



Purchasing Division  
2019 Washington Street East  
Post Office Box 50130  
Charleston, WV 25305-0130

State of West Virginia  
Request for Quotation  
21 — Info Technology

Proc Folder: 86701

Doc Description: Addendum; Next Generation Firewall for WVOT

Proc Type: Central Purchase Order

Date Issued	Solicitation Closes	Solicitation No	Version
2015-06-12	2015-06-30 13:30:00	CRFQ 0210 ISC1500000015	3

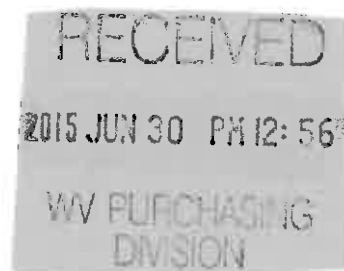
BID RECEIVING LOCATION

BID CLERK  
DEPARTMENT OF ADMINISTRATION  
PURCHASING DIVISION  
2019 WASHINGTON ST E  
CHARLESTON WV 25305  
US

VENDOR

Vendor Name, Address and Telephone Number:

Alpha Technologies  
4003 Outlook Drive  
Hurricane WV, 25526  
304-721-8987



FOR INFORMATION CONTACT THE BUYER

Guy Nisbet  
(304) 558-2596  
guy.l.nisbet@wv.gov

Signature X

FEIN #

85-0771279

DATE

6/30/2015

All offers subject to all terms and conditions contained in this solicitation

INVOICE TO		SHIP TO	
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV25305 US		WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV 25304 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	4.2.1 Next-Generation Firewall PA-5060 or Equal	4.00000	EA	53,462.7825	\$213,851.13

Comm Code	Manufacturer	Specification	Model #
43222501			

Extended Description :  
PAN-PA-5060-SSD2-D or Equal

INVOICE TO		SHIP TO	
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV25305 US		WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV 25304 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	4.2.2 Premium Support or Equal for each Next-Generation Fire	4.00000	EA		

Comm Code	Manufacturer	Specification	Model #
81111804			

Extended Description :  
PAN-SVC-PREM-5060-or Equal

INVOICE TO		SHIP TO	
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV25305 US		WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV 25304 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
3	4.2.2.1 Renewal Option YR 2 - Premium Support or Equal	4.00000	EA		

Comm Code	Manufacturer	Specification	Model #
81111804			

**Extended Description :**

RENEWAL OPTION YEAR 2 - PAN-SVC-PREM-5060-R or Equal  
Premium Support or Equal for each Next-Generation Firewall

INVOICE TO		SHIP TO	
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV25305 US		WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV 25304 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
4	4.2.2.1 Renewal Option YR 3 - Premium Support or Equal	4.00000	EA		

Comm Code	Manufacturer	Specification	Model #
81111804			

**Extended Description :**

RENEWAL OPTION YEAR 3 - PAN-SVC-PREM-5060-R or Equal  
Premium Support or Equal for each Next-Generation Firewall

INVOICE TO		SHIP TO	
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV25305 US		WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV 25304 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
5	4.2.2.1 Renewal Option YR 4 - Premium Support or Equal	4.00000	EA		

Comm Code	Manufacturer	Specification	Model #
81111804			

**Extended Description :**

RENEWAL OPTION YEAR 4 - PAN-SVC-PREM-5060-R or Equal  
Premium Support or Equal for each Next-Generation Firewall

INVOICE TO		SHIP TO	
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV25305 US		WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV 25304 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
6	4.2.3 Panorama M-100 with 4TB storage or Equal	2.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43222501			

Extended Description :  
PAN-M-100-4TB or Equal

INVOICE TO		SHIP TO	
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV25305 US		WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV 25304 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
7	4.2.4 Premium Support or Equal for each Panorama M-100	2.00000	EA		

Comm Code	Manufacturer	Specification	Model #
81111804			

Extended Description :  
PAN-SVC-PREM-M-100-P or Equal

INVOICE TO		SHIP TO	
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV25305 US		WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV 25304 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
8	4.2.4.1 RENEWAL OPTION YEAR 2 Premium Support or Equal	2.00000	EA		

Comm Code	Manufacturer	Specification	Model #
81111804			

**Extended Description :**

RENEWAL OPTION YEAR 2 - PAN-SVC-PREM-M-100-P-25-R or Equal  
Premium Support or Equal for each Panorama M-100

INVOICE TO		SHIP TO	
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV25305 US		WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV 25304 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
9	4.2.4.1 RENEWAL OPTION YEAR 3 Premium Support or Equal	2.00000	EA		

Comm Code	Manufacturer	Specification	Model #
81111804			

**Extended Description :**

RENEWAL OPTION YEAR 3 - PAN-SVC-PREM-M-100-P-25-R or Equal  
Premium Support or Equal for each Panorama M-100

INVOICE TO		SHIP TO	
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV25305 US		WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV 25304 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
10	4.2.4.1 RENEWAL OPTION YEAR 4 Premium Support or Equal	2.00000	EA		

Comm Code	Manufacturer	Specification	Model #
81111804			

**Extended Description :**

RENEWAL OPTION YEAR 4 - PAN-SVC-PREM-M-100-P-25-R or Equal  
Premium Support or Equal for each Panorama M-100

INVOICE TO		SHIP TO	
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV25305 US		WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV 25304 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
11	4.2.5 WildFire WF-500 or Equal	1.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43222601			

Extended Description :  
PAN-WF-500 or Equal

INVOICE TO		SHIP TO	
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV25305 US		WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV 25304 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
12	4.2.6 Premium Support for each WildFire or Equal	1.00000	EA		

Comm Code	Manufacturer	Specification	Model #
81111804			

Extended Description :  
PAN-SVC-PREM-WF-500 or Equal

INVOICE TO		SHIP TO	
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV25305 US		WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV 25304 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
13	4.2.6.1 RENEWAL OPTION YEAR 2 Premium Support or Equal	1.00000	EA		

Comm Code	Manufacturer	Specification	Model #
81111804			

**Extended Description :**

RENEWAL OPTION YEAR 2 - PAN-SVC-PREM-WF-500 or Equal

Premium Support for each WildFire or Equal

INVOICE TO		SHIP TO	
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV25305 US		WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV 25304 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
14	4.2.6.1 RENEWAL OPTION YEAR 3 Premium Support or Equal	1.00000	EA		

Comm Code	Manufacturer	Specification	Model #
81111804			

**Extended Description :**

RENEWAL OPTION YEAR 3 - PAN-SVC-PREM-WF-500 or Equal

Premium Support for each WildFire or Equal

INVOICE TO		SHIP TO	
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV25305 US		WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV 25304 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
15	4.2.6.1 RENEWAL OPTION YEAR 4 Premium Support or Equal	1.00000	EA		

Comm Code	Manufacturer	Specification	Model #
81111804			

**Extended Description :**

RENEWAL OPTION YEAR 4 - PAN-SVC-PREM-WF-500 or Equal

Premium Support for each WildFire or Equal

INVOICE TO		SHIP TO	
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV25305 US		WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV 25304 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
16	4.3.1 URL Filtering subscription or Equal	4.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43232800			

Extended Description :  
PAN-PA-5060-URL4-HA2 or Equal

INVOICE TO		SHIP TO	
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV25305 US		WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV 25304 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
17	4.3.1.1 RENEWAL OPTION YEAR 2 - URL Filtering or Equal	4.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43232800			

