

May 13, 2013

Tara Lyle  
Department of Administration, Purchasing Division  
2019 Washington St East  
PO Box 50130  
Charleston, WV 25305-0130

Dear Tara:

In response to RFP COR61614, MSCNS has submitted the enclosed alternate part number bid. As stated in the description on page 22, or equal, we have brought to the table products from Dell's new networking line.

With the recent advancements in Dell's networking product offerings and the steps they have taken to improve their position as a unified solutions provider, this product is equal, if not superior to, the Cisco equipment being requested. We have attached a datasheet for the switches we propose and believe your IT administrator will find that the Dell equipment will meet or exceed the Ciscos in all areas.

A quick note as well, we are the Foundation for Independent Living dba Mountain State Computer and Network Solutions (MSCNS). I wanted to include this information in case anyone had a question when they looked up our FEIN. Our state vendor # is 604150459.

If you have any questions please feel free to contact us. We look forward to doing business on this opportunity!

Respectfully,

Bryan Johnson  
COO, MSCNS

05/15/13 09:46:34 AM  
West Virginia Purchasing Division



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

**Solicitation**

NUMBER
COR61614

PAGE
1

ADDRESS CORRESPONDENCE TO ATTENTION OF
TARA LYLE 304-558-2544

VENDOR

RFQ COPY  
 TYPE NAME/ADDRESS HERE  
 MSCNS  
 821 4th Ave  
 Huntington, WV 25701

SHIP TO

DIVISION OF CORRECTIONS  
 1409 GREENBRIER ST  
 CHARLESTON, WV  
 25311 304-558-8045

DATE PRINTED
04/25/2013

BID OPENING DATE: 05/15/2013 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
THE WEST VIRGINIA PURCHASING DIVISION FOR THE AGENCY, WV DIVISION OF CORRECTIONS, IS SOLICITING BIDS TO PROVIDE NETWORK SWITCHES AND INTERFACE CONVERTERS, PER THE ATTACHED SPECIFICATIONS.  ATTACHMENTS INCLUDE: 1. INSTRUCTIONS TO VENDORS SUBMITTING BIDS 2. GENERAL TERMS AND CONDITIONS 3. COR61614 SPECIFICATIONS 4. CERTIFICATION AND SIGNATURE PAGE 5. PURCHASING AFFIDAVIT 6. RESIDENT VENDOR PREFERENCE (RVP) FORM 7. WV96A AGREEMENT ADDENDUM FORM AND SOFTWARE AGREEMENT FORM						
0001	45	EA		205-16	\$3,707.00	\$166,815.00
	NETWORK SWITCHES					
0002	65	EA		205-16	\$2,162.00	\$140,530.00
	NETWORK SWITCHES					

SIGNATURE		TELEPHONE 304.781.3410	DATE 13 MAY 13
TITLE Chief Operating Officer	FEIN 550717488	ADDRESS CHANGES TO BE NOTED ABOVE	

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



State of West Virginia  
 Department of Administration  
 Purchasing Division  
 2019 Washington Street East  
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**Solicitation**

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LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
0003	220	EA		205-16	\$186.00	\$40,920.00
INTERFACE CONVERTERS						
***** THIS IS THE END OF RFQ COR61614 ***** TOTAL:						\$348,265.00

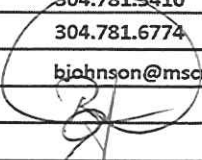
SIGNATURE 		TELEPHONE 304.781.3410	DATE 13 MAY 13
TITLE Chief Operating Officer	FEIN 550717488	ADDRESS CHANGES TO BE NOTED ABOVE	

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

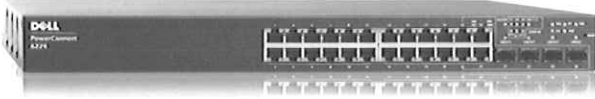
COR61614 - Network Switches/Interface Converter

Item #	Description	Unit of Measure	Quantity	Unit Price	Extended Amount
3.1.1	Cisco Catalyst 3560 v2 Series, or equal, WS-C3560V2-48PS-S PowerConnect 6248P, 225-2155	Each	45	\$3,707.00	\$166,815.00
3.1.2	Cisco Catalyst 3560 v2 Series, or equal, WS-C3560V2-24PS-S PowerConnect 6224P, 223-1440	Each	65	\$2,162.00	\$140,530.00
3.1.3	Cisco Gigabit Interface Converter, or equal GLC-SX-MM GBIC Dell SX SFP Transceiver, 331-5308	Each	220	\$186.00	\$40,920.00
<b>GRAND TOTAL</b>					<b>\$348,265.00</b>

**Bidder/Vendor Information:**

Name:	MSCNS
Address:	821 4th Ave Huntington, WV 25701
Phone No.:	304.781.3410
Fax No.:	304.781.6774
Email Address:	bjohnson@mscns.com
Authorized Signature	

Failure to use this form may result in disqualification



## Dell PowerConnect 6200 Series

Dell™ PowerConnect™ 6200 offers advanced switching capabilities including Power Over Ethernet (PoE), high-density, high-performance stacking and 10 Gigabit Ethernet capabilities scalable from the small business to the Enterprise Edge.

