A9K-4T-B	4-Port 10GE Line Card, Requires XFPs		
2	XFP-10G-MM-SR	10GBASE-SR XFP Module		
2	XFP-10GLR-OC192SR	Multirate XFP module for 10GBASE-LR and OC192 SR-1		
1	A9K-IVRF-LIC	Infrastructure VRF LC License		
1	A9K-4T-B	4-Port 10GE Line Card, Requires XFPs		
2	XFP-10G-MM-SR	10GBASE-SR XFP Module		
2	XFP-10GLR-OC192SR	Multirate XFP module for 10GBASE-LR and OC192 SR-1		
1	A9K-IVRF-LIC	Infrastructure VRF LC License		
1	A9K-2T20GE-B	2-Port 10GE, 20-Port GE Line Card, Requires XFPs and SFPs		
2	SFP-GE-L	1000BASE-LX/LH SFP (DOM)		
4	SFP-GE-T	1000BASE-T SFP (NEBS 3 ESD)		
1	A9K-IVRF-LIC	Infrastructure VRF LC License		
1	ASR-9010-4P-KIT	ASR-9010 4 Post Mounting Kit		
5	Included: A9K-LC-FILR	A9K Line Card Slot Filler		
3	CON-OSP-A9K2T2GB	ONSITE 24X7X4 2-Port 10GE, 20-Port		
3	CON-OSP-A9K4TB	ONSITE 24X7X4 4-Port 10GE Line Car		
3	CON-OSP-A9K4TB	ONSITE 24X7X4 4-Port 10GE Line Car		
3	CON-OSP-A9KIVRFL	ONSITE 24X7X4 Infrastructure VRF LC License		
3	CON-OSP-A9KIVRFL	ONSITE 24X7X4 Infrastructure VRF LC License		
3	CON-OSP-A9KIVRFL	ONSITE 24X7X4 Infrastructure VRF LC License		
3	CON-OSP-A9KK9401	ONSITE 24X7X4 Cisco IOS XR IP/MPLS Core Software 3DES		
6	CON-OSP-A9KRSP4G	ONSITE 24X7X4 Route Switch Processor 4G Memory		
3	CON-OSP-ASR9010A	ONSITE 24X7X4 ASR-9010 AC Chassis		
		<b>Subtotal</b>		
		Shipping charges		
		<b>TOTAL</b>		

\* see attached spreadsheets

An electronic version of this price sheet is available online to registered vendors at <http://www.state.wv.us/admin/purchase/newbul.htm>. Non-registered vendors may request an electronic copy by emailing [krista.s.ferrell@wv.gov](mailto:krista.s.ferrell@wv.gov).



## State of West Virginia

# VENDOR PREFERENCE CERTIFICATE

Certification and application\* is hereby made for Preference in accordance with **West Virginia Code**, §5A-3-37. (Does not apply to construction contracts). **West Virginia Code**, §5A-3-37, provides an opportunity for qualifying vendors to request (at the time of bid) preference for their residency status. Such preference is an evaluation method only and will be applied only to the cost bid in accordance with the **West Virginia Code**. This certificate for application is to be used to request such preference. The Purchasing Division will make the determination of the Resident Vendor Preference, if applicable.

1. ☒ **Application is made for 2.5% resident vendor preference for the reason checked:**  
 Bidder is an individual resident vendor and has resided continuously in West Virginia for four (4) years immediately preceding the date of this certification; or,  
 Bidder is a partnership, association or corporation resident vendor and has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification; or 80% of the ownership interest of Bidder is held by another individual, partnership, association or corporation resident vendor who has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification; or,  
 Bidder is a nonresident vendor which has an affiliate or subsidiary which employs a minimum of one hundred state residents and which has maintained its headquarters or principal place of business within West Virginia continuously for the four (4) years immediately preceding the date of this certification; or,
2. ☒ **Application is made for 2.5% resident vendor preference for the reason checked:**  
 Bidder is a resident vendor who certifies that, during the life of the contract, on average at least 75% of the employees working on the project being bid are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; or,
3. ☐ **Application is made for 2.5% resident vendor preference for the reason checked:**  
 Bidder is a nonresident vendor employing a minimum of one hundred state residents or is a nonresident vendor with an affiliate or subsidiary which maintains its headquarters or principal place of business within West Virginia employing a minimum of one hundred state residents who certifies that, during the life of the contract, on average at least 75% of the employees or Bidder's affiliate's or subsidiary's employees are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; or,
4. ☒ **Application is made for 5% resident vendor preference for the reason checked:**  
 Bidder meets either the requirement of both subdivisions (1) and (2) or subdivision (1) and (3) as stated above; or,
5. ☐ **Application is made for 3.5% resident vendor preference who is a veteran for the reason checked:**  
 Bidder is an individual resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard and has resided in West Virginia continuously for the four years immediately preceding the date on which the bid is submitted; or,
6. ☐ **Application is made for 3.5% resident vendor preference who is a veteran for the reason checked:**  
 Bidder is a resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard, if, for purposes of producing or distributing the commodities or completing the project which is the subject of the vendor's bid and continuously over the entire term of the project, on average at least seventy-five percent of the vendor's employees are residents of West Virginia who have resided in the state continuously for the two immediately preceding years.

