



**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.

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Lenovo's Response to  
State of West Virginia  
Technical Proposal



Request for Quotation: IP12  
September 4, 2012

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WV PURCHASING  
DIVISION

**lenovo**. FOR  
THOSE  
WHO DO.

Bill Bloodworth • Account Executive • [wbloodwo@lenovo.com](mailto:wbloodwo@lenovo.com) • (919) 294-0584  
Lenovo (United States) Inc. • 1009 Think Place • Morrisville, NC 27560



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

September 4, 2012

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

Dear Ms. Ferrell,

Lenovo is pleased to present our response to the State of West Virginia's Request for Quotation IP12 for Statewide Contract computer systems, peripheral devices and accessories. 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 State of West Virginia to achieve a future state environment. Lenovo continues to focus on technologies that can improve your environment today like our ThinkVantage Technologies (TVTs) and our latest announcements around 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 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 outpace industry growth for the 13<sup>th</sup> straight quarter. ***IDC announced in August that Lenovo grew worldwide market share to 15% (24.4% growth YOY) which keeps us at the #2 spot in PC sales worldwide!*** Lenovo's growth is due to innovation that truly matters to customers like 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,

Bill Bloodworth  
Account Executive  
Lenovo (United States) Inc.

Lenovo's Response to  
State of West Virginia  
Cost Proposal



Request for Quotation: IP12  
September 4, 2012

**lenovo.** FOR  
THOSE  
WHO DO.



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

**Solicitation**

NUMBER
IP12

PAGE
1

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

VENDOR

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

SHIP TO

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

DATE PRINTED
08/27/2012

BID OPENING DATE: 09/04/2012 BID OPENING TIME 1:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
				ADDENDUM NO. 4		
				THIS ADDENDUM IS ISSUED TO AMEND THE ORIGINAL SOLICITATION PER THE ATTACHED DOCUMENTATION.		
0001	1	EA		205-43	Please find unit pricing in Attachments A-1	Please find pricing in Attachments A-I
				PERIPHERAL DEVICES AND ACCESSORIES, COMPUTER SYSTEM		
				***** THIS IS THE END OF RFQ	IP12 ***** TOTAL:	\$3,830,160.00

SIGNATURE <i>[Signature]</i>	TELEPHONE (919) 294-0584	DATE August 31, 2012
TITLE Account Executive	FEIN 52-2449153	ADDRESS CHANGES TO BE NOTED ABOVE

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

**IP12  
ATTACHMENT A**

**STANDARD PC**

ITEM	MINIMUM REQUIREMENTS	Lenovo Specifications	State COST	Educational Cost
Chassis Including Shipping	Mid tower	Tower	N/A	N/A
OS	Windows 7 Professional 32 bit/64 bit	Windows 7 Professional 64 bit	N/A	N/A
Processor	Intel Core i3 3.00 GHz	Core i3-2120 3.30GHz 3M Cache	N/A	N/A
RAM	4 GB min	4GBx1 PC3-12800 DDR3 UDIMM	N/A	N/A
Hard drive	160gb 7200 RPM SATA, upgradable	250GB 7200RPM SATA	N/A	N/A
Keyboard	standard USB	Lenovo USB Preferred Pro Fullsize	N/A	N/A
Mouse	optical USB 2 button with scroll	Lenovo Enhanced Optical USB Mouse	N/A	N/A
DVD/RW	Multi DVD/RW optical drive	Multi DVD/RW optical drive	N/A	N/A
USB ports	4 back, 2 front, with a minimum one USB 3.0 port or higher (USB 3.0 per state's reply to vendor questions)	4 Back (USB 3.0), 2 Front (USB 2.0)	N/A	N/A
Video	dual monitor capability with one VGA port and one DVI port (Display Port to DVI-D adapter should be included when necessary)	Intel HD Graphics 2500 In processor, uses main memory, DirectX® 11, one VGA, one DisplayPort™, supports dual independent display, Display Port to DVI Dongle	N/A	N/A
Ethernet port	standard integrated	One gigabit ethernet port, Intel 82579, Wake on LAN	N/A	N/A
TPM chip required		Trusted Platform Module (TPM), TCG 1.2-compliant	N/A	N/A
Base cost of Unit including shipping			\$455.00	\$455.00
4 Year Warranty	On-Site	P/N 41C9194	\$29.00	\$29.00
Windows 7 Ultimate Upgrade			\$45.00	\$45.00
Total Cost of Unit			\$529.00	\$529.00