Extended Description :  
RENEWAL OPTION YEAR 2 - PAN-PA-5060-URL4-HA2 or Equal

INVOICE TO		SHIP TO	
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV25305 US		WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV 25304 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
18	4.3.1.1 RENEWAL OPTION YEAR 3 - URL Filtering or Equal	4.00000	EA		



Comm Code	Manufacturer	Specification	Model #
43232800			

**Extended Description :**

RENEWAL OPTION YEAR 3 - PAN-PA-5060-URL4-HA2 or Equal

INVOICE TO		SHIP TO	
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV25305 US		WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV 25304 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
19	4.3.1.1 RENEWAL OPTION YEAR 4 - URL Filtering or Equal	4.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43232800			

**Extended Description :**

RENEWAL OPTION YEAR 4 - PAN-PA-5060-URL4-HA2 or Equal

INVOICE TO		SHIP TO	
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV25305 US		WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV 25304 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
20	4.3.1.1 RENEWAL OPTION YEAR 5 - URL Filtering or Equal	4.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43232800			

**Extended Description :**

RENEWAL OPTION YEAR 5 - PAN-PA-5060-URL4-HA2 or Equal

INVOICE TO		SHIP TO	
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV25305 US		WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV 25304 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
21	4.3.2 Threat Prevention subscription or Equal	4.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43232800			

Extended Description :  
PAN-PA-5060-TP-HA2-R or Equal

INVOICE TO		SHIP TO	
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV25305 US		WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV 25304 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
22	4.3.2.1 RENEWAL OPTION YEAR 2 - Threat Prevention or Equal	4.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43232800			

Extended Description :  
RENEWAL OPTION YEAR 2 - PAN-PA-5060-TP-HA2-R or Equal

INVOICE TO		SHIP TO	
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV25305 US		WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV 25304 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
23	4.3.2.1 RENEWAL OPTION YEAR 3 - Threat Prevention or Equal	4.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43232800			

**Extended Description :**

RENEWAL OPTION YEAR 3 - PAN-PA-5060-TP-HA2-R or Equal

INVOICE TO	SHIP TO
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV25305 US	WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV 25304 US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
24	4.3.2.1 RENEWAL OPTION YEAR 4 - Threat Prevention or Equal	4.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43232800			

**Extended Description :**

RENEWAL OPTION YEAR 4 - PAN-PA-5060-TP-HA2-R or Equal

INVOICE TO	SHIP TO
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV25305 US	WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV 25304 US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
25	4.3.2.1 RENEWAL OPTION YEAR 5 - Threat Prevention or Equal	4.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43232800			

**Extended Description :**

RENEWAL OPTION YEAR 5 - PAN-PA-5060-TP-HA2-R or Equal

INVOICE TO		SHIP TO	
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV25305 US		WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV 25304 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
26	4.3.3 WildFire subscription or Equal	4.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43232800			

Extended Description :  
PAN-PA-5060-WF-HA2 or Equal

INVOICE TO		SHIP TO	
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV25305 US		WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV 25304 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
27	4.3.3.1 RENEWAL OPTION YEAR 2 - WildFire or Equal	4.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43232800			

Extended Description :  
RENEWAL OPTION YEAR 2 - PAN-PA-5060-WF-HA2 or Equal

INVOICE TO		SHIP TO	
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV25305 US		WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV 25304 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
28	4.3.3.1 RENEWAL OPTION YEAR 3 - WildFire or Equal	4.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43232800			

**Extended Description :**

RENEWAL OPTION YEAR 3 - PAN-PA-5060-WF-HA2 or Equal

INVOICE TO		SHIP TO	
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV25305 US		WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV 25304 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
29	4.3.3.1 RENEWAL OPTION YEAR 4 - WildFire or Equal	4.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43232800			

**Extended Description :**

RENEWAL OPTION YEAR 4 - PAN-PA-5060-WF-HA2 or Equal

INVOICE TO		SHIP TO	
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV25305 US		WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV 25304 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
30	4.3.3.1 RENEWAL OPTION YEAR 5 - WildFire or Equal	4.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43232800			

**Extended Description :**

RENEWAL OPTION YEAR 5 - PAN-PA-5060-WF-HA2 or Equal

INVOICE TO		SHIP TO	
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV25305 US		WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV 25304 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
31	Installation, Migration and Training Services	1.00000	LS		

Comm Code	Manufacturer	Specification	Model #
43222501			

**Extended Description :**

Installation, Migration and Training Services

ISC1500000015	<b>Document Phase</b> Draft	<b>Document Description</b> Addendum; Next Generation Firewall for WVOT	<b>Page</b> 15 of
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# **ADDITIONAL TERMS AND CONDITIONS**

See attached document(s) for additional Terms and Conditions

**SOLICITATION NUMBER:** CRFQ 0210 ISC1500000015

**Addendum Number:**

**No.02**

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:**

Addendum issued to publish and distribute the following information to the Vendor community.

1. Publish Vendor submitted questions and Agency responses.
2. Re publish revised Specifications
3. Republish revised Exhibit "A" Pricing Page.
4. Notice of change in bid opening date as follows:

Bid Opening was: 06/16/2015 at 1:30 PM. EDT.  
 Bid Opening now: 06/30/2015 at 1:30 PM. EDT

No other Changes.

**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

Q.1. During our conversations with members of the Networking and Security teams, the deployment of this solution was going to have a significant installation, migration & training component. Reviewing the CFRQ, I can find no mention of this but just the hardware, software, & support SKU's for the proposed solution.

Do you anticipate the install, migration, and training services to be part of a secondary RFQ?

A.1.

This Addendum clarifies WVOT's intent to include Installation, Migration and Training services with this solicitation, not a secondary RFQ. In addition, WVOT had added an 'Acceptance of System' requirement. These specifications have been added to the Mandatory Contract Item Requirements in Section 4 of the solicitation document and to the Exhibit A - Pricing Page.

Installation service is vendor service and support to fully install all hardware and software components, including testing to validate all device components are fully functional. Vendor will perform installation during normal business hours, under the supervision of WVOT staff. Vendor will remove hardware from package and physically install all equipment in designated racks, located in Charleston, WV and Morgantown, WV. Vendor will install and ensure all software included is properly installed.

Migration/Configuration service is vendor service and support to implement the device components' functionality to an operational level that includes (1) migration of current web filtering capabilities to the new device, (2) configuration of the device in an Active/Passive High Availability configuration in Virtual Wire Mode, (3) and verification that all paid subscription services are fully functional.

Training services includes vendor instructor led courses designed to teach the objectives of installation, maintenance, basic and advanced operations of all purchased components. Training must be provided on-site (Capitol Complex, Charleston, WV) for a minimum of forty (40) hours for up to 10 students covering the following objectives: all device capabilities (with emphasis on most utilized capabilities). In addition, training must be provided on-site (Capitol Complex, Charleston, WV) for a minimum of forty (40) hours for up to 5 students covering the following objectives: (1) advanced configuration and operation based on best practices and (2) advanced troubleshooting. All training provided must align with established vendor's courses, available at the time of award, that cover the above listed training objectives. Training must also be provided in both lecture and lab format, allowing for training to take place before equipment installation and operation. Finally, the vendor will provide (2) two certification exam vouchers, valid for a minimum of (2) two years, for the applicable vendor certification, if such certification exists at the time of the award.