Bidder understands if the Secretary of Revenue determines that a Bidder receiving preference has failed to continue to meet the requirements for such preference, the Secretary may order the Director of Purchasing to: (a) reject the bid; or (b) assess a penalty against such Bidder in an amount not to exceed 5% of the bid amount and that such penalty will be paid to the contracting agency or deducted from any unpaid balance on the contract or purchase order.

By submission of this certificate, Bidder agrees to disclose any reasonably requested information to the Purchasing Division and authorizes the Department of Revenue to disclose to the Director of Purchasing appropriate information verifying that Bidder has paid the required business taxes, provided that such information does not contain the amounts of taxes paid nor any other information deemed by the Tax Commissioner to be confidential.

Under penalty of law for false swearing (West Virginia Code, §61-5-3), Bidder hereby certifies that this certificate is true and accurate in all respects; and that if a contract is issued to Bidder and if anything contained within this certificate changes during the term of the contract, Bidder will notify the Purchasing Division in writing immediately.

Bidder: Innovative Business Solutions

Signed: Brian L. Brantley

Date: 5/9/2012

Title: President

\*Check any combination of preference consideration(s) indicated above, which you are entitled to receive.

STATE OF WEST VIRGINIA  
Purchasing Division

## PURCHASING AFFIDAVIT

**West Virginia Code §5A-3-10a states:** No contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and the debt owed is an amount greater than one thousand dollars in the aggregate.

### DEFINITIONS:

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

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

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

Under penalty of law for false swearing (*West Virginia Code §61-5-3*), it is hereby certified that the vendor affirms and acknowledges the information in this affidavit and is in compliance with the requirements as stated.

### WITNESS THE FOLLOWING SIGNATURE

Vendor's Name: Innovative Business Solutions

Authorized Signature: Brian L. Bartlett Date: 5-1-2012

State of WV

County of Mitchell, to-wit:

Taken, subscribed, and sworn to before me this 1st day of May, 2012.

My Commission expires May 16, 2012.

AFFIX SEAL HERE

NOTARY PUBLIC Kathryn Summers



OFFICIAL SEAL  
NOTARY PUBLIC  
STATE OF WEST VIRGINIA  
KATHRYN SUMMERS  
105 E. Main Street  
Martinsburg, West Virginia 25456  
Commission Expires May 16, 2012



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Department of Administration  
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DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
05/02/2012				
BID OPENING DATE: 08/10/2012 BID OPENING TIME 01:30PM				

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
ADDENDUM NO. 1						
THIS ADDENDUM IS ISSUED TO UPDATE THE EQUIPMENT LIST/ PRICE SHEET TO REFLECT RECENT CHANGES IN BLADES AND SUPERVISOR MODELS FOR ASR9000.						
ALSO TO EXTEND THE BID OPENING DATE.						
BID OPENING DATE IS EXTENDED TO: 05/10/2012						
BID OPENING TIME REMAINS: 1:30 PM						
***** END ADDENDUM NO. 1 *****						
001	1	EA		205-43		
PERIPHERAL DEVICES AND ACCESSORIES, COMPUTER SYSTEM						
***** THIS IS THE END OF RFQ ISCM0113 ***** TOTAL:						
370,686.00						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
<i>Brian L. Barthel</i>	304-628-3049	5-8-2012
TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE
President	55-0785005	

