

October 8, 2013

Guy Nisbet
Department of Administration, Purchasing Division
2019 Washington St, East
Charleston, WV 25305

Dear Guy,

In response to your Solicitation # AGO4914, MSCNS would like to submit the enclosed Dell solution. Based upon our conversations with Dell engineers we feel that the hardware we are quoting you is superior to the HP items that were in the specifications.

This Dell EqualLogic solution provides you all the capabilities and more offered by the HP solution. The way we've designed the solution allows you to use the units for virtualization/replication and for NFS level file storage. The installation, per spec, will be performed by Dell engineers. The EqualLogic units we have quoted are far more robust and scalable than their HP counterparts!

Thanks for the time and consideration. We are available for any questions you may have and look forward to working with the WV Attorney General's Office!

Respectfully,

Bryan Johnson COO, MSCNS

TRE

10/11/13 09:55:50 AM West Virginia Purchasing Division



VENDOR

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

RFQ COPY TYPE NAME/ADDRESS HERE MSCNS 821 4TH AVE HUNTINGTON, WY 25POI

Solicitation

NUMBER AG04914

PAGE 1

ADDRESS CORRESPONDENCE TO ATTENTION OF: GUY NISBET

\$04-558-8802

OFFICE OF THE ATTORNEY GENERAL

BUILDING 1, ROOM E26 1900 KANAWHA BOULEVARD, EAST CHARLESTON, WV 25305-0220 304-558-2021

DATE PRINTED 09/19/2013

BID OPENING DATI	E: 10/17/	- CONTROL OF CONTROL O		O OPENING TIME 1	:30PM
LINE	QUANTITY	UOP CAT	T ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1 STORAGE HARDI	LS WARE AND	205-43 SOFTWARE	\$165,000.00	\$ 165,000.00
	SOLICITING BESTORAGE HARDY	SINIA PUR SINIA ATT IDS FOR A VARE DEVI	ORNEY GENERALS O	FOR THE AGENCY, OFFICE, IS CHASE OF THREE (3)	
,	***** THIS	IS THE E	ND OF RFQ AGO	4914 ***** TOTAL:	\$ 165,000,00
SNATURE			TELEPHONE .	304, 781. 3410 DATE	10/9/13
LE COO	FEIN	550717	433		TO BE NOTED ABOVE



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

> Phone: 304.781.3410 Fax: 304.781.6774

Quote

Date	Quote #	
10/7/2013	100713BKJ2	

Name / Address	
WV Attorney General Guy Nisbet 2019 Washington St East Charleston, WV 25305	

Project

Item	Description	Qty	Cost	Total
Storage Hardware	Alternative Dell Solution per specs of Solicitation # AGO4914 and associated Addenda. Please find specs of hardware attached.	1	165,000.00	165,000.00
		Total	al	\$165,000.00

Customer Signature



Description	Quantity
Dell EqualLogic PS6110E, 10Gb, High Capacity, 7.2K NL SAS Drives (225-2857)	2
PS6110E, 48TB capacity, 7.2K NL SAS, 24x 2TB (342-4520)	2
Dual Controllers, 10Gb, HA with failover (331-6722)	2
EqualLogic array may not be returned (468-8817)	2
Synchronous and Point-in-Time Replication (468-7110)	2
Snaps/Clones with integration for MS SQL, Exchange, Hyper V and VMware (468-7155)	2
SAN HQ multi group monitoring software (468-7156)	2
ReadyRails II Static Rails for 4-post Racks (770-BBCL)	2
MISSION CRITICAL PACKAGE: Enhanced Services, 3 Year (936-3957)	2
ProSupport for your Enterprise: 7x24 HW / SW Tech Support and Assistance, 3 Year (937-9113)	2
Mission Critical Package: 4-Hour 7x24 On-Site Service with Emergency Dispatch, Initial Year (968-3575)	2
Dell Hardware Limited Warranty Initial Year (968-3591)	2
Dell Hardware Limited Warranty Extended Year (968-3595)	2
Mission Critical Package: 4-Hour 7x24 On-Site Service with Emergency Dispatch, 2 Year Extended (968-3615)	2
Dell ProSupport. For tech support, visit http://support.dell.com/ProSupport or call 1-800-945-3355 (989-3439)	2
EqualLogic Advanced Software Warranty and Service,7x24 Access,3 Year (995-4008)	2
Installation and Implementation of EqualLogic Storage Array, up to 6 Hosts (931-0829)	2
Proactive Maintenance Service Declined (926-2979)	2
EqualLogic Reference Architecture, S48x0, PS6110, up to 3 arrays (996-7619)	2
Declined Remote Consulting Service (973-2426)	2
AC Power Supply for 4U arrays, Redundant, 1080W (332-1533)	2
Power Cord, C13 to C14, PDU Style, 12 Amps, 2 meter, Qty 1 (330-3151)	2
Power Cord, C13 to C14, PDU Style, 12 Amps, 2 meter, Qty 1 (330-3151)	2