Acceptance of system: Prior to an acceptance of the system the following criteria must be met: (1) successful testing of all components, validating full functionality, (2) completion of all training courses, and (3) thirty (30) days of live production with access to subject matter experts to complete initialization and tuning of subscription services.

Q.2. Where will these devices sit in your infrastructure?

A.2.

Between WVNET hardware and WVOT Cisco hardware.

Q.3. Who will be installing & tuning the Firewall Devices?

19

A.3.

**Vendor will provide services and support for installation and tuning. See also Answer 1.**

Q.4. Who will be managing the Firewall Devices?

A.4.

**System management of devices will be the responsibility of WVOT after the Acceptance of System, along with the support services procured with this solicitation.**

Q.5. Are the current devices in place Palo Alto Devices? If so, what are the specs on those devices? If not what devices are in place today?

A.5.

**The current devices are not Palo Alto devices; the WVOT utilizes firewalls and URL filtering is accomplished using NetSweeper.**

Q.6 During our conversations with members of the Networking and Security teams at WV-OT, the deployment of this solution was going to have a significant installation, migration, & training component.

Under your section labeled 'General Term's and Conditions', Page # 22, Sec. # 5 there is mention made of 'Combined' Services and Goods.

However, reviewing the CFRQ, we can find no mention of this but just the hardware, software, & support SKU's for the proposed solution.

Do you anticipate the install, migration, and training services to be added to this RFQ as an addendum or part of a secondary RFQ?

A preliminary 'Statement of Work' prepared in January covering installation and migration services are attached for reference...

A.6

**See Answer 1.**

Q.7. Document named 'Final CRFQ 0210-ISC 1500000015', has some questions...

Line items #2, #7, #12, #16, #21, & #26 all reference PaloAlto Support or License SKU's that run for a 3-Year term.

This makes Line items # 3, #4, #5, #8, #9, #10, #13, #14, #15, #17, #18, #19, #20, #22, #23, #24, #25, #27, #28, #29, & #30 either redundant or unnecessary.

Can you clarify your preferred term for initial maintenance and 'guaranteed pricing' for what additional term?

A.7

**The incorrect SKU numbers were listed, the numbers should represent 1-year service terms and have been corrected on the Pricing Pages.**

- Similarly to the above, your documents 'Exhibit A Price Sheet...' & 'Pricing Pages...' The 'Column A' 'Item Numbers' 4.2.2//4.2.4//4.2.6//4.3.1//4.3.2//4.3.3 all refer to PaloAlto Support or License SKU's that run for a 3-Year term.  
Can you clarify your preferred term for initial maintenance and 'guaranteed pricing' for what additional term?  
This would impact 'Item Numbers' 4.2.2.1//4.2.4.1//4.2.6.1//4.3.1.1//4.3.2.1//4.3.3.1
- The State's document 'Specifications' Page 38, Sec. 5.1 regarding 'Contract Award' refers to *The Awarded Contract will be the Equipment and first year Licenses and Support Services*. Once again, there are 3-Year SKU's quoted, so a clarification is requested.

#### A.8

**The incorrect SKU numbers were listed, the numbers should represent 1-year service terms and have been corrected on the Pricing Pages.**

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**SPECIFICATIONS**

1. **PURPOSE AND SCOPE:** The West Virginia Purchasing Division is soliciting bids on behalf of West Virginia Office of Technology to establish a contract for the "One-Time" purchase of networking hardware such as firewalls and logging appliances. The appliances will require the purchase of subscription services for URL filtering, threat prevention, security, hardware maintenance, support, and installation.

The devices and services listed will protect the State's data from external attacks and loss of information from internal networks with the ability to block suspect or malicious traffic. The purchase of these devices is a requirement by the Internal Revenue Service (IRS).

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 **"Appliance"** means a device or piece of equipment designed to perform a specific task.

2.2 **"Business Hours"** means Monday 7:00 AM to Friday 6:00 PM EST excluding weekends and Federal and State holidays. State Holidays are as follows:

- New Year's Day (January 1)
- Martin Luther King Day (Third Monday in January)
- President's Day (Third Monday in February)
- Memorial Day (Last Monday in May)
- West Virginia Day (June 20)
- Independence Day (July 4)
- Labor Day (First Monday in September)
- Columbus Day (Second Monday in October)
- Veterans Day (November 11)
- Thanksgiving (Fourth Thursday in November)
- Day After Thanksgiving (Fourth Friday in November)
- Christmas Day (December 25)

2.3 **"Contract Item"** means firewalls, logging appliances, filtering services, threat prevention services, hardware maintenance and support services has more fully described by these specifications.

2.4 **"Firewall"** means security system that controls the incoming and outgoing network traffic based on an applied rule set. A firewall establishes a barrier between a trusted,

secure internal network and another network (e.g., the Internet) that is assumed not to be secure and trusted.

**2.5 “GB”** means Gigabyte. A gigabyte is a measure of computer data storage capacity.

**2.6 “GBps”** means Gigabits per second or billions of bits per second. This a measure of bandwidth on digital data transmitted over the network.

**2.7 “Pricing Page”** means the pages, contained in wvOASIS or attached as Exhibit “A”, upon which Vendor should list its proposed price for the Contract Items.

**2.8 “RAM”** means Random Access Memory. This is where current data is kept and can be accessed quickly by an appliances processor.

**2.9 “Severity Level 1”** is the most critical which means the appliance is not functioning and there is no solution to fix the issue. Call response time for this severity level must be within one (1) hour of the initial support call. Support center must be available 24 hours a day, 7 days week for Severity Level 1 issues. Follow up communication will be every 4 hours until issue is resolved or a temporary solution is in place. This level may require 4 hour delivery of parts.

**2.10 “Severity Level 2”** is high which means the appliance is not fully functional and there is no solution to fix the issue. Call response time for this severity level must be within two (2) business hours of the initial support call. At this level follow up communication will be once a day until issue is resolved or a temporary solution is in place. This level may require next business day delivery of parts.

**2.11 “Severity Level 3”** is medium which means the appliance has failed but support center has resources to resolve the issues. Call response time for this severity level must be within four (4) business hours of the initial support call. Follow up communications will be every three (3) days until issue is resolved.

**2.12 “Severity Level 4”** is the lowest which means the appliance is working properly but needs to be updated. Call response time for this severity level must be within eight (8) business hours of the initial support call. Follow up will be conducted once a week until issue is resolved.

**2.13 “Solicitation”** means the official notice of an opportunity to supply the State with goods or services that is published by the Purchasing Division.

**3. QUALIFICATIONS:** Vendor shall have the following minimum qualifications:

3.1 Vendor's solution must be in the Gartner Magic Quadrant Leader based on Gartner's 2014 Magic Quadrant for Enterprise Network Firewall and have the Ability to be deployed in an Active/Passive HA configuration in Virtual Wire Mode.

3.1.1 Vendor should provide documentation of proof with their bid submission response. Vendor will be required to submit before Award of Purchase Order.

#### 4. GENERAL REQUIREMENTS:

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

4.2 **Firewalls and Appliances:** Firewall and appliances must be new. Any firewall or appliances that have been refurbished, warranted-as-new, or like-new will not be permitted.

