

April 16, 2013

Department of Administration
2019 Washington Street, East
PO Box 50130
Charleston, WV 25305

Attention: Krista Ferrell

RE: ISCN0037

Dear Ms Ferrell:

Verizon is pleased to submit its proposal for Network Infrastructure Equipment for National Radio Astronomy Observatory located in Green Bank WV in response to RFQ #ISCN0037.

Verizon Communications Inc. (NYSE, Nasdaq: VZ), headquartered in New York, is a global leader in delivering broadband and other wireless and wireline communications services to consumer, business, government and wholesale customers. Verizon Wireless operates America's most reliable wireless network, with more than 98 million retail connections nationwide. Verizon also provides converged communications, information and entertainment services over America's most advanced fiber-optic network, and delivers integrated business solutions to customers in more than 150 countries, including all of the Fortune 500. A Dow 30 company with nearly \$116 billion in 2012 revenues, Verizon employs a diverse workforce of 183,400. For more information, visit www.verizon.com.

Verizon will provide outstanding service quality, product flexibility, and a local dedicated Account Team. Both customers and industry analysts continue to recognize Verizon for its service performance and customer care. Verizon has received several notable industry – analyst marks of distinction, including:

- Verizon has been positioned by Gartner Inc. in the Leaders Quadrant in the "2012 Magic Quadrant for Managed Security Services Providers (MSSP), North America" report. (Nov 2012)
- Verizon Terremark has been positioned by Gartner, Inc. in the leaders' quadrant in the Magic Quadrant for Cloud Infrastructure as a Service. (Oct 2012)
- For the sixth consecutive year, Verizon has earned Frost & Sullivan's North American Market Leadership Award for hosted network-based interactive voice response systems. The award recognizes Verizon's continued success delivering Hosted IVR, a business service that is often the first interaction consumers have with a business or government agency. (Oct 2012)
- For the third consecutive year, Genesys has named Verizon Enterprise Solutions as North American Business Partner of the Year for success delivering advanced customer service solutions for government and multinational businesses worldwide. (May 2012)
- Forrester identified Verizon as a leader in managed security services in "The Forrester Wave™: Managed Security Services: North America. (March 2012)

- Fortune has ranked Verizon No. 1 in the telecommunications sector of the publication's 2012 list of the World's Most Admired Companies. Categories: Innovation, People Management, Use of Corporate Assets, Quality of Management, Long-Term Investment and Quality of Products/Services. (March 2012)
- Gartner Inc. has positioned Verizon in the Leaders quadrant in the, "Magic Quadrant for U.S. Telecommunications Service Providers." (Dec 2011)
- Gartner Inc. has positioned Verizon in the Leaders Quadrant of the industry analyst firm's 2011 report, "Magic Quadrant for Managed Security Service Providers, North America." (Dec 2011)
- Verizon has earned certification as ISO/IEC 20000-1-compliant for its Government Enterprise Network Operations Center (GENOC), located in Cary, N.C. The GENOC, launched in 1997, provides managed services for local, state, and federal government customers.

Verizon's expansive global network reach, broad solutions portfolio, partner ecosystems, range of IT delivery options, and wealth of experience create a powerful combination that allows us to deliver results that make a real-world difference.

Verizon commits to provide the services as described in this Proposal. I also give my personal commitment of service to the State of West Virginia. I look forward to continuing our business relationship and building an even stronger partnership with the State of West Virginia.

Sincerely,



Sandra Hawkins
Senior Account Manager
Authorized Contact
Verizon
304-356-3395
sandra.k.hawkins@verizon.com

Verizon Business Network Services Inc. submits this bid on behalf of its affiliate Verizon Network Integration Corp. referred to herein as ("Verizon" or "Vendor"). In compliance with the WV Purchasing Division's Policies and Procedures Handbook Section 7.2.7, Verizon submits additional terms and conditions reflected in Verizon's standard Verizon Systems Agreement and Attachments, which are incorporated into Verizon's response. In addition, software provided is licensed to Customer under the license provided by the software publisher or by the equipment manufacturer with which the software is provided. Customer shall, if required, execute a separate software license agreement in a form satisfactory to the software publisher or equipment manufacturer.



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

VENDOR
 Verizon Business Network Services Inc
 on behalf of
 Verizon Network Integration Corp
 4700 MacCorkle Av SE
 Charleston, WV 25304

SHIP TO

DEPARTMENT OF ADMINISTRATION
 JOBSITE
 SEE SPECIFICATIONS

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		# 409,893.26
NETWORK INFRASTRUCTURE EQUIPMENT						

SIGNATURE <i>Patricia L Myers</i>	TELEPHONE 304 356-3395	DATE 4/10/13
FEIN 23-2743964	ADDRESS CHANGES TO BE NOTED ABOVE	

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

Patricia L Myers
 Manager
 Pricing/Contract Management

SOLICITATION NUMBER: ISCN0037

Addendum Number: 1

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)

- | | |
|--|--|
| <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.

Verizon Business Network Services Inc
on behalf of
Verizon Network Integration Corp
Company

Patricia L. Myer

Authorized Signature

4/10/13

Date

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



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

RFQ COPY
 TYPE NAME/ADDRESS HERE
 VENDOR: Verizon Business Network Services Inc
 on behalf of
 Verizon Network Integration Corp
 4700 MacCorkle Av SE
 Charleston, WV 25304

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:						\$ 409,893.26

SIGNATURE: Patricia L Myers	TELEPHONE: 304 356-3395	DATE: 4/10/13
FEIN: 23-2743964	ADDRESS CHANGES TO BE NOTED ABOVE	

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

INSTRUCTIONS TO VENDORS SUBMITTING BIDS

1. **REVIEW DOCUMENTS THOROUGHLY:** The attached documents contain a solicitation for bids. Please read these instructions and all documents attached in their entirety. These instructions provide critical information about requirements that if overlooked could lead to disqualification of a Vendor's bid. All bids must be submitted in accordance with the provisions contained in these instructions and the Solicitation. Failure to do so may result in disqualification of Vendor's bid.
2. **MANDATORY TERMS:** The Solicitation may contain mandatory provisions identified by the use of the words "must," "will," and "shall." Failure to comply with a mandatory term in the Solicitation will result in bid disqualification.
3. **PREBID MEETING:** The item identified below shall apply to this Solicitation.

A pre-bid meeting will not be held prior to bid opening.

A **NON-MANDATORY PRE-BID** meeting will be held at the following place and time:

A **MANDATORY PRE-BID** meeting will be held at the following place and time:

All Vendors submitting a bid must attend the mandatory pre-bid meeting. Failure to attend the mandatory pre-bid meeting shall result in disqualification of the Vendor's bid. No one person attending the pre-bid meeting may represent more than one Vendor.

An attendance sheet provided at the pre-bid meeting shall serve as the official document verifying attendance. The State will not accept any other form of proof or documentation to verify attendance. Any person attending the pre-bid meeting on behalf of a Vendor must list on the attendance sheet his or her name and the name of the Vendor he or she is representing. Additionally, the person attending the pre-bid meeting should include the Vendor's E-Mail address, phone number, and Fax number on the attendance sheet. It is the Vendor's responsibility to locate the attendance sheet and provide the required

information. Failure to complete the attendance sheet as required may result in disqualification of Vendor's bid.

All Vendors should arrive prior to the starting time for the pre-bid. Vendors who arrive after the starting time but prior to the end of the pre-bid will be permitted to sign in, but are charged with knowing all matters discussed at the pre-bid.

Questions submitted at least five business days prior to a scheduled pre-bid will be discussed at the pre-bid meeting if possible. Any discussions or answers to questions at the pre-bid meeting are preliminary in nature and are non-binding. Official and binding answers to questions will be published in a written addendum to the Solicitation prior to bid opening.

4. **VENDOR QUESTION DEADLINE:** Vendors may submit questions relating to this Solicitation to the Purchasing Division. Questions must be submitted in writing. All questions must be submitted on or before the date listed below and to the address listed below in order to be considered. A written response will be published in a Solicitation addendum if a response is possible and appropriate. Non-written discussions, conversations, or questions and answers regarding this Solicitation are preliminary in nature and are non-binding.

Question Submission Deadline: March 22, 2013 at 5:00 PM EST

Submit Questions to:

Krista S. Ferrell, Buyer Supervisor

2019 Washington Street, East

P.O. Box 50130

Charleston, WV 25305

Fax: 304-558-4115

Email: krista.s.ferrell@wv.gov

5. **VERBAL COMMUNICATION:** Any verbal communication between the Vendor and any State personnel is not binding, including that made at the mandatory pre-bid conference. Only information issued in writing and added to the Solicitation by an official written addendum by the Purchasing Division is binding.
6. **BID SUBMISSION:** All bids must be signed and delivered by the Vendor to the Purchasing Division at the address listed below on or before the date and time of the bid opening. Any bid received by the Purchasing Division staff is considered to be in the possession of the Purchasing Division and will not be returned for any reason. The bid delivery address is:

Department of Administration, Purchasing Division
2019 Washington Street East
P.O. Box 50130,
Charleston, WV 25305-0130

The bid should contain the information listed below on the face of the envelope or the bid may not be considered:

SEALED BID

BUYER: _____
 SOLICITATION NO.: _____
 BID OPENING DATE: _____
 BID OPENING TIME: _____
 FAX NUMBER: _____

In the event that Vendor is responding to a request for proposal, the Vendor shall submit one original technical and one original cost proposal plus convenience copies of each to the Purchasing Division at the address shown above. Additionally, the Vendor should identify the bid type as either a technical or cost proposal on the face of each bid envelope submitted in response to a request for proposal as follows:

BID TYPE: [] Technical
 [] Cost

7. **BID OPENING:** Bids submitted in response to this Solicitation will be opened at the location identified below on the date and time listed below. Delivery of a bid after the bid opening date and time will result in bid disqualification. For purposes of this Solicitation, a bid is considered delivered when time stamped by the official Purchasing Division time clock.

Bid Opening Date and Time:

April 16, 2013 at 1:30 PM EST

Bid Opening Location:

Department of Administration, Purchasing Division
 2019 Washington Street East
 P.O. Box 50130,
 Charleston, WV 25305-0130

8. **ADDENDUM ACKNOWLEDGEMENT:** Changes or revisions to this Solicitation will be made by an official written addendum issued by the Purchasing Division. Vendor should acknowledge receipt of all addenda issued with this Solicitation by completing an Addendum Acknowledgment Form, 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.
9. **BID FORMATTING:** Vendor should type or electronically enter the information onto its bid to prevent errors in the evaluation. Failure to type or electronically enter the information may result in bid disqualification.

GENERAL TERMS AND CONDITIONS:

1. **CONTRACTUAL AGREEMENT:** Issuance of a Purchase Order signed by the Purchasing Division Director, or his designee, and approved as to form by the Attorney General's office constitutes acceptance of this Contract made by and between the State of West Virginia and the Vendor. Vendor's signature on its bid signifies Vendor's agreement to be bound by and accept the terms and conditions contained in this Contract.

2. **DEFINITIONS:** As used in this Solicitation / Contract, the following terms shall have the meanings attributed to them below. Additional definitions may be found in the specifications included with this Solicitation / Contract.
 - 2.1 "Agency" or "Agencies" means the agency, board, commission, or other entity of the State of West Virginia that is identified on the first page of the Solicitation or any other public entity seeking to procure goods or services under this Contract.

 - 2.2 "Contract" means the binding agreement that is entered into between the State and the Vendor to provide the goods and services requested in the Solicitation.

 - 2.3 "Director" means the Director of the West Virginia Department of Administration, Purchasing Division.

 - 2.4 "Purchasing Division" means the West Virginia Department of Administration, Purchasing Division.

 - 2.5 "Purchase Order" means the document signed by the Agency and the Purchasing Division, and approved as to form by the Attorney General, that identifies the Vendor as the successful bidder and Contract holder.

 - 2.6 "Solicitation" means the official solicitation published by the Purchasing Division and identified by number on the first page thereof.

 - 2.7 "State" means the State of West Virginia and/or any of its agencies, commissions, boards, etc. as context requires.

 - 2.8 "Vendor" or "Vendors" means any entity submitting a bid in response to the Solicitation, the entity that has been selected as the lowest responsible bidder, or the entity that has been awarded the Contract as context requires.

3. **CONTRACT TERM; RENEWAL; EXTENSION:** The term of this Contract shall be determined in accordance with the category that has been identified as applicable to this Contract below:

Term Contract

Initial Contract Term: This Contract becomes effective on

and extends for a period of year(s).

Renewal Term: This Contract may be renewed upon the mutual written consent of the Agency, and the Vendor, with approval of the Purchasing Division and the Attorney General's office (Attorney General approval is as to form only). Any request for renewal must be submitted to the Purchasing Division Director thirty (30) days prior to the expiration date of the initial contract term or appropriate renewal term. A Contract renewal shall be in accordance with the terms and conditions of the original contract. Renewal of this Contract is limited to successive one (1) year periods. Automatic renewal of this Contract is prohibited. Notwithstanding the foregoing, Purchasing Division approval is not required on agency delegated or exempt purchases. Attorney General approval may be required for vendor terms and conditions.

Reasonable Time Extension: At the sole discretion of the Purchasing Division Director, and with approval from the Attorney General's office (Attorney General approval is as to form only), this Contract may be extended for a reasonable time after the initial Contract term or after any renewal term as may be necessary to obtain a new contract or renew this Contract. Any reasonable time extension shall not exceed twelve (12) months. Vendor may avoid a reasonable time extension by providing the Purchasing Division Director with written notice of Vendor's desire to terminate this Contract 30 days prior to the expiration of the then current term. During any reasonable time extension period, the Vendor may terminate this Contract for any reason upon giving the Purchasing Division Director 30 days written notice. Automatic extension of this Contract is prohibited. Notwithstanding the foregoing, Purchasing Division approval is not required on agency delegated or exempt purchases, but Attorney General approval may be required.

Fixed Period Contract: This Contract becomes effective upon Vendor's receipt of the notice to proceed and must be completed within days.

One Time Purchase: The term of this Contract shall run from the issuance of the Purchase Order until all of the goods contracted for have been delivered, but in no event shall this Contract extend for more than one fiscal year.

Other: See attached.

4. **NOTICE TO PROCEED:** Vendor shall begin performance of this Contract immediately upon receiving notice to proceed unless otherwise instructed by the Agency. Unless otherwise specified, the fully executed Purchase Order will be considered notice to proceed
5. **QUANTITIES:** The quantities required under this Contract shall be determined in accordance with the category that has been identified as applicable to this Contract below.
- Open End Contract:** Quantities listed in this Solicitation are approximations only, based on estimates supplied by the Agency. It is understood and agreed that the Contract shall cover the quantities actually ordered for delivery during the term of the Contract, whether more or less than the quantities shown.
- Service:** The scope of the service to be provided will be more clearly defined in the specifications included herewith.
- Combined Service and Goods:** The scope of the service and deliverable goods to be provided will be more clearly defined in the specifications included herewith.
- One Time Purchase:** This Contract is for the purchase of a set quantity of goods that are identified in the specifications included herewith. Once those items have been delivered, no additional goods may be procured under this Contract without an appropriate change order approved by the Vendor, Agency, Purchasing Division, and Attorney General's office.
6. **PRICING:** The pricing set forth herein is firm for the life of the Contract, unless specified elsewhere within this Solicitation/Contract by the State. A Vendor's inclusion of price adjustment provisions in its bid, without an express authorization from the State in the Solicitation to do so, may result in bid disqualification.
7. **EMERGENCY PURCHASES:** The Purchasing Division Director may authorize the Agency to purchase goods or services in the open market that Vendor would otherwise provide under this Contract if those goods or services are for immediate or expedited delivery in an emergency. Emergencies shall include, but are not limited to, delays in transportation or an unanticipated increase in the volume of work. An emergency purchase in the open market, approved by the Purchasing Division Director, shall not constitute a breach of this Contract and shall not entitle the Vendor to any form of compensation or damages. This provision does not excuse the State from fulfilling its obligations under a One Time Purchase contract.
8. **REQUIRED DOCUMENTS:** All of the items checked below must be provided to the Purchasing Division by the Vendor as specified below.
- BID BOND:** All Vendors shall furnish a bid bond in the amount of five percent (5%) of the total amount of the bid protecting the State of West Virginia. The bid bond must be submitted with the bid.

] **PERFORMANCE BOND:** The apparent successful Vendor shall provide a performance bond in the amount of . The performance bond must be issued and received by the Purchasing Division prior to Contract award. On construction contracts, the performance bond must be 100% of the Contract value.

] **LABOR/MATERIAL PAYMENT BOND:** The apparent successful Vendor shall provide a labor/material payment bond in the amount of 100% of the Contract value. The labor/material payment bond must be issued and delivered to the Purchasing Division prior to Contract award.