Description	Quantity
Dell EqualLogic PS6110E, 10Gb, High Capacity, 7.2K NL SAS Drives (225-2857)	1
PS6110E, 24TB capacity, 7.2K NL SAS, 24x 1TB (342-4521)	1
Dual Controllers, 10Gb, HA with failover (331-6722)	1
EqualLogic array may not be returned (468-8817)	1
Synchronous and Point-in-Time Replication (468-7110)	1
Snaps/Clones with integration for MS SQL, Exchange, Hyper V and VMware (468-7155)	1
SAN HQ multi group monitoring software (468-7156)	1
ReadyRails II Static Rails for 4-post Racks (770-BBCL)	1
MISSION CRITICAL PACKAGE: Enhanced Services, 3 Year (936-3957)	1
ProSupport for your Enterprise: 7x24 HW / SW Tech Support and Assistance, 3 Year (937-9113)	1
Mission Critical Package: 4-Hour 7x24 On-Site Service with Emergency Dispatch, Initial Year (968-3575)	1
Dell Hardware Limited Warranty Initial Year (968-3591)	1
Dell Hardware Limited Warranty Extended Year (968-3595)	1
Mission Critical Package: 4-Hour 7x24 On-Site Service with Emergency Dispatch, 2 Year Extended (968-3615)	1
Dell ProSupport. For tech support, visit http://support.dell.com/ProSupport or call 1-800-945-3355 (989-3439)	1
EqualLogic Advanced Software Warranty and Service,7x24 Access,3 Year (995-4008)	1
Installation and Implementation of EqualLogic Storage Array, up to 6 Hosts (931-0829)	1
Proactive Maintenance Service Declined (926-2979)	1
EqualLogic Reference Architecture,S48x0,PS6110,up to 3 arrays (996-7619)	1
Declined Remote Consulting Service (973-2426)	1
AC Power Supply for 4U arrays, Redundant, 1080W (332-1533)	1
Power Cord, C13 to C14, PDU Style, 12 Amps, 2 meter, Qty 1 (330-3151)	1
Power Cord, C13 to C14, PDU Style, 12 Amps, 2 meter, Qty 1 (330-3151)	1

Description	Quantity
EqualLogic FS7610 10G NAS Enclosure for FS/PS6xxx Bundle (225-4514)	1
No Documentation, No (332-0227)	1
Dell ProSupport Plus. For tech support, visit www.dell.com/prosupport/regionalcontacts (951-2015)	1
ProSupport Plus: Mission Critical 4-Hour 7x24 On-Site Service with Emergency Dispatch, 2 Year Extended (951-3353)	1
ProSupport Plus: Mission Critical 4-Hour 7x24 On-Site Service with Emergency Dispatch, Initial Year (951-3356)	1
ProSupport Plus: 7x24 HW/SW Tech Support and Assistance, 3 Year (951-3367)	1
Dell Hardware Limited Warranty Initial Year (967-3429)	1
Dell Hardware Limited Warranty Extended Year (967-3430)	1
EqualLogic Advanced Software Warranty and Service,7x24 Access,3 Year (967-3442)	1
Installation and Implementation of a Dell EqualLogic FS7xxx into an Existing Environment, Add-On (967-3718)	1
Proactive Maintenance Service Declined (926-2979)	1
EqualLogic Non-Standard Reference Architecture (996-7559)	1
Deployment Consulting 1 Yr 1 Case Remote Consulting Service (996-3179)	1
Power Cord, NEMA 5-15P to C13, 15 amp, wall plug, 10 feet / 3 meter (310-8509)	2
SFP+, Short Range, Optical Tranceiver, LC Connector, 10Gb and 1Gb compatible for Intel and Broadcom (330-8723)	8

Description	Quantity
EqualLogic FS7610 10G NAS Controller for FS/PS6xxx Bundle (225-4513)	2
Dell Fluid File System v2.0.6740 (421-9989)	2
2x Intel X520 DP 10Gb DA/SFP+ Server Adapter (430-4754)	2
Declined Remote Consulting Service (973-2426)	2