4.2.1 Palo Alto Networks PA-5060 Next-Generation Firewall "or Equal"  
Required Quantity: 4

4.2.1.1 Firewall throughput must be a minimum of 20 GBps.

4.2.1.2 Threat prevention throughput must be a minimum of 10 GBps.

4.2.1.3 A minimum of 120,000 connections per second.

4.2.1.4 Customize blocking or alert actions and email notifications and reports.

4.2.1.5 The appliance must have minimum of 2 factor authentication.

4.2.2 Vendor must provide Premium Support "or Equal" for each PA-5060 Next Generation Firewall being purchased  
Required Quantity: 4

4.2.2.1 Premium Support "or Equal" may include advanced replacement with Next Business Day shipping, or the optional 4 hour parts delivery. Optional 4 hour parts delivery will be based on severity

level 1. Call response times will also be based on severity levels. Severity levels range 1 through 4. Each level is defined in Section 2: Definitions.

**4.2.2.2** Vendor must provide online resources such as technical documentation for common issues and step by step solutions, a method for support tickets or cases to be tracked, and product update, announcements, and release notes.

**4.2.2.3** Vendor must include in their bid the cost of optional Annual renewals for years 2, 3, and 4. These optional sequential Annual renewals will be initiated by agency request agreed to by the vendor and processed as a Change Order authorized as issued by the West Virginia Purchasing Division.

**4.2.3** Palo Alto Networks Panorama M-100 with 4TB of storage “or Equal”  
Required Quantity: 2

**4.2.4** Vendor must provide Premium Support for each Panorama M-100 “or Equal”  
Required Quantity: 2

**4.2.4.1** Premium Support “or Equal” may include advanced replacement with Next Business Day shipping, or the optional 4 hour parts delivery. Optional 4 hour parts delivery will be based on severity level 1. Call response times will also be based on severity levels. Severity levels range 1 through 4. Each level is defined in Section 2: Definitions.

**4.2.4.2** Vendor must provide online resources such as technical documentation for common issues and step by step solutions, a method for support tickets or cases to be tracked, and product update, announcements, and release notes.

**4.2.4.3** Vendor must include in their bid the cost of optional Annual renewals for years 2, 3, and 4. These optional sequential Annual renewals will be initiated by agency request agreed to by the



vendor and processed as a Change Order authorized as issued by  
the West Virginia Purchasing Division.

**4.2.5 Palo Alto Networks WildFire WF-500 “or Equal”  
Required Quantity: 1**

**4.2.5.1** The appliance must have a Dual 6 Core Intel Processor  
with Hyper Threading.

**4.2.5.2** A minimum of 128 GB RAM

**4.2.5.3** A minimum of 120 GB Solid State Drive

**4.2.6 Vendor must provide Premium Support for each WildFire “or Equal”  
Required Quantity: 1**

**4.2.6.1** Premium Support “or Equal” may include advanced replacement  
with Next Business Day shipping, or the optional 4 hour parts  
delivery. Optional 4 hour parts delivery will be based on severity  
level 1. Call response times will also be based on severity levels.  
Severity levels range 1 through 4. Each level is defined in Section  
2: Definitions.

**4.2.6.2** Vendor must provide online resources such as technical  
documentation for common issues and step by step solutions, a  
method for support tickets or cases to be tracked, and product  
update, announcements, and release notes.

**4.2.6.3** Vendor must include in their bid the cost of optional Annual  
renewals for years 2, 3, and 4. These optional sequential Annual  
renewals will be initiated by agency request agreed to by the  
vendor and processed as a Change Order authorized as issued by  
the West Virginia Purchasing Division.

### **4.3 Subscription and Services**

#### **4.3.1 Palo Alto Networks URL Filtering subscription “or Equal”**

**Required Quantity: 4**

- 4.3.1.1** Vendor must provide a subscription service that will allow administrator’s access to URL filtering database. Access to the service will provide administrator’s control of applications and web activities.
- 4.3.1.2** Vendor must base subscription pricing on the quantity of the appliances in operation and not by users or the volume of data.
- 4.3.1.3** Vendor must include in their bid the cost of optional Annual renewals for years 2, 3, 4, and 5. These optional sequential Annual renewals will be initiated by agency request agreed to by the vendor and processed as a Change Order authorized as issued by the West Virginia Purchasing Division.

#### **4.3.2 Palo Alto Networks Threat Prevention subscription “or Equal”**

**Required Quantity: 4**

- 4.3.2.1** Vendor must provide a subscription service that offer threat prevention. This service must scan all internet traffic, applications, end-user activities, and content.
- 4.3.2.2** Vendor must base subscription pricing on the quantity of the appliances in operation not by users or the volume of data.
- 4.3.2.3** Vendor must include in their bid the cost of optional Annual renewals for years 2, 3, 4, and 5. These optional sequential Annual renewals will be initiated by agency request agreed to by the vendor and processed as a Change Order authorized as issued by the West Virginia Purchasing Division.

#### **4.3.3 Palo Alto Networks Wildfire subscription “or Equal”**

**Required Quantity: 4**

- 4.3.3.1** Vendor must provide a subscription service that detect, identify, respond, and prevent threats without an administrator being present.

- 4.3.3.2 Vendor must base subscription pricing on the quantity of the appliances in operation and not by users or the volume of data.
- 4.3.3.3 Vendor must include in their bid the cost of optional Annual renewals for years 2, 3, 4, and 5. These optional sequential Annual renewals will be initiated by agency request agreed to by the vendor and processed as a Change Order authorized as issued by the West Virginia Purchasing Division.

#### 4.4 Installation, Migration and Training Services

- 4.4.1 Installation service is vendor service and support to fully install all hardware and software components, including testing to validate all device components are fully functional. Vendor will perform installation during normal business hours, under the supervision of WVOT staff. Vendor will remove hardware from package and physically install all equipment in designated racks, located in Charleston, WV and Morgantown, WV. Vendor will install and ensure all software included is properly installed.
- 4.4.2 Migration/Configuration service is vendor service and support to implement the device components' functionality to an operational level that includes (1) migration of current web filtering capabilities to the new device, (2) configuration of the device in an Active/Passive High Availability configuration in Virtual Wire Mode, (3) and verification that all paid subscription services are fully functional.
- 4.4.3 Training services includes vendor instructor led courses designed to teach the objectives of installation, maintenance, basic and advanced operations of all purchased components. Training must be provided on-site (Capitol Complex, Charleston, WV) for a minimum of forty (40) hours for up to 10 students covering the following objectives: all device capabilities (with emphasis on most utilized capabilities). In addition, training must be provided, on-site (Capitol Complex, Charleston, WV), for a minimum of forty (40) hours for up to 5 students covering the following objectives: (1) advanced configuration and operation based on best practices and (2) advanced troubleshooting. All training provided must align with established vendor's courses, available at the time of award, that cover the above listed training objectives. Training must also be provided in both lecture and lab format, allowing for training to take place before equipment installation and operation. Finally, the vendor will provide (2) two certification exam vouchers, valid for a minimum of (2) two years, for the applicable vendor certification, if such certification exists at the time of the award.