In lieu of the Bid Bond, Performance Bond, and Labor/Material Payment Bond, the Vendor may provide certified checks, cashier's checks, or irrevocable letters of credit. Any certified check, cashier's check, or irrevocable letter of credit provided in lieu of a bond must be of the same amount and delivered on the same schedule as the bond it replaces. A letter of credit submitted in lieu of a performance and labor/material payment bond will only be allowed for projects under \$100,000. Personal or business checks are not acceptable.

] **MAINTENANCE BOND:** The apparent successful Vendor shall provide a two (2) year maintenance bond covering the roofing system. The maintenance bond must be issued and delivered to the Purchasing Division prior to Contract award.

] **WORKERS' COMPENSATION INSURANCE:** The apparent successful Vendor shall have appropriate workers' compensation insurance and shall provide proof thereof upon request.

] **INSURANCE:** The apparent successful Vendor shall furnish proof of the following insurance prior to Contract award:

] **Commercial General Liability Insurance:**
 or more.

] **Builders Risk Insurance:** builders risk – all risk insurance in an amount equal to 100% of the amount of the Contract.

]

]

]

]

]

The apparent successful Vendor shall also furnish proof of any additional insurance requirements contained in the specifications prior to Contract award regardless of whether or not that insurance requirement is listed above.

[] **LICENSE(S) / CERTIFICATIONS / PERMITS:** In addition to anything required under the Section entitled Licensing, of the General Terms and Conditions, the apparent successful Vendor shall furnish proof of the following licenses, certifications, and/or permits prior to Contract award, in a form acceptable to the Purchasing Division.

[]

[]

[]

[]

The apparent successful Vendor shall also furnish proof of any additional licenses or certifications contained in the specifications prior to Contract award regardless of whether or not that requirement is listed above.

9. LITIGATION BOND: The Director reserves the right to require any Vendor that files a protest of an award to submit a litigation bond in the amount equal to one percent of the lowest bid submitted or \$5,000, whichever is greater. The entire amount of the bond shall be forfeited if the hearing officer determines that the protest was filed for frivolous or improper purpose, including but not limited to, the purpose of harassing, causing unnecessary delay, or needless expense for the Agency. All litigation bonds shall be made payable to the Purchasing Division. In lieu of a bond, the protester may submit a cashier's check or certified check payable to the Purchasing Division. Cashier's or certified checks will be deposited with and held by the State Treasurer's office. If it is determined that the protest has not been filed for frivolous or improper purpose, the bond or deposit shall be returned in its entirety.

10. ALTERNATES: Any model, brand, or specification listed herein establishes the acceptable level of quality only and is not intended to reflect a preference for, or in any way favor, a particular brand or vendor. Vendors may bid alternates to a listed model or brand provided that the alternate is at least equal to the model or brand and complies with the required specifications. The equality of any alternate being bid shall be determined by the State at its sole discretion. Any Vendor bidding an alternate model or brand should clearly identify the alternate items in its bid and should include manufacturer's specifications, industry literature, and/or any other relevant documentation demonstrating the equality of the alternate items. Failure to provide information for alternate items may be grounds for rejection of a Vendor's bid.

11. EXCEPTIONS AND CLARIFICATIONS: The Solicitation contains the specifications that shall form the basis of a contractual agreement. Vendor shall clearly mark any exceptions, clarifications, or

other proposed modifications in its bid. Exceptions to, clarifications of, or modifications of a requirement or term and condition of the Solicitation may result in bid disqualification.

12. LIQUIDATED DAMAGES: Vendor shall pay liquidated damages in the amount

	for	

This clause shall in no way be considered exclusive and shall not limit the State or Agency's right to pursue any other available remedy.

13. ACCEPTANCE/REJECTION: The State may accept or reject any bid in whole, or in part. Vendor's signature on its bid signifies acceptance of the terms and conditions contained in the Solicitation and Vendor agrees to be bound by the terms of the Contract, as reflected in the Purchase Order, upon receipt.

14. REGISTRATION: Prior to Contract award, the apparent successful Vendor must be properly registered with the West Virginia Purchasing Division and must have paid the \$125 fee if applicable.

15. COMMUNICATION LIMITATIONS: In accordance with West Virginia Code of State Rules §148-1-6.6, communication with the State of West Virginia or any of its employees regarding this Solicitation during the solicitation, bid, evaluation or award periods, except through the Purchasing Division, is strictly prohibited without prior Purchasing Division approval. Purchasing Division approval for such communication is implied for all agency delegated and exempt purchases.

16. FUNDING: This Contract shall continue for the term stated herein, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise made available, this Contract becomes void and of no effect beginning on July 1 of the fiscal year for which funding has not been appropriated or otherwise made available.

17. PAYMENT: Payment in advance is prohibited under this Contract. Payment may only be made after the delivery and acceptance of goods or services. The Vendor shall submit invoices, in arrears, to the Agency at the address on the face of the purchase order labeled "Invoice To."

18. UNIT PRICE: Unit prices shall prevail in cases of a discrepancy in the Vendor's bid.

19. DELIVERY: All quotations are considered freight on board destination ("F.O.B. destination") unless alternate shipping terms are clearly identified in the bid. Vendor's listing of shipping terms that contradict the shipping terms expressly required by this Solicitation may result in bid disqualification.

20. INTEREST: Interest attributable to late payment will only be permitted if authorized by the West Virginia Code. Presently, there is no provision in the law for interest on late payments.

21. PREFERENCE: Vendor Preference may only be granted upon written request and only in accordance with the West Virginia Code § 5A-3-37 and the West Virginia Code of State Rules. A Resident Vendor Certification form has been attached hereto to allow Vendor to apply for the preference. Vendor's

failure to submit the Resident Vendor Certification form with its bid will result in denial of Vendor Preference. Vendor Preference does not apply to construction projects.

- 22. SMALL, WOMEN-OWNED, OR MINORITY-OWNED BUSINESSES:** For any solicitations publicly advertised for bid on or after July 1, 2012, in accordance with West Virginia Code §5A-3-37(a)(7) and W. Va. CSR § 148-22-9, any non-resident vendor certified as a small, women-owned, or minority-owned business under W. Va. CSR § 148-22-9 shall be provided the same preference made available to any resident vendor. Any non-resident small, women-owned, or minority-owned business must identify itself as such in writing, must submit that writing to the Purchasing Division with its bid, and must be properly certified under W. Va. CSR § 148-22-9 prior to submission of its bid to receive the preferences made available to resident vendors. Preference for a non-resident small, women-owned, or minority owned business shall be applied in accordance with W. Va. CSR § 148-22-9.
- 23. TAXES:** The Vendor shall pay any applicable sales, use, personal property or any other taxes arising out of this Contract and the transactions contemplated thereby. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.
- 24. CANCELLATION:** The Purchasing Division Director reserves the right to cancel this Contract immediately upon written notice to the vendor if the materials or workmanship supplied do not conform to the specifications contained in the Contract. The Purchasing Division Director may cancel any purchase or Contract upon 30 days written notice to the Vendor in accordance with West Virginia Code of State Rules § 148-1-7.16.2.
- 25. WAIVER OF MINOR IRREGULARITIES:** The Director reserves the right to waive minor irregularities in bids or specifications in accordance with West Virginia Code of State Rules § 148-1-4.6.
- 26. TIME:** Time is of the essence with regard to all matters of time and performance in this Contract.
- 27. APPLICABLE LAW:** This Contract is governed by and interpreted under West Virginia law without giving effect to its choice of law principles. Any information provided in specification manuals, or any other source, verbal or written, which contradicts or violates the West Virginia Constitution, West Virginia Code or West Virginia Code of State Rules is void and of no effect.
- 28. COMPLIANCE:** Vendor shall comply with all applicable federal, state, and local laws, regulations and ordinances. By submitting a bid, Vendors acknowledge that they have reviewed, understand, and will comply with all applicable law.
- 29. PREVAILING WAGE:** On any contract for the construction of a public improvement, Vendor and any subcontractors utilized by Vendor shall pay a rate or rates of wages which shall not be less than the fair minimum rate or rates of wages (prevailing wage), as established by the West Virginia Division of Labor under West Virginia Code §§ 21-5A-1 et seq. and available at <http://www.sos.wv.gov/administrative-law/wagerates/Pages/default.aspx>. Vendor shall be responsible for ensuring compliance with prevailing wage requirements and determining when prevailing wage

requirements are applicable. The required contract provisions contained in West Virginia Code of State Rules § 42-7-3 are specifically incorporated herein by reference.

- 30. ARBITRATION:** Any references made to arbitration contained in this Contract, Vendor's bid, or in any American Institute of Architects documents pertaining to this Contract are hereby deleted, void, and of no effect.
- 31. MODIFICATIONS:** This writing is the parties' final expression of intent. Notwithstanding anything contained in this Contract to the contrary, no modification of this Contract shall be binding without mutual written consent of the Agency, and the Vendor, with approval of the Purchasing Division and the Attorney General's office (Attorney General approval is as to form only). **No Change shall be implemented by the Vendor until such time as the Vendor receives an approved written change order from the Purchasing Division.**
- 32. WAIVER:** The failure of either party to insist upon a strict performance of any of the terms or provision of this Contract, or to exercise any option, right, or remedy herein contained, shall not be construed as a waiver or a relinquishment for the future of such term, provision, option, right, or remedy, but the same shall continue in full force and effect. Any waiver must be expressly stated in writing and signed by the waiving party.
- 33. SUBSEQUENT FORMS:** The terms and conditions contained in this Contract shall supersede any and all subsequent terms and conditions which may appear on any form documents submitted by Vendor to the Agency or Purchasing Division such as price lists, order forms, invoices, sales agreements, or maintenance agreements, and includes internet websites or other electronic documents. Acceptance or use of Vendor's forms does not constitute acceptance of the terms and conditions contained thereon.
- 34. ASSIGNMENT:** Neither this Contract nor any monies due, or to become due hereunder, may be assigned by the Vendor without the express written consent of the Agency, the Purchasing Division, the Attorney General's office (as to form only), and any other government agency or office that may be required to approve such assignments. Notwithstanding the foregoing, Purchasing Division approval may or may not be required on certain agency delegated or exempt purchases.
- 35. WARRANTY:** The Vendor expressly warrants that the goods and/or services covered by this Contract will: (a) conform to the specifications, drawings, samples, or other description furnished or specified by the Agency; (b) be merchantable and fit for the purpose intended; and (c) be free from defect in material and workmanship.
- 36. STATE EMPLOYEES:** State employees are not permitted to utilize this Contract for personal use and the Vendor is prohibited from permitting or facilitating the same.
- 37. BANKRUPTCY:** In the event the Vendor files for bankruptcy protection, the State of West Virginia may deem this Contract null and void, and terminate this Contract without notice.

38. HIPAA BUSINESS ASSOCIATE ADDENDUM: The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, is available online at <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 Covered entity (45 CFR §160.103) and will be disclosing Protected Health Information (45 CFR §160.103) to the Vendor. Additionally, the HIPAA Privacy, Security, Enforcement & Breach Notification Final Omnibus Rule was published on January 25, 2013. It may be viewed online at <http://www.gpo.gov/fdsys/pkg/FR-2013-01-25/pdf/2013-01073.pdf>. Any organization, that qualifies as the Agency's Business Associate, is expected to be in compliance with this Final Rule. For those Business Associates entering into contracts with a HIPAA Covered State Agency between January 25, 2013 and the release of the 2013 WV State Agency Business Associate Agreement, or September 23, 2013 (whichever is earlier), be advised that you will be required to comply with the 2013 WV State Agency Business Associate Agreement. For those Business Associates with contracts with a HIPAA Covered State Agency executed prior to January 25, 2013, be advised that upon renewal or modification, you will be required to comply with the 2013 WV State Agency Business Associate Agreement no later than September 22, 2014.

39. CONFIDENTIALITY: The Vendor agrees that it 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/default.html>.

40. DISCLOSURE: Vendor's response to the Solicitation and the resulting Contract are considered public documents and will be disclosed to the public in accordance with the laws, rules, and policies governing the West Virginia Purchasing Division. Those laws include, but are not limited to, the Freedom of Information Act found in West Virginia Code § 29B-1-1 et seq.

If a Vendor considers any part of its bid to be exempt from public disclosure, Vendor must so indicate by specifically identifying the exempt information, identifying the exemption that applies, providing a detailed justification for the exemption, segregating the exempt information from the general bid information, and submitting the exempt information as part of its bid but in a segregated and clearly identifiable format. Failure to comply with the foregoing requirements will result in public disclosure of the Vendor's bid without further notice. A Vendor's act of marking all or nearly all of its bid as exempt is not sufficient to avoid disclosure and WILL NOT BE HONORED. Vendor's act of marking a bid or any part thereof as "confidential" or "proprietary" is not sufficient to avoid disclosure and WILL NOT BE HONORED. In addition, a legend or other statement indicating that all or substantially all of the bid is exempt from disclosure is not sufficient to avoid disclosure and WILL NOT BE HONORED. Vendor will be required to defend any claimed exemption for nondisclosure in the event of an administrative or judicial challenge to the State's nondisclosure. Vendor must indemnify the State for any costs incurred related to any exemptions claimed by Vendor. Any questions regarding the applicability of the various public records laws should be addressed to your own legal counsel prior to bid submission.

41. **LICENSING:** In accordance with West Virginia Code of State Rules §148-1-6.1.7, Vendor 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, West Virginia Insurance Commission, or any other state agency or political subdivision. Upon request, the Vendor must provide all necessary releases to obtain information to enable the Purchasing Division Director or the Agency to verify that the Vendor is licensed and in good standing with the above entities.
42. **ANTITRUST:** In submitting a bid to, signing a contract with, or accepting a Purchase Order from any agency of the State of West Virginia, the Vendor agrees to 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 Vendor.
43. **VENDOR CERTIFICATIONS:** By signing its bid or entering into this Contract, Vendor certifies (1) that its bid was made without prior understanding, agreement, or connection with any corporation, firm, limited liability company, partnership, person or entity submitting a bid for the same material, supplies, equipment or services; (2) that its bid is in all respects fair and without collusion or fraud; (3) that this Contract is accepted or entered into without any prior understanding, agreement, or connection to any other entity that could be considered a violation of law; and (4) that it has reviewed this RFQ in its entirety; understands the requirements, terms and conditions, and other information contained herein. Vendor's signature on its bid also affirms that neither it nor its representatives have any interest, nor shall acquire any interest, direct or indirect, which would compromise the performance of its services hereunder. Any such interests shall be promptly presented in detail to the Agency.

The individual signing this bid on behalf of Vendor certifies that he or she is authorized by the Vendor to execute this bid or any documents related thereto on Vendor's behalf; that he or she is authorized to bind the Vendor in a contractual relationship; and that, to the best of his or her knowledge, the Vendor has properly registered with any State agency that may require registration.

44. **PURCHASING CARD ACCEPTANCE:** The State of West Virginia currently utilizes a Purchasing Card program, administered under contract by a banking institution, to process payment for goods and services. The Vendor must accept the State of West Virginia's Purchasing Card for payment of all orders under this Contract unless the box below is checked.

Vendor is not required to accept the State of West Virginia's Purchasing Card as payment for all goods and services.

45. **VENDOR RELATIONSHIP:** The relationship of the Vendor to the State shall be that of an independent contractor and no principal-agent relationship or employer-employee relationship is contemplated or created by this Contract. The Vendor as an independent contractor is solely liable for the acts and omissions of its employees and agents. Vendor shall be responsible for selecting,

supervising, and compensating any and all individuals employed pursuant to the terms of this Solicitation and resulting contract. Neither the Vendor, nor any employees or subcontractors of the Vendor, shall be deemed to be employees of the State for any purpose whatsoever. Vendor shall be exclusively responsible for payment of employees and contractors for all wages and salaries, taxes, withholding payments, penalties, fees, fringe benefits, professional liability insurance premiums, contributions to insurance and pension, or other deferred compensation plans, including but not limited to, Workers' Compensation and Social Security obligations, licensing fees, *etc.* and the filing of all necessary documents, forms and returns pertinent to all of the foregoing. Vendor shall hold harmless the State, and shall provide the State and Agency with a defense against any and all claims including, but not limited to, the foregoing payments, withholdings, contributions, taxes, Social Security taxes, and employer income tax returns.

