



**Response To:**

**State of West Virginia**

Network Infrastructure Equipment ISCN0037

April 16, 2013 1:30 PM



04/16/13 09:14:50 AM  
West Virginia Purchasing Division

**Corporate Headquarters**  
ePlus Technology, inc.  
13595 Dulles Technology Drive  
Herndon, VA 20171

**Local Office**  
1116 Smith Street, Suite 412  
Charleston, WV 25301

**Contact**  
Andrea Herman  
Phone: 304-550-4109  
Email: [aherman@eplus.com](mailto:aherman@eplus.com)



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

**Solicitation**

NUMBER
ISCN0037

PAGE
1

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

VENDOR

RFQ COPY  
 TYPE NAME/ADDRESS HERE  
 ePlus Technology, inc.  
 13595 Dulles Technology Drive  
 Herndon, VA 20171

SHIP TO

DEPARTMENT OF ADMINISTRATION  
 JOBSITE  
 SEE SPECIFICATIONS

DATE PRINTED
03/06/2013

BID OPENING DATE: 04/16/2013 BID OPENING TIME 1:30PM

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	EA		205-43		
NETWORK INFRASTRUCTURE EQUIPMENT  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 THE NATIONAL RADIO ASTRONOMY OBSERVATORY (NARO) LOCATED IN GREEN BANK, WEST VIRGINIA PER THE ATTACHED SPECIFICATIONS.						
***** THIS IS THE END OF RFQ ISCN0037 ***** TOTAL						\$435,559.25

SIGNATURE <i>Steve Mencarini</i>	TELEPHONE 703-984-8400	DATE 4/15/13
TITLE Steve Mencarini, SVP	FEIN 54-1904151	ADDRESS CHANGES TO BE NOTED ABOVE

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



**ADDENDUM ACKNOWLEDGEMENT FORM**  
**SOLICITATION NO.:** ISCN0037

**Instructions:** Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

**Acknowledgment:** I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

**Addendum Numbers Received:**

(Check the box next to each addendum received)

- |  |  |
|--|--|
| <input checked="" type="checkbox"/> Addendum No. 1<br><br><input type="checkbox"/> Addendum No. 2<br><br><input type="checkbox"/> Addendum No. 3<br><br><input type="checkbox"/> Addendum No. 4<br><br><input type="checkbox"/> Addendum No. 5 | <input type="checkbox"/> Addendum No. 6<br><br><input type="checkbox"/> Addendum No. 7<br><br><input type="checkbox"/> Addendum No. 8<br><br><input type="checkbox"/> Addendum No. 9<br><br><input type="checkbox"/> Addendum No. 10 |
|--|--|

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further 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.

ePlus Technology, inc.

\_\_\_\_\_  
Company

  
\_\_\_\_\_  
Steve Mencarini, SVP Authorized Signature

4/15/13  
\_\_\_\_\_

Date

NOTE: This addendum acknowledgement should be submitted with the bid to expedite document processing.

\*\*Please note this bid request included 2 items (SFP-GE-L and SFP-GE-S) that were named End of Life by Cisco on March 12, 2012 and are no longer available for purchase as "new". These items are available as authorized refurbished, but is outside the requirements for this RFP. There are also replacement SFP's that we would be happy to quote as an addendum. Attached is the End Of Life Document provided by Cisco.

## ISCN0037 Bid Price Sheet

QTY	Product Number	Alternate Part # and Description of *or equal Products	Description	Unit Price	Extended Price
1	ASR1K6R2-40G-SHAK9		ASR1006 Sec+HA Bundle w/ 2xESP-40G 2xRP2 SIP40 AESK9 License	\$85,050	\$85,050
5	CON-SNTE-ASR1KSHK9		SMARTNET 8X5X4 ASR1006 Sec+HA Bundl	included	included
1	ASR1000-SIP40-BUN		ASR1000-SIP40 for Special Bundle (SB)	included	included
5	CON-SNTE-ASR1000S		SMARTNET 8X5X4 ASR1000-SIP40 for Special Bundle (SB)	\$570.72	\$2,853.60
1	SPA-1X10GE-L-V2		Cisco 1-Port 10GE LAN-PHY Shared Port Adapter	\$9,000	\$9,000
5	CON-SNTE-1X10GEV2		SMARTNET 8X5X4 1-Pt 10GE LAN-PHY Shared PT Adptr	\$713.40	\$3,567
1	XFP-10G-MM-SR		10GBASE-SR XFP Module	\$897.75	\$897.75
1	ASR1000-SPA		SPA for ASR1000; No Physical Part; For Tracking Only	included	included
1	SPA-2XT3/E3		2-port Clear Channel T3/E3 Shared Port Adapter	\$4,050	\$4,050
5	CON-SNTE-2XT3E3		SMARTNET 8X5X4 2-port T3/E3 Serial	\$321.03	\$1,605.15
1	ASR1000-SPA		SPA for ASR1000; No Physical Part; For Tracking Only	included	included
1	SPA-5X1GE-V2		Cisco 5-Port Gigabit Ethernet Shared Port Adapter	\$8,100	\$8,100
5	CON-SNTE-5X1GEV2		SMARTNET 8X5X4 5-Pt Gigabit Enet Shared Pt Adptr	\$642.06	\$3,210.30
1	SFP-GE-L	Please see note above.	1000BASE-LX/LH SFP (DOM)	**	**
1	SFP-GE-S	Please see note above.	1000BASE-SX SFP (DOM)	**	**
2	SFP-GE-T		1000BASE-T SFP (NEBS 3 ESD)	\$198	\$396
1	ASR1000-SPA		SPA for ASR1000; No Physical Part; For Tracking Only	included	included
1	ASR1000-SIP40		Cisco ASR1000 SPA Interface Processor 40	\$4,500	\$4,500
5	CON-SNTE-1000SP40		SMARTNET 8X5X4 Cisco ASR1000 SPA Interface Processor 40	\$570.72	\$2,853.60
1	SPA-1X10GE-L-V2		Cisco 1-Port 10GE LAN-PHY Shared Port Adapter	\$9,000	\$9,000
5	CON-SNTE-1X10GEV2		SMARTNET 8X5X4 1-Pt 10GE LAN-PHY Shared PT Adptr	\$713.40	\$3,567
1	XFP10GLR-192SR-L		Low Power multirate XFP supporting 10GBASE-LR and OC-192 SR	\$1,800	\$1,800
1	ASR1000-SPA		SPA for ASR1000; No Physical Part; For Tracking Only	included	included
1	SPA-8XCHT1/E1		8-port Channelized T1/E1 to DS0 Shared Port Adapter	\$4,950	\$4,950
5	CON-SNTE-8XCHT1E1		SMARTNET 8X5X4 8Prt Channel T1/E1	\$392.37	\$1,961.85
1	ASR1000-SPA		SPA for ASR1000; No Physical Part; For Tracking Only	included	included
2	ASR1013/06-PWR-AC		Cisco ASR1000 1600w AC Power Supply	included	included
2	CAB-9K20A-NA		Power Cord 125VAC 20A NEMA 5-20 Plug North America/Japan	included	included
1	FLASR1-FPI-RTU		Flex. Pack Insp. Right-To-Use Feat LicASR1000 Series	included	included
5	CON-SNTE-ASR1FPI		SMARTNET 8X5X4 Flex. Pack Insp. Right-To-Use Feat Lic	\$196.80	\$984.00
1	FLASR1-FW-RTU		Firewall Right-To-Use Feature Lic for ASR1000 Series	included	included
5	CON-SNTE-ASR1FWRT		SMARTNET 8X5X4 Firewall Right-To-Use Feature Lic	\$393.60	\$1,968.00
1	FLASR1-IPSEC-RTU		Encryption Right-To-Use Feature Lic for ASR1000 Series	included	included