Product Comparison

	EqualLogic		NetApp	1
	PS6xx0	FAS2220	FAS2240	FAS3220
Drives	7.2K SATA 0.5/1/2 TB SAS 10K 450/600 GB SAS 15K 300/450/600 GB SSD 100 GB		2.5* 10K SAS 450/6 3.5* 7.2K SATA 1/2 3.5* SAS 15K 450/6 3.5* FC 450/600 3.5* SSD 100 G	/3 TB 00 GB GB
Max. Drives	768	60	144	480
Max. Capacity	2300 TB	180 TB	432 TB	1920 TB
Protocols	iSCSI, NFS, CIFS	FC, FCoE, iSCSI, NFS, CIFS, FTP		
RAID Levels	RAID-5, 6, 10, 50	RAID-4, RAID-6 (RAID-DP)		
Max. Vol. Size	15 TB	60 TB		
Max. 1 GbE Ports	8 per array	8 52		52
Max. 10 GbE Ports	2 per array	4	4	24
Automatic Tiering	YES	No (Flash Pool alternative; Flash Cache not supported on FAS2200)		
Pooling	YES	Limited (within controller & by drive type/capacity)		
Snapshot YES		YES		
Thin Provisioning YES		YES		
S/W Included YES		No (a la carte + complete bundle)		
Forklift Upgrades NO		Yes for non-cluster-mode		

- EqualLogic provides betting pooling, tiering, and scaling. This allows for greater efficiency and flexibility.
- The disk have consistent, high-performance. This reduces the costs of hardware and management.
- There is no software licensing to content with. All these factors combine to form a lower Total Cost of Ownership.



Mountain State Computer and Network Solutions (MSCNS) was founded in 2003 as a dba of the Foundation for Independent Living (FIL), which was founded in 1992. The purpose of FIL is to develop resources to further the mission of Mountain State Centers for Independent Living in their ongoing struggle to help bring equality and independence to the people with disabilities. All of the profits made by MSCNS are spent towards that end.

MSCNS employs highly skilled, certified technicians and engineers. We also strive to employ local personnel and graduates of colleges local to each community we expand into. Further, our new initiative focuses on creating living wage IT jobs for persons with significant disabilities. Our goal is to bring the highest level of quality in both product and service to all of our clients while maintaining the community vested spirit that many companies forget. Our business is all about community and quality in everything we do.

Below is a list of services we offer:

- Commercial Networking
- Small Office/Home Networking
- Server and Storage Solutions
- Desktop/Laptop/Server Repair
- Virus/Spyware/Malware Removal
- Professional Data Recovery
- Specialized Custom Built Systems
- Authorized Reseller of Dell, HP, Lenovo, Acer, IBM
- High Performance Custom Gaming Rigs
- Voice over IP
- Consulting Services
- Network Administration
- Network Security
- Wireless Networking
- Website Design and Administration
- Video Production
- Graphic Design
- Search Engine Optimization
- Media Placement and Marketing Solutions
- Social Media Management
- Application Development
- Virtualization
- Structured Data and Voice Cabling
- Offsite/Onsite Backup Solutions
- On-Site/Off-Site Services 24x7
- IT Staff Augmentation/Outsourcing Solutions
- Internet Surveillance Systems
- Helpdesk and Remote PC Services



Please see below for a partial reference list for some of the contract and a la carte clients of MSCNS. More references are available upon request (Highlighted entries are service contract clients, others are a la carte):

Huntington Police Department Kohson Perkins, HPD Network Administrator 304.696.5510

Portsmouth Police Department Josh Justice, IT Coordinator 740.354.5268

City of Russell Joy Conley, City Administrator 606.836.9666

City of Charleston Chris Combs, Systems Administrator 304.348.8048

Southwestern Community Action Council Christy Kinder, Director of MIS 304.525.5151

Council on Aging in Itmann, WV Robin Hatcher, Director of Daily Operations 304.294.8800

Big Sandy Superstore Arena Brian Sipe, General Manager 304.696.5566

CJT's Embroidery Chuck Wheeler, Owner 740.533.2587

Ginos/Tudors Coporate Office Jeff Mace, Comptroller 304.722.3511

Boyd County Fiscal Court Billie Zellers, Treasurer 606.739.4242 CCI Energy
Kathy Stevens, Office Manager, Kenova/Pikeville Facilities
304.781.1235
Coalfield Community Action Partnership
Cliff Marcum, IT Specialist
304.235.1701