With 24 or 48 built-in copper Gigabit Ethernet ports in a 1U form factor, as well as a 24 port Fiber GbE version for backbone or long-haul connectivity, the PowerConnect 6200 series gives users the flexibility to maximize server and workstation connectivity in a 1U form factor. The switches also offer support up to four 10 Gigabit Ethernet uplinks for connectivity directly to 10GbE servers, enterprise backbones and distributed campus wiring closets (IDF and MDF).

### High-performance stacking with 10GbE

The PowerConnect 6200 series supports high-performance resilient stacking for up to twelve systems and almost 2 Terabits of capacity in a single stack (each switch supports up to 184 Gbps in switch capacity). The unique modular design allows you to upgrade to advanced stacking or 10 Gigabit Ethernet only when you need it. Plus the 6200 series offers further flexibility with optional modules that allow for either 10 Gigabit copper interfaces, or both. The optional stacking interfaces allow for high availability stacking with sub-100ms failover times, even in the event of a master unit failure.

### Advanced switching features with robust security

The PowerConnect 6200 series supports advanced Layer 3 routing and multicast protocols to help reduce congestion and manage traffic in the network. The PowerConnect 6200 series supports frequently used LAN routing protocols such as RIPv1/v2, OSPFv2/v3, VRRP, IGMP v1/v2/v3, DVMRP, PIM and LLDP-MED. The PowerConnect 6200 offers flexibility in Quality of Service (QoS) by giving network administrators the ability to prioritize time-critical Layer 2 or Layer 3 network traffic.

Support for L2-L4 Access Control Lists (ACLs) on the switch allows the user to perform deep packet inspection. 802.1x port authentication offers both single and multiple host access. Further security is provided through Denial of Service (DoS) Attack Prevention, whereby the switch can protect against common network attacks. PowerConnect 6200 switches are IPv6 ready.

### Power Over Ethernet (PoE) support

The PowerConnect 6200 series PoE switches offer PoE-per-port support for power-dependent network applications including WLAN Access Points (WAPs), Voice over IP (VoIP) handsets, video conferencing and badge reading. The 6224P and 6248P switches can provide up to 15.4 watts of power for network-attached devices.

### Lifetime Warranty\*

Select PowerConnect switches are backed by an industry-leading, lifetime warranty which guarantees Basic Hardware Service (repair or replacement) for life. PowerConnect switches not only provide the quality, reliability and capability you expect from Dell, but also the peace of mind that comes with a true lifetime warranty.

Details at [Dell.com/LifetimeWarranty](http://Dell.com/LifetimeWarranty)