- 46. INDEMNIFICATION:** The Vendor agrees to indemnify, defend, and hold harmless the State and the Agency, their officers, and employees from and against: (1) Any claims or losses for services rendered by any subcontractor, person, or firm performing or supplying services, materials, or supplies in connection with the performance of the Contract; (2) Any claims or losses resulting to any person or entity injured or damaged by the Vendor, its officers, employees, or subcontractors by the publication, translation, reproduction, delivery, performance, use, or disposition of any data used under the Contract in a manner not authorized by the Contract, or by Federal or State statutes or regulations; and (3) Any failure of the Vendor, its officers, employees, or subcontractors to observe State and Federal laws including, but not limited to, labor and wage and hour laws.
- 47. PURCHASING AFFIDAVIT:** In accordance with West Virginia Code § 5A-3-10a, all Vendors are required to sign, notarize, and submit the Purchasing Affidavit stating that neither the Vendor nor a related party owe a debt to the State in excess of \$1,000. The affidavit must be submitted prior to award, but should be submitted with the Vendor's bid. A copy of the Purchasing Affidavit is included herewith.
- 48. ADDITIONAL AGENCY AND LOCAL GOVERNMENT USE:** This Contract may be utilized by and extends to other agencies, spending units, and political subdivisions of the State of West Virginia; county, municipal, and other local government bodies; and school districts ("Other Government Entities"). This Contract shall be extended to the aforementioned Other Government Entities on the same prices, terms, and conditions as those offered and agreed to in this Contract. If the Vendor does not wish to extend the prices, terms, and conditions of its bid and subsequent contract to the Other Government Entities, the Vendor must clearly indicate such refusal in its bid. A refusal to extend this Contract to the Other Government Entities shall not impact or influence the award of this Contract in any manner.
- 49. CONFLICT OF INTEREST:** Vendor, its officers or members or employees, shall not presently have or acquire any interest, direct or indirect, which would conflict with or compromise the performance of its obligations hereunder. Vendor shall periodically inquire of its officers, members and employees to ensure that a conflict of interest does not arise. Any conflict of interest discovered shall be promptly presented in detail to the Agency.

50. REPORTS: Vendor shall provide the Agency and/or the Purchasing Division with the following reports identified by a checked box below:

- Such reports as the Agency and/or the Purchasing Division may request. Requested reports may include, but are not limited to, quantities purchased, agencies utilizing the contract, total contract expenditures by agency, etc.
- Quarterly reports detailing the total quantity of purchases in units and dollars, along with a listing of purchases by agency. Quarterly reports should be delivered to the Purchasing Division via email at purchasing_requisitions@wv.gov.

51. BACKGROUND CHECK: In accordance with W. Va. Code § 15-2D-3, the Director of the Division of Protective Services shall require any service provider whose employees are regularly employed on the grounds or in the buildings of the Capitol complex or who have access to sensitive or critical information to submit to a fingerprint-based state and federal background inquiry through the state repository. The service provider is responsible for any costs associated with the fingerprint-based state and federal background inquiry.

After the contract for such services has been approved, but before any such employees are permitted to be on the grounds or in the buildings of the Capitol complex or have access to sensitive or critical information, the service provider shall submit a list of all persons who will be physically present and working at the Capitol complex to the Director of the Division of Protective Services for purposes of verifying compliance with this provision.

The State reserves the right to prohibit a service provider's employees from accessing sensitive or critical information or to be present at the Capitol complex based upon results addressed from a criminal background check.

Service providers should contact the West Virginia Division of Protective Services by phone at (304) 558-9911 for more information.

52. PREFERENCE FOR USE OF DOMESTIC STEEL PRODUCTS: Except when authorized by the Director of the Purchasing Division pursuant to W. Va. Code § 5A-3-56, no contractor may use or supply steel products for a State Contract Project other than those steel products made in the United States. A contractor who uses steel products in violation of this section may be subject to civil penalties pursuant to W. Va. Code § 5A-3-56. As used in this section:

- a. "State Contract Project" means any erection or construction of, or any addition to, alteration of or other improvement to any building or structure, including, but not limited to, roads or highways, or the installation of any heating or cooling or ventilating plants or other equipment, or the supply of and materials for such projects, pursuant to a contract with the State of West Virginia for which bids were solicited on or after June 6, 2001.
- b. "Steel Products" means products rolled, formed, shaped, drawn, extruded, forged, cast, fabricated or otherwise similarly processed, or processed by a combination of two or more or

such operations, from steel made by the open hearth, basic oxygen, electric furnace, Bessemer or other steel making process.

The Purchasing Division Director may, in writing, authorize the use of foreign steel products if:

- a. The cost for each contract item used does not exceed one tenth of one percent (.1%) of the total contract cost or two thousand five hundred dollars (\$2,500.00), whichever is greater. For the purposes of this section, the cost is the value of the steel product as delivered to the project; or
- b. The Director of the Purchasing Division determines that specified steel materials are not produced in the United States in sufficient quantity or otherwise are not reasonably available to meet contract requirements.

53. PREFERENCE FOR USE OF DOMESTIC ALUMINUM, GLASS, AND STEEL: In Accordance with W. Va. Code § 5-19-1 et seq., and W. Va. CSR § 148-10-1 et seq., for every contract or subcontract, subject to the limitations contained herein, for the construction, reconstruction, alteration, repair, improvement or maintenance of public works or for the purchase of any item of machinery or equipment to be used at sites of public works, only domestic aluminum, glass or steel products shall be supplied unless the spending officer determines, in writing, after the receipt of offers or bids, (1) that the cost of domestic aluminum, glass or steel products is unreasonable or inconsistent with the public interest of the State of West Virginia, (2) that domestic aluminum, glass or steel products are not produced in sufficient quantities to meet the contract requirements, or (3) the available domestic aluminum, glass, or steel do not meet the contract specifications. This provision only applies to public works contracts awarded in an amount more than fifty thousand dollars (\$50,000) or public works contracts that require more than ten thousand pounds of steel products.

The cost of domestic aluminum, glass, or steel products may be unreasonable if the cost is more than twenty percent (20%) of the bid or offered price for foreign made aluminum, glass, or steel products. If the domestic aluminum, glass or steel products to be supplied or produced in a "substantial labor surplus area", as defined by the United States Department of Labor, the cost of domestic aluminum, glass, or steel products may be unreasonable if the cost is more than thirty percent (30%) of the bid or offered price for foreign made aluminum, glass, or steel products.

This preference shall be applied to an item of machinery or equipment, as indicated above, when the item is a single unit of equipment or machinery manufactured primarily of aluminum, glass or steel, is part of a public works contract and has the sole purpose or of being a permanent part of a single public works project. This provision does not apply to equipment or machinery purchased by a spending unit for use by that spending unit and not as part of a single public works project.

All bids and offers including domestic aluminum, glass or steel products that exceed bid or offer prices including foreign aluminum, glass or steel products after application of the preferences provided in this provision may be reduced to a price equal to or lower than the lowest bid or offer price for foreign aluminum, glass or steel products plus the applicable preference. If the reduced bid or offer prices are made in writing and supersede the prior bid or offer prices, all bids or offers, including the reduced bid or offer prices, will be reevaluated in accordance with this rule.

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.

Verizon Business Network Services Inc
on behalf of

Verizon Network Integration Corp

(Company)

Patricia L Myers

(Authorized Signa

Patricia L Myers

Manager

Pricing/Contract Management

(Representative Name, Title)

304 356-3395 / 304 356-3590

(Phone Number)

(Fax Number)

4/10/13

(Date)

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 | <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.

Verizon Business Network Services Inc
 on behalf of
Verizon Network Integration Corp
 Company

Patricia Myer

Authorized Signature

4/10/13

Date

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

SPECIFICATIONS

1. **PURPOSE AND SCOPE:** The West Virginia Purchasing Division is soliciting bids on behalf of the WV Office of Technology to establish a contract for the one time purchase of Green Bank Observatory network infrastructure equipment needed to provide Broadband connectivity between Morgantown, WV and Green Bank, WV, and to provide low-latency switching between the servers at the Observatory.

The National Radio Astronomy Observatory (NRAO) is a National Science Foundation organization, operated under a cooperative agreement by Associated Universities, Incorporated, which owns and operates eight large radio telescopes in Pocahontas County, West Virginia. These include the 300' diameter Robert C. Byrd Green Bank Telescope (GBT), the largest fully steerable telescope in the world. The facilities of the NRAO in Green Bank, WV, also include cutting edge research facilities for astronomy, digital, software, and microwave engineering, as well as a world class science education program. As part of the Broadband Technology Opportunities Program (BTOP), a new 10Gb fiber path has been installed between Green Bank and the West Virginia University Campus in Morgantown to enable remote real-time data acquisition and information processing from these telescopes. This bid is to procure the routing and switching platforms needed to terminate the 10 Gbps circuit between these locations, and to provide low-latency switching between the servers at the Observatory. This connectivity is dependent on a new, high-capacity router and core switch being installed at Green Bank. In order to facilitate this high speed connectivity and guarantee future capacity, NRAO desires to replace the current router and core switch. The ASR-1006 Series Aggregation Services Router (or equal) will provide perimeter demarcation capabilities for next-generation Ethernet networks, which the Nexus 7010 (or equal) core switch allows for integration of data transport from the telescopes and local computation/storage infrastructure to remote locations via the WVU link.

2. **DEFINITIONS:** The terms listed below shall have the meanings assigned to them below. Additional definitions can be found in section 2 of the General Terms and Conditions.

- 2.1.1 "AES" stands for Advanced Encryption Standard. This is a general term that refers to the cryptographic algorithm to be used to encrypt and decrypt electronic data.

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- 2.1.2 **“BTOP”** stands for the Broadband Technology Opportunities Program – a national program designed for expanding broadband access and adoption into communities across America.
- 2.1.3 **“Contract Item”** means the components provided by a qualified, manufacturer-authorized, vendor which is fully compatible and interoperable with the existing network equipment system, in order to upgrade and extend the capabilities of the system. Please see Exhibit B for a list of the contract items required to upgrade and complement the existing network infrastructure.
- 2.1.4 **“FCoE”** stands for Fibre Channel over Ethernet. This is a general term that refers to the encapsulation of fibre channel frames over Ethernet networks.
- 2.1.5 **“GBT”** stands for the Robert C. Byrd Green Bank Telescope.
- 2.1.6 **“ISSU”** stands for In-Service Software Upgrades. This is a Cisco term which describes their transparent upgrade capability for the IP/Multiprotocol Label Switching edge routers.
- 2.1.7 **“LAN”** stands for local area network.
- 2.1.8 **“LISP”** stands for Locator/ID Separation Protocol. This is a general term meaning a “map and encapsulate” protocol.
- 2.1.9 **“MPLS”** stands for Multiprotocol Label Switching. This is a general term that describes the protocol which makes it possible to provide virtual circuits through an IP network.
- 2.1.10 **“NBAR”** stands for Network-Based Application Recognition. This is a Cisco term. The resources provided NBAR assist in configuring the network to provide the appropriate level of service to applications.
- 2.1.11 **“NRAO”** stands for the National Radio Astronomy Observatory
- 2.1.12 **“OTV”** stands for Overlay Transport Virtualization. This is Cisco term that describes their technology that simplifies extending Layer 2 applications across distributed data centers.
- 2.1.13 **“QoS”** stands for Quality of Service.

2.1.14 **“Pricing Page”** means the pages upon which Vendor should list its proposed price for the Contract Items in the manner requested. The Pricing Page is attached hereto as Exhibit A.

2.1.15 **“RFQ”** means the official request for quotation published by the Purchasing Division and identified as ISCN0037.

2.1.16 **“SIP”** stands for Session Initiation Protocol which means signaling protocol widely used for controlling communication sessions.

2.1.17 **“WAN”** stands for wide area network.

3. GENERAL REQUIREMENTS:

3.1 **Mandatory Contract Item Requirements:** Contract Item must meet or exceed the mandatory requirements listed below.

3.1.1 Network Infrastructure Equipment

3.1.1.1 Vendor must provide standard manufacturer warranty on all equipment listed on the Pricing Page.

3.1.1.2 The Router for Green Bank must be able to support 10 Gbps Ethernet, 1 Gbps Ethernet, clear Channel T3, and T1 interfaces using modular Port Adapters, in order to tie into the existing LAN and WAN infrastructure at NRAO, and to support the new 10 Gbps service to Morgantown.

3.1.1.3 The Router for Green Bank must be equipped with dual power supplies, redundant route processors, redundant 40 Gbps services processors (upgradable to 100 Gbps).

3.1.1.4 The Router for Green Bank must have support for in-service software upgrades (ISSU) **“or equal”**. ISSU allows the vendor to apply bug fixes and deploy new features and services through in-service upgrade of the complete Software image, thus minimizing downtime.

3.1.1.5 The Router for Green Bank must provide 40 Gbps of aggregate bandwidth per SIP slot, and support modular interface processors.

- 3.1.1.6 The Router for Green Bank must be equipped with an imbedded zone-based firewall, support AES encryption, and support flexible packet inspection.
- 3.1.1.7 The Router for Green Bank must provide support for IPv6, Netflow version 9 ***or equal**. Cisco IOS NetFlow efficiently provides a key set of services for IP applications, including network traffic accounting, usage-based network billing, network planning, security, Denial of Service monitoring capabilities, and network monitoring. NetFlow provides valuable information about network users and applications, peak usage times, and traffic routing. The distinguishing feature of the NetFlow Version 9 format, which is the basis for an IETF standard, is that it is template-based. Templates provide an extensible design to the record format, a feature that should allow future enhancements to NetFlow services without requiring concurrent changes to the basic flow-record format.
- 3.1.1.8 The Router for Green Bank must provide support for NBAR **“or equal”**. Applications in today's enterprise networks require different levels of service based upon business requirements. These requirements can be translated into network policies. NBAR is the mechanism used by some Cisco routers and switches to recognize a dataflow by inspecting some packets sent. The networking equipment which uses NBAR does a deep packet inspection on some of the packets in a dataflow, to determine which traffic category the flow belongs to. The resources provided NBAR assist you in configuring your network to provide the appropriate level of service to these applications.
- 3.1.1.9 The Router for Green Bank must provide support for Modular QoS policies, with hierarchical queuing and Network Address Translation.
- 3.1.1.10 The Switch for Green Bank must be equipped with redundant supervisor engines, redundant power supplies, and five (5) crossbar fabric modules, delivering up to 550 Gbps of bandwidth per line card slot.
- 3.1.1.11 The Switch for Green Bank must provide support for Fabric Extenders **“or equal”**, in order to support top-of-rack deployment options. Cisco Fabric Extender Technology delivers an extensible and a scalable fabric that allows the switching fabric access layer

to extend and expand all the way to the server hypervisor as your business grows and helps enable operational simplicity at scale, with a single point of management and policy enforcement on the access parent switch across more than 1000 10 Gigabit Ethernet ports

- 3.1.1.12 The Switch for Green Bank must support Virtual Device Contexts **“or equal”**. A VDC can be used to virtualize the device itself, presenting the physical switch as multiple logical devices. Within that VDC it can contain its own unique and independent set of VLANs and VRFs. Each VDC can have assigned to it physical ports, thus allowing for the hardware data plane to be virtualized as well. Within each VDC, a separate management domain can manage the VDC itself, thus allowing the management plane itself to also be virtualized.
- 3.1.1.13 The Switch for Green Bank must support Fibre Channel over Ethernet (FCoE), Locator/ID Separation Protocol (LISP) and Multiprotocol Label Switching (MPLS).
- 3.1.1.14 The Switch for Green Bank must support overlay Transport Virtualization (OTV) **“or equal”**. OTV significantly simplifies extending Layer 2 applications across distributed data centers. You can deploy Data Center Interconnect (DCI) between sites without changing or reconfiguring your existing network design. This deployment provides for transparent workload mobility, business resiliency, and superior computing resource efficiencies.
- 3.1.1.15 The Switch for Green Bank must support FabricPath **“or equal”**. FabricPath allows the agency to build highly scalable Layer 2 multipath networks without the spanning tree protocol which are suitable for large virtualization deployments, private clouds, and high performance computing environments.
- 3.1.1.16 The networking equipment provided must be fully compatible and interoperable with the existing hardware and system architecture currently in place.

4. CONTRACT AWARD:

- 4.1 **Contract Award:** The Contract is intended to provide the Agency with a purchase price for the Contract Items. The Contract shall be awarded to the Vendor that provides the Contract Items meeting the required specifications for the lowest overall total cost as shown on the Pricing Pages.

4.2 Pricing Page: Vendor should complete the Pricing Page by adding the unit price of each item and confirming the extended price and total amount is correct. Vendor should complete the Pricing Page in full as failure to complete the Pricing Page in its entirety may result in Vendor's bid being disqualified.

Vendor may provide "or equal" products but if providing an "or equal" product, Vendor must provide a line-by-line comparison of the product parts listed on Exhibit B as well as any additional products required to meet the requirements of this RFQ.

Notwithstanding the foregoing, the Purchasing Division may correct errors as it deems appropriate. Vendor should type or electronically enter the information into the Pricing Page to prevent errors in the evaluation.

5. PAYMENT:

5.1 Payment: Vendor shall accept payment in accordance with the payment procedures of the State of West Virginia.

6. DELIVERY AND RETURN:

6.1 Shipment and Delivery: Vendor shall deliver the Contract items within 30 working days after being awarded this Contract and receiving a purchase order. Contract items must be delivered to Agency at 1 Observatory Road, Green Bank, WV 24944.