Make: ThinkCentre M82	Model: 2697CTO
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**IP12  
ATTACHMENT B**

**POWER PC**

ITEM	MINIMUM REQUIREMENTS	Lenovo Specifications	State COST	Educational Cost
Chassis Including Shipping	Mid tower		N/A	N/A
OS	Windows 7 Professional 32 bit/64 bit	Windows 7 Professional 64 bit	N/A	N/A
Processor	Intel Core i5 3.0 GHz	Core i5-3470 3.2GHz 6M Cache	N/A	N/A
RAM	4 GB min	4GBx1 PC3-12800 DDR3 UDIMM	N/A	N/A
hard drive	500gb 7200 RPM SATA, upgradable	500GB 7200RPM SATA	N/A	N/A
Keyboard	standard USB	Lenovo USB Preferred Pro Fullsize	N/A	N/A
Mouse	optical USB 2 button with scroll	Lenovo Enhanced Optical USB Mouse	N/A	N/A
DVD/RW	Multi DVD/RW optical drive	Multi DVD/RW optical drive	N/A	N/A
USB ports	4 back, 2 front, with a minimum one USB 3.0 port or higher (USB 3.0 per state's reply to vendor questions)	4 Back (USB 3.0), 2 Front (USB 2.0)	N/A	N/A
Video	dual display capable (one VGA, one DVI) with a minimum of 1 GB dedicated video RAM (Display Port to DVI-D adapter should be included when necessary).	AMD Radeon HD 7450, DirectX 11, 3D Hardware Acceleration, 1GB, PCI Express 2.0 x16 adapter one DVI-I (Includes DVI-to-VGA dongle), one DisplayPort, 25 watts; Maximum resolution: 2560x1600 (DisplayPort, DVI-I)@60Hz; works along with Intel HD Graphics to support up to four independent monitors; Display Port to DVI Dongle	N/A	N/A
Ethernet port	standard integrated	One gigabit ethernet port, Intel 82579, Wake on LAN	N/A	N/A
TPM chip required		Trusted Platform Module (TPM), TCG 1.2-compliant	N/A	N/A
Base cost of Unit including shipping			\$525.00	\$525.00
4 Year Warranty	On-Site	P/N 41C9194	\$29.00	\$29.00
Windows 7 Ultimate Upgrade			\$45.00	\$45.00
Total Cost of Unit			\$599.00	\$599.00

Make: ThinkCentre M82	Model: 2697CTO
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## IP12 ATTACHMENT C

GIS/ENG. CLASS PC

ITEM	MINIMUM REQUIREMENTS	Lenovo Specifications	State COST	Educational Cost
Chassis Including Shipping	Mid tower		N/A	N/A
OS	Windows 7 Professional 32 bit/64 bit	Windows 7 Professional 64 bit	N/A	N/A
Processor	Intel Core i7 3.4 GHz	Core i7-3770 3.4GHz 8M Cache	N/A	N/A
RAM	4 GB min	4GBx1 PC3-12800 DDR3 UDIMM	N/A	N/A
hard drive	1 TB 7200 RPM SATA, upgradable	1 TB 7200RPM SATA	N/A	N/A
Keyboard	standard USB	Lenovo USB Preferred Pro Fullsize	N/A	N/A
Mouse	Optical USB 2 button with scroll	Lenovo Enhanced Optical USB Mouse 2 button with scroll	N/A	N/A
DVD/RW	Multi DVD/RW optical drive	Multi DVD/RW optical drive	N/A	N/A
USB ports	4 back, 2 front, with a minimum one USB 3.0 port or higher (USB 3.0 per state's reply to vendor questions)	4 Back (USB 3.0), 2 Front (USB 2.0)	N/A	N/A
Video	Dual display capable (one VGA, one DVI), with a minimum of 1GB of dedicated Video Ram (Display Port to DVI-D adapter should be included when necessary)	AMD Radeon HD 7450, DirectX 11, 3D Hardware Acceleration, 1GB, PCI Express 2.0 x16 adapter one DVI-I (includes DVI-to-VGA dongle), one DisplayPort, 25 watts; Maximum resolution: 2560x1600 (DisplayPort, DVI-I)@60Hz; works along with Intel HD Graphics to support up to four independent monitors; Display Port to DVI Dongle	N/A	N/A
Ethernet port	Standard integrated	One gigabit ethernet port, Intel 82579, Wake on LAN	N/A	N/A
TPM chip required		Trusted Platform Module (TPM), TCG 1.2-compliant	N/A	N/A
Base cost of Unit including shipping			\$797.00	\$797.00
4 Year Warranty	On-Site	P/N 41C9194	\$29.00	\$29.00
Windows 7 Ultimate Upgrade			\$45.00	\$45.00
Total Cost of Unit			\$871.00	\$871.00