## ISCN0037 Bid Price Sheet

5	CON-SNTE-ASRIPSEC		SMARTNET 8X5X4 Encryption Right-To-Use Feature Lic	\$393.60	\$1,968.00
2	ASR1000-ESP40		Cisco ASR1000 Embedded Services Processor 40G	included	included
5	CON-SNTE-ASR1000E		SMARTNET 8X5X4 Cisco ASR1000 Embedded Services Processo	\$2,282.88	\$11,414.40
1	ASR1000-RP2-BUN		Cisco ASR1000 Route Processor 2 8GB DRAMBundle Component	included	included
5	CON-SNTE-ASRRP2B		SMARTNET 8X5X4 ASR1000 RP2	\$1,369.61	\$6,848.05
1	M-ASR1K-RP2-8GB		Cisco ASR1000 RP2 8GB DRAM	included	included
1	M-ASR1K-HDD-80GB		Cisco ASR1000 RP2 80GB HDD	included	included
1	SASR1R2-AESK9-34S		Cisco ASR 1000 Series RP2 ADVANCED ENTERPRISE SERVICES	\$4,500	\$4,500
5	CON-SNTE-R2AES34		SMARTNET 8X5X4 Cisco ASR 1000 Series RP2 ADVANCED ENTER	\$432.96	\$2,164.80
1	ASR1000-RP2-BUN		Cisco ASR1000 Route Processor 2 8GB DRAMBundle Component	included	included
5	CON-SNTE-ASRRP2B		SMARTNET 8X5X4 ASR1000 RP2	\$1,369.61	\$6,848.05
1	M-ASR1K-RP2-8GB		Cisco ASR1000 RP2 8GB DRAM	included	included
1	M-ASR1K-HDD-80GB		Cisco ASR1000 RP2 80GB HDD	included	included
1	MEMUSB-1024FT=		1GB USB Flash Token spare	\$382.50	\$382.50
1	N7K-C7010-B2S2E-R		Nexus 7010 Bundle (Chassis 2xSUP2E 5xFAB2) No Power Supplies	\$58,500	\$58,500
5	CON-SNTE-10B2S2ER		SMARTNET 8X5X4 Nexus 7010 Bundle (C	\$8,164.74	\$40,823.70
1	N7KS2K9-61		Cisco NX-OS Release 6.1 for SUP2	included	included
1	N7K-C7010-SBUN-P1		Inc. LANADVTRSEL2DCNMDCNMSANMPLSSANXL - Promotion	\$33,750	\$33,750
1	DCNM-N7K-K9-SBUN		DCNM for LAN Enterprise License for one Nexus 7000 Chassis	included	included
5	CON-SAU-N7DCNMSB		SW APP SUPP + UPGR DCNM for LAN Enterpr	\$861	\$4,305
1	DCNM-N7K-PAK		DCNM LAN Enterprise License for a Pack of Nexus 7000 Chassis	\$4,500	\$4,500
5	CON-SAU-N7PAK		SW APP SUPP + UPGR License for a Pack of Nexus 7000 Chassis	\$1,230	\$6,150
1	DCNM-SANN7KK9-SBUN		DCNM for SAN Advanced Edition for Nexus 7000	included	included
5	CON-SAU-7DCSANSB		SW APP SUPP + UPGR DCNM for SAN Advanced Edition for Nexus	\$1,808.10	\$9,040.50
1	N7K-ADV1K9-SBUN		Nexus 7000 Advanced LAN Enterprise License (VDC CTS ONLY)	included	included
1	N7K-C7010-XL-SBUN		Nexus 7010 Scalable Feature License	included	included
1	N7K-EL21K9-SBUN		Nexus 7000 Enhanced Layer 2 License (FabricPath)	included	included
1	N7K-LAN1K9-SBUN		Nexus 7000 LAN Enterprise License (L3 protocols)	included	included
1	N7K-MPLS1K9-SBUN		Nexus 7000 MPLS License	included	included
1	N7K-SAN1K9-SBUN		Nexus 7000 SAN Enterprise License	included	included
1	N7K-TRS1K9-SBUN		Nexus 7000 Transport Services License	included	included
1	N7K-SUP2E		Nexus 7000 - Supervisor 2 EnhancedIncludes 8GB USB Flash	included	included
1	N7K-USB-8GB		Nexus 7K USB Flash Memory - 8GB (Log Flash)	included	included
1	N7K-SUP2E		Nexus 7000 - Supervisor 2 EnhancedIncludes 8GB USB Flash	included	included