6.2 Late Delivery: The Agency placing the order under this Contract must be notified in writing if the shipment of the Contract Items will be delayed for any reason. Any delay in delivery that could cause harm to an Agency will be grounds for cancellation of the Contract, and/or obtaining the Contract Items from a third party.

Any Agency seeking to obtain the Contract Items from a third party under this provision must first obtain approval of the Purchasing Division.

6.3 Delivery Payment/Risk of Loss: Vendor shall deliver the Contract Items F.O.B. destination to the Agency's location.

6.4 Return of Unacceptable Items: If the Agency deems the Contract Items to be unacceptable, the Contract Items shall be returned to Vendor at Vendor's expense and with no restocking charge. Vendor shall either make arrangements for the return within five (5) days of being notified that items are unacceptable, or permit the Agency to arrange for the return and reimburse Agency for delivery expenses.

REQUEST FOR QUOTATION
ISCN0037 Green Bank Network Infrastructure Equipment

If the original packaging cannot be utilized for the return, Vendor will supply the Agency with appropriate return packaging upon request. All returns of unacceptable items shall be F.O.B. the Agency's location. The returned product shall either be replaced, or the Agency shall receive a full credit or refund for the purchase price, at the Agency's discretion.

- 6.5 Return Due to Agency Error:** Items ordered in error by the Agency will be returned for credit within 30 days of receipt, F.O.B. Vendor's location. Vendor shall not charge a restocking fee if returned products are in a resalable condition. Items shall be deemed to be in a resalable condition if they are unused and in the original packaging. Any restocking fee for items not in a resalable condition shall be the lower of the Vendor's customary restocking fee or 5% of the total invoiced value of the returned items.

ISCN0037 Bid Price Sheet

COPY

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		
5	CON-SNTE-ASR1KSHK9		SMARTNET 8X5X4 ASR1006 Sec+HA Bundl		
1	ASR1000-SIP40-BUN		ASR1000-SIP40 for Special Bundle (SB)		
5	CON-SNTE-ASR1000S		SMARTNET 8X5X4 ASR1000-SIP40 for Special Bundle (SB)		
1	SPA-1X10GE-L-V2		Cisco 1-Port 10GE LAN-PHY Shared Port Adapter		
5	CON-SNTE-1X10GEV2		SMARTNET 8X5X4 1-Pt 10GE LAN-PHY Shared PT Adptr		
1	XFP-10G-MM-SR		10GBASE-SR XFP Module		
1	ASR1000-SPA		SPA for ASR1000; No Physical Part; For Tracking Only		
1	SPA-2XT3/E3		2-port Clear Channel T3/E3 Shared Port Adapter		
5	CON-SNTE-2XT3E3		SMARTNET 8X5X4 2-port T3/E3 Serial		
1	ASR1000-SPA		SPA for ASR1000; No Physical Part; For Tracking Only		
1	SPA-5X1GE-V2		Cisco 5-Port Gigabit Ethernet Shared Port Adapter		
5	CON-SNTE-5X1GEV2		SMARTNET 8X5X4 5-Pt Gigabit Enet Shared Pt Adptr		
1	SFP-GE-L		1000BASE-LX/LH SFP (DOM)		
1	SFP-GE-S		1000BASE-SX SFP (DOM)		
2	SFP-GE-T		1000BASE-T SFP (NEBS 3 ESD)		
1	ASR1000-SPA		SPA for ASR1000; No Physical Part; For Tracking Only		
1	ASR1000-SIP40		Cisco ASR1000 SPA Interface Processor 40		
5	CON-SNTE-1000SP40		SMARTNET 8X5X4 Cisco ASR1000 SPA Interface Processor 40		
1	SPA-1X10GE-L-V2		Cisco 1-Port 10GE LAN-PHY Shared Port Adapter		
5	CON-SNTE-1X10GEV2		SMARTNET 8X5X4 1-Pt 10GE LAN-PHY Shared PT Adptr		
1	XFP10GLR-192SR-L		Low Power multirate XFP supporting 10GBASE-LR and OC-192 SR		
1	ASR1000-SPA		SPA for ASR1000; No Physical Part; For Tracking Only		
1	SPA-8XCHT1/E1		8-port Channelized T1/E1 to DS0 Shared Port Adapter		
5	CON-SNTE-8XCHT1E1		SMARTNET 8X5X4 8Prt Channel T1/E1		
1	ASR1000-SPA		SPA for ASR1000; No Physical Part; For Tracking Only		
2	ASR1013/06-PWR-AC		Cisco ASR1000 1600w AC Power Supply		
2	CAB-9K20A-NA		Power Cord 125VAC 20A NEMA 5-20 Plug North America/Japan		
1	FLASR1-FPI-RTU		Flex. Pack Insp. Right-To-Use Feat LicASR1000 Series		
5	CON-SNTE-ASR1FPI		SMARTNET 8X5X4 Flex. Pack Insp. Right-To-Use Feat Lic		
1	FLASR1-FW-RTU		Firewall Right-To-Use Feature Lic for ASR1000 Series		
5	CON-SNTE-ASR1FWRT		SMARTNET 8X5X4 Firewall Right-To-Use Feature Lic		
1	FLASR1-IPSEC-RTU		Encryption Right-To-Use Feature Lic for ASR1000 Series		

ISCN0037 Bid Price Sheet

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

ISCN0037 Bid Price Sheet

1	N7K-USB-8GB	Nexus 7K USB Flash Memory - 8GB (Log Flash)		
1	N7K-F248XP-25	Nexus 7000 F2-Series 48 Port 10GbE (req. SFP+)		
2	SFP-10G-LR	10GBASE-LR SFP Module		
12	SFP-10G-LRM	10GBASE-LRM SFP Module		
14	SFP-10G-SR	10GBASE-SR SFP Module		
1	N7K-M148GS-11L	Nexus 7000 - 48 Port GE Module with XL Option (req. SFP)		
8	GLC-LH-SMD	1000BASE-LX/LH SFP transceiver module MMF/SMF 1310nm DOM		
8	GLC-SX-MMD	1000BASE-SX SFP transceiver module MMF 850nm DOM		
4	GLC-T	1000BASE-T SFP		
1	N7K-M148GT-11L	Nexus 7000 - 48 Port 10/100/1000 Module with XL option		
1	N7K-M148GT-11L	Nexus 7000 - 48 Port 10/100/1000 Module with XL option		
1	N7K-M148GT-11L	Nexus 7000 - 48 Port 10/100/1000 Module with XL option		
1	N7K-M148GT-11L	Nexus 7000 - 48 Port 10/100/1000 Module with XL option		
5	N7K-C7010-FAB-2	Nexus 7000 - 10 Slot Chassis - 110Gbps/Slot Fabric Module		
3	N7K-AC-6.0KW	Nexus 7000 - 6.0KW AC Power Supply Module		
6	CAB-AC-C6K-TWLK	Power Cord 250Vac 16A twist lock NEMA L6-20 plug US		
1	N7K-C7010-AFLT	Nexus 7010 Air Filter		
1	N7K-C7010-FD-MB	Nexus 7010 Front Door Kit		
			Subtotal	
			Shipping	
			TOTAL	

RFQ No. ISCN0037

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: Verizon Business Network Services Inc
on behalf of Verizon Network Integration Corp

Authorized Signature: Patricia A. Myer Date: 4/10/13

State of Mississippi

County of Hinds, to-wit:

Taken, subscribed, and sworn to before me this 10th day of April, 2013

My Commission expires May 31, 2016

AFFIX SEAL HERE

NOTARY PUBLIC Angela A. Cooper



Rev. 07/12

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: on behalf of Verizon Business Network Services Inc Integration Corp
Date: 4/10/13
Signed: Patricia L Myers
Title: Manager
Pricing/Contract Management

AGREEMENT ADDENDUM

In the event of conflict between this addendum and the agreement, this addendum shall control:

1. **DISPUTES** - Any references in the agreement to arbitration or to the jurisdiction of any court are hereby deleted. Disputes arising out of the agreement shall be presented to the West Virginia Court of Claims.
2. **HOLD HARMLESS** - Any provision requiring the Agency to indemnify or hold harmless any party is hereby deleted in its entirety.
3. **GOVERNING LAW** - The agreement shall be governed by the laws of the State of West Virginia. This provision replaces any references to any other State's governing law.
4. **TAXES** - Provisions in the agreement requiring the Agency to pay taxes are deleted. As a State entity, the Agency is exempt from Federal, State, and local taxes and will not pay taxes for any Vendor including individuals, nor will the Agency file any tax returns or reports on behalf of Vendor or any other party.
5. **PAYMENT** - Any references to prepayment are deleted. Payment will be in arrears.
6. **INTEREST** - Any provision for interest or charges on late payments is deleted. The Agency has no statutory authority to pay interest or late fees.
7. **NO WAIVER** - Any language in the agreement requiring the Agency to waive any rights, claims or defenses is hereby deleted.
8. **FISCAL YEAR FUNDING** - Service performed under the agreement may be continued in succeeding fiscal years for the term of the agreement, contingent upon funds being appropriated by the Legislature or otherwise being available for this service. In the event funds are not appropriated or otherwise available for this service, the agreement shall terminate without penalty on June 30. After that date, the agreement becomes of no effect and is null and void. However, the Agency agrees to use its best efforts to have the amounts contemplated under the agreement included in its budget. Non-appropriation or non-funding shall not be considered an event of default.
9. **STATUTE OF LIMITATION** - Any clauses limiting the time in which the Agency may bring suit against the Vendor, lessor, individual, or any other party are deleted.
10. **SIMILAR SERVICES** - Any provisions limiting the Agency's right to obtain similar services or equipment in the event of default or non-funding during the term of the agreement are hereby deleted.
11. **FEES OR COSTS** - The Agency recognizes an obligation to pay attorney's fees or costs only when assessed by a court of competent jurisdiction. Any other provision is invalid and considered null and void.
12. **ASSIGNMENT** - Notwithstanding any clause to the contrary, the Agency reserves the right to assign the agreement to another State of West Virginia agency, board or commission upon thirty (30) days written notice to the Vendor and Vendor shall obtain the written consent of Agency prior to assigning the agreement.
13. **LIMITATION OF LIABILITY** - The Agency, as a State entity, cannot agree to assume the potential liability of a Vendor. Accordingly, any provision limiting the Vendor's liability for direct damages to a certain dollar amount or to the amount of the agreement is hereby deleted. Limitations on special, incidental or consequential damages are acceptable. In addition, any limitation is null and void to the extent that it precludes any action for injury to persons or for damages to personal property.
14. **RIGHT TO TERMINATE** - Agency shall have the right to terminate the agreement upon thirty (30) days written notice to Vendor. Agency agrees to pay Vendor for services rendered or goods received prior to the effective date of termination.
15. **TERMINATION CHARGES** - Any provision requiring the Agency to pay a fixed amount or liquidated damages upon termination of the agreement is hereby deleted. The Agency may only agree to reimburse a Vendor for actual costs incurred or losses sustained during the current fiscal year due to wrongful termination by the Agency prior to the end of any current agreement term.
16. **RENEWAL** - Any reference to automatic renewal is deleted. The agreement may be renewed only upon mutual written agreement of the parties.
17. **INSURANCE** - Any provision requiring the Agency to purchase insurance for Vendor's property is deleted. The State of West Virginia is insured through the Board of Risk and Insurance Management, and will provide a certificate of property insurance upon request.
18. **RIGHT TO NOTICE** - Any provision for repossession of equipment without notice is hereby deleted. However, the Agency does recognize a right of repossession with notice.
19. **ACCELERATION** - Any reference to acceleration of payments in the event of default or non-funding is hereby deleted.
20. **CONFIDENTIALITY** - Any provision regarding confidentiality of the terms and conditions of the agreement is hereby deleted. State contracts are public records under the West Virginia Freedom of Information Act.
21. **AMENDMENTS** - All amendments, modifications, alterations or changes to the agreement shall be in writing and signed by both parties. No amendment, modification, alteration or change may be made to this addendum without the express written approval of the Purchasing Division and the Attorney General.

ACCEPTED BY:

STATE OF WEST VIRGINIA

Spending Unit: _____

Signed: _____

Title: _____

Date: _____

VENDOR

Verizon Business Network Svc Inc
on behalf of

Company Name: Verizon Network Integration Corp

Signed: Patricia L Myers

Title: Manager

Date: Pricing/Contract Management 4/10/13

This System Agreement ("Agreement"), effective as of the _____ day of _____, 2012, is made by and between

A. Verizon Entity Name ("Verizon"): Verizon Business Network Services Inc. on behalf of Verizon Select Services Inc. and Verizon Network Integration Corp.	B. Customer Name ("Customer") State of WV
Address: 4700 MacCorkle Av SE	Address: 2019 Washington St E
City: Charleston State: WV Zip Code: 25304	City: Charleston State: WV Zip Code: 25305
Contact Name and Phone Number: Sandra Hawkins 304-356-3395	Customer Billing Address (if different):
Quote Number (if applicable)	City: State: Zip Code:
	Contact Name and Phone Number: 304-558-2596

<p>C. Select all applicable options:</p> <p><input checked="" type="checkbox"/> New System/Service Sale <input type="checkbox"/> Adds/Upgrade to Existing System <input type="checkbox"/> Installation Services <input type="checkbox"/> International Purchase and Sale (Drop Ship)</p> <p>VERIZON MAINTENANCE SERVICES</p> <p><input type="checkbox"/> IP PBX Supplemental <input type="checkbox"/> Optical LAN Solutions <input type="checkbox"/> 8x5 Switch & Phones <input type="checkbox"/> 8x5 Switch & Proprietary Phones <input type="checkbox"/> 8x5 Switch Only <input type="checkbox"/> 8x5 Ancillary/Auxiliary Equipment <input type="checkbox"/> 8x5 Nortel Norstar <input type="checkbox"/> 8x5 NEC Electra Elite <input type="checkbox"/> 8x5 Business Communication Manager <input type="checkbox"/> 8x5 Centrex CPE <input type="checkbox"/> 24x7 Switch & Proprietary Phones <input type="checkbox"/> 24x7 Switch Only <input type="checkbox"/> 24x7 Ancillary/Auxiliary Equipment <input type="checkbox"/> 24x7 Nortel Norstar <input type="checkbox"/> 24x7 NEC Electra Elite <input type="checkbox"/> 24x7 Business Communication Manager <input type="checkbox"/> 24x7 Voice Service Plus <input type="checkbox"/> 24x7 Centrex CPE</p>	<p>Verizon Maintenance Services Cont'd.</p> <p><input type="checkbox"/> Software Release Subscription (SRS) <input type="checkbox"/> On-Site Technician <input type="checkbox"/> Supplemental Warranty Coverage (extends the standard warranty to 24 hour coverage for major failures during the warranty period) <input type="checkbox"/> Other</p> <p>Third Party Maintenance Services - Third party maintenance will be provided in accordance with (i) the service descriptions of the respective third party maintenance service providers (generally available on their respective websites) and (ii) the relevant terms and conditions of this Agreement, specifically excluding section 3.2 (termination for convenience).</p> <p><input type="checkbox"/> Nortel Extended Service <input checked="" type="checkbox"/> Cisco SMARTnet <input type="checkbox"/> Other:</p>
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D. Payment Options:

- Cash Purchase
- Lease/Financing
 - Verizon Credit Inc.
 - Third Party Lease/Financing _____ (must have prior written approval of Verizon)
- E-Rate/USF Funding Application No. _____
- Tax Exempt No.

E. The total price of the System and/or services being purchased by the Customer is:

Equipment and/or Installation Price	\$ <u>294,958.31</u>
Professional Services Price	\$ _____
Maintenance Service	
Voice Maintenance Service for _____ Year(s)	\$ _____
Third Party Maintenance Service for <u>5</u> Year(s)	\$ <u>114,934.95</u>
Supplemental Warranty Coverage	\$ _____
Applicable taxes (estimated)	\$ _____
TOTAL PRICE	\$ <u>409,893.26</u>

F. Maintenance Service Billing Option:

- Pre-paid Billing: _____ years \$ _____ (Annual Rate)
 - Deferred Billing (deferred until warranty expiration):
 _____ years \$ _____ \$ _____ \$ _____ \$ _____
 (Year 1) (Year 2) (Year 3) (Year 4) (Year 5)
- Bill deferred payment (check one): annually semi-annually quarterly monthly

G. Attachments

- Avaya Equipment, Maintenance and Professional Services Exhibit
- Installation Services Exhibit
- International Purchase and Sale Exhibit
- Quote
- Service Plan Description(s)
- Statement of Work
- Statement of Work (Avaya)
- Voice Maintenance Exhibit

THE TERMS AND CONDITIONS OF THIS AGREEMENT CONTINUE ON THE FOLLOWING PAGES

Customer Initials



1. Scope of Agreement. Subject to the terms and conditions of this Agreement, Verizon will provide Customer, either directly or in conjunction with such subcontractors as it may select, the equipment, software, installation services, maintenance (hereinafter collectively the "System") and/or professional services as described in this Agreement and as further described in a Statement of Work and any Exhibit attached hereto.