Make: ThinkCentre M82		Model: 2697CTO
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## IP12 ATTACHMENT D

### STANDARD LAPTOP

ITEM	MINIMUM REQUIREMENTS	Lenovo Specifications	State COST	Educational Cost
OS Including Shipping	Windows Professional bit/64 bit	Windows 7 Professional 64 bit	N/A	N/A
Processor	Intel Core i3 2.3 GHz-	Intel Core i3-2370M, 2.4GHz 3M Cache	N/A	N/A
RAM	4 GB	4 GB PC3-12800 DDR3 (1 DIMM)	N/A	N/A
hard drive	160GB 7200 RPM SATA	320 GB Hard Disk Drive- 7200rpm	N/A	N/A
Keyboard	Standard	6-row, 84-key, ThinkVantage button, spill-resistant, multimedia Fn keys	N/A	N/A
Webcam	Integrated	HD720p resolution, wide view angle, low light sensitive, face tracking, fixed focus	N/A	N/A
DVD/RW	Multi DVD/RW optical drive	DVD burner, 12.7mm high, fixed, not removable, tray-in	N/A	N/A
USB ports	3 total with at least one USB 3.0 port (USB 3.0 per state's reply to vendor questions)	One USB 3.0, three USB 2.0 (one powered)	N/A	N/A
Video	Standard integrated video, 15" display or better	15.6" (396mm) HD (1366x768) color, anti-glare, LED backlight, 220 nits, 16:9 aspect ratio, 500:1 contrast ratio; Intel HD Graphics 4000 in processor	N/A	N/A
Battery	6 cell 55 Whr or equivalent	6cell LI Battery TWL70+	N/A	N/A
Ethernet port	Standard integrated	Realtek RTL8111F Gigabit Network Connection	N/A	N/A
Wireless	802.11 a/b/g/n 12 WLAN Card	Intel Centrino Advanced-N 6205 (2x2 ABGN)	N/A	N/A
Computrace complete 4 years		Included on attachment H	N/A	N/A
TPM chip required		Trusted Platform Module, TCG 1.2-compliant	N/A	N/A
Base cost of Unit including shipping			\$545.00	\$545.00
4 Year Warranty	On-Site	P/N 45K6022	\$69.00	\$69.00
Windows 7 Ultimate Upgrade			\$45.00	\$45.00
Total Cost of Unit			\$659.00	\$659.00

Make: ThinkPad L530		Model: 2478CTO
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# IP12

## ATTACHMENT E

### POWER LAPTOP

ITEM	MINIMUM REQUIREMENTS	Lenovo Specifications	State COST	Educational Cost
OS Including Shipping	Windows 7 Professional 32 bit/64 bit	Windows 7 Professional 64 bit	N/A	N/A
Processor	Intel Core i5 2.4 GHz	Intel Core i5-3210M , 2.5GHz 3M Cache	N/A	N/A
RAM	4 GB	4 GB PC3-12800 DDR3 (1 DIMM)	N/A	N/A
hard drive	500 GB 7200 RPM SATA	500 GB Hard Disk Drive-7200rpm	N/A	N/A
Keyboard	Standard integrated	6-row, 84-key, ThinkVantage button, spill-resistant, multimedia Fn keys	N/A	N/A
Webcam	Integrated	HD720p resolution, wide view angle, low light sensitive, face tracking, fixed focus	N/A	N/A
DVD/RW	Multi DVD/RW optical drive	DVD burner, 12.7mm Ultrabay Enhanced, removable	N/A	N/A
USB ports	3 total with at least one USB 3.0 port (USB 3.0 per state's reply to vendor questions)	Two USB 3.0, two USB 2.0 (one powered)	N/A	N/A
Video	Video Card with minimum of 1GB of dedicated video RAM: 15" display or better (per state's reply to vendor questions)	NVIDIA NVS 5400M, PCI Express x16, 1GB memory, NVIDIA Optimus technology, auto-switch between discrete and integrated graphics, Intel HD Graphics 4000 in processor	N/A	N/A
Battery	8 cell 73 Whr battery or equivalent	9cell LI Battery TWL70++	N/A	N/A
Ethernet port	Standard integrated	Intel 82579LM Gigabit Network Connection (Lewisville), PHY, PCIe x1	N/A	N/A
Wireless	802.11 a/b/g/n I2 WLAN Card	Intel Centrino Advanced-N 6205 (2x2 ABGN)	N/A	N/A
Computrace complete 4 years		Included on attachment H	N/A	N/A
TPM chip required		Trusted Platform Module, TCG 1.2-compliant	N/A	N/A
Base cost of Unit including shipping			\$755.00	\$755.00
4 Year Warranty	On-Site	45K6038	\$55.00	\$55.00
Windows 7 Ultimate Upgrade			\$45.00	\$45.00
Total Cost of Unit			\$855.00	\$855.00