## ISCN0037 Bid Price Sheet

1	N7K-USB-8GB	Nexus 7K USB Flash Memory - 8GB (Log Flash)	included	included
1	N7K-F248XP-25	Nexus 7000 F2-Series 48 Port 10GbE (req. SFP+)	\$19,800	\$19,800
2	SFP-10G-LR	10GBASE-LR SFP Module	\$1,797.75	\$3,595.50
12	SFP-10G-LRM	10GBASE-LRM SFP Module	\$582.75	\$6,993.00
14	SFP-10G-SR	10GBASE-SR SFP Module	\$672.75	\$9,418.50
1	N7K-M148GS-11L	Nexus 7000 - 48 Port GE Module with XL Option (req. SFP)	\$12,150	\$12,150
8	GLC-LH-SMD	1000BASE-LX/LH SFP transceiver module MMF/SMF 1310nm DOM	\$447.75	\$3,582
8	GLC-SX-MMD	1000BASE-SX SFP transceiver module MMF 850nm DOM	\$225	\$1,800
4	GLC-T	1000BASE-T SFP	\$177.75	\$711.00
1	N7K-M148GT-11L	Nexus 7000 - 48 Port 10/100/1000 Module with XL option	\$6,750	\$6,750
1	N7K-M148GT-11L	Nexus 7000 - 48 Port 10/100/1000 Module with XL option	\$6,750	\$6,750
1	N7K-M148GT-11L	Nexus 7000 - 48 Port 10/100/1000 Module with XL option	\$6,750	\$6,750
1	N7K-M148GT-11L	Nexus 7000 - 48 Port 10/100/1000 Module with XL option	\$6,750	\$6,750
5	N7K-C7010-FAB-2	Nexus 7000 - 10 Slot Chassis - 110Gbps/Slot Fabric Module	included	included
3	N7K-AC-6.0KW	Nexus 7000 - 6.0KW AC Power Supply Module	\$2,700	\$8,100
6	CAB-AC-C6K-TWLK	Power Cord 250Vac 16A twist lock NEMA L6-20 plug US	included	included
1	N7K-C7010-AFLT	Nexus 7010 Air Filter	\$225	\$225
1	N7K-C7010-FD-MB	Nexus 7010 Front Door Kit	\$675	\$675
			<b>Subtotal</b>	\$435,559.25
			<b>Shipping</b>	included
			<b>TOTAL</b>	\$435,559.25

RFQ No. ISCN-0037

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: ePlus Technology, inc.

Authorized Signature: *Steve Mencarini* Date: 4/15/13  
Steve Mencarini, Senior VP

Commonwealth  
State of Virginia

County of Fairfax, to-wit:

Taken, subscribed, and sworn to before me this 15 day of April, 2013.

My Commission expires 4/30, 2017

AFFIX SEAL HERE



NOTARY PUBLIC

*Todd Sylvester*

Purchasing Affidavit (Revised 07/01/2012)

Commission No. 309153  
My Commission Expires April 30, 2017



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. X 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: ePlus Technology, inc.

Signed: [Signature]

Date: 4/15/13

Title: Steve Mencarini, Senior Vice President



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

**Solicitation**

NUMBER
ISCN0037

PAGE
1

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

RFQ COPY  
 TYPE NAME/ADDRESS HERE

V  
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D  
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DEPARTMENT OF ADMINISTRATION  
 JOBSITE  
 SEE SPECIFICATIONS

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DATE PRINTED
03/27/2013

BID OPENING DATE: 04/16/2013 BID OPENING TIME 1:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
0001		EA		205-43		
PERIPHERAL DEVICES AND ACCESSORIES, COMPUTER SYSTEM						
ADDENDUM NO. 01						
THIS ADDENDUM HAS BEEN ISSUED TO AMEND THE ORIGINAL SOLICITATION PER THE ATTACHED DOCUMENTATION.						
0002	1	EA		205-43		
NETWORK INFRASTRUCTURE EQUIPMENT						

SIGNATURE	TELEPHONE	DATE
	703-984-8400	4/15/2013
TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE
Steve Mefcarini, Senior VP	54-1904151	

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

SOLICITATION NUMBER: ISCN0037

Addendum Number: 1

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The purpose of this addendum is to modify the solicitation identified as ("Solicitation") to reflect the change(s) identified and described below.

**Applicable Addendum Category:**

- | Modify bid opening date and time
- | Modify specifications of product or service being sought
- | Attachment of vendor questions and responses
- | Attachment of pre-bid sign-in sheet
- | Correction of error
- | Other

**Description of Modification to Solicitation:**

To provide the answers for the technical questions

**Additional Documentation:** Documentation related to this Addendum (if any) has been included herewith as Attachment A and is specifically incorporated herein by reference.

**Terms and Conditions:**

1. All provisions of the Solicitation and other addenda not modified herein shall remain in full force and effect.
2. Vendor should acknowledge receipt of all addenda issued for this Solicitation by completing an Addendum Acknowledgment, a copy of which is included herewith. Failure to acknowledge addenda may result in bid disqualification. The addendum acknowledgement should be submitted with the bid to expedite document processing.