Product	Dell™ PowerConnect™ 6224 & 6224P	Dell™ PowerConnect™ 6224F	Dell™ PowerConnect™ 6248 & 6248P
Port types	24 10/100/1000BASE-T auto-sensing Gigabit Ethernet switching ports; 4 SFP combo ports for fiber media support; 10 Gigabit Ethernet uplink modules (optional).  6224P: Up to 15.4 watts per port (with optional external power supply) on all 24 ports	24 1000-SX or 1000-LX Gigabit Ethernet ports; 4 Combo (SFP or 10/100/1000) Gigabit Ethernet ports; Up to 4 10-Gigabit Ethernet Ports; Distances: 1000BASE-SX: Up to 500m 1000BASE-LX: Up to 2 km	48 10/100/1000BASE-T auto-sensing Gigabit Ethernet switching ports; 4 SFP combo ports for fiber media support; 10 Gigabit Ethernet uplink modules (optional)  6248P: Up to 15.4 watts per port (with optional external power supply) on all 48 ports
Port configuration	Resilient stacking up to 12 systems (with optional module); Auto-negotiation for speed, duplex mode and flow control; Auto MDI/MDIX; Port mirroring; Flow-based port mirroring; Broadcast storm control		
Performance	Switch Fabric Capacity 136 Gb/s Forwarding Rate 95 Mpps Up to 8,000 MAC Addresses		Switch Fabric Capacity 184 Gb/s Forwarding Rate 131 Mpps Up to 8,000 MAC Addresses
Availability	Spanning Tree (IEEE 802.1D) and Rapid Spanning Tree (IEEE 802.1w) with Fast Link Support; Multiple spanning trees (IEEE 802.1s); Supports Virtual Redundant Routing Protocol (VRRP); External redundant power support with PowerConnect RPS-600 (sold separately); Cable diagnostics; SFP transceiver diagnostics		
Layer 3 routing protocols	Static Routes; Routing Information Protocol (RIP) v1/v2; Open Shortest Path First (OSPF) v1/v2/v3; Classless Inter-Domain Routing (CIDR); Internet Control Message Protocol (ICMP); ICMP Router Discover Protocol (IRDP); Virtual Redundant Routing Protocol (VRRP); Address Resolution Protocol (ARP); Internet Group Management Protocol (IGMP) v2; Distance-Vector Multicast Routing Protocol (DVMRP)		
VLAN	VLAN support for tagging and port-based as per IEEE 802.1Q; Double VLAN tagging (QinQ); Up to 1024 VLANs supported; Dynamic VLAN with GVRP support		
Quality of service	Layer 2 Trusted Mode (IEEE 802.1p tagging); Layer 3 Trusted Mode (DSCP); Layer 4 Trusted Mode (TCP/UDP); Advanced Mode using Layer 2/3/4 flow-based Policies, including metering/rate limiting, marking and bandwidth guarantees; up to 100 ACLs can be used for QoS flow identification via Class-maps; 8 Priority Queues per Port; Adjustable Weighted-Round-Robin (WRR) and Strict Queue Scheduling; Port-based QoS Services Mode; Flow-based QoS Services Mode		
Layer 2 multicast	IGMP v1/v2/v3; Static IP Multicast; Dynamic Multicast Support – 256 Multicast groups supported in IGMP Snooping; IGMP snooping for IP multicast support; IGMP Querier; Protocol Independent Multicast (PIM-DM, PIM-SM)		
Security	IEEE 802.1x-based edge authentication; Switch access password protection; User-definable settings for enabling or disabling Web, SSH, Telnet, SSL management access; Port-based MAC Address alert and lock-down LLDP-MED; IP Address filtering for management access via Telnet, HTTP, HTTPS/SSL, SSH and SNMP; RADIUS and TACACS+ remote authentication for switch management access; Up to 100 Access Control Lists (ACLs) supported; up to 127 Access Control Entries (ACEs) per ACL; SSLv3 and SSHv2 encryption for switch management traffic; Management access filtering via Management Access Profiles		
Other switching features	Link Aggregation with support for up to 128 static aggregated links, 8 dynamic aggregated links per switch or switch stack and up to 8 member ports per aggregated link; LACP support (IEEE 802.3ad); Link Layer Discovery Protocol support (IEEE 802.1AB); Support for unicast NLB (multicast NLB not supported)		
Management	Web-based management interface; Industry-standard CLI accessible via Telnet or Local Serial Port; SNMPv1, SNMPv2c and SNMPv3 supported; four RMON groups supported (history, statistics, alarms and events); TFTP transfers of firmware and configuration files; Dual firmware images on-board; Multiple configuration file upload/download supported; Statistics for error monitoring and performance optimization including port summary tables; BootP/DHCP IP address management supported; Syslog remote logging capabilities; Temperature sensors for environmental monitoring; iSCSI Auto Configuration		
Chassis	Approximate weight (without modules) 12.1lbs, 5.49 kg 440 x 387 x 43.2 mm (W x D x H) 17.3" x 15.2" x 1.7" 1U, rack-mounting kit included		Approximate weight (without modules) 12.87lbs, 5.84 kg 440 x 387 x 43.2 mm (W x D x H) 17.3" x 15.2" x 1.7" 1U, rack-mounting kit included
Environmental	Operating Temperature: 0° C to 45° C (0° F to 113° F); Storage Temperature: -20° C to 70° C (-4° F to 158° F)		
Power	Internal Power Supply Voltage AC 110/240 V +/- 10% (50/60Hz) Power Consumption Max (Watts): 6224 (69.9W), 6224F (67.6W), 6224P (477W, if all ports drive PoE connections), 6248 (120W), 6248P (499W, if all ports drive PoE connections)		
Optional peripheral products	RPS-600 Redundant Power Supply EPS 470 Redundant Power Supply for POE models SFP Optical Transceivers, 1000BASE-SX, LC Connector SFP Optical Transceiver, 1000BASE-LX, LC Connector CX-4 Module (Max. length supported is 12 meters) XFP Module 10GBase -T Module Stacking Module with 1 Meter Dell Stacking cable 3 meter stacking cable		

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\*Select PowerConnect products carry a Lifetime Limited Warranty with Basic Hardware Service (repair or replacement) for life. Repair or replacement does not include troubleshooting, configuration, or other advanced service provided by Dell ProSupport. For more details see [dell.com/warranty](http://dell.com/warranty).