#### 4.5 Acceptance of System

- 4.5.1 Prior to an acceptance of the system the following criteria must be met: (1) successful testing of all components, validating full functionality, (2) completion of all training courses, and (3) 30 days of live production with access to subject matter experts to complete initialization and tuning of subscription services.

Once acceptance of the system is agreed to by Agency and the Vendor, the Agency will issue a request for Change Order to the West Virginia Purchasing Division stating acceptance of the system thereby beginning the first (1) year warranty. Future requests for warranty and maintenance will be based on these dates.

#### 5. CONTRACT AWARD:

- 5.1 **Contract Award:** The Contract is intended to provide Agencies 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.

**Evaluation will be the Total Bid Cost for all items requested. The Awarded Contract will be for the Equipment, first year Licenses, Support Services and Installation/Migration/Training services.**

Renewal options for years 2, 3, 4, and 5 will be initiated by the Agency, Agreed to by the Vendor and Processed by the West Virginia Purchasing Division as Change Orders for subsequent years.

- 5.2 **Pricing Page:** Vendor should complete the Pricing Page and submit it as part of the bid response. 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.

- 5.2.1 If the Vendor is submitting an Equivalent Brand this information including Model Number must be submitted with their bid submission.

- 5.2.2 Vendor should include with their bid a copy of any Software Terms and Conditions or licenses that the State of West Virginia or the Agency will have to agree or accept as a part of this solicitation. **This information will be required before Purchase Order is issued.**

- 5.2.3** Vendor should include a copy of Maintenance Terms and Conditions or Licenses that the State of West Virginia or the Agency will be required to agree or accept as a part of this solicitation. **This information will be required before the Purchase Order is issued.**
- 5.2.4** Vendor will include the renewal cost should the agency opt to renew for years 2, 3, 4, and 5. Vendor should complete the Pricing Page in its' entirety as failure to do so may result in Vendor's bids being disqualified.
- 5.2.5** Vendor should electronically enter the information into the Pricing Pages through wvOASIS, if available, or as an electronic document. In most cases, the Vendor can request an electronic copy of the Pricing Pages for bid purposes by sending an email request to the following address: [Guy.L.Nisbet@wv.gov](mailto:Guy.L.Nisbet@wv.gov).

Vendor's who wish to respond to a Centralized Request for Quotation (CRFQ) online may submit information through the State's wvOASIS Vendor Self Service (VSS). Vendors should download the Exhibit "A": Pricing Page that is attached separately to the CRFQ and published to the VSS. Vendors must complete this form with their prices information and include it as an attachment to their online response

If unable to respond online Vendor must submit the Exhibit "A" Proposal Form/Pricing Pages with your bid prior to the scheduled bid opening date.

Vendor should type or electronically enter the information into the Pricing Page to prevent errors in the evaluation.

## **6. PAYMENT:**

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

**7. DELIVERY AND RETURN:**

- 7.1 Shipment and Delivery:** Vendor shall ship the Contract Items immediately after being awarded this Contract and receiving a purchase order or notice to proceed. Vendor shall deliver the Contract Items within 30 calendar days after receiving a purchase order or notice to proceed. Contract Items must be delivered to Agency at:

West Virginia Office of Technology  
Building 5, 10<sup>th</sup> Floor  
1900 Kanawha Blvd., E  
Charleston, WV 25305.

- 7.2 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.

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

- 7.4 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. 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.

- 7.5 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.

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## 8 VENDOR DEFAULT

8.1 The following shall be considered a vendor default under this Contract.

- 8.1.1 Failure to provide Contract Items in accordance with the requirements contained herein.
- 8.1.2 Failure to comply with other specifications and requirements contained herein.
- 8.1.3 Failure to comply with any laws, rules, and ordinances applicable to the Contract Services provided under this Contract.
- 8.1.4 Failure to remedy deficient performance upon request.

8.2 The following remedies shall be available to Agency upon default.

- 8.2.1 Immediate cancellation of the Contract.
- 8.2.2 Immediate cancellation of one or more release orders issued under this Contract.
- 8.2.3 Any other remedies available in law or equity.

## 9. MISCELLANEOUS:

9.1. **Contract Manager:** During its performance of this Contract, Vendor must designate and maintain a primary contract manager responsible for overseeing Vendor's responsibilities under this Contract. The Contract manager must be available during normal business hours to address any customer service or other issues related to this Contract. Vendor should list its Contract manager and his or her contact information below.

**Contract Manager:** \_\_\_\_\_

**Telephone Number:** \_\_\_\_\_

**Fax Number:** \_\_\_\_\_

**Email Address:** \_\_\_\_\_

**EXHIBIT A – Pricing Page (06-12-2015)**

Item Number	Part Number	Description	Alternate Item	Alternate Part Number	Unit of Measure	Quantity	Unit Cost	Extended Cost
4.2.1	PAN-PA-5060-SSD2-D or Equal	Next-Generation Firewall PA-5060 or Equal			Each	4		
4.2.2	PAN-SVC-PREM-5060-1YR or Equal	Premium Support or Equal for each Next-Generation Firewall			Each	4		
4.2.2.1	RENEWAL OPTION YEAR 1 - PAN-SVC-PREM-5060-R or Equal	RENEWAL OPTION YEAR 2 - Premium Support or Equal for each Next-Generation Firewall			Each	4		
4.2.2.1	RENEWAL OPTION YEAR 3 - PAN-SVC-PREM-5060-R or Equal	RENEWAL OPTION YEAR 3 - Premium Support or Equal for each Next-Generation Firewall			Each	4		
4.2.2.1	RENEWAL OPTION YEAR 4 - PAN-SVC-PREM-5060-R or Equal	RENEWAL OPTION YEAR 4 - Premium Support or Equal for each Next-Generation Firewall			Each	4		
4.2.3	PAN-M-100-4TB or Equal	Panoramas M-100 with 4TB storage or Equal			Each	2		
4.2.4	PAN-SVC-PREM-M-100-P-100 or Equal	Premium Support or Equal for each Panorama M-100			Each	2		
4.2.4.1	RENEWAL OPTION YEAR 2 - PAN-SVC-PREM-M-100-P-25-R or Equal	RENEWAL OPTION YEAR 2 - Premium Support or Equal for each Panorama M-100			Each	2		
4.2.4.1	RENEWAL OPTION YEAR 3 - PAN-SVC-PREM-M-100-P-25-R or Equal	RENEWAL OPTION YEAR 3 - Premium Support or Equal for each Panorama M-100			Each	2		
4.2.4.1	RENEWAL OPTION YEAR 4 - PAN-SVC-PREM-M-100-P-25-R or Equal	RENEWAL OPTION YEAR 4 - Premium Support or Equal for each Panorama M-100			Each	2		
4.2.5	PAN-WF-500 or Equal	WildFire WF-500 or Equal			Each	1		
4.2.6	PAN-SVC-PREM-WF-500 or Equal	Premium Support for each WildFire or Equal			Each	1		
4.2.6.1	RENEWAL OPTION YEAR 2 - PAN-SVC-PREM-WF-500 or Equal	RENEWAL OPTION YEAR 2 - Premium Support for each WildFire or Equal			Each	1		
4.2.6.1	RENEWAL OPTION YEAR 3 - PAN-SVC-PREM-WF-500 or Equal	RENEWAL OPTION YEAR 3 - Premium Support for each WildFire or Equal			Each	1		
4.2.6.1	RENEWAL OPTION YEAR 4 - PAN-SVC-PREM-WF-500 or Equal	RENEWAL OPTION YEAR 4 - Premium Support for each WildFire or Equal			Each	1		
4.3.1	PAN-PA-5060-URL4-HA2 or Equal	URL Filtering subscription or Equal			Each	4		