Make: ThinkPad T530	Model: 2429CTO
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## IP12 ATTACHMENT F

**TABLET (12")**

ITEM	MINIMUM REQUIREMENTS	Lenovo Specifications	State COST	Educational Cost
OS Including Shipping	Windows 7 Professional 32 bit/64 bit	Windows 7 Professional 64 bit	N/A	N/A
Processor	Intel Core i5	Intel Core i7-3520M processor, 2.90GHz, 4MB Cache	N/A	N/A
RAM	4 GB	4 GB PC3-12800 DDR3 (1 DIMM)	N/A	N/A
hard drive	150 GB 5400 RPM SATA, optional sold state	320 GB Hard Disk Drive-7200rpm	N/A	N/A
Keyboard	Physical	6-row, 84-key, ThinkVantage button, spill-resistant, multimedia Fn keys	N/A	N/A
Mouse	Trackpad, digital pen	TrackPoint pointing device, "Press-to-Select," Internet Scroll Bar13, magnifying glass; UltraNav™, buttonless touchpad below keyboard, Tap Zones, multi-touch; write on screen with standard digitizer pen, pen holder in side base (right)	N/A	N/A
DVD/RW	None	None	N/A	N/A
USB ports	2 total	Two USB 3.0, one powered USB 2.0	N/A	N/A
Video	Intel integrated or equivalent	Intel HD Graphics 4000 in processor, supports external analog monitor via VGA DB-15 and digital monitor via DisplayPort; supports dual independent display; Maximum external resolution: 2560x1600 (DisplayPort)@60Hz; 2048x1536 (VGA)@75Hz; 1920x1200@60Hz	N/A	N/A
Battery	Extended	6cell, ThinkPad Battery X67+ (6 Cell is the maximum battery size for the Tablet. 6 cell Slim External battery 19+ is included in Attachment J)	N/A	N/A
Ethernet port	Standard integrated	Intel 82579LM Gigabit Network Connection (Lewisville), PHY, PCIe x1	N/A	N/A
Wireless	802.11 a/b/g/n I2 WLAN Card	Intel Centrino Advanced-N 6205 (2x2 ABGN)	N/A	N/A
Computrace complete 4 years		Included on attachment H	N/A	N/A
TPM chip required		Trusted Platform Module, TCG 1.2-compliant	N/A	N/A
Base cost of Unit including shipping			\$998.00	\$998.00
4 Year Warranty	On-Site	P/N 12X5630	\$55.00	\$55.00
Windows 7 Ultimate Upgrade			\$45.00	\$45.00
Total Cost of Unit			\$1,098.00	\$1,098.00

Make: ThinkPad T530		Model: 3438CTO
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**IP12**  
**ATTACHMENT G**

**REQUIRED  
SERVICES**

Service	State Cost	Educational Cost
Image Load per machine 3.1.3	\$15.00	\$15.00

**Note: The State Cost shall be an all inclusive cost and shall cover any of the three (3) options listed in Section 3.1.3 of the Bid Specifications.**