Learn more at [Dell.com/PowerConnect](http://Dell.com/PowerConnect)



# 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.
- 7. **Application is made for preference as a non-resident small, women- and minority-owned business, in accordance with *West Virginia Code* §5A-3-59 and *West Virginia Code of State Rules*.**  
 Bidder has been or expects to be approved prior to contract award by the Purchasing Division as a certified small, women- and minority-owned business.

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: MSCNS

Signed: 

Date: 13 MAY 13

Title: COO

RFQ No. COR61614

STATE OF WEST VIRGINIA  
Purchasing Division

**PURCHASING AFFIDAVIT**

**MANDATE:** Under W. Va. Code §5A-3-10a, 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: (1) the debt owed is an amount greater than one thousand dollars in the aggregate; or (2) the debtor is in employer default.

**EXCEPTION:** The prohibition listed above does not apply where a vendor has contested any tax administered pursuant to chapter eleven of the W. Va. 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.

**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.

"Employer default" means having an outstanding balance or liability to the old fund or to the uninsured employers' fund or being in policy default, as defined in W. Va. Code § 23-2c-2, failure to maintain mandatory workers' compensation coverage, or failure to fully meet its obligations as a workers' compensation self-insured employer. An employer is not in employer default if it has entered into a repayment agreement with the Insurance Commissioner and remains in compliance with the obligations under the repayment agreement.

"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.

**AFFIRMATION:** By signing this form, the vendor's authorized signer affirms and acknowledges under penalty of law for false swearing (W. Va. Code §61-5-3) that neither vendor nor any related party owe a debt as defined above and that neither vendor nor any related party are in employer default as defined above, unless the debt or employer default is permitted under the exception above.

**WITNESS THE FOLLOWING SIGNATURE:**

Vendor's Name: MSCNS  
Authorized Signature: [Signature] Date: 13 MAY 13

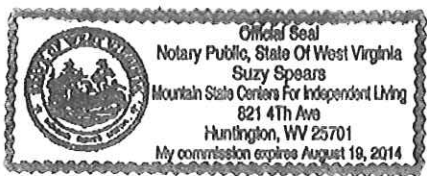
State of West Virginia  
County of Cabell, to-wit:

Taken, subscribed, and sworn to before me this 13 day of May, 2013  
My Commission expires August 19, 2014

AFFIX SEAL HERE

NOTARY PUBLIC Suzy Spears

*Purchasing Affidavit (Revised 07/01/2012)*

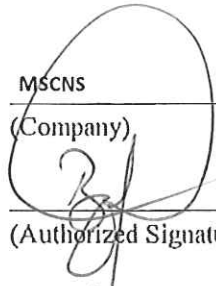




**CERTIFICATION AND SIGNATURE PAGE**

By signing below, I certify that I have reviewed this Solicitation in its entirety; understand the requirements, terms and conditions, and other information contained herein; that I am submitting this bid or proposal for review and consideration; that I am authorized by the bidder to execute this bid or any documents related thereto on bidder's behalf; that I am authorized to bind the bidder in a contractual relationship; and that to the best of my knowledge, the bidder has properly registered with any State agency that may require registration.

MSCNS  
(Company)

  
(Authorized Signature)

Bryan Johnson, COO  
(Representative Name, Title)

304.781.3410                      304.781.6774  
(Phone Number)                      (Fax Number)

13 MAY 13  
(Date)



MSCNS  
 821 4th Ave  
 Huntington, WV 25701  
 www.msens.com

Phone: 304.781.3410  
 Fax: 304.781.6774

# Quote

Date	Quote #
5/13/2013	051313BKJ1

Name / Address
State of WV, Division of Corrections 2019 Washington St East PO Box 50130 Charleston, WV 25305-0130

Project

Item	Description	Qty	Cost	Total
225-2155	PowerConnect 6248P, 48 GbE Ports, Managed Switch, POE, 10GbE and Stacking Capable (225-2155) 3 YR 8x5xNBD Onsite	45	3,707.00	166,815.00
223-1440	PowerConnect 6224P, 24 GbE Ports, Managed Switch, POE, 10GbE and Stacking Capable (223-1440) 3 YR 8x5xNBD Onsite	65	2,162.00	140,530.00
331-5308	Customer Kit, Dell Networking, Transceiver, SFP, GbE, SX (331-5308)	220	186.00	40,920.00
			<b>Total</b>	\$348,265.00

Customer Signature \_\_\_\_\_