**EXHIBIT A – Pricing Page (06-12-2015)**

Item Number	Part Number	Description	Alternate Item	Alternate Part Number	Unit of Measure	Quantity	Unit Cost	Extended Cost
4.3.1.1	RENEWAL OPTION YEAR 2 - PAN-PA-5060-URL4-HA2 or Equal	RENEWAL OPTION YEAR 2 - URL Filtering subscription or Equal			Each	4		
4.3.1.1	RENEWAL OPTION YEAR 3 - PAN-PA-5060-URL4-HA2 or Equal	RENEWAL OPTION YEAR 3 - URL Filtering subscription or Equal			Each	4		
4.3.1.1	RENEWAL OPTION YEAR 4 - PAN-PA-5060-URL4-HA2 or Equal	RENEWAL OPTION YEAR 4 - URL Filtering subscription or Equal			Each	4		
4.3.1.1	RENEWAL OPTION YEAR 5 - PAN-PA-5060-URL4-HA2 or Equal	RENEWAL OPTION YEAR 5 - URL Filtering subscription or Equal			Each	4		
4.3.2	PAN-PA-5060-TP-HA2-R or Equal	Threat Prevention subscription or Equal			Each	4		
4.3.2.1	RENEWAL OPTION YEAR 2 - PAN-PA-5060-TP-HA2-R or Equal	RENEWAL OPTION YEAR 2 - Threat Prevention subscription or Equal			Each	4		
4.3.2.1	RENEWAL OPTION YEAR 3 - PAN-PA-5060-TP-HA2-R or Equal	RENEWAL OPTION YEAR 3 - Threat Prevention subscription or Equal			Each	4		
4.3.2.1	RENEWAL OPTION YEAR 4 - PAN-PA-5060-TP-HA2-R or Equal	RENEWAL OPTION YEAR 4 - Threat Prevention subscription or Equal			Each	4		
4.3.2.1	RENEWAL OPTION YEAR 5 - PAN-PA-5060-TP-HA2-R or Equal	RENEWAL OPTION YEAR 5 - Threat Prevention subscription or Equal			Each	4		
4.3.3	PAN-PA-5060-WF-HA2 or Equal	WildFire subscription or Equal			Each	4		
4.3.3.1	RENEWAL OPTION YEAR 2 - PAN-PA-5060-WF-HA2 or Equal	RENEWAL OPTION YEAR 2 - WildFire subscription or Equal			Each	4		
4.3.3.1	RENEWAL OPTION YEAR 3 - PAN-PA-5060-WF-HA2 or Equal	RENEWAL OPTION YEAR 3 - WildFire subscription or Equal			Each	4		
4.3.3.1	RENEWAL OPTION YEAR 4 - PAN-PA-5060-WF-HA2 or Equal	RENEWAL OPTION YEAR 4 - WildFire subscription or Equal			Each	4		
4.3.3.1	RENEWAL OPTION YEAR 5 - PAN-PA-5060-WF-HA2 or Equal	RENEWAL OPTION YEAR 5 - WildFire subscription or Equal			Each	4		
4.4	Installation, Migration and Training	Installation, Migration and Training			Total	1		
						Total Cost		

**ADDENDUM ACKNOWLEDGEMENT FORM**  
**SOLICITATION NO.:** \_\_\_\_\_

**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 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.

\_\_\_\_\_  
Company

\_\_\_\_\_  
Authorized Signature

\_\_\_\_\_  
Date

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

**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 Vendor Preference, if applicable.

1. **Application is made for 2.5% 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% 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% 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% 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% 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% 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: Alpha Technologies

Signed: [Signature]

Date: 5/28/2015

Title: Sales Exec.

RFQ No. 13-15000-000-15STATE 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.

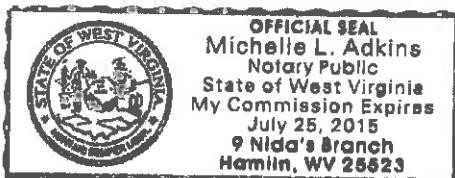
**WITNESS THE FOLLOWING SIGNATURE:**Vendor's Name: Alpha TechnologiesAuthorized Signature: [Signature] Date: 5/28/2015State of West VirginiaCounty of Fulton, to-wit:Taken, subscribed, and sworn to before me this 28 day of May, 2015My Commission expires 7/25, 2015

AFFIX SEAL HERE

NOTARY PUBLIC

[Signature: Michelle Adkins]

Purchasing Affidavit (Revised 07/01/2012)



**QUOTATION**

**Quote #:** 710218303  
**Customer #:** 122882914  
**Contract #:** 74777  
**Customer Agreement #:** One Time Reseller  
**Quote Date:** 06/24/2015  
**Customer Name:** ALPHA TECHNOLOGIES

**Date:** 6/24/2015

Thanks for choosing Dell! Your quote is detailed below; please review the quote for product and informational accuracy. If you find errors or desire certain changes please contact your sales professional as soon as possible.

**Sales Professional Information**

**SALES REP:** JORDAN D CONLEY **PHONE:** 1800 - 4563355  
**Email Address:** [Jordan\\_Conley@Dell.com](mailto:Jordan_Conley@Dell.com) **Phone Ext:** 5130772

GROUP: 1	QUANTITY: 1	SYSTEM PRICE:	GROUP TOTAL:
Description			Quantity
PowerEdge R430 Server (210-ADLO)			1
PowerEdge R430/R530 Motherboard (329-BCBR)			1
Thank you for choosing Dell ProSupport Plus. For tech support, visit <a href="http://www.dell.com/contactdell">http://www.dell.com/contactdell</a> (951-2015)			1
Dell Hardware Limited Warranty Plus On Site Service (997-2924)			1
ProSupport Plus: Mission Critical 4-Hour 7x24 On-Site Service with Emergency Dispatch, 39 Months (997-3079)			1
ProSupport Plus: 7x24 HW/SW Tech Support and Assistance, 39 Months (997-3091)			1
Dell Proactive Systems Management - Declined - <a href="http://www.dell.com/Proactive">www.dell.com/Proactive</a> (909-0259)			1
On-Site Installation Declined (900-9997)			1
Declined Remote Consulting Service (973-2426)			1
US Order (332-1286)			1
PowerEdge R430 Shipping (340-AMJF)			1
Riser with Two x16 PCIe Gen3 LP slots (x16 PCIe lanes), R430 (330-BBEF)			1
On-Board LOM 1GBE (Dual Port for Towers, Quad Port for Racks) (542-BBCO)			1
iDRAC Port Card (330-BBDX)			1
iDRAC8 Enterprise, integrated Dell Remote Access Controller, Enterprise (385-BBHO)			1
2.5" Chassis with up to 8 Hot Plug Hard Drives (321-BBNK)			1
Bezel 8 Drive Chassis (325-BBII)			1
Performance BIOS Settings (384-BBBL)			1
UEFI BIOS (800-BBDM)			1
RAID 10 for H330/H730/H730P (4-8 HDDs or SSDs in pairs) (780-BBPP)			1
PERC H730 Integrated RAID Controller, 1GB Cache (405-AAEG)			1
SanDisk DAS Cache, 90 Day Trial License (632-BBDC)			1
Intel Xeon E5-2640 v3 2.6GHz, 20M Cache, 8.00GT/s QPI, Turbo, HT, 8C/16T (90W) Max Mem 1866MHz (338-BFFO)			1
No Additional Processor (374-BBBX)			1
16GB RDIMM, 2133 MT/s, Dual Rank, x4 Data Width (370-ABUG)			4
2133MT/s RDIMMs (370-ABUF)			1
Performance Optimized (370-AAIP)			1