City of Huntington Dianne Casella, IT Coordinator 304.696.4490

Housing Authority of Catlettsburg Mica Williamson, Director 606.739.6851

Tri State Medical
David Wright, Vice President of Operations
304.529.0000

Giovanni's Pizza Corporation Tom LeMaster, CEO 800.955.9055

Housing Authority of Huntington Terri Wentz, IT Director 304.526.4400

Housing Authority of Ashland Tom Swartzwelder, Deputy Director 606.325.7112

Construction and Design Services Brenda Blower, Office Manager 304.697.5002

Ashland Bellefonte/Highlands/Fairmont/Logan Regional Cancer Center Manish Jain, Business Manager 606.836.0202

Ohio Valley Physician's Group Stacey Shy, CEO 304.781.0076

Kentucky Electric Steel James Newman, IT Coordinator 606.929.1280 Region II Development and Planning Commission Dora Young, Comptroller 304.529.3357

Region 2 Highway Safety Larry Kendall, Director 304.696.5545

Mainstream Services Cullie Queen, Comptroller 304.522.1945

Team for WV Children Connie Leinen, IT Coordinator 304.523.9587

JABO Supply Brian Wellman, IT Coordinator 304.736.8333

Autism Services Center Phil Wood, Network Administrator 304.525.8014

Jesse Stuart Foundation Jim Gifford, CEO 606.326.1667

Pro Eyes Optometry Dr. Mark Brown, CEO 304.562.3200

City of Greenup Jessica Gilliam, City Clerk 606.473.7331

Community Resources, Inc Randy Shears, Community Development/IT Manager 304.485.5525



October 8, 2013

Guy Nisbet
Department of Administration, Purchasing Division
2019 Washington St, East
Charleston, WV 25305

Dear Guy,

In response to your Solicitation # AGO4914, MSCNS would like to submit the enclosed Dell solution. Based upon our conversations with Dell engineers we feel that the hardware we are quoting you is superior to the HP items that were in the specifications.

This Dell EqualLogic solution provides you all the capabilities and more offered by the HP solution. The way we've designed the solution allows you to use the units for virtualization/replication and for NFS level file storage. The installation, per spec, will be performed by Dell engineers. The EqualLogic units we have quoted are far more robust and scalable than their HP counterparts!

Thanks for the time and consideration. We are available for any questions you may have and look forward to working with the WV Attorney General's Office!

Respectfully,

Bryan Johnson COO, MSCNS

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,
Numero Contraction (Contraction	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,
<u>4</u> ×	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.
requiren against	inderstands if the Secretary of Revenue determines that a Bidder receiving preference has failed to continue to meet the nents for such preference, the Secretary may order the Director of Purchasing to: (a) reject the bid; or (b) assess a penalty such Bidder in an amount not to exceed 5% of the bid amount and that such penalty will be paid to the contracting agency sted from any unpaid balance on the contract or purchase order.
the requ	nission of this certificate, Bidder agrees to disclose any reasonably requested information to the Purchasing Division and es the Department of Revenue to disclose to the Director of Purchasing appropriate information verifying that Bidder has paid ired business taxes, provided that such information does not contain the amounts of taxes paid nor any other information by the Tax Commissioner to be confidential.
and acc	enalty of law for false swearing (West Virginia Code, §61-5-3), Bidder hereby certifies that this certificate is true curate in all respects; and that if a contract is issued to Bidder and if anything contained within this certificate studies during the term of the contract, Bidder will notify the Purchasing Division in writing immediately.
Bidder:	MSCNS Signed:
Date:	(6/9/13 Title: C00

RFQ No.	AGO4914
MEG NO.	

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 exceed five percent of the total contract amount.

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

WITNESS THE FOLLOWING SIGNATURE:	
Vendor's Name: MSCNS	
Authorized Signature:	Date: 10/9/13
State of West Virginia	
County of <u>Cabell</u> , to-wit:	
Taken, subscribed, and sworn to before me this 10	day of October, 2013
My Commission expires Hugust 9	, 20/-
AFFIX SEAL HERE	NOTARY PUBLIC Suy Spean
	Purchasing Affidavit (Revised 07/01/2012)



CERTIFICATION AND SIGNATURE PAGE

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

ADDENDUM ACKNOWLEDGEMENT FORM SOLICITATION NO.: AGO4914

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)			
(Shock the box next to each addendant received)			
\boxtimes	Addendum No. 1		Addendum No. 6
	Addendum No. 2		Addendum No. 7
	Addendum No. 3		Addendum No. 8
	Addendum No. 4		Addendum No. 9
	Addendum No. 5		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.			
MSCNS			
	8		Company
			Authorized Signature
		 	Date

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