1.1 For Equipment Sale and Installation Services: Verizon will provide and, if applicable, install the equipment as set forth in the applicable quote and the Equipment and Installation Services Exhibit.

1.2 For Maintenance Services: Verizon will provide the maintenance services as set forth in the applicable quote and the Maintenance Services Exhibit. The foregoing exhibit does not apply to maintenance services provided by a third party. Third party maintenance will be provided in accordance with (i) the service descriptions of the respective third party maintenance service providers (generally available on their respective websites) and (ii) the relevant terms and conditions of this Agreement, specifically excluding section 3.2 (termination for convenience).

All applicable Statements of Work and Exhibits attached hereto are incorporated herein and made a part of this Agreement.

2. Fees and Payment.

2.1 Customer will pay all fees for the System as set forth on Pages 2 of this Agreement and the applicable quote or Statement of Work, subject to additions and deductions made by written Change Order(s). Customer is responsible for applicable taxes, shipping, handling, telecommunication surcharges and other charges applicable to the equipment and/or services provided under this Agreement. Customer agrees either to pay to Verizon the amount of all applicable taxes or to provide upon execution of this Agreement evidence of exemption acceptable to Verizon.

2.2 Payments are due within thirty (30) days of receipt of the invoice ("Due Date") and any payment not received by the Due Date shall be subject to a late payment charge of the lesser of one and one-half percent (1.5%) per month and the maximum amount allowed by law. Late payment charges will be assessed monthly against the amount due. Should Customer dispute an amount invoiced, Customer shall pay the undisputed portion of that invoice and promptly notify Verizon in writing of the amount and nature of the dispute and the parties shall cooperate to resolve the dispute pursuant to Section 15 of this Agreement. Verizon reserves the right to suspend or terminate any or all Services or terminate the provision, installation or repair of any or all equipment subject to this Agreement immediately if Customer is more than sixty (60) days overdue for payments that have not been disputed in good faith.

2.3 The down payment listed on Page 2 of this Agreement shall be paid at execution of this Agreement. The balance due shall be paid in accordance with the terms of this Section unless otherwise specified in a Statement of Work.

3. Term and Termination. This Agreement shall be effective as of the date first set forth above and shall continue in full force and effect until terminated in accordance with this Agreement.

3.1 Either party may, upon written notice, immediately suspend its performance of and/or terminate the affected service or equipment order to which the deficiency pertains in the event the other party (i) fails to perform material terms of this Agreement and (a) such failure is not cured within thirty (30) calendar days following receipt of a default notice in writing from the other party, or (b) if such failure cannot reasonably be cured during that time and the defaulting party fails to use commercially reasonable efforts to cure such breach as soon as practicable, but in any event within ninety (90) calendar days following written notice; (ii) engages in fraud, criminal conduct or willful misconduct in connection with the business relationship of the parties; or (iii) becomes insolvent, ceases doing business in the ordinary course, enters bankruptcy proceedings or effects an assignment for the benefit of creditors. In the event Verizon terminates this Agreement pursuant to this Section 3.1, Customer shall promptly pay Verizon for the System and any services provided up to the date of termination. In the event Customer defaults under this Agreement, Customer's down payment shall be non-refundable.

3.2 Either party may terminate this Agreement or a Statement of Work for convenience, in whole or in part, upon thirty (30) days prior written notice to the other party. If this Agreement or a Statement of Work is terminated by Customer pursuant to this Section, or if an order under this Agreement is cancelled by Customer, Verizon shall have no further responsibility under this Agreement, Statement of Work or such order, as applicable, and Customer shall promptly pay Verizon:

- 3.2.1. for all equipment and services provided up to the date of termination or cancellation, as applicable;
- 3.2.2. for all expenses incurred up to the date of termination or cancellation, as applicable, including but not limited to the costs of terminating purchase orders, return of equipment and/or software (if permitted by Verizon), removal of



equipment and/or software and other contractual obligations made by Verizon to meet its obligations under this Agreement or Statement of Work, (iii) a restocking fee of 25% of the price for unopened items or a 35% restocking fee for opened items, as shown on the applicable quote, for any System elements cancelled or returned provided such cancel or return is permitted by the manufacturer of the System element, and as authorized by Verizon.

3.3. Where multiple Statements of Work are associated with this Agreement, the termination of one or fewer than all of the Statements of Work shall only affect the terminated Statement(s) of Work. The remaining Statement(s) of Work shall remain in effect.

3.4. Verizon reserves the right to suspend performance under this Agreement or a Statement of Work if required, in Verizon's sole discretion, by regulation, statute, judicial action or other applicable legal requirement.

3.5. Verizon reserves the right to amend the rates, terms and conditions of Service under this Agreement to be effective upon the commencement of any renewal term and without formal amendment of this Agreement by providing Customer written notice thereof prior to the expiration of the then-current term. If Customer is unwilling to accept such amended rates, terms and conditions, Customer shall provide Verizon written notice thereof prior to the expiration of the then-current term, in which event the Service shall terminate upon expiration of the then-current term.

3.6. Termination of this Agreement shall not relieve either party of its respective obligations to comply with all terms of this Agreement that expressly call for performance prior or subsequent to the termination date, including without limitation the parties' respective obligations to protect proprietary and confidential information.

4. Purchase Order. The parties acknowledge that a Customer purchase order or similar document is intended solely to evidence Customer's intention to purchase equipment, software and/or services set forth therein. Except with respect to a provision in a Customer purchase order or similar document evidencing an intent to be bound by the terms and conditions of an Agreement between Customer and Verizon, the terms and conditions of such Customer purchase order or similar document shall be disregarded and of no force or effect, it being agreed that the terms and conditions of the Agreement between Customer and Verizon shall govern.

5. Leasing Option. With Verizon's prior written consent Customer may finance the System or any portion thereof in a separate transaction through a third party leasing company ("Lessor") approved by Verizon, assign its rights and obligations with respect to payment under this Agreement to the Lessor, and/or cause the Lessor to issue a purchase order in a form acceptable to Verizon. Notwithstanding such transaction and/or assignment, Customer shall remain responsible for performance of all of its obligations under this Agreement, including payment in full.

6. Risk of Loss. Risk of loss or damage to a System passes to Customer upon the earlier of i) delivery of the System to the Customer Site (including portions thereof), and ii) when Customer takes shipping responsibility.

7. Title and Security Interest. Until full payment has been rendered, Customer grants Verizon a purchase money security interest in the System, and agrees to execute all documents necessary to perfect that interest. Upon final payment, title shall pass to Customer and Verizon will release its security interest. Customer will not grant or convey to any other person or entity a security interest in, or permit placement of a lien on, the System unless and until Customer has paid Verizon in full for such System.

8. Software. Software provided in conjunction with the System is licensed to Customer under the license provided by the software publisher or by the equipment manufacturer with which the software is provided. Customer shall, if required, execute a separate software license agreement in a form satisfactory to the software publisher or equipment manufacturer.

9. Customer Responsibilities. Customer will:

9.1. Allow Verizon access for installation, inspection, testing, maintenance and repair of the System and performance of any required activity.

9.2. Provide suitable building facilities for the System in accordance with local codes, including but not limited to ducting, conduit, structural borings, etc. for cable and conductors in floors, ceilings and walls; electrical service with suitable terminals and power surge protection devices; and metallic grounds with sufficient slack in the equipment room, installed in conformity with the National Electrical Code and local codes.

9.3. Provide necessary heating, cooling, humidity and dust control as required by manufacturer specifications.



- 9.4. Remove existing equipment or cable that interferes with System installation.
- 9.5. Identify and disclose to Verizon concealed equipment, wiring or conditions that might be affected by or might affect the installation of the System. Customer shall defend and hold Verizon harmless from any claim, damage or liability resulting from a failure to disclose this information.
- 9.6. Authorize Verizon, at Customer's expense, to make service requests upon third parties for System interconnection requirements, including obtaining telephone service for testing where necessary.
- 9.7. Designate trash deposit points on each floor on which the System is to be installed where Verizon will place waste for removal by Customer.
- 9.8. Cooperate with Verizon's requests for assistance in testing or installation.
- 9.9. Be responsible for providing adequate back-up of data and for restoring data to repaired equipment.
- 9.10. If the System is to be connected to the public network, be solely responsible for selection, implementation and maintenance of security features for defense against unauthorized long distance calling, and for payment of long distance, toll and other telecommunications charges incurred through use of the System.
- 9.11. Immediately notify Verizon of any anticipated delay in building availability or inability to meet any of the above listed requirements.
- 9.12. If ordering Cisco Products or services, acknowledge having read and understand the End User obligations and service descriptions for relevant Cisco products and services as found at www.cisco.com/go/serviceDescriptions or other URL as may be provided by Cisco from time to time. Further, Customer agrees to the terms and conditions of Cisco's Software License Agreement.

10. Changes In/Additions to System.

10.1 Customer may order additional equipment, software, and/or services pursuant to a written Amendment, Customer purchase order or similar document, and such order shall be governed by this Agreement, including without limitation Section 4, and shall specifically reference this Agreement.

10.2 Customer shall also have the right, by written notice, to propose changes in the System under this Agreement and any Statement of Work ("Change Orders") and Verizon shall comply to the extent it deems feasible and reasonable. If Verizon determines that such changes cause an increase or decrease in the cost of or time required for performance, Verizon shall advise Customer and such adjustments shall be reflected in a written Change Order. Should Verizon encounter, in installing the System, any concealed or unknown condition not expressly set forth in the applicable Statement of Work, which condition affects the price or schedule for installation of the System, the price and/or the schedule shall be equitably adjusted by Change Order to cover all costs, including but not limited to labor, equipment, materials and tools necessary to carry out the change.

10.3 No Change Order shall become effective as a part of this Agreement and the applicable Statement of Work, and no changes in the System shall be initiated, until the Change Order is mutually agreed upon in writing. Verizon shall not be obligated to consider or accept any Change Order that results in a decrease of more than twenty percent (20%) in the total price of the System. Verizon may also propose changes in or additions to the System, and may proceed with such changes upon execution by Customer and Verizon of a written Change Order.

11. Warranty. Verizon warrants that it will perform the services provided under this Agreement in a good and workmanlike manner. Unless otherwise set forth in an Exhibit, all manufacturers'/publishers' warranties for equipment and/or software provided hereunder are passed through to Customer and warranty claims shall be presented by Customer directly to the manufacturer/publisher.

THE WARRANTIES SET FORTH IN THIS AGREEMENT ARE IN LIEU OF ALL OTHER WARRANTIES FROM VERIZON, UNLESS OTHERWISE STATED IN AN EXHIBIT. OTHERWISE VERIZON DISCLAIMS ALL WARRANTIES, EXPRESS OR IMPLIED, INCLUDING BUT NOT LIMITED TO IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE, ANY WARRANTY OF NON-INFRINGEMENT AND ANY WARRANTIES ARISING FROM A COURSE OF DEALING, USAGE OR TRADE PRACTICE. VERIZON SHALL NOT BE LIABLE FOR UNAUTHORIZED ACCESS TO VERIZON'S OR CUSTOMER'S TRANSMISSION FACILITIES OR PREMISES EQUIPMENT OR FOR UNAUTHORIZED ACCESS TO OR ALTERATION, THEFT OR DESTRUCTION OF CUSTOMER'S DATA FILES, PROGRAMS, PROCEDURES OR INFORMATION THROUGH ACCIDENT, FRAUDULENT MEANS OR DEVICES, OR ANY OTHER METHOD. VERIZON MAKES NO WARRANTY FOR USE OF THE SYSTEM AS A COMPONENT IN LIFE SUPPORT SYSTEMS OR DEVICES, PUBLIC SAFETY SYSTEMS, OR WITH RESPECT TO THE PERFORMANCE OF ANY SOFTWARE OR FIRMWARE.

12. Limitation of Liability. EXCEPT FOR PAYMENTS OWED UNDER THIS AGREEMENT, IN NO EVENT WILL



EITHER PARTY BE LIABLE TO THE OTHER PARTY FOR SPECIAL, INDIRECT, INCIDENTAL, EXEMPLARY, OR CONSEQUENTIAL DAMAGES, WHETHER ARISING IN CONTRACT, TORT (INCLUDING A PARTY'S NEGLIGENCE) OR OTHERWISE, INCLUDING WITHOUT LIMITATION DAMAGES ARISING FROM DELAY, LOSS OF GOODWILL, LOSS OF OR DAMAGE TO DATA, LOST PROFITS (ACTUAL OR ANTICIPATED), UNAVAILABILITY OF ALL OR PART OF THE SYSTEM, OR OTHER COMMERCIAL OR ECONOMIC LOSS, EVEN IF SUCH PARTY HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES.

EXCEPT WITH RESPECT TO THE INDEMNIFICATION OBLIGATIONS SET OUT IN SECTION 13, VERIZON'S ENTIRE LIABILITY FOR ANY OTHER DAMAGE WHICH MAY ARISE HEREUNDER, FOR ANY CAUSE WHATSOEVER, AND REGARDLESS OF THE FORM OF ACTION, WHETHER IN CONTRACT OR IN TORT, INCLUDING VERIZON'S NEGLIGENCE, OR OTHERWISE, SHALL BE LIMITED TO DIRECT DAMAGES NOT TO EXCEED THE PURCHASE PRICE OF THE SPECIFIC EQUIPMENT, SOFTWARE OR SERVICES GIVING RISE TO THE CLAIM. VERIZON SHALL BEAR NO LIABILITY FOR USE OF EQUIPMENT, SOFTWARE OR SERVICES PROVIDED UNDER THIS AGREEMENT IN CONNECTION WITH LIFE SUPPORT SYSTEMS OR DEVICES OR PUBLIC SAFETY SYSTEMS. EXCEPT AS EXPRESSLY STATED OTHERWISE HEREIN, VERIZON SHALL HAVE NO LIABILITY OR RESPONSIBILITY FOR INTEROPERABILITY OR COMPATIBILITY OF THE SYSTEM WITH THIRD-PARTY PRODUCTS OR SYSTEMS THAT CUSTOMER MAY UTILIZE IN CONJUNCTION WITH THE SYSTEM OR TO WHICH CUSTOMER MAY CONNECT THE SYSTEM.

13. Indemnification.

13.1 System Indemnity. Verizon is not the manufacturer of the CPE or the owner of any third party software provided for use with the CPE, which CPE and software comprising the System are provided hereunder pursuant to the standard terms and conditions of the respective third party manufacturer and/or owner(s) thereof. Except for such manufacturers' or owners' indemnities applicable to the CPE and/or software that Verizon is authorized to pass through for the benefit of Customer, which such indemnities Verizon hereby agrees to pass through to Customer, the CPE, including software used therewith, is provided to Customer on an AS IS basis, without any express or implied warranties of any type, and without any obligation to defend or indemnify for any infringement.

13.2 Verizon CPE Service Indemnity. Except as provided below, Verizon will defend Customer against any claim, suit, action or proceeding alleging that the purchase or use by Customer of any Verizon CPE Service infringes a valid U.S. patent or copyright ("Services Claim"), and Verizon will indemnify and hold harmless Customer against any and all finally awarded costs and expenses, including attorneys' fees, in connection with any such Services Claim.

13.2.1 If the use of any Verizon CPE Service is enjoined or subject to a Services Claim, Verizon may, at its option and expense, either procure for Customer the right to continue to use the affected Verizon CPE Service, replace the affected Verizon CPE Service with substantially equivalent, non-infringing service, or modify the affected Verizon CPE Service so that it becomes non-infringing. In the event that none of the foregoing options is commercially reasonable, Verizon may terminate the Verizon CPE Service.

13.2.2 Verizon shall have no obligation to defend, indemnify or hold harmless Customer for any Services Claim or portion thereof that arises from (i) any negligent or willful act or omission by or attributable to Customer; (ii) any combination, use or operation of any Verizon CPE Service with equipment or services provided by Customer or any third party; (iii) any addition to or modification of the Verizon CPE Service by Customer, any third party or Verizon at Customer's request; (iv) use of other than the then current unaltered release of any Verizon-provided software used in the Verizon CPE Service provided Verizon has made such release available to Customer; (v) any equipment, system, product, process, method or service of Customer which otherwise infringed any U.S. patent or copyright asserted against Customer prior to the supply of the Verizon CPE Service to Customer hereunder; (vi) functionality provided by Verizon at the direction of Customer, its agents, employees, or other contractors (including the provision of functionality in accordance with technical specifications provided by Customer); or (vii) use or operation, by Customer, its agents, employees or other contractors, of Verizon CPE Service other than as specified in this Agreement.