1.2TB 10K RPM SAS 6Gbps 2.5in Hot-plug Hard Drive,13G (400-AEFO)	4
Electronic System Documentation and OpenManage DVD Kit for R430 (343-BBDT)	1
DVD+/-RW SATA Internal (429-AAQL)	1
ReadyRails Sliding Rails With Cable Management Arm (770-BBBL)	1
Dual, Hot-plug, Redundant Power Supply (1+1), 550W (450-AEGZ)	1
NEMA 5-15P to C13 Wall Plug, 125 Volt, 15 AMP, 10 Feet (3m), Power Cord, North America (450-AALV)	2
Internal Dual SD Module (330-BBCL)	1
Redundant SD Cards Enabled (385-BBCF)	1
8GB SD Card For IDSDM (385-BBHU)	1
8GB SD Card For IDSDM (385-BBHU)	1
No Operating System (619-ABVR)	1
No Media Required (421-5736)	1
30 days Trial License for VMware Enterprise Plus (600-BBBC)	1
VMware ESXi 5.5 U2 Embedded Image on Flash Media (600-BBQB)	1
DIMM Blanks for System with 1 Processor (370-ABXO)	1
135W Heatsink for PowerEdge R430 (374-BBIJ)	1

**\*Total Purchase Price:****Product Subtotal:****Tax:****Shipping & Handling:****State Environmental Fee:****Shipping Method:**

LTL 5 DAY OR LESS

(\* Amount denoted in \$)

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If this purchase includes services: in addition to the foregoing applicable terms, Dell's Service Terms ([www.dell.com/servicecontracts/global](http://www.dell.com/servicecontracts/global)).

If this purchase includes software: in addition to the foregoing applicable terms, your use of the software is subject to the license terms accompanying the software, and in the absence of such terms,

then use of the Dell-branded application software is subject to the Dell End User License Agreement - Type A ([www.dell.com/AEULA](http://www.dell.com/AEULA)) and use of the Dell-branded system software is subject to the Dell End User License Agreement - Type S ([www.dell.com/SEULA](http://www.dell.com/SEULA)).

You acknowledge having read and agree to be bound by the foregoing applicable terms in their entirety. Any terms and conditions set forth in your purchase order or any other correspondence that are in addition to, inconsistent or in conflict with, the foregoing applicable online terms will be of no force or effect unless specifically agreed to in a writing signed by Dell that expressly references such terms.

**Additional Terms for Public Customers**

If you are a department, agency, division, or office of any district, state, county or municipal government within the United States ("Public Customer"), the following terms ("Public Customer Terms") apply in addition to the foregoing terms: A. If any portion of the foregoing terms and conditions (or any terms referenced therein) is prohibited by law, such portion shall not apply to you. Notwithstanding anything to the contrary, the End User License Agreements shall take precedence in all conflicts relevant to your use of any software. B. By placing your order, you confirm that (1) you are a contracting officer or other authorized representative of Public Customer with authority to bind the Public Customer to these terms and conditions, and (2) you have read and agree to be bound by these terms and conditions.

**Pricing, Taxes, and Additional Information**

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**QUOTATION**

Quote #: 710218309  
Customer #: 122882914  
Contract #: 74777  
Customer Agreement #: One Time Reseller  
Quote Date: 06/24/2015  
Customer Name: ALPHA TECHNOLOGIES

Date: 6/24/2015

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SALES REP: JORDAN D CONLEY      PHONE: 1800 - 4563355  
Email Address: [Jordan\\_Conley@Dell.com](mailto:Jordan_Conley@Dell.com)      Phone Ext: 5130772

**SOFTWARE & ACCESSORIES****GROUP TOTAL: \$1,496.25**

Product	Quantity	Unit Price	Total
Network Security Basic Administrator Training - 2-Day Instructor-Led Class - 1 Seat (A7487186)	1		

**\*Total Purchase Price:****Product Subtotal:****Tax:****Shipping & Handling:****State Environmental Fee:****Shipping Method:**

LTL 5 DAY OR LESS  
(\* Amount denoted in \$)

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**QUOTATION**

**Quote #:** 710218304  
**Customer #:** 122882914  
**Contract #:** 74777  
**Customer Agreement #:** One Time Reseller  
**Quote Date:** 06/24/2015  
**Customer Name:** ALPHA TECHNOLOGIES

**Date:** 6/24/2015

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**Sales Professional Information**

**SALES REP:** JORDAN D CONLEY  
**PHONE:** 1800 - 4563355  
**Email Address:** [Jordan\\_Conley@Dell.com](mailto:Jordan_Conley@Dell.com)  
**Phone Ext:** 5130772

**SOFTWARE & ACCESSORIES****GROUP TOTAL:**

Product	Quantity	Unit Price	Total
Dell SonicWALL SuperMassive 9600 Security Appliance with 1-Year Total Secure (A6833446)	2		
Dell SonicWALL SuperMassive 9600 High Availability - 1-User (A6833418)	2		
1YR CGSS BUNDL FOR SUPERMASSIVE 9600 (A7483606)	3		
SonicWALL GMS 5 Node Software License (A7487143)	1		
SonicWALL GMS E-Class 24x7 Software Support For 5 Node (1 Yr) (A7487153)	4		

**\*Total Purchase Price:****Product Subtotal:****Tax:****Shipping & Handling:****State Environmental Fee:****Shipping Method:**

LTL 5 DAY OR LESS  
 (\* Amount denoted in \$)

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**Customer Agreement #:** One Time Reseller  
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**PHONE:** 1800 - 4563355  
**Phone Ext:** 5130772

**SOFTWARE & ACCESSORIES****GROUP TOTAL: \$6,652.50**

Product	Quantity	Unit Price	Total
1-Day Custom Onsite Training, All Inclusive, Minimum 5 Students (Domestic) (A7487195)	1		

**\*Total Purchase Price:****Product Subtotal:****Tax:****Shipping & Handling:****State Environmental Fee:****Shipping Method:**

LTN 5 DAY OR LESS  
(\* Amount denoted in \$)

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You acknowledge having read and agree to be bound by the foregoing applicable terms in their entirety. Any terms and conditions set forth in your purchase order or any other correspondence that are in addition to, inconsistent or in conflict with, the foregoing applicable online terms will be of no force or effect unless specifically agreed to in a writing signed by Dell that expressly references such terms.

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If you are a department, agency, division, or office of any district, state, county or municipal government within the United States ("Public Customer"), the following terms ("Public Customer Terms") apply in addition to the foregoing terms: A. If any portion of the foregoing terms and conditions (or any terms referenced therein) is prohibited by law, such portion shall not apply to you. Notwithstanding anything to the contrary, the End User License Agreements shall take precedence in all conflicts relevant to your use of any software. B. By placing your order, you confirm that (1) you are a contracting officer or other authorized representative of Public Customer with authority to bind the Public Customer to these terms and conditions, and (2) you have read and agree to be bound by these terms and conditions.

