



A Proposal to

State of West Virginia

for

Telecommunications Transport RFP

COST PROPOSAL

April 18, 2016

Presented by:

Sandra Hawkins
Sr. Client Executive

4700 Maccorkle Avenue SE
Charleston, WV 25304
(304) 356-3395
(304) 807-0207
sandra.k.hawkins@verizon.com

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Table of Contents

General Information..... ii

Attachment B – Mandatory Specification Checklist 1

Attachment C – Cost Sheet..... 3

Attachment D – Clarification of Terms and Conditions 4

 GENERAL TERMS AND CONDITIONS: 4

General Information

NATURE OF PROPOSAL

This RFP response is submitted to the West Virginia Purchasing Division on behalf of West Virginia Office of Technology (referred to herein as "Customer") by Verizon Business Network Services Inc. on behalf of its affiliate, MCI Communications Services, Inc. d/b/a Verizon Business Services (individually and collectively referred to herein as "Verizon"). Notwithstanding anything to the contrary contained in the RFP documents, Verizon does not consider this RFP response as legally binding to provide the Services described herein until all exceptions have been resolved, a mutual understanding is reached and a contract is executed. As permitted in the WV Purchasing Division's Procedures Handbook, Section 7.2.19, Verizon also submits additional terms and conditions reflected in Verizon's Service Agreement, which is incorporated and included in Verizon's response. Verizon has included a signed WV-96 and understands Verizon's terms and conditions shall not supersede the WV-96 terms and conditions where a conflict arises.

GENERAL DISCLAIMER

Verizon shall have no liability to Customer whatsoever for any failure to enter into such further discussions or contractual relations. The information provided in this document is based, among other things, upon certain information provided by Customer on which Verizon has made various assumptions. It is also based on certain further assumptions (which may not be expressly stated), which Verizon considers to be valid but the accuracy of which it is unable to assess prior to the conduct of a due diligence exercise. While Verizon has used its reasonable efforts to ensure that the information provided in this document is accurate and up to date, it does not warrant or represent its accuracy. Verizon shall have no liability whatsoever (whether in negligence or otherwise) to Customer or any other party relying on any such information in the event that it is shown to be inaccurate, misleading, out of date or otherwise incorrect.

SUBCONTRACTORS

If subcontractors are to be involved in the provision of services contemplated in this RFP response, this RFP response and any resulting agreement are dependent upon Verizon being able to negotiate commercially reasonable underlying agreements with such subcontractors.

Attachment B – Mandatory Specification Checklist

5.8 Pricing Requirements

5.8.1 *Since this solicitation is for statewide telecommunications services to be provided by a single Vendor, the Vendor must provide costs for all services identified on the Cost Sheet (Attachment C). Failure to complete the Costs Sheet in its entirety will result in the Vendor's bid being disqualified.*

Verizon Response

Verizon has read, understands, and will comply. Please review Attachment C, which is included within this proposal.

5.8.2 *Any non-recurring costs must be clearly identified and defined on the Cost Sheet. Failure on the part of the Vendor to include this information will result in the State denying any charges that exceed the monthly recurring costs for the specified services.*

Verizon Response

Verizon has read, understands, and will comply. Please review Attachment C, which is included within this proposal.

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

Verizon Business Network Services, Inc. on behalf of MCI
Communications Services Inc. dba Verizon Business Services
(Company)

Marsha K. Harrell, Senior Consultant - Pricing/Contract
Management
(Representative Name, Title)



Marsha K Harrell
Senior Consultant
Contract Management

Phone: (304) 356-3395 / Fax: (304) 356-3590
(Contact Phone/Fax Number)

March 28, 2016
(Date)

Attachment C – Cost Sheet

Please refer to our attached icon(s) below, pertaining to the Cost Sheet. For hardcopy purposes, please review the following page(s).



MPLS Attachment C -
Cost Sheet.xlsx

Attachment C: COST SHEET

The quantities indicated below (Column B) are the best estimate of network inventory near the time of release.
 If the inventory changed after data capture or was missed during the data capture, it does not change the evaluation.
 The evaluation will be based on the quantities represented in this section. Vendors must provide costs for each Service, including \$0 if applicable.
 If there were not any current installations of a circuit type being requested under this RFP, it was represented with a quantity of 1 for evaluation purposes.
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 Column D is calculated by multiplying twelve (12) months by Column B and Column C.
 Column F is calculated by multiplying Column B and Column E to show the total cost for Non-Recurring.
 Column G is calculated by adding Column D and Column F to show the total cost for both Annual and Non-recurring costs.