13.3 The foregoing states the entire obligation of Verizon to Customer and is Customer's sole and exclusive remedy with respect to any claim of infringement of any intellectual property right of any kind, including the manufacturers' or owners' indemnities applicable to the CPE and software that Verizon is authorized to pass through for the benefit of Customer, if any, and Verizon disclaims all other warranties and obligations with respect thereto.

13.4 Without prejudice to Customer's rights to assert third-party responsibility therefore, and without prejudice to Verizon's



rights and remedies under applicable laws, rules, regulations or orders, including but not limited to, its rights to impleader, as between Verizon and Customer, Verizon shall not be responsible under this Agreement for damages, costs and attorneys fees, and any obligation on the part of Verizon to defend and indemnify shall not apply to, any Claim or portion arising out of (a) Customer's use of the System or CPE Services other than as may expressly be indemnified by Verizon pursuant to Sections 13.1 and/or 13.2 of these CPE Services and System Terms, or (b) the content of communications transmitted by or on behalf of Customer in the use of the System or CPE Services, including but not limited to libel, slander, and invasion of privacy.

13.5 Verizon (the "indemnitor") will defend, indemnify, and hold harmless Customer (the "indemnitee") against all claims and liabilities for direct damages imposed on the indemnitee for bodily injuries, including death, and for damages to real or tangible personal property to the extent caused by the negligent or otherwise tortious acts or omissions of the Verizon, its agents or employees in the course of performance under this Agreement.

13.6 The defense and indemnification obligations set forth in this Section are contingent upon (1) the indemnitee providing the indemnitor prompt, written, and reasonable notice of the claims, demands, and/or causes of action subject to indemnification, (2) the indemnitee granting the indemnitor the right to control the defense of the same, and (3) the indemnitee's full cooperation with the indemnitor in defense of the claim, including providing information and assistance in defending the claim. Nothing herein, however, will restrict the indemnitee from participating, on a non-interfering basis, in the defense of the claim, demand, and/or cause of action at its own cost and expense with counsel of its own choosing. No settlement may be entered into by the indemnitor on behalf of the indemnitee that includes obligations to be performed by the indemnitee (other than payment of money that will be fully paid by the indemnitor under Sections 13.1 – 13.3 and 13.5 above) without indemnitee's prior written approval.

14. Confidentiality. Except as required by law or regulation, each party (the "receiving party") shall keep confidential and not disclose, directly or indirectly, to any third party any Confidential Information, as defined below, received from the other party (the "disclosing party") without the prior written consent of a duly authorized officer of the disclosing party. The disclosing party shall conspicuously mark its tangible Confidential Information as Proprietary or Confidential at the time of disclosure to the receiving party. Confidential Information that is disclosed orally will be identified by the disclosing party as Confidential Information at the time of disclosure to the receiving party. Each party shall use, copy and disclose the Confidential Information of the disclosing party solely for purposes of performing this Agreement. All Confidential Information of a party shall be and shall remain the property of such party. A party shall deliver to the disclosing party, upon written request by the disclosing party, all Confidential Information of the disclosing party then in the receiving party's possession or control, directly or indirectly, in whatever form it may be (including, without limitation, magnetic media) or certify its destruction to the disclosing party. Each party shall take all necessary and reasonable action, by instruction, agreement or otherwise, with its employees, consultants, subcontractors, affiliates, and representatives to satisfy its obligations hereunder. The receiving party's obligations hereunder with respect to confidentiality, non-disclosure and limitation of use of Confidential Information shall be for the term of the Agreement plus one (1) year. For purposes of this provision, a third party shall not include an entity which has a need to know the Confidential Information and which owns, is owned by, or is under common ownership with a party to this Agreement.

14.1 Nothing in this Agreement shall prevent either party from using or disclosing any Confidential Information that: (i) has become generally available to the public, other than through any improper action of such party, (ii) is already in the possession of the receiving party and not subject to an existing agreement of confidence between the parties, (iii) is received from a third party without restriction and without breach of this Agreement, (iv) is independently developed by the receiving party as evidenced by its records, or (v) is disclosed pursuant to a valid law, rule, regulation, subpoena, demand, or order of a court or other governmental body or any political subdivision thereof of competent jurisdiction (collectively "demand"); provided, however, that the receiving party shall first have given notice thereof to the disclosing party (unless prohibited by the terms of such request or requirement, or such notice is otherwise prohibited by law) in order to permit the disclosing party to seek reasonable protective arrangements.

14.2 For purposes of this Agreement, the term "Confidential Information" shall include, without limitation, all trade secrets of a party and all other information and material that relates or refers to the plans, policies, finances, corporate developments, products, pricing, sales, services, procedures, intra-corporate transactions, suppliers, prospects and customers of a party, as well as financial information relating to such suppliers, prospects and customers, and any other similar confidentiality information and material which such party does not make generally available to the public. By way of illustration, but not limitation, Confidential Information includes all computer software (including object code and source code), computer software and data base technologies, systems, structures and architectures, and the processes, formulae, compositions, improvements, inventions, discoveries, concepts, ideas, designs, methods and information developed, acquired, owned, produced, or practiced at any time by a party, and all non-public information relating to the business of such party.



15. Alternate Dispute Resolution (ADR). Any controversy, claim, or dispute (“Disputed Claim”) arising out of or relating to this Agreement, except for claims relating to indemnity, infringement, or confidentiality obligations or matters relating to injunctions or other equitable relief (together “Equitable Claims”), shall be first subject to a thirty (30) day negotiation period between the parties in which each party shall disclose to the other party all such documents, facts, statements and any other information which are reasonably requested by the other party and are relevant to the dispute in question. Should such negotiations fail to resolve the dispute within thirty (30) calendar days, Disputed Claims shall be resolved by binding arbitration of a single arbitrator in accordance with the Commercial Arbitration Rules of the American Arbitration Association. The decision of the arbitrator shall be based upon this Agreement and applicable law. The decision of the arbitrator shall be reduced to writing, shall be final and binding except for fraud, misconduct, or errors of law, and judgment upon the decision rendered may be entered in any court having jurisdiction thereof. In all arbitrations, the arbitrator must give effect to applicable statutes of limitation subject to limitation of actions terms set forth in this Agreement, and shall not be afforded any authority to award relief in excess of what this Agreement provides or to order consolidation or class arbitrations. The arbitrator shall have no authority to award punitive damages in any Disputed Claim. The parties agree that any such claims arising under this Agreement must be pursued on an individual basis in accordance with the procedure noted above. Even if applicable law permits class actions or class arbitrations, the ADR procedure agreed to herein applies and the parties waive any rights to pursue any claim arising under this Agreement on a class basis. The arbitration shall be held in a mutually agreed to location, and shall be final and binding on both parties. Each party will bear its own costs of arbitration but shall split equally the fees of the arbitration and the arbitrator.

16. Hazardous Substances. Except as disclosed to and acknowledged in writing by Verizon, Customer certifies that it is not aware of the presence of any asbestos or other hazardous substance (as defined by any applicable state, federal or local hazardous waste or environmental law or regulation) at any location where Verizon is to perform services under this Agreement. If during such performance Verizon employees or agents encounter any such substance, Customer agrees to take all necessary steps, at its own expense, to remove or contain the asbestos or other hazardous substance and to test the premises to ensure that exposure does not exceed the lowest exposure limit for the protection of workers. Verizon may suspend performance under this Agreement until the removal or containment has been completed and approved by the appropriate governmental agency and Verizon. Performance obligations under this Agreement shall be extended for the period of delay caused by said cleanup or removal. Customer’s failure to remove or contain hazardous substances shall entitle Verizon to terminate this Agreement without further liability, in which event Customer shall permit Verizon to remove any equipment that has not been accepted, shall reimburse Verizon for expenses incurred in performing this Agreement until termination (including but not limited to expenses associated with such termination, such as removing equipment, terminating leases, demobilization, etc.), and shall complete payment for any portion of the System that has been accepted.

17. Force Majeure. Neither party shall be liable for any delay or failure in performance under this Agreement arising out of acts or events beyond its reasonable control, including but not limited to acts of God, war, terrorist acts, fire, flood, explosion, riot, embargo, acts of the Government in its sovereign capacity, labor disputes, unavailability of equipment, software or parts from vendors, or changes requested by Customer. The affected party shall provide prompt notice to the other party and shall be excused from performance to the extent of such caused delays or failures, provided that the party so affected shall use reasonable efforts to remove such causes of such delays or failures and both parties shall proceed whenever such causes are removed or cease. If performance of either party is prevented or delayed by circumstances as described in this section for more than ninety (90) days, either party may terminate the affected Service or Statement of Work. Notwithstanding the foregoing, Customer shall not be relieved of its obligation to make any payments, including any late payment charges as provided in Section 2.2, above, that are due to Verizon hereunder.

18. Assignment. Neither party may, without the prior written consent of the other party, assign or transfer its rights or obligations under this Agreement; consent shall not be unreasonably withheld or delayed. Notwithstanding the foregoing, Verizon may, without prior notice, assign this Agreement, in whole or in part, to any Verizon affiliate or to any successor entity upon the merger, reorganization, consolidation or sale of all or substantially all of Verizon’s assets associated with the equipment or Services provided pursuant to this Agreement. For purposes of this Section, “affiliate” shall mean a person or entity that directly or indirectly controls, is controlled by, or is under common control with Verizon. Any attempt to assign this Agreement in contravention of this Section shall be void and of no force and effect.

19. Governing Law. This Agreement shall be governed by the substantive laws of the State of Delaware, without regard to its choice of law principles.

20. Non-Waiver/Severability. Either party's failure to enforce any of the provisions of this Agreement or to exercise any right or option is not a waiver of any such provision, right, or option, and shall not affect the validity of this Agreement. Any



waiver must be written and signed by the parties. If any provision of this Agreement or the provision of any Service or equipment under the terms hereof is held to be illegal, invalid, or otherwise prohibited under applicable law or regulation in any State or jurisdiction, then this Agreement shall be construed as if not containing such provision or not requiring the provision of such invalid, illegal, or prohibited Service or equipment in such State or jurisdiction.

21. Publicity. Except as required by law, the parties shall keep this Agreement confidential and shall not disclose this Agreement or any of its terms without the other party's written consent. Notwithstanding any contrary term in this Agreement and consistent with applicable law, Verizon may disclose the terms of this Agreement, in whole or in part, to: a) Verizon affiliates; b) Verizon or Verizon affiliate suppliers and/or subcontractors that offer (including new offer or renewal offers), provide, repair, maintain, bill, collect, or perform other functions in connection with Verizon or Verizon affiliate products or services under or in connection with this Agreement; c) successors in interest to Verizon or Verizon affiliates (by merger or otherwise); and/or d) persons to whom Verizon or Verizon affiliates may sell all or part of their respective businesses or assets. Neither party shall use any trademark, trade name, trade dress or any name, picture or logo which is commonly identified with the other party or its affiliates, or from which any association with such party or its affiliates may be inferred or implied, in any manner, including but not limited to advertising, sales promotions, press releases or otherwise, without the prior written permission of such party. Notwithstanding any contrary term in this Agreement, the parties may issue or permit issuance of a press release or other public statement concerning this Agreement, provided, however, that no such release or statement shall be published without the prior mutual consent of the parties.

22. Notices. All notices or other communication given or required by either party to the other under this Agreement shall be deemed to have been properly given if hand-delivered, mailed by certified mail return receipt requested, or sent by facsimile with confirmation of receipt or by overnight courier. Such notices and communications shall be deemed effective upon receipt. If to Verizon, notices should be sent to Verizon Business Services, 6415-6455 Business Center Drive, Highlands Ranch, CO 80130, Attn: Customer Service (Email: notice@verizonbusiness.com) with a copy to Verizon Business Services, 22001 Loudoun County Parkway, Ashburn, VA 20147, Attn: Vice President, Legal, and if to Customer to the address specified on the cover sheet. Such address may be changed by either party by notice sent in accordance with this Section.

23. Limitation of Actions. A party may bring no action or demand for arbitration arising out of this Agreement more than two (2) years after the cause of action has accrued. The parties waive the right to invoke any different limitation on the bringing of actions under state law.

24. Compliance with Laws. Each party shall comply with the provisions of all applicable federal, state, and local laws, ordinances, regulations and codes in its performance under this Agreement or any Statement of Work, including without limitation the export laws of the United States or any country in which Customer receives equipment, software or services.

25. Independent Contractor Relationship; No Agency. Each party understands and agrees that it and its personnel are not agents or employees of the other party, and that each party is an independent contractor hereunder for all purposes and at all times. Neither party has the right or authority to, and shall not, assume or create any obligation of any nature whatsoever on behalf of the other party or bind the other party in any respect whatsoever. Each party shall indemnify, hold harmless and defend the other against any liabilities, claims, losses and damages (including costs, expenses and reasonable attorneys' fees) arising out of its failure to comply with this provision and any laws, rules or regulations applicable thereto.

26. Interpretation. The Agreement shall not be construed or interpreted for or against any party hereto because that party drafted or caused that party's legal representative to draft any of its provisions.

27. Headings. The Section headings used herein are for reference and convenience only and shall not enter into the interpretation of this Agreement.

28. Modifications. This Agreement may only be amended, changed, waived or modified in a written document that is signed by both parties.

29. Entire Agreement. This Agreement, together with any Statement of Work hereunder and any Exhibit hereto, constitutes the entire agreement between the parties pertaining to the subject matter herein and supercedes all prior oral and written proposals, correspondence and memoranda with respect thereto, and no representations, warranties, agreements or covenants, express or implied, of any kind or character whatsoever with respect to such subject matter have been made by either party to the other, except as expressly set forth in this Agreement. In the event of conflicts among the terms of this Agreement, a Statement of Work and/or an Exhibit, the following order of precedence shall apply: the Exhibit, this Agreement, and the Statement of Work.



IN WITNESS WHEREOF, the parties hereto have caused this Agreement to be duly executed. Each party warrants and represents that its respective representative whose signature appears below have been and are on the date of signature duly authorized to execute this Agreement and that each party has the authority to enter into this Agreement.

Verizon Business Network Services Inc.
on behalf of Verizon Select Services Inc.
and Verizon Network Integration Corp.

Customer:

By: *Patricia L Myers*
Print Name: Patricia L Myers
Title: Manager
Date: Pricing/Contract Management 4/10/13

By: _____
Print Name: _____
Title: _____
Date: _____



Corporate Policy Statement

Policy No.: CPS-103
Issued: June 22, 2012
Subject: Authority to Approve Transactions



APPENDIX 4
VERIZON BUSINESS
CPS-103 LETTER OF DELEGATION OF AUTHORITY
FORM 101

Within the authority granted to me in CPS-103, "Authority to Approve Transactions," I delegate

Patricia L Myers, Manager, Pricing & Contract Management [redacted]
Marsha K Harrell, Senior Consultant, Pricing & Contract Management [redacted]
Lisa M Guignard, Director, Pricing & Contract Management [redacted] and
Christopher W McKeown, Manager, Pricing [redacted]

the authority to perform the following function:

Execute and deliver Verizon Business Customer Contracts and Proposals requiring "wet ink" signatures, including any and all ancillary documents and amendments related thereto, that are duly approved in accordance with then-applicable Verizon Business corporate policies, including the use of stamp bearing facsimile of my signature in accordance with Security Procedure for Anthony Recine, Vice President, Pricing & Contract Management, Blue Ink Stamp Policy.

This will be effective beginning on July 1, 2012 and ending on June 30, 2013 or before if rescinded by me.

(Annual delegations must be completed by July 1st of each respective year and may not exceed one year from their effective date. Delegations with a start date other than July 1st should also include an end date of the subsequent June 30 or earlier.)

Distribution:

- The person delegated authority must retain a copy of Form 101 delegation, either electronic or hard copy, for one (1) year after expiration date.
- The person granting the delegation must retain the Form 101 delegation, either electronic or hard copy, for one (1) year after expiration date; send a copy to the delegate, the group Chief Financial Officer, and Corporate Finance Compliance at corporatefinancecompliance@core.verizon.com; and ensure the delegation is entered into the Accounts Payable system when appropriate.