#### **Pricing, Taxes, and Additional Information**

All product, pricing, and other information is valid for U.S. customers and U.S. addresses only, and is based on the latest information available and may be subject to change. Dell reserves the right to cancel quotes and orders arising from pricing or other errors. Sales tax on products shipped is based on your "Ship To" address, and for software downloads is based on your "Bill To" address. Please indicate any tax-exempt status on your PO, and fax your exemption certificate, including your Customer Number, to the Dell Tax Department at 800-433-9023. Please ensure that your tax-exemption certificate reflects the correct Dell entity name: Dell Marketing L.P. Note: All tax quoted above is an estimate; final taxes will be listed on the invoice. If you have any questions regarding tax please send an e-mail to [Tax\\_Department@dell.com](mailto:Tax_Department@dell.com).

For certain products shipped to end-users in California, a State Environmental Fee will be applied to your invoice. Dell encourages customers to dispose of electronic equipment properly.

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Dell respects your privacy. Across our business, around the world, Dell will collect, store, and use customer information only to support and enhance our relationship with your organization, for example, to process your purchase, provide service and support, and share product, service, and company news and offerings with you. Dell does not sell your personal information. For a complete statement of our Global Privacy Policy, please visit [dell.com/privacy](http://dell.com/privacy).

**QUOTATION**

**Quote #:** 710218312  
**Customer #:** 122882914  
**Contract #:** 74777  
**Customer Agreement #:** One Time Reseller  
**Quote Date:** 06/24/2015  
**Customer Name:** ALPHA TECHNOLOGIES

**Date:** 6/24/2015

Thanks for choosing Dell! Your quote is detailed below; please review the quote for product and informational accuracy. If you find errors or desire certain changes please contact your sales professional as soon as possible.

**Sales Professional Information**

**SALES REP:** JORDAN D CONLEY  
**Email Address:** [Jordan\\_Conley@Dell.com](mailto:Jordan_Conley@Dell.com)  
**PHONE:** 1800 - 4563355  
**Phone Ext:** 5130772

**SOFTWARE & ACCESSORIES****GROUP TOTAL:**

Product	Quantity	Unit Price	Total
Network Security Advanced Administration (A7487187)	1		

**\*Total Purchase Price:**

**Product Subtotal:**

**Tax:**

**Shipping & Handling:**

**State Environmental Fee:**

**Shipping Method:**

LTl 5 DAY OR LESS  
(\* Amount denoted in \$)

Order this quote easily online through your [Premier page](#), or if you do not have Premier, using [Quote to Order](#)

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The information in this document is believed to be accurate. However, Dell assumes no responsibility for inaccuracies, errors, or omissions, and shall not be liable for direct, indirect, special, incidental, or consequential damages resulting from any such error or omission. Dell is not responsible for pricing or other errors, and reserves the right to cancel orders arising from such errors.

Dell may make changes to this proposal including changes or updates to the products and services described, including pricing, without notice or obligation.

**Terms of Sale**

This quote is valid for 30 days unless otherwise stated. Unless you have a separate written agreement that specifically applies to this order, your order will be subject to and governed by the following agreements, each of which are incorporated herein by reference and available in hardcopy from Dell at your request:

If this purchase is for your internal use only: Dell's Commercial Terms of Sale ([www.dell.com/CTS](http://www.dell.com/CTS)), which incorporate Dell's U.S. Return Policy ([www.dell.com/returnpolicy](http://www.dell.com/returnpolicy)) and Warranty ([www.dell.com/warrantyterms](http://www.dell.com/warrantyterms)).

If this purchase is intended for resale: Dell's Reseller Terms of Sale ([www.dell.com/resellerterms](http://www.dell.com/resellerterms)).

If this purchase includes services: in addition to the foregoing applicable terms, Dell's Service Terms ([www.dell.com/servicecontracts/global](http://www.dell.com/servicecontracts/global)).

If this purchase includes software: in addition to the foregoing applicable terms, your use of the software is subject to the license terms accompanying the software, and in the absence of such terms, then use of the Dell-branded application software is subject to the Dell End User License Agreement - Type A ([www.dell.com/AEULA](http://www.dell.com/AEULA)) and use of the Dell-branded system software is subject to the Dell End User License Agreement - Type S ([www.dell.com/SEULA](http://www.dell.com/SEULA)).

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**We have prepared a quote for you**

**ISC1500000015 -Dell**

**Quote #005841**

Version 1



# Alpha Technologies

Main: 3042017485

Email: dchambers@alpha-tech.us

Web: www.alpha-tech.us

## Prepared For:

WV Office of Technology  
Andrew Lore  
1900 Kanawha Blvd E Building 5 10th Floor  
Charleston, WV 25305  
andrew.c.lore@wv.gov

## Prepared By

David Chambers  
Phone: 3042017485  
Email: dchambers@alpha-tech.us

Quote ID: 005841

Date: Tuesday, June 30, 2015

Expires: Tuesday, July 28, 2015

## Hardware

Description	Price	Qty	Ext. Price
210-ADLO "(710218303) PowerEdge R430 Server"	\$7,460.29	1	\$7,460.29
A6833446 "(710218304) Dell SonicWALL SuperMassive 9600 Security Appliance with 1-Year Total Secure"	\$195,674.17	1	\$195,674.17
A7487186 "(710218309) Network Security Basic Administrator Training - 2-Day Instructor-Led Class"	\$1,662.50	1	\$1,662.50
A7487187 "(710218312) Network Security Advanced Administration"	\$1,662.50	1	\$1,662.50
A7487195 "(710218315) 1-Day Custom Onsite Training, All Inclusive, Minimum 5 Students"	\$7,391.67	1	\$7,391.67
Hardware Subtotal			\$213,851.13

## Quote Summary

Description	Amount
Hardware	\$213,851.13
<b>Subtotal</b>	<b>\$213,851.13</b>
<b>Tax</b>	<b>\$0.00</b>
<b>Total</b>	<b>\$213,851.13</b>

# Alpha Technologies

Main: 3042017485

Email: [dcchambers@alpha-tech.us](mailto:dcchambers@alpha-tech.us)

Web: [www.alpha-tech.us](http://www.alpha-tech.us)

Taxes, shipping, handling and other fees may apply. We reserve the right to cancel orders arising from pricing or other errors.


Signature \_\_\_\_\_

Date \_\_\_\_\_

### CERTIFICATION AND SIGNATURE PAGE

By signing below, or submitting documentation through wvOASIS, 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, offer or proposal for review and consideration; that I am authorized by the vendor to execute and submit this bid, offer, or proposal, or any documents related thereto on vendor's behalf; that I am authorized to bind the vendor in a contractual relationship; and that to the best of my knowledge, the vendor has properly registered with any State agency that may require registration.

Alpha Technologies  
(Company)

 David Chambers Sales Executive  
(Authorized Signature) (Representative Name, Title)

304-721-8887 304 201 2610  
(Phone Number) (Fax Number) (Date)

06/09/15 12:58:59  
WV Purchasing Division