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

# ISCM0113 Bid Price Sheet

Quantity	Product Number	Description	Unit Price	Extended Price
1	ASR-9010-AC	ASR-9010 AC Chassis		
2	ASR-9010-FAN	ASR-9010 Fan Tray		\$0.00
4	A9K-3KW-AC	3kW AC Power Module		\$0.00
4	CAB-AC-C6K-TWLK	Power Cord, 250Vac 16A, twist lock NEMA L6-20 plug, US		\$0.00
2	A9K-RSP440-TR	ASR9K Route Switch Processor with 440G/slot Fabric and 6GB		\$0.00
1	XR-A9K-PXK9-04.02	Cisco IOS XR IP/MPLS Core Software 3DES for RSP440		\$0.00
1	A9K-MOD80-TR	80G Modular Linecard, Packet Transport Optimized		\$0.00
1	A9K-MPA-20X1GE	ASR 9000 20-port 1GE Modular Port Adapter		\$0.00
1	A9K-MPA-4X10GE	ASR 9000 4-port 10GE Modular Port Adapter		\$0.00
4	SFP-GE-L	1000BASE-LX/LH SFP (DOM)		\$0.00
6	SFP-GE-T	1000BASE-T SFP (NEBS 3 ESD)		\$0.00
6	XFP-10GLR-OC192SR	Multirate XFP module for 10GBASE-LR and OC192 SR-1		\$0.00
1	A9K-IVRF-LIC	Infrastructure VRF LC License. Support up to 8 VRFs		\$0.00
1	A9K-MOD80-TR	80G Modular Linecard, Packet Transport Optimized		\$0.00
2	A9K-MPA-4X10GE	ASR 9000 4-port 10GE Modular Port Adapter		\$0.00
2	XFP-10G-MM-SR	10GBASE-SR XFP Module		\$0.00
1	A9K-IVRF-LIC	Infrastructure VRF LC License. Support up to 8 VRFs		\$0.00
1	ASR-9010-4P-KIT	ASR-9010 4 Post Mounting Kit		\$0.00
6	A9K-LC-FILR	A9K Line Card Slot Filler		\$0.00
1	CON-OSP-A9KIVRFL	ONSITE 24X7X4 Infrastructure VRF LC License		\$0.00
1	CON-OSP-A9KIVRFL	ONSITE 24X7X4 Infrastructure VRF LC License		\$0.00
1	CON-OSP-A9KMOD8T	ONSITE 24X7X4 80G Modular Linecard, Pcket Transprt Opt		\$0.00
1	CON-OSP-A9KMOD8T	ONSITE 24X7X4 80G Modular Linecard, Pcket Transprt Opt		\$0.00
1	CON-OSP-A9KMPA2X	ONSITE 24X7X4 ASR 9000 20-port 1GE Modular Port Adaptr		\$0.00
1	CON-OSP-A9KMPA4X	ONSITE 24X7X4 ASR 9000 4-port 10GE Modular Port Adaptr		\$0.00
2	CON-OSP-A9KMPA4X	ONSITE 24X7X4 ASR 9000 4-port 10GE Modular Port Adaptr		\$0.00
2	CON-OSP-A9KRSP4T	ONSITE 24X7X4 ASR9K Route Switch Processr 440G/slot 6G		\$0.00
1	CON-OSP-ASR9010A	ONSITE 24X7X4 ASR-9010 AC Chassis		\$0.00
1	CON-OSP-XRA9KPXK	ONSITE 24X7X4 Cisco IOS XR IP/MPLS Core Software 3DES		\$0.00
		<b>Subtotal</b>		<b>\$0.00</b>
		Shipping charges		
		<b>TOTAL</b>	*	<b>\$0.00</b>

\* see attached sheets.