# ATTACHMENT A

## ISCN0037 Technical Questions

- Q. 1.** There is a statement that Fabric Path is a needed. Fabric Path is a Cisco Proprietary function. Is TRILL or DCB acceptable as an alternative?
- A. 1.** Transparent Interconnect of Lots of Links (TRILL) is an acceptable alternative.
- Q. 2.** There is a statement that OTV is required. We have a datacenter interconnect technology. Is this acceptable as an alternative?
- A. 2.** The statement specifies OTV or Equal. Although we are unfamiliar with HP's Data Center Interconnect (DCI), DCI is a transport-agnostic solution that extends Layer 2 network connectivity across globally-located data center locations. The vendor must be able to deploy DCI between sites without changing or reconfiguring the agency's existing network design which currently consists of Cisco equipment on all of the system's endpoints. We use EIGRP as our internal routing protocol and are deploying multicast routing.
- Q. 3.** On the very first page of the Solicitation we are instructed to add our vendor name and address, on the bottom of the page it appears we need to sign and include Title, Date, Fein, and telephone number. Can you confirm this to be the case?
- A. 3.** Yes, vendors should complete this information in its entirety.
- Q. 4.** Can you confirm the number of hard copies required to be submitted? It appears to be one but need confirmation.
- A. 4.** One copy is required.
- Q. 5.** Is there any possible way to obtain a Word version of the RFQ's to simplify our responses back to you?
- A. 5.** The version released is the only version available.
- Q. 6.** What is the shipping address for this RFQ?
- A. 6.** The shipping address is referenced in section 6.1 of the specifications as; 1 Observatory Road, Green Bank, WV 24944.

**ADDENDUM ACKNOWLEDGEMENT FORM**  
**SOLICITATION NO.: ISCN0037**

**Instructions:** Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

**Acknowledgment:** I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

**Addendum Numbers Received:**

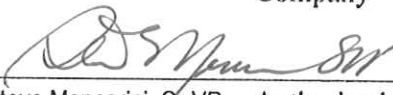
(Check the box next to each addendum received)

- |  |  |
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| <input checked="" type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 6  |
| <input type="checkbox"/> Addendum No. 2            | <input type="checkbox"/> Addendum No. 7  |
| <input type="checkbox"/> Addendum No. 3            | <input type="checkbox"/> Addendum No. 8  |
| <input type="checkbox"/> Addendum No. 4            | <input type="checkbox"/> Addendum No. 9  |
| <input type="checkbox"/> Addendum No. 5            | <input type="checkbox"/> Addendum No. 10 |

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further 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.

ePlus Technology, inc.

Company

  
 Steve Mencarini, Sr VP Authorized Signature

5/15/2013

Date

**NOTE:** This addendum acknowledgment should be submitted with the bid to expedite document processing.  
 Revised 6/8/2012



## End-of-Sale and End-of-Life Announcement for the Select Cisco Gigabit Ethernet SFP Modules

### EOL7727

Cisco announces the end-of-sale and end-of life dates for the Select Cisco Gigabit Ethernet SFP Modules. The last day to order the affected product(s) is March 8, 2013. Customers with active service contracts will continue to receive support from the Cisco Technical Assistance Center (TAC) as shown in Table 1 of the EoL bulletin. Table 1 describes the end-of-life milestones, definitions, and dates for the affected product(s). Table 2 lists the product part numbers affected by this announcement. For customers with active and paid service and support contracts, support will be available until the termination date of the contract, even if this date exceeds the Last Date of Support shown in Table 1.

**Table 1.** End-of-Life Milestones and Dates for the Select Cisco Gigabit Ethernet SFP Modules

Milestone	Definition	Date
<b>End-of-Life Announcement Date</b>	The date the document that announces the end of sale and end of life of a product is distributed to the general public.	March 8, 2012
<b>End-of-Sale Date</b>	The last date to order the product through Cisco point-of-sale mechanisms. The product is no longer for sale after this date.	March 8, 2013
<b>Last Ship Date: HW</b>	The last-possible ship date that can be requested of Cisco and/or its contract manufacturers. Actual ship date is dependent on lead time.	June 6, 2013
<b>End of Routine Failure Analysis Date: HW</b>	The last-possible date a routine failure analysis may be performed to determine the cause of hardware product failure or defect.	March 8, 2014
<b>End of New Service Attachment Date: HW</b>	For equipment and software that is not covered by a service-and-support contract, this is the last date to order a new service-and-support contract or add the equipment and/or software to an existing service-and-support contract.	March 8, 2014
<b>End of Service Contract Renewal Date: HW</b>	The last date to extend or renew a service contract for the product.	June 6, 2017
<b>Last Date of Support: HW</b>	The last date to receive service and support for the product. After this date, all support services for the product are unavailable, and the product becomes obsolete.	March 31, 2018

HW = Hardware OS SW = Operating System Software App. SW = Application Software

**Table 2. Product Part Numbers Affected by This Announcement**

End-of-Sale Product Part Number	Product Description	Replacement Product Part Number	Replacement Product Description	Additional Information
GLC-LH-SM	GE SFP, LC connector LX/LH transceiver	GLC-LH-SMD	1000BASE-LX/LH SFP transceiver module, MMF/SMF, 1310nm, DOM	—
GLC-LH-SM=	GE SFP, LC connector LX/LH transceiver	GLC-LH-SMD=	1000BASE-LX/LH SFP transceiver module, MMF/SMF, 1310nm, DOM	—
GLC-SX-MM	GE SFP, LC connector SX transceiver	GLC-SX-MMD	1000BASE-SX SFP transceiver module, MMF, 850nm, DOM	—
GLC-SX-MM=	GE SFP, LC connector SX transceiver	GLC-SX-MMD=	1000BASE-SX SFP transceiver module, MMF, 850nm, DOM	—
SFP-GE-L	1000BASE-LX/LH SFP (DOM)	GLC-LH-SMD	1000BASE-LX/LH SFP transceiver module, MMF/SMF, 1310nm, DOM	—
SFP-GE-L=	1000BASE-LX/LH SFP (DOM)	GLC-LH-SMD=	1000BASE-LX/LH SFP transceiver module, MMF/SMF, 1310nm, DOM	—
SFP-GE-S	1000BASE-SX SFP (DOM)	GLC-SX-MMD	1000BASE-SX SFP transceiver module, MMF, 850nm, DOM	—
SFP-GE-S=	1000BASE-SX SFP (DOM)	GLC-SX-MMD=	1000BASE-SX SFP transceiver module, MMF, 850nm, DOM	—

### Product Migration Options

Customers are encouraged to migrate to new Cisco Gigabit Ethernet SFP transceiver modules (product identification numbers GLC-SX-MMD and GLC-LH-SMD). Information about this product can be found at: <http://www.cisco.com/en/US/products/ps6577/index.html>.