Approved By:

Anthony Recine 7/2/12
Signature Date

Anthony Recine [redacted]
Name VZ ID

VP, Pricing & Contract Management [redacted]

[redacted]
Responsibility Code or Cost Center Code

Lisa M Guignard 7/5/12
Delegate's Signature - Lisa M Guignard

Patricia L Myers 7/2/12
Delegate's Signature - Patricia L Myers

Marsha K Harrell 7/2/12
Delegate's Signature - Marsha K Harrell

Christopher W McKeown 7/6/12
Delegate's Signature - Christopher W McKeown

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	\$79,613.79	\$79,613.79
5	CON-SNTE-ASR1KSHK9		SMARTNET 8X5X4 ASR1006 Sec+HA Bundl	\$0.00	\$0.00
1	ASR1000-SIP40-BUN		ASR1000-SIP40 for Special Bundle (SB)	\$0.00	\$0.00
5	CON-SNTE-ASR1000S		SMARTNET 8X5X4 ASR1000-SIP40 for Special Bundle (SB)	\$558.75	\$2,793.75
1	SPA-1X10GE-L-V2		Cisco 1-Port 10GE LAN-PHY Shared Port Adapter	\$8,424.74	\$8,424.74
5	CON-SNTE-1X10GEV2		SMARTNET 8X5X4 1-Pt 10GE LAN-PHY Shared PT Adptr	\$698.44	\$3,492.20
1	XFP-10G-MM-SR		10GBASE-SR XFP Module	\$840.36	\$840.36
1	ASR1000-SPA		SPA for ASR1000; No Physical Part; For Tracking Only		\$0.00
1	SPA-2XT3/E3		2-port Clear Channel T3/E3 Shared Port Adapter	\$3,791.13	\$3,791.13
5	CON-SNTE-2XT3E3		SMARTNET 8X5X4 2-port T3/E3 Serial	\$314.30	\$1,571.50
1	ASR1000-SPA		SPA for ASR1000; No Physical Part; For Tracking Only		\$0.00
1	SPA-5X1GE-V2		Cisco 5-Port Gigabit Ethernet Shared Port Adapter	\$7,582.27	\$7,582.27
5	CON-SNTE-5X1GEV2		SMARTNET 8X5X4 5-Pt Gigabit Enet Shared Pt Adptr	\$628.59	\$3,142.95
1	SFP-GE-L	GLC-LH-SMD=	1000BASE-LX/LH SFP (DOM)	\$419.12	\$419.12
1	SFP-GE-S	GLC-SX-MMD=	1000BASE-SX SFP (DOM)	\$210.62	\$210.62
2	SFP-GE-T		1000BASE-T SFP (NEBS 3 ESD)	\$185.34	\$370.68
1	ASR1000-SPA		SPA for ASR1000; No Physical Part; For Tracking Only		\$0.00
1	ASR1000-SIP40		Cisco ASR1000 SPA Interface Processor 40	\$4,212.37	\$4,212.37
5	CON-SNTE-1000SP40		SMARTNET 8X5X4 Cisco ASR1000 SPA Interface Processor 40	\$558.75	\$2,793.75
1	SPA-1X10GE-L-V2		Cisco 1-Port 10GE LAN-PHY Shared Port Adapter	\$8,424.74	\$8,424.74
5	CON-SNTE-1X10GEV2		SMARTNET 8X5X4 1-Pt 10GE LAN-PHY Shared PT Adptr	\$698.44	\$3,492.20
1	XFP10GLR-192SR-L		Low Power multirate XFP supporting 10GBASE-LR and OC-192 SR	\$1,684.95	\$1,684.95
1	ASR1000-SPA		SPA for ASR1000; No Physical Part; For Tracking Only		\$0.00
1	SPA-8XCHT1/E1		8-port Channelized T1/E1 to DS0 Shared Port Adapter	\$4,633.61	\$4,633.61
5	CON-SNTE-8XCHT1E1		SMARTNET 8X5X4 8Prt Channel T1/E1	\$384.14	\$1,920.70
1	ASR1000-SPA		SPA for ASR1000; No Physical Part; For Tracking Only		\$0.00
2	ASR1013/06-PWR-AC		Cisco ASR1000 1600w AC Power Supply	\$0.00	\$0.00
2	CAB-9K20A-NA		Power Cord 125VAC 20A NEMA 5-20 Plug North America/Japan	\$0.00	\$0.00
1	FLASR1-FPI-RTU		Flex. Pack Insp. Right-To-Use Feat LicASR1000 Series		\$0.00
5	CON-SNTE-ASR1FPI		SMARTNET 8X5X4 Flex. Pack Insp. Right-To-Use Feat Lic	\$192.67	\$963.35
1	FLASR1-FW-RTU		Firewall Right-To-Use Feature Lic for ASR1000 Series		\$0.00
5	CON-SNTE-ASR1FWRT		SMARTNET 8X5X4 Firewall Right-To-Use Feature Lic	\$385.34	\$1,926.70
1	FLASR1-IPSEC-RTU		Encryption Right-To-Use Feature Lic for ASR1000 Series		\$0.00
5	CON-SNTE-ASRIPSEC		SMARTNET 8X5X4 Encryption Right-To-Use Feature Lic	\$385.34	\$1,926.70
2	ASR1000-ESP40		Cisco ASR1000 Embedded Services Processor 40G		\$0.00

ISCN0037 Bid Price Sheet

5	CON-SNTE-ASR1000E		SMARTNET 8X5X4 Cisco ASR1000 Embedded Services Processo	\$4,470.00	\$22,350.00
1	ASR1000-RP2-BUN		Cisco ASR1000 Route Processor 2 8GB DRAMBundle Component	\$0.00	\$0.00
5	CON-SNTE-ASRRP2B		SMARTNET 8X5X4 ASR1000 RP2	\$1,340.88	\$6,704.40
1	M-ASR1K-RP2-8GB		Cisco ASR1000 RP2 8GB DRAM		\$0.00
1	M-ASR1K-HDD-80GB		Cisco ASR1000 RP2 80GB HDD		\$0.00
1	SASR1R2-AESK9-34S		Cisco ASR 1000 Series RP2 ADVANCED ENTERPRISE SERVICES		\$0.00
5	CON-SNTE-R2AES34		SMARTNET 8X5X4 Cisco ASR 1000 Series RP2 ADVANCED ENTER	\$423.88	\$2,119.40
1	ASR1000-RP2-BUN		Cisco ASR1000 Route Processor 2 8GB DRAMBundle Component		\$0.00
5	CON-SNTE-ASRRP2B		SMARTNET 8X5X4 ASR1000 RP2	\$1,340.88	\$6,704.40
1	M-ASR1K-RP2-8GB		Cisco ASR1000 RP2 8GB DRAM		\$0.00
1	M-ASR1K-HDD-80GB		Cisco ASR1000 RP2 80GB HDD		\$0.00
1	MEMUSB-1024FT=		1GB USB Flash Token spare	\$358.05	\$358.05
1	N7K-C7010-B2S2E-R		Nexus 7010 Bundle (Chassis 2xSUP2E 5xFAB2) No Power Supplies	54760.81	\$54,760.81
5	CON-SNTE-10B2S2ER		SMARTNET 8X5X4 Nexus 7010 Bundle (C	7993.48	\$39,967.40
1	N7KS2K9-61		Cisco NX-OS Release 6.1 for SUP2	0	\$0.00
1	N7K-C7010-SBUN-P1		Inc. LANADVTRSEL2DCNMDCNMSANMPLSSANXL - Promotion	31592.78	\$31,592.78
1	DCNM-N7K-K9-SBUN		DCNM for LAN Enterprise License for one Nexus 7000 Chassis		\$0.00
5	CON-SAU-N7DCNMSB		SW APP SUPP + UPGR DCNM for LAN Enterpr	842.94	\$4,214.70
1	DCNM-N7K-PAK		DCNM LAN Enterprise License for a Pack of Nexus 7000 Chassis		\$0.00
5	CON-SAU-N7PAK		SW APP SUPP + UPGR License for a Pack of Nexus 7000 Chassis		\$0.00
1	DCNM-SANN7KK9-SBUN		DCNM for SAN Advanced Edition for Nexus 7000		\$0.00
5	CON-SAU-7DCSANSB		SW APP SUPP + UPGR DCNM for SAN Advanced Edition for Nexus	1770.17	\$8,850.85
1	N7K-ADV1K9-SBUN		Nexus 7000 Advanced LAN Enterprise License (VDC CTS ONLY)		\$0.00
1	N7K-C7010-XL-SBUN		Nexus 7010 Scalable Feature License		\$0.00
1	N7K-EL21K9-SBUN		Nexus 7000 Enhanced Layer 2 License (FabricPath)		\$0.00
1	N7K-LAN1K9-SBUN		Nexus 7000 LAN Enterprise License (L3 protocols)		\$0.00
1	N7K-MPLS1K9-SBUN		Nexus 7000 MPLS License		\$0.00
1	N7K-SAN1K9-SBUN		Nexus 7000 SAN Enterprise License		\$0.00
1	N7K-TRS1K9-SBUN		Nexus 7000 Transport Services License		\$0.00
1	N7K-SUP2E		Nexus 7000 - Supervisor 2 EnhancedIncludes 8GB USB Flash		\$0.00
1	N7K-USB-8GB		Nexus 7K USB Flash Memory - 8GB (Log Flash)		\$0.00
1	N7K-SUP2E		Nexus 7000 - Supervisor 2 EnhancedIncludes 8GB USB Flash		\$0.00
1	N7K-USB-8GB		Nexus 7K USB Flash Memory - 8GB (Log Flash)		\$0.00

ISCN0037 Bid Price Sheet

1	N7K-F248XP-25		Nexus 7000 F2-Series 48 Port 10GbE (req. SFP+)	18534.43	\$18,534.43
2	SFP-10G-LR		10GBASE-LR SFP Module	1682.84	\$3,365.68
12	SFP-10G-LRM		10GBASE-LRM SFP Module	545.5	\$6,546.00
14	SFP-10G-SR		10GBASE-SR SFP Module	629.74	\$8,816.36
1	N7K-M148GS-11L		Nexus 7000 - 48 Port GE Module with XL Option (req. SFP)	11373.4	\$11,373.40
8	GLC-LH-SMD		1000BASE-LX/LH SFP transceiver module MMF/SMF 1310nm DOM	419.12	\$3,352.96
8	GLC-SX-MMD		1000BASE-SX SFP transceiver module MMF 850nm DOM	210.62	\$1,684.96
4	GLC-T		1000BASE-T SFP	166.38	\$665.52
1	N7K-M148GT-11L		Nexus 7000 - 48 Port 10/100/1000 Module with XL option	6318.56	\$6,318.56
1	N7K-M148GT-11L		Nexus 7000 - 48 Port 10/100/1000 Module with XL option	6318.56	\$6,318.56
1	N7K-M148GT-11L		Nexus 7000 - 48 Port 10/100/1000 Module with XL option	6318.56	\$6,318.56
1	N7K-M148GT-11L		Nexus 7000 - 48 Port 10/100/1000 Module with XL option	6318.56	\$6,318.56
5	N7K-C7010-FAB-2		Nexus 7000 - 10 Slot Chassis - 110Gbps/Slot Fabric Module		\$0.00
3	N7K-AC-6.0KW		Nexus 7000 - 6.0KW AC Power Supply Module	2527.42	\$7,582.26
6	CAB-AC-C6K-TWLK		Power Cord 250Vac 16A twist lock NEMA L6-20 plug US	0	\$0.00
1	N7K-C7010-AFLT		Nexus 7010 Air Filter	210.62	\$210.62
1	N7K-C7010-FD-MB		Nexus 7010 Front Door Kit	631.86	\$631.86
				Subtotal	\$409,893.26
				Shipping	
				TOTAL	\$409,893.26

Quote Header: Quote Level Title/Description:

Account Manager SANDRA HAWKINS **Customer Name** STATE OF WEST VIRGINIA **Quote #** 1-RV0DY3 **Revision** 2

(304) 356-3395

SE SAM WONG **Primary Transport Service** **Currency** USD **Quote Date** 4/15/2013

Equipment & Services by Site:

Site Level Title/Description:

Maintenance Payment Option: Prepaid

Site ID: 1-SSNBRN **Site Name:** 3

CPE and Related Services for this Site will be provided by:

Verizon Entity: Verizon Network Integration Corporation **Verizon Country:** USA

Site Address: STATE OF WEST VIRGINIA
1 OBSERVATORY RD
GREEN BANK, WV, 24944
USA

Bill To: STATE OF WEST VIRGINIA
1900 KANAWHA BLVD E
CHARLESTON, WV, 25305
USA

Ship To: STATE OF WEST VIRGINIA
1 OBSERVATORY RD
GREEN BANK, WV, 24944
USA

Part Number	Description	Qty	Unit MLP	Extended MLP	Unit Sale Price	Extended Sales Price
ASR1K6R2-40G-SHAK9	ASR1006 Sec+HA Bundle w/ 2xESP-40G,2xRP2,SIP40,AE SK9,License	1	\$189,000.00	\$189,000.00	\$79,613.79	\$79,613.79
ASR1000-RP2-BUN	Cisco ASR1000 Route Processor 2, 8GB DRAM,Bundle Component	1	\$0.00	\$0.00	\$0.00	\$0.00
M-ASR1K-RP2-8GB	Cisco ASR1000 RP2 8GB DRAM	1	\$0.00	\$0.00	\$0.00	\$0.00
M-ASR1K-HDD-80GB	Cisco ASR1000 RP2 80GB HDD	1	\$0.00	\$0.00	\$0.00	\$0.00
ASR1000-RP2-BUN	Cisco ASR1000 Route Processor 2, 8GB DRAM,Bundle Component	1	\$0.00	\$0.00	\$0.00	\$0.00
M-ASR1K-RP2-8GB	Cisco ASR1000 RP2 8GB DRAM	1	\$0.00	\$0.00	\$0.00	\$0.00

Quote # 1-RV0DY3

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Verizon proprietary information

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Site Level Title/Description:Maintenance Payment Option: PrepaidSite ID: 1-SSNBRNSite Name: 3

CPE and Related Services for this Site will be provided by:

Verizon Entity:Verizon Network Integration
CorporationVerizon Country:

USA

<u>Part Number</u>	<u>Description</u>	<u>Qty</u>	<u>Unit MLP</u>	<u>Extended MLP</u>	<u>Unit Sale Price</u>	<u>Extended Sales Price</u>
M-ASR1K-HDD-80GB	Cisco ASR1000 RP2 80GB HDD	1	\$0.00	\$0.00	\$0.00	\$0.00
ASR1000-SIP40-BUN	ASR1000-SIP40 for Special Bundle (SB)	1	\$0.00	\$0.00	\$0.00	\$0.00
SPA-1X10GE-L-V2	Cisco 1-Port 10GE LAN-PHY Shared Port Adapter	1	\$20,000.00	\$20,000.00	\$8,424.74	\$8,424.74
XFP-10G-MM-SR	10GBASE-SR XFP Module	1	\$1,995.00	\$1,995.00	\$840.36	\$840.36
SPA-2XT3/E3	2-port Clear Channel T3/E3 Shared Port Adapter	1	\$9,000.00	\$9,000.00	\$3,791.13	\$3,791.13
SPA-5X1GE-V2	Cisco 5-Port Gigabit Ethernet Shared Port Adapter	1	\$18,000.00	\$18,000.00	\$7,582.27	\$7,582.27
SFP-GE-T	1000BASE-T SFP (NEBS 3 ESD)	2	\$440.00	\$880.00	\$185.34	\$370.68
ASR1000-SIP40	Cisco ASR1000 SPA Interface Processor 40	1	\$10,000.00	\$10,000.00	\$4,212.37	\$4,212.37
SPA-1X10GE-L-V2	Cisco 1-Port 10GE LAN-PHY Shared Port Adapter	1	\$20,000.00	\$20,000.00	\$8,424.74	\$8,424.74
XFP10GLR-192SR-L	Low Power multirate XFP supporting 10GBASE-LR and OC-192 SR	1	\$4,000.00	\$4,000.00	\$1,684.95	\$1,684.95
SPA-8XCHT1/E1	8-port Channelized T1/E1 to DS0 Shared Port Adapter	1	\$11,000.00	\$11,000.00	\$4,633.61	\$4,633.61
ASR1013/06-PWR-AC	Cisco ASR1000 1600w AC Power Supply	2	\$0.00	\$0.00	\$0.00	\$0.00

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Site Level Title/Description:Maintenance Payment Option: PrepaidSite ID: 1-SSNBRNSite Name: 3

CPE and Related Services for this Site will be provided by:

Verizon Entity:Verizon Network Integration
CorporationVerizon Country:

USA

<u>Part Number</u>	<u>Description</u>	<u>Qty</u>	<u>Unit MLP</u>	<u>Extended MLP</u>	<u>Unit Sale Price</u>	<u>Extended Sales Price</u>
CAB-9K20A-NA	Power Cord, 125VAC 20A NEMA 5-20 Plug, North America/Japan	2	\$0.00	\$0.00	\$0.00	\$0.00
INCLUDED	Flex. Pack Insp. Right- To-Use Feat Lic,ASR1000 Series	1	\$0.00	\$0.00	\$0.00	\$0.00
INCLUDED	Firewall Right-To-Use Feature Lic for ASR1000 Series	1	\$0.00	\$0.00	\$0.00	\$0.00
INCLUDED	Encryption Right-To- Use Feature Lic for ASR1000 Series	1	\$0.00	\$0.00	\$0.00	\$0.00
INCLUDED	Cisco ASR1000 Embedded Services Processor, 40G	2	\$0.00	\$0.00	\$0.00	\$0.00
INCLUDED	Cisco ASR 1000 Series RP2 ADVANCED ENTERPRISE SERVICES	1	\$0.00	\$0.00	\$0.00	\$0.00
INCLUDED	SPA for ASR1000; No Physical Part; For Tracking Only	1	\$0.00	\$0.00	\$0.00	\$0.00
INCLUDED	SPA for ASR1000; No Physical Part; For Tracking Only	1	\$0.00	\$0.00	\$0.00	\$0.00
INCLUDED	SPA for ASR1000; No Physical Part; For Tracking Only	1	\$0.00	\$0.00	\$0.00	\$0.00
INCLUDED	SPA for ASR1000; No Physical Part; For Tracking Only	1	\$0.00	\$0.00	\$0.00	\$0.00

Quote # 1-RV0DY3

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Site Level Title/Description:

Maintenance Payment Option: Prepaid

Site ID: 1-SSNBRN

Site Name: 3

CPE and Related Services for this Site will be provided by:

Verizon Entity:

Verizon Network Integration Corporation

Verizon Country:

USA

<u>Part Number</u>	<u>Description</u>	<u>Qty</u>	<u>Unit MLP</u>	<u>Extended MLP</u>	<u>Unit Sale Price</u>	<u>Extended Sales Price</u>
CON-SNTE-ASR1KSHK9	SMARTNET 8X5X4 ASR1006 Sec+HA Bundl Maintenance Term (Months): 60	1	\$0.00			\$0.00
CON-SNTE-ASRRP2B	SMARTNET 8X5X4 ASR1000 RP2 Maintenance Term (Months): 60	1	\$2,227.00			\$6,704.40
CON-SNTE-ASRRP2B	SMARTNET 8X5X4 ASR1000 RP2 Maintenance Term (Months): 60	1	\$2,227.00			\$6,704.40
CON-SNTE-ASR1000S	SMARTNET 8X5X4 ASR1000-SIP40 for Special Bundle (SB) Maintenance Term (Months): 60	1	\$928.00			\$2,793.75
CON-SNTE-1X10GEV2	SMARTNET 8X5X4 1-Pt 10GE LAN-PHY Shared PT Adptr Maintenance Term (Months): 60	1	\$1,160.00			\$3,492.20
CON-SNTE-2XT3E3	SMARTNET 8X5X4 2-port T3/E3 Serial Maintenance Term (Months): 60	1	\$522.00			\$1,571.50
CON-SNTE-5X1GEV2	SMARTNET 8X5X4 5-Pt Gigabit Enet Shared Pt Adptr Maintenance Term (Months): 60	1	\$1,044.00			\$3,142.95
CON-SNTE-1000SP40	SMARTNET 8X5X4 Cisco ASR1000 SPA Interface Processor 40 Maintenance Term (Months): 60	1	\$928.00			\$2,793.75
CON-SNTE-1X10GEV2	SMARTNET 8X5X4 1-Pt 10GE LAN-PHY Shared PT Adptr Maintenance Term (Months): 60	1	\$1,160.00			\$3,492.20
CON-SNTE-8XCHT1E1	SMARTNET 8X5X4 8Prt Channel T1/E1 Maintenance Term (Months): 60	1	\$638.00			\$1,920.70
CON-SNTE-ASR1FPI	SMARTNET 8X5X4 Flex. Pack Insp. Right-To-Use Feat Lic Maintenance Term (Months): 60	1	\$320.00			\$963.35
CON-SNTE-ASR1FWRT	SMARTNET 8X5X4 Firewall Right-To-Use Feature Lic	1	\$640.00			\$1,926.70

Quote # 1-RV0DY3

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Site Level Title/Description:Maintenance Payment Option: PrepaidSite ID: 1-SSNBRNSite Name: 3

CPE and Related Services for this Site will be provided by:

Verizon Entity:Verizon Network Integration
CorporationVerizon Country:

USA

<u>Part Number</u>	<u>Description</u>	<u>Qty</u>	<u>Unit MLP</u>	<u>Extended MLP</u>	<u>Unit Sale Price</u>	<u>Extended Sales Price</u>
Maintenance Term (Months):	60					
CON-SNTE-ASRIPSEC	SMARTNET 8X5X4 Encryption Right-To-Use Feature Lic	1	\$640.00			\$1,926.70
Maintenance Term (Months):	60					
CON-SNTE-ASR1000E	SMARTNET 8X5X4 Cisco ASR1000 Embedded Services Processo	2	\$3,712.00			\$22,350.00
Maintenance Term (Months):	60					
CON-SNTE-R2AES34	SMARTNET 8X5X4 Cisco ASR 1000 Series RP2 ADVANCED ENTER	1	\$704.00			\$2,119.40
Maintenance Term (Months):	60					
MEMUSB-1024FT=	1GB USB Flash Token,spare	1	\$850.00	\$850.00	\$358.05	\$358.05
N7K-C7010-B2S2E-R	Nexus 7010 Bundle (Chassis,2xSUP2E,5x FAB2),No Power Supplies	1	\$130,000.00	\$130,000.00	\$54,760.81	\$54,760.81
N7KS2K9-61	Cisco NX-OS Release 6.1 for SUP2	1	\$0.00	\$0.00	\$0.00	\$0.00
N7K-C7010-SBUN-P1	Inc. LAN,ADV,TRS,EL2,DC NM,DCNMSAN,MPLS, SAN,XL - Promotion	1	\$75,000.00	\$75,000.00	\$31,592.78	\$31,592.78
N7K-M148GS-11L	Nexus 7000 - 48 Port GE Module with XL Option (req. SFP)	1	\$27,000.00	\$27,000.00	\$11,373.40	\$11,373.40
GLC-T	1000BASE-T SFP	4	\$395.00	\$1,580.00	\$166.38	\$665.52
GLC-SX-MMD	1000BASE-SX SFP transceiver module, MMF, 850nm, DOM	8	\$500.00	\$4,000.00	\$210.62	\$1,684.96

Quote # 1-RV0DY3

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The equipment listed on this quote is solely for domestic use in the United States
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Site Level Title/Description:Maintenance Payment Option: PrepaidSite ID: 1-SSNBRNSite Name: 3

CPE and Related Services for this Site will be provided by:

Verizon Entity:Verizon Network Integration
CorporationVerizon Country:

USA

<u>Part Number</u>	<u>Description</u>	<u>Qty</u>	<u>Unit MLP</u>	<u>Extended MLP</u>	<u>Unit Sale Price</u>	<u>Extended Sales Price</u>
GLC-LH-SMD	1000BASE-LX/LH SFP transceiver module, MMF/SMF, 1310nm, DOM	8	\$995.00	\$7,960.00	\$419.12	\$3,352.96
N7K-M148GT-11L	Nexus 7000 - 48 Port 10/100/1000 Module with XL option	1	\$15,000.00	\$15,000.00	\$6,318.56	\$6,318.56
N7K-M148GT-11L	Nexus 7000 - 48 Port 10/100/1000 Module with XL option	1	\$15,000.00	\$15,000.00	\$6,318.56	\$6,318.56
N7K-M148GT-11L	Nexus 7000 - 48 Port 10/100/1000 Module with XL option	1	\$15,000.00	\$15,000.00	\$6,318.56	\$6,318.56
N7K-M148GT-11L	Nexus 7000 - 48 Port 10/100/1000 Module with XL option	1	\$15,000.00	\$15,000.00	\$6,318.56	\$6,318.56
N7K-F248XP-25	Nexus 7000 F2-Series 48 Port 10GbE (req. SFP+)	1	\$44,000.00	\$44,000.00	\$18,534.43	\$18,534.43
SFP-10G-LR	10GBASE-LR SFP Module	2	\$3,995.00	\$7,990.00	\$1,682.84	\$3,365.68
SFP-10G-SR	10GBASE-SR SFP Module	14	\$1,495.00	\$20,930.00	\$629.74	\$8,816.36
SFP-10G-LRM	10GBASE-LRM SFP Module	12	\$1,295.00	\$15,540.00	\$545.50	\$6,546.00
N7K-AC-6.0KW	Nexus 7000 - 6.0KW AC Power Supply Module	3	\$6,000.00	\$18,000.00	\$2,527.42	\$7,582.26
CAB-AC-C6K-TWLK	Power Cord, 250Vac 16A, twist lock NEMA L6-20 plug, US	6	\$0.00	\$0.00	\$0.00	\$0.00

Quote # 1-RV0DY3

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Site Level Title/Description:

Maintenance Payment Option: Prepaid

Site ID: 1-SSNBRN

Site Name: 3

CPE and Related Services for this Site will be provided by:

Verizon Entity:

Verizon Network Integration Corporation

Verizon Country:

USA

<u>Part Number</u>	<u>Description</u>	<u>Qty</u>	<u>Unit MLP</u>	<u>Extended MLP</u>	<u>Unit Sale Price</u>	<u>Extended Sales Price</u>
N7K-C7010-FD-MB	Nexus 7010 Front Door Kit	1	\$1,500.00	\$1,500.00	\$631.86	\$631.86
N7K-C7010-AFLT	Nexus 7010 Air Filter	1	\$500.00	\$500.00	\$210.62	\$210.62
INCLUDED	DCNM ADVANCED LICENSE KIT FOR NEXUS AND MDS SWITCHES	1	\$0.00	\$0.00	\$0.00	\$0.00
INCLUDED	Nexus 7000 - 10 Slot Chassis - 110Gbps/Slot Fabric Module	5	\$0.00	\$0.00	\$0.00	\$0.00
INCLUDED	Nexus 7000 - Supervisor 2 Enhanced, Includes 8GB USB Flash	1	\$0.00	\$0.00	\$0.00	\$0.00
INCLUDED	Nexus 7K USB Flash Memory - 8GB (Log Flash)	1	\$0.00	\$0.00	\$0.00	\$0.00
INCLUDED	Nexus 7000 - Supervisor 2 Enhanced, Includes 8GB USB Flash	1	\$0.00	\$0.00	\$0.00	\$0.00
INCLUDED	Nexus 7K USB Flash Memory - 8GB (Log Flash)	1	\$0.00	\$0.00	\$0.00	\$0.00
INCLUDED	DCNM FOR LAN ENTERPRISE LICENSE FOR ONE NEXUS 7000 CHASSIS	1	\$0.00	\$0.00	\$0.00	\$0.00
INCLUDED	NEXUS 7000 TRANSPORT SERVICES LICENSE	1	\$0.00	\$0.00	\$0.00	\$0.00

Quote # 1-RV0DY3

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The equipment listed on this quote is solely for domestic use in the United States
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Site Level Title/Description:Maintenance Payment Option: PrepaidSite ID: 1-SSNBRNSite Name: 3

CPE and Related Services for this Site will be provided by:

Verizon Entity:

Verizon Country:

Verizon Network Integration
Corporation

USA

<u>Part Number</u>	<u>Description</u>	<u>Qty</u>	<u>Unit MLP</u>	<u>Extended MLP</u>	<u>Unit Sale Price</u>	<u>Extended Sales Price</u>
INCLUDED	NEXUS 7000 ADVANCED LAN ENTERPRISE LICENSE (VDC CTS ONLY)	1	\$0.00	\$0.00	\$0.00	\$0.00
INCLUDED	INCLUDED ITEM	1	\$0.00	\$0.00	\$0.00	\$0.00
INCLUDED	INCLUDED ITEM	1	\$0.00	\$0.00	\$0.00	\$0.00
INCLUDED	NEXUS 7000 ENHANCED LAYER 2 LICENSE (FABRICPATH)	1	\$0.00	\$0.00	\$0.00	\$0.00
INCLUDED	NEXUS 7000 LAN ENTERPRISE LICENSE (L3 PROTOCOLS)	1	\$0.00	\$0.00	\$0.00	\$0.00
INCLUDED	INCLUDED ITEM	1	\$0.00	\$0.00	\$0.00	\$0.00
INCLUDED	INCLUDED ITEM	1	\$0.00	\$0.00	\$0.00	\$0.00
CON-SNTE- 10B2S2ER	SMARTNET 8X5X4 Nexus 7010 Bundle (C Maintenance Term (Months): 60	1	\$13,276.00			\$39,967.40
CON-SAU- N7DCNMSB	SW APP SUPP + UPGR DCNM for LAN Enterpr Maintenance Term (Months): 60	1	\$1,400.00			\$4,214.70
CON-SAU- 7DCSANSB	SW APP SUPP + UPGR DCNM for SAN Advanced Edition for Nexus Maintenance Term (Months): 60	1	\$2,940.00			\$8,850.85
GLC-LH- SMD=	1000BASE-LX/LH SFP transceiver module, MMF/SMF, 1310nm, DOM	1	\$995.00	\$995.00	\$419.12	\$419.12

Quote # 1-RV0DY3

All pricing is valid until: 05/01/2013

Quotes are exclusive of Taxes

Verizon proprietary information

Page 8 of 9

The equipment listed on this quote is solely for domestic use in the United States
Contracting entities and Exchange Rate rules will be as defined in the contractual agreement



Site Level Title/Description:

Maintenance Payment Option: Prepaid

Site ID: 1-SSNBRN

Site Name: 3

CPE and Related Services for this Site will be provided by:

Verizon Entity: Verizon Network Integration Corporation
 Verizon Country: USA

<u>Part Number</u>	<u>Description</u>	<u>Qty</u>	<u>Unit MLP</u>	<u>Extended MLP</u>	<u>Unit Sale Price</u>	<u>Extended Sales Price</u>
GLC-SX-MMD=	1000BASE-SX SFP transceiver module, MMF, 850nm, DOM	1	\$500.00	\$500.00	\$210.62	\$210.62

Additional Notes:

<u>Site</u>	<u>Description</u>
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Site 1-SSNBRN Sub Totals

Equipment:	\$294,958.31
Labor:	\$0.00
Maintenance:	\$114,934.95
Other:	\$0.00
Trade In:	\$0.00
Site Total:	\$409,893.26
Shipping & Handling Total:	\$0.00
Site Total with Shipping & Handling:	\$409,893.26

Total Extended Sales Price

Equipment:	\$294,958.31
Labor:	\$0.00
Maintenance:	\$114,934.95
Other:	\$0.00
Trade In:	\$0.00
Grand Total:	\$409,893.26
Shipping & Handling Total:	\$0.00
Grand Total with Shipping & Handling:	\$409,893.26

*Other - The Other totals include miscellaneous charges including Minor Materials, Expedites, and special fees.

17. PAYMENT: Payment in advance is prohibited under this Contract. Payment may only be made after the delivery and acceptance of goods or services. Then Vendor shall submit invoices, in arrears, to the Agency at the address on the face of the purchase order labeled "Invoice To"

Verizon Response:

Verizon will comply with the terms set forth in Senate Bill 700.

Page 10, General Terms and Conditions, Item 20 Interest

20. INTEREST: Interest attributable to late payment will only be permitted if authorized by the West Virginia Code. Presently, there is no provision in the law for interest on late payments.

Verizon Response:

Verizon will comply with the terms set forth in Senate Bill 700.

Page 23, Specifications, Section 5.1 Payment

Payment: Vendor shall accept payment in accordance with the payment procedures of the State of West Virginia.

Verizon Response:

Verizon will comply with the terms set forth in Senate Bill 700.

Verizon Clarification:

On part number ASR1000-ESP40 there are 2 embedded processor and Cisco requires 2 CON-SNT-ASR1000E to cover both processors under SmartNet

The following part numbers are END OF SALE as of March 13, 2013

1 SFP-GE-L

1 SFP-GE-S

Cisco recommended REPLACEMENTS:

GLC-LH-SMD=

GLC-SX-MMD=

Cisco Transceiver Modules

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

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

EOL7727

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

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
End-of-Life Announcement Date	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
End-of-Sale Date	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
Last Ship Date: HW	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
End of Routine Failure Analysis Date: HW	The last-possible date a routine failure analysis may be performed to determine the cause of hardware product failure or defect.	March 8, 2014
End of New Service Attachment Date: HW	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
End of Service Contract Renewal Date: HW	The last date to extend or renew a service contract for the product.	June 6, 2017
Last Date of Support: HW	The last date to receive service and support for the product. After this date, all support services for the product are unavailable.	March 31, 2018

	and the product becomes obsolete.	
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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

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

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, or contact your local account representative.

To request information about the Cisco Gigabit Ethernet SFP Transceiver Modules, send an e-mail to ask-qbic-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

For more information about the Cisco Product Warranties, go to: http://www.cisco.com/en/US/products/prod_warranties_listing.html

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