**IP12**  
**ATTACHMENT H**  
**OPTIONAL COMPONENTS AND SERVICES**

Component	Vendor Specifications	State Cost		Educational Cost	
		Desktop	Laptop	Desktop	Laptop
1GB Memory (single)	End of Life	No Bid	No Bid	No Bid	No Bid
2GB Memory (single)	Lenovo 2GB PC3-12800 DDR3-1600 SODIMM Memory Laptop P/N 0A65722 Desktop P/N 0A68728	\$18.00	\$18.00	\$18.00	\$18.00
4GB Memory (single)	Lenovo 4GB PC3-12800 DDR3-1600 SODIMM Memory Laptop P/N 0A65723 Desktop P/N 0A65730	\$32.00	\$32.00	\$32.00	\$32.00
External Enhanced Keyboard (USB)	Lenovo Preferred Pro USB Keyboard - US English P/N 73P5220	\$23.00	\$23.00	\$23.00	\$23.00
External 2-button mouse w/scroll (USB)	Lenovo USB Optical Mouse P/N 06P4069	\$12.00	\$12.00	\$12.00	\$12.00
Nylon carrying Case	ThinkPad Basic Case P/N 43R9113	NA	\$23.00	NA	\$23.00
Leather Carrying Case	ThinkPad Executive Leather Case P/N 43R2480	NA	\$79.00	NA	\$79.00
Nylon Backpack	Lenovo Performance Backpack P/N 41U5254	NA	\$24.00	NA	\$24.00
Extended life battery for each laptop model	ThinkPad Battery 70++ P/N 0A36303	NA	\$128.00	NA	\$128.00
AC Adapter	ThinkPad 65W AC Adapter P/N 40Y7696	NA	\$44.00	NA	\$44.00
Port Replicator for each laptop model	ThinkPad Port Replicator Series 3 P/N 433615W	NA	\$144.00	NA	\$144.00
Full Docking Station for each laptop model (dual display, ready VGA capability, 4 USB ports minimum, at least 1 USB 3.0 port)	ThinkPad Mini Dock Series 3 P/N 433815U	NA	\$200.00	NA	\$200.00
Computrace complete 4 years for each model	ComputraceComplete for Lenovo SLG -4 yr (POS) P/N 55Y9946	NA	\$80.00	NA	\$80.00
External Speakers	Lenovo mini speaker M220 P/N 55Y2033	\$24.00	\$24.00	\$24.00	\$24.00
Integrated 56K Fax Modem	Integrated 56K fax modem	\$5.00	\$5.00	\$5.00	\$5.00
Accidental Damage coverage for all mobile equipment	4Yr TPP (cost to upgrade to 4 yr onsite included in attachments D,E, & F) Price is for Tablet. Price will be lower for the Standard and Power Laptops.	NA	\$230.00	NA	\$230.00
Asset Tagging per machine 3.10.1	Standard Asset Tag	\$16.00	\$16.00	\$16.00	\$16.00
Upgrade to Windows 7 Ultimate		\$45.00	\$45.00	\$45.00	\$45.00
<b>Total Price</b>		<b>\$175.00</b>	<b>\$1,127.00</b>	<b>\$175.00</b>	<b>\$1,127.00</b>

**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.**

# IP12

## ATTACHMENT I - COST BID SUMMARY

### 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 and may be more or less at the State's discretion.

Attachment	Total State Cost From Attachment	Estimated Quantity	Product	Extended Cost
Attachment A	\$529.00	1,200	standard desktop pcs	\$634,800.00
Attachment B	\$599.00	2500	power desktop pcs	\$1,497,500.00
Attachment C	\$871.00	20	GIS/ENG Class pc	\$17,420.00
Attachment D	\$659.00	1000	Standard Laptop	\$659,000.00
Attachment E	\$855.00	1000	Power Laptop	\$855,000.00
Attachment F	\$1,098.00	50	Tablets	\$54,900.00
Attachment G	\$15.00	5700	MachInes	\$85,500.00
Attachment H	\$1,302.00	20	Total State Cost	\$26,040.00
		<b>Total Cost</b>		<b>\$3,830,160.00</b>

Note: Per RFP formatting provided to the vendors by the state, Win 7 Ultimate upgrade pricing is requested twice. Once in the individual system Attachments (A-F) and also again in Attachment G. This results in our \$45 upgrade pricing being included in Attachments A-F and Attachment H.

**IP12**  
**ATTACHMENT J**

**OPTIONAL HARDWARE - NOT PART OF THE EVALUATION**

<b>Vendor Specifications</b>	<b>State Cost</b>	<b>Educational Cost</b>
ThinkCentre M77 AMD Phenom B57, 4GB, 250GB, Win 7 64 Bit	\$363	\$363
ThinkCentre M77 AMD Phenom B57, 4GB, 500GB, Win 7 64 Bit	\$405	\$405
ThinkCentre M92p Tiny i5, 4GB, 500GB, Win 7 Pro 64	\$385	\$385
ThinkPad X230 Tablet Battery 19+ (6 cell Slim External) P/N 0A36280	\$120	\$120