Customers may be able to use the Cisco Technology Migration Program (TMP) where applicable to trade-in eligible products and receive credit toward the purchase of new Cisco equipment. For more information about Cisco TMP, customers should work with their Cisco Partner or Cisco account team. Cisco Partners can find additional TMP information on Partner Central at [http://www.cisco.com/web/partners/incentives\\_and\\_promotions/tmp.html](http://www.cisco.com/web/partners/incentives_and_promotions/tmp.html)

Customers may be able to continue to purchase the Select Cisco Gigabit Ethernet SFP Modules through the Cisco Certified Refurbished Equipment program. Refurbished units may be available in limited supply for sale in certain countries on a first-come, first-served basis until the Last Date of Support has been reached. For information about the Cisco Certified Refurbished Equipment program, go to: <http://www.cisco.com/go/eos>

Service prices for Cisco products are subject to change after the product End of Sale date.

The Cisco Takeback and Recycle program helps businesses dispose properly of surplus products that have reached their end of useful life. The program is open to all business users of Cisco equipment and its associated brands and subsidiaries. For more information, go to: [http://www.cisco.com/web/about/ac227/ac228/ac231/about\\_cisco\\_takeback\\_recycling.html](http://www.cisco.com/web/about/ac227/ac228/ac231/about_cisco_takeback_recycling.html)



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## For More Information

For more information about the Cisco Gigabit Ethernet SFP Transceiver Modules, visit

[http://www.cisco.com/en/US/prod/collateral/modules/ps5455/ps6577/product\\_data\\_sheet0900aecd8033f885.html](http://www.cisco.com/en/US/prod/collateral/modules/ps5455/ps6577/product_data_sheet0900aecd8033f885.html),  
or contact your local account representative.

To request information about the Cisco Gigabit Ethernet SFP Transceiver Modules, send an e-mail to  
[ask-gbic-pm@cisco.com](mailto:ask-gbic-pm@cisco.com).

For more information about the Cisco End-of-Life Policy, go to:

[http://www.cisco.com/en/US/products/products\\_end-of-life\\_policy.html](http://www.cisco.com/en/US/products/products_end-of-life_policy.html)

For more information about the Cisco Product Warranties, go to:

[http://www.cisco.com/en/US/products/prod\\_warranties\\_listing.html](http://www.cisco.com/en/US/products/prod_warranties_listing.html)

To subscribe to receive end-of-life/end-of-sale information, go to:

<http://www.cisco.com/cisco/support/notifications.html>

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[http://www.cisco.com/web/feeds/products/end\\_of\\_life\\_rss.xml](http://www.cisco.com/web/feeds/products/end_of_life_rss.xml)

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<b>Bill To</b>	<b>Ship To</b>	<b>Quotation</b>	Page 1 of 4
STATE OF WEST VIRGINIA 1900 KANAWHA BLVD E BLDG 1	STATE OF WEST VIRGINIA ISCN0037	<b>Quotation #:</b>	21494230
CHARLESTON WV 25305		<b>Quotation Date:</b>	04/12/13
GALE GIVEN		<b>Expiration Date:</b>	05/12/13
		<b>Client Reference:</b>	
		<b>Account Rep:</b>	Andrea Herman