## ISCM0113 Bid Price Sheet

Quantity	Product Number	Description	Unit Price	Extended Price
1	ASR-9010-AC	ASR-9010 AC Chassis	\$7,630.00	\$7,630.00
2	ASR-9010-FAN	ASR-9010 Fan Tray	\$2,427.00	\$4,854.00
4	A9K-3KW-AC	3kW AC Power Module	\$1,766.00	\$7,064.00
4	CAB-AC-C6K-TWLK	Power Cord, 250Vac 16A, twist lock NEMA L6-20 plug, US	\$28.00	\$112.00
2	A9K-RSP440-TR	ASR9K Route Switch Processor with 440G/slot Fabric and 6GB	\$31,900.00	\$63,800.00
1	XR-A9K-PXK9-04.02	Cisco IOS XR IP/MPLS Core Software 3DES for RSP440	\$9,990.00	\$9,990.00
1	A9K-MOD80-TR	80G Modular Linecard, Packet Transport Optimized	\$19,985.00	\$19,985.00
1	A9K-MPA-20X1GE	ASR 9000 20-port 1GE Modular Port Adapter	\$9,990.00	\$9,990.00
1	A9K-MPA-4X10GE	ASR 9000 4-port 10GE Modular Port Adapter	\$23,300.00	\$23,300.00
4	SFP-GE-L	1000BASE-LX/LH SFP (DOM)	\$695.00	\$2,780.00
6	SFP-GE-T	1000BASE-T SFP (NEBS 3 ESD)	\$277.00	\$1,662.00
6	XFP-10GLR-OC192SR	Multirate XFP module for 10GBASE-LR and OC192 SR-1	\$2,522.00	\$15,132.00
1	A9K-IVRF-LIC	Infrastructure VRF LC License. Support up to 8 VRFs	\$6,306.00	\$6,306.00
1	A9K-MOD80-TR	80G Modular Linecard, Packet Transport Optimized	\$19,985.00	\$19,985.00
2	A9K-MPA-4X10GE	ASR 9000 4-port 10GE Modular Port Adapter	\$23,300.00	\$46,600.00
2	XFP-10G-MM-SR	10GBASE-SR XFP Module	\$1,258.00	\$2,516.00
1	A9K-IVRF-LIC	Infrastructure VRF LC License. Support up to 8 VRFs	\$3,606.00	\$3,606.00
1	ASR-9010-4P-KIT	ASR-9010 4 Post Mounting Kit	\$252.00	\$252.00
6	A9K-LC-FILR	A9K Line Card Slot Filler	\$257.00	\$1,542.00
1	CON-OSP-A9KIVRFL	ONSITE 24X7X4 Infrastructure VRF LC License	*	
1	CON-OSP-A9KIVRFL	ONSITE 24X7X4 Infrastructure VRF LC License	*	
1	CON-OSP-A9KMOD8T	ONSITE 24X7X4 80G Modular Linecard,Pcket Transprt Opt	*	
1	CON-OSP-A9KMOD8T	ONSITE 24X7X4 80G Modular Linecard,Pcket Transprt Opt	*	
1	CON-OSP-A9KMPA2X	ONSITE 24X7X4 ASR 9000 20-port 1GE Modular Port Adaptr	*	
1	CON-OSP-A9KMPA4X	ONSITE 24X7X4 ASR 9000 4-port 10GE Modular Port Adaptr	*	
2	CON-OSP-A9KMPA4X	ONSITE 24X7X4 ASR 9000 4-port 10GE Modular Port Adaptr	*	
2	CON-OSP-A9KRSP4T	ONSITE 24X7X4 ASR9K Route Switch Processr 440G/slot 6G	*	
1	CON-OSP-ASR9010A	ONSITE 24X7X4 ASR-9010 AC Chassis	*	
1	CON-OSP-XRA9KPXK	ONSITE 24X7X4 Cisco IOS XR IP/MPLS Core Software 3DES	*	
		<b>Hardware, Software and Accessories Subtotal</b>		<b>\$247,106.00</b>
		<b>5 Year SMARTnet 24X7X4 Onsite Service/Warranty Subtotal</b>	*	<b>\$123,580.00</b>
		Shipping charges		0
		<b>TOTAL</b>		<b>\$370,686.00</b>

# ISCM0113 Bid Price Sheet

**\* Notes and pricing regarding maintenance and service options**

**\* 5 Year SmartNet Service/Warranty is quoted as a single lump sum for the specified hardware, software and accessories listed in this proposal**

**\* SMARTnet Onsite Premium extended service agreement - on-site 24X7X4 service and includes:**

**Extended service agreement - parts and labor - on-site; response time: 4 hours - availability: 24 hours a day / Monday-Sunday**

**Technical support - phone consulting - availability: 24 hours a day / Monday-Sunday**

**Product info support - web knowledge base access - availability: 24 hours a day / Monday-Sunday**

**New releases update**



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

ISCM0113

PAGE

1

ADDRESS CORRESPONDENCE TO ATTENTION OF:

KRISTA FERRELL  
304-558-2596

RFQ COPY

TYPE NAME/ADDRESS HERE

206142655 304-628-3049  
Innovative Business Solutions  
Rt. 1 Box 73C  
Cairo, WV 26337

DEPARTMENT OF ADMINISTRATION  
WVOT NETWORKING SUPERVISOR  
1900 KANAWHA BLVD. E.  
BUILDING 5, 10TH FLOOR  
CHARLESTON, WV  
25305 304-558-5472

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
05/07/2012				

BID OPENING DATE: 05/10/2012

BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
ADDENDUM NO. 2						
TO CLARIFY THE BID OPENING DATE.						
BID OPENING DATE IS 05/10/2012						
BID OPENING TIME IS 1:30 PM						
AND TO PROVIDE A COPY OF THE COST SHEET PER THE ATTACHED.						
***** END ADDENDUM NO. 2 *****						
0001	1	EA	205-43	PERIPHERAL DEVICES AND ACCESSORIES, COMPUTER SYSTEM		

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Don L. Bantel</i>	TELEPHONE	DATE
TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE

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