Qty	Part Number	MFG Name	Description	Unit Price	Extended Price
1	ASR1K6R2-40G-SHAK9	CISCO	ASR1006 SEC+HA BUNDLE W/ 2XESP-40G 2XRP2 SIP40 AESK9 LICENSE	85,050.00	85,050.00
5	CON-SNTE-ASR1KSHK9	CISCO	SMARTNET 8X5X4 ASR1006 SEC+HA BUNDL	0.00	0.00
1	ASR1000-RP2-BUN	CISCO	CISCO ASR1000 ROUTE PROCESSOR 2 8GB DRAMBUNDLE COMPONENT	0.00	0.00
5	CON-SNTE-ASRRP2B	CISCO	SMARTNET 8X5X4 ASR1000 RP2	1,369.61	6,848.05
1	SASR1R2-AESK9-34S	CISCO	CISCO ASR 1000 SERIES RP2 ADVANCED ENTERPRISE SERVICES	4,500.00	4,500.00
5	CON-SNTE-R2AES34	CISCO	SMARTNET 8X5X4 CISCO ASR 1000 SERIES RP2 ADVANCED ENTER	432.96	2,164.80
1	M-ASR1K-RP2-8GB	CISCO	CISCO ASR1000 RP2 8GB DRAM	0.00	0.00
1	M-ASR1K-HDD-80GB	CISCO	CISCO ASR1000 RP2 80GB HDD	0.00	0.00
1	ASR1000-RP2-BUN	CISCO	CISCO ASR1000 ROUTE PROCESSOR 2 8GB DRAMBUNDLE COMPONENT	0.00	0.00
5	CON-SNTE-ASRRP2B	CISCO	SMARTNET 8X5X4 ASR1000 RP2	1,369.61	6,848.05
1	SASR1R2-AESK9-34S	CISCO	CISCO ASR 1000 SERIES RP2 ADVANCED ENTERPRISE SERVICES	4,500.00	4,500.00
5	CON-SNTE-R2AES34	CISCO	SMARTNET 8X5X4 CISCO ASR 1000 SERIES RP2 ADVANCED ENTER	432.96	2,164.80
1	M-ASR1K-RP2-8GB	CISCO	CISCO ASR1000 RP2 8GB DRAM	0.00	0.00
1	M-ASR1K-HDD-80GB	CISCO	CISCO ASR1000 RP2 80GB HDD	0.00	0.00
1	ASR1000-SIP40-BUN	CISCO	ASR1000-SIP40 FOR SPECIAL BUNDLE (SB)	0.00	0.00
5	CON-SNTE-ASR1000S	CISCO	SMARTNET 8X5X4 ASR1000-SIP40 FOR SPECIAL BUNDLE (SB)	570.72	2,853.60
1	SPA-1X10GE-L-V2	CISCO	CISCO 1-PORT 10GE LAN-PHY SHARED PORT ADAPTER	9,000.00	9,000.00
5	CON-SNTE-1X10GEV2	CISCO	SMARTNET 8X5X4 1-PT 10GE LAN-PHY SHARED PT ADPTR	713.40	3,567.00
1	XFP-10G-MM-SR	CISCO	10GBASE-SR XFP MODULE	897.75	897.75
1	ASR1000-SPA	CISCO	SPA FOR ASR1000; NO PHYSICAL PART; FOR TRACKING ONLY	0.00	0.00
1	SPA-2XT3/E3	CISCO	2-PORT CLEAR CHANNEL T3/E3 SHARED PORT ADAPTER	4,050.00	4,050.00
5	CON-SNTE-2XT3E3	CISCO	SMARTNET 8X5X4 2-PORT T3/E3 SERIAL	321.03	1,605.15
1	ASR1000-SPA	CISCO	SPA FOR ASR1000; NO PHYSICAL PART; FOR TRACKING ONLY	0.00	0.00
1	SPA-5X1GE-V2	CISCO	CISCO 5-PORT GIGABIT ETHERNET SHARED PORT ADAPTER	8,100.00	8,100.00
5	CON-SNTE-5X1GEV2	CISCO	SMARTNET 8X5X4 5-PT GIGABIT ENET SHARED PT ADPTR	642.06	3,210.30
2	SFP-GE-T	CISCO	1000BASE-T SFP (NEBS 3 ESD)	198.00	396.00

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<b>Customer Acceptance</b> Signature: _____ Date: _____ Name: _____ PO #: _____ Title: _____ Ship VIA: _____	<b>To Place An Order , Please Contact:</b> Sales: Melissa Dawson Phone: 610-495-1245 Fax: 610-495-1208 email: MDawson@EPLUS.com Address: 130 Futura Drive - Pottstown, PA 19464	<b>SubTotal:</b> \$442,224.05
		<b>Tax:</b> TBD if Applicable <b>Freight:</b> TBD
This quotation is confidential for your internal use only. This is a solicitation for an offer and is subject to credit approval. No contract is formed unless a purchase order or other offer is received and accepted by our office. If you accept this quotation with the intent to have your chosen leasing company to pay the costs directly, please note that if the Lessor does not pay ePlus for any reason, you will be responsible for payment to ePlus.		<b>Total:</b> \$442,224.05



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GALE GIVEN		<b>Expiration Date:</b>	05/12/13
		<b>Client Reference:</b>	
		<b>Account Rep:</b>	Andrea Herman

Qty	Part Number	MFG Name	Description	Unit Price	Extended Price
1	ASR1000-SPA	CISCO	SPA FOR ASR1000; NO PHYSICAL PART; FOR TRACKING ONLY	0.00	0.00
1	ASR1000-SIP40	CISCO	CISCO ASR1000 SPA INTERFACE PROCESSOR 40	4,500.00	4,500.00
5	CON-SNTE-1000SP40	CISCO	SMARTNET 8X5X4 CISCO ASR1000 SPA INTERFACE PROCESSOR 40	570.72	2,853.60
1	SPA-1X10GE-L-V2	CISCO	CISCO 1-PORT 10GE LAN-PHY SHARED PORT ADAPTER	9,000.00	9,000.00
5	CON-SNTE-1X10GEV2	CISCO	SMARTNET 8X5X4 1-PT 10GE LAN-PHY SHARED PT ADPTR	713.40	3,567.00
1	XFP10GLR-192SR-L	CISCO	LOW POWER MULTIRATE XFP SUPPORTING 10GBASE-LR AND OC-192 SR	1,800.00	1,800.00
1	ASR1000-SPA	CISCO	SPA FOR ASR1000; NO PHYSICAL PART; FOR TRACKING ONLY	0.00	0.00
1	SPA-8XCHT1/E1	CISCO	8-PORT CHANNELIZED T1/E1 TO DS0 SHARED PORT ADAPTER	4,950.00	4,950.00
5	CON-SNTE-8XCHT1E1	CISCO	SMARTNET 8X5X4 8PRT CHANNEL T1/E1	392.37	1,961.85
1	ASR1000-SPA	CISCO	SPA FOR ASR1000; NO PHYSICAL PART; FOR TRACKING ONLY	0.00	0.00
2	ASR1013/06-PWR-AC	CISCO	CISCO ASR1000 1600W AC POWER SUPPLY	0.00	0.00
2	CAB-9K20A-NA	CISCO	POWER CORD 125VAC 20A NEMA 5-20 PLUG NORTH AMERICA/JAPAN	0.00	0.00
1	FLASR1-FPI-RTU	CISCO	FLEX. PACK INSP. RIGHT-TO-USE FEAT LICASR1000 SERIES	0.00	0.00
5	CON-SNTE-ASR1FPI	CISCO	SMARTNET 8X5X4 FLEX. PACK INSP. RIGHT-TO-USE FEAT LIC	196.80	984.00
1	FLASR1-FW-RTU	CISCO	FIREWALL RIGHT-TO-USE FEATURE LIC FOR ASR1000 SERIES	0.00	0.00
5	CON-SNTE-ASR1FWRT	CISCO	SMARTNET 8X5X4 FIREWALL RIGHT-TO-USE FEATURE LIC	393.60	1,968.00
1	FLASR1-IPSEC-RTU	CISCO	ENCRYPTION RIGHT-TO-USE FEATURE LIC FOR ASR1000 SERIES	0.00	0.00
5	CON-SNTE-ASRIPSEC	CISCO	SMARTNET 8X5X4 ENCRYPTION RIGHT-TO-USE FEATURE LIC	393.60	1,968.00
2	ASR1000-ESP40	CISCO	CISCO ASR1000 EMBEDDED SERVICES PROCESSOR 40G	0.00	0.00
5	CON-SNTE-ASR1000E	CISCO	SMARTNET 8X5X4 CISCO ASR1000 EMBEDDED SERVICES PROCESSO	2,282.88	11,414.40
1	MEMUSB-1024FT=	CISCO	1GB USB FLASH TOKEN SPARE	382.50	382.50
1	N7K-C7010-B2S2E-R	CISCO	NEXUS 7010 BUNDLE (CHASSIS 2XSUP2E 5XFAB2) NO POWER SUPPLIES	58,500.00	58,500.00
5	CON-SNTE-10B2S2ER	CISCO	SMARTNET 8X5X4 NEXUS 7010 BUNDLE (C	8,164.74	40,823.70
1	N7KS2K9-61	CISCO	CISCO NX-OS RELEASE 6.1 FOR SUP2	0.00	0.00
1	N7K-C7010-SBUN-P1	CISCO	INC. LANADVTRSEL2DCNMDCNMSANMPLSSANXL - PROMOTION	33,750.00	33,750.00
5	CON-SAU-N7K-C701	CISCO	SW APP SUPP + UPGR INC. LANADVTRSEL2	0.00	0.00

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<b>Customer Acceptance</b> Signature: _____ Date: _____ Name: _____ PO #: _____ Title: _____ Ship VIA: _____	<b>To Place An Order , Please Contact:</b> Sales: Melissa Dawson Phone: 610-495-1245 Fax: 610-495-1208 email: MDawson@EPLUS.com Address: 130 Futura Drive - Pottstown, PA 19464	SubTotal:	\$442,224.05
		Tax:	TBD if Applicable
		Freight:	TBD
		<b>Total:</b>	<b>\$442,224.05</b>

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		<b>Account Rep:</b>	Andrea Herman

Qty	Part Number	MFG Name	Description	Unit Price	Extended Price
1	DCNM-N7K-K9-SBUN	CISCO	DCNM FOR LAN ENTERPRISE LICENSE FOR ONE NEXUS 7000 CHASSIS	0.00	0.00
5	CON-SAU-N7DCNMSB	CISCO	SW APP SUPP + UPGR DCNM FOR LAN ENTERPR	861.00	4,305.00
1	DCNM-SANN7KK9-SBUN	CISCO	DCNM FOR SAN ADVANCED EDITION FOR NEXUS 7000	0.00	0.00
5	CON-SAU-7DCSANSB	CISCO	SW APP SUPP + UPGR DCNM FOR SAN ADVANCED EDITION FOR NEXUS	1,808.10	9,040.50
1	N7K-ADV1K9-SBUN	CISCO	NEXUS 7000 ADVANCED LAN ENTERPRISE LICENSE (VDC CTS ONLY)	0.00	0.00
1	N7K-C7010-XL-SBUN	CISCO	NEXUS 7010 SCALABLE FEATURE LICENSE	0.00	0.00
1	N7K-EL21K9-SBUN	CISCO	NEXUS 7000 ENHANCED LAYER 2 LICENSE (FABRICPATH)	0.00	0.00
1	N7K-LAN1K9-SBUN	CISCO	NEXUS 7000 LAN ENTERPRISE LICENSE (L3 PROTOCOLS)	0.00	0.00
1	N7K-MPLS1K9-SBUN	CISCO	NEXUS 7000 MPLS LICENSE	0.00	0.00
1	N7K-SAN1K9-SBUN	CISCO	NEXUS 7000 SAN ENTERPRISE LICENSE	0.00	0.00
1	N7K-TRS1K9-SBUN	CISCO	NEXUS 7000 TRANSPORT SERVICES LICENSE	0.00	0.00
1	N7K-SUP2E	CISCO	NEXUS 7000 - SUPERVISOR 2 ENHANCED INCLUDES 8GB USB FLASH	0.00	0.00
1	N7K-USB-8GB	CISCO	NEXUS 7K USB FLASH MEMORY - 8GB (LOG FLASH)	0.00	0.00
1	N7K-SUP2E	CISCO	NEXUS 7000 - SUPERVISOR 2 ENHANCED INCLUDES 8GB USB FLASH	0.00	0.00
1	N7K-USB-8GB	CISCO	NEXUS 7K USB FLASH MEMORY - 8GB (LOG FLASH)	0.00	0.00
1	N7K-F248XP-25	CISCO	NEXUS 7000 F2-SERIES 48 PORT 10GBE (REQ. SFP+)	19,800.00	19,800.00
2	SFP-10G-LR	CISCO	10GBASE-LR SFP MODULE	1,797.75	3,595.50
12	SFP-10G-LRM	CISCO	10GBASE-LRM SFP MODULE	582.75	6,993.00
14	SFP-10G-SR	CISCO	10GBASE-SR SFP MODULE	672.75	9,418.50
1	N7K-M148GS-11L	CISCO	NEXUS 7000 - 48 PORT GE MODULE WITH XL OPTION (REQ. SFP)	12,150.00	12,150.00
8	GLC-LH-SMD	CISCO	1000BASE-LX/LH SFP TRANSCEIVER MODULE MMF/SMF 1310NM DOM	447.75	3,582.00
8	GLC-SX-MMD	CISCO	1000BASE-SX SFP TRANSCEIVER MODULE MMF 850NM DOM	225.00	1,800.00
4	GLC-T	CISCO	1000BASE-T SFP	177.75	711.00
1	N7K-M148GT-11L	CISCO	NEXUS 7000 - 48 PORT 10/100/1000 MODULE WITH XL OPTION	6,750.00	6,750.00
1	N7K-M148GT-11L	CISCO	NEXUS 7000 - 48 PORT 10/100/1000 MODULE WITH XL OPTION	6,750.00	6,750.00
1	N7K-M148GT-11L	CISCO	NEXUS 7000 - 48 PORT 10/100/1000 MODULE WITH XL OPTION	6,750.00	6,750.00

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<b>Customer Acceptance</b>		<b>To Place An Order, Please Contact:</b>		<b>SubTotal:</b>	<b>\$442,224.05</b>
Signature: _____	Date: _____	Sales: Melissa Dawson		<b>Tax:</b>	<b>TBD if Applicable</b>
Name: _____	PO #: _____	Phone: 610-495-1245		<b>Freight:</b>	<b>TBD</b>
Title: _____	Ship VIA: _____	Fax: 610-495-1208			
This quotation is confidential for your internal use only.					
This is a solicitation for an offer and is subject to credit approval. No contract is formed unless a purchase order or other offer is received and accepted by our office. If you accept this quotation with the intent to have your chosen leasing company to pay the costs directly, please note that if the Lessor does not pay ePlus for any reason, you will be responsible for payment to ePlus.					
				<b>Total:</b>	<b>\$442,224.05</b>



<b>Bill To</b>	<b>Ship To</b>	<b>Quotation</b>	<b>Page 4 of 4</b>
STATE OF WEST VIRGINIA 1900 KANAWHA BLVD E BLDG 1	STATE OF WEST VIRGINIA ISCN0037	<b>Quotation #:</b> 21494230	
CHARLESTON WV 25305		<b>Quotation Date:</b> 04/12/13	
GALE GIVEN		<b>Expiration Date:</b> 05/12/13	
		<b>Client Reference:</b>	
		<b>Account Rep:</b> Andrea Herman	

Qty	Part Number	MFG Name	Description	Unit Price	Extended Price
1	N7K-M148GT-11L	CISCO	NEXUS 7000 - 48 PORT 10/100/1000 MODULE WITH XL OPTION	6,750.00	6,750.00
5	N7K-C7010-FAB-2	CISCO	NEXUS 7000 - 10 SLOT CHASSIS - 110GBPS/SLOT FABRIC MODULE	0.00	0.00
3	N7K-AC-6.0KW	CISCO	NEXUS 7000 - 6.0KW AC POWER SUPPLY MODULE	2,700.00	8,100.00
6	CAB-AC-C6K-TWLK	CISCO	POWER CORD 250VAC 16A TWIST LOCK NEMA L6-20 PLUG US	0.00	0.00
1	N7K-C7010-AFLT	CISCO	NEXUS 7010 AIR FILTER	225.00	225.00
1	N7K-C7010-FD-MB	CISCO	NEXUS 7010 FRONT DOOR KIT	675.00	675.00
1	DCNM-PAK	CISCO	DCNM ADVANCED LICENSE KIT FOR NEXUS AND MDS SWITCHES	0.00	0.00
1	DCNM-N7K-PAK=	CISCO	DCNM LAN ENT LIC PK OF NEXUS 7000 CHAS	0.00	0.00
5	CON-SAU-N7PAK	CISCO	S/W APP SUP PLUS UPG DCNM-N7K-PAK	0.00	0.00
1	DCNM-N7K-K9	CISCO	CISCO DCNM LIC FOR-NEXUS 7000 CHAS	4,500.00	4,500.00
5	CON-SAU-N7DCNM	CISCO	S/W APP SUP PLUS UPG DCNM-N7K-K9=	1,230.00	6,150.00

By placing an order with ePlus for products or services you agree to comply with the Terms and Conditions for Purchasing Products and Services located at <http://www.eplus.com/terms-and-conditions/Pages/Products-Services-Terms-and-Conditions.aspx> (the "Order Terms"). Unless there is a separate written agreement signed on behalf of both you and ePlus by a duly authorized officer, the Order Terms shall be the only terms and conditions applicable to transactions between you and ePlus, and no additional or contrary terms referenced in a purchase order, document, or electronic communication shall apply. In no event shall ePlus performance under a purchase order be deemed to constitute acceptance of any terms and conditions set forth therein.

Thank you for your inquiry. Please note the following about this quotation: It will expire on the date stated above. Unless freight amount is indicated, or is zero, freight will be added to the invoice. Unless Bill-To company is exempt from Sales Tax, it will be added to the invoice. Extended Warranties and Professional Services are available.

<b>Customer Acceptance</b> Signature: _____ Date: _____ Name: _____ PO #: _____ Title: _____ Ship VIA: _____ This quotation is confidential for your internal use only. This is a solicitation for an offer and is subject to credit approval. No contract is formed unless a purchase order or other offer is received and accepted by our office. If you accept this quotation with the intent to have your chosen leasing company to pay the costs directly, please note that if the Lessor does not pay ePlus for any reason, you will be responsible for payment to ePlus.	<b>To Place An Order , Please Contact:</b> Sales: Melissa Dawson Phone: 610-495-1245 Fax: 610-495-1208 email: MDawson@EPLUS.com Address: 130 Futura Drive - Pottstown, PA 19464	<b>SubTotal:</b> \$442,224.05 <b>Tax:</b> TBD if Applicable <b>Freight:</b> TBD
		<b>Total:</b> \$442,224.05