A	B	C	D	E	F	G
Description of Service	Qty	Monthly Recurring Cost (MRC) - Vendor Response	Annual Cost - Calculated (12 * B * C)	Non-Recurring Cost (NRC) - Vendor Response	Total NRC -- Calculated (B * E)	Total Cost ---- Calculated (D + F)
Private Line DS0						
Private Line DS0	1	\$383.00	\$4,596.00	\$0.00	\$0.00	\$4,596.00
Private Line DS1	10	\$456.00	\$54,720.00	\$0.00	\$0.00	\$54,720.00
Private Line DS3	1	\$1,110.00	\$13,320.00	\$0.00	\$0.00	\$13,320.00
Switched Ethernet (EA) to MPLS replacing Switched Ethernet						
Switched Ethernet 1Mbps	1	\$383.00	\$4,596.00	\$0.00	\$0.00	\$4,596.00
Switched Ethernet 3Mbps	26	\$456.00	\$142,272.00	\$0.00	\$0.00	\$142,272.00
Switched Ethernet 5Mbps	11	\$503.00	\$66,396.00	\$0.00	\$0.00	\$66,396.00
Switched Ethernet 10Mbps	446	\$575.00	\$3,077,400.00	\$0.00	\$0.00	\$3,077,400.00
Switched Ethernet 20Mbps	31	\$732.00	\$272,304.00	\$0.00	\$0.00	\$272,304.00
Switched Ethernet 25Mbps	7	\$857.00	\$71,988.00	\$0.00	\$0.00	\$71,988.00
Switched Ethernet 50Mbps	66	\$1,110.00	\$879,120.00	\$0.00	\$0.00	\$879,120.00
Switched Ethernet 75Mbps	3	\$1,207.00	\$43,452.00	\$0.00	\$0.00	\$43,452.00
Switched Ethernet 100Mbps	510	\$1,275.00	\$7,803,000.00	\$0.00	\$0.00	\$7,803,000.00
Switched Ethernet 150Mbps	1	\$1,448.00	\$17,376.00	\$0.00	\$0.00	\$17,376.00
Switched Ethernet 200Mbps	15	\$1,450.00	\$261,000.00	\$0.00	\$0.00	\$261,000.00
Switched Ethernet 250Mbps	8	\$1,508.00	\$144,768.00	\$0.00	\$0.00	\$144,768.00
Switched Ethernet 300Mbps	3	\$1,500.00	\$54,000.00	\$0.00	\$0.00	\$54,000.00
Switched Ethernet 350Mbps	1	\$1,568.00	\$18,816.00	\$0.00	\$0.00	\$18,816.00
Switched Ethernet 450Mbps	1	\$1,632.00	\$19,584.00	\$0.00	\$0.00	\$19,584.00
Switched Ethernet 500Mbps	15	\$1,632.00	\$293,760.00	\$0.00	\$0.00	\$293,760.00
Switched Ethernet 1Gbps	120	\$1,807.00	\$2,602,080.00	\$0.00	\$0.00	\$2,602,080.00
Switched Ethernet 2Gbps	1	\$2,618.00	\$31,416.00	\$0.00	\$0.00	\$31,416.00
Switched Ethernet 3Gbps	1	\$3,090.00	\$37,080.00	\$0.00	\$0.00	\$37,080.00
Switched Ethernet 4Gbps	1	\$3,640.00	\$43,680.00	\$0.00	\$0.00	\$43,680.00
Switched Ethernet 5Gbps	1	\$4,282.00	\$51,384.00	\$0.00	\$0.00	\$51,384.00
Switched Ethernet 6Gbps	1	\$5,034.00	\$60,408.00	\$0.00	\$0.00	\$60,408.00
Switched Ethernet 7Gbps	1	\$5,915.00	\$70,980.00	\$0.00	\$0.00	\$70,980.00
Switched Ethernet 8Gbps	1	\$6,948.00	\$83,376.00	\$0.00	\$0.00	\$83,376.00
Switched Ethernet 9Gbps	1	\$8,162.00	\$97,944.00	\$0.00	\$0.00	\$97,944.00
Switched Ethernet 10Gbps	1	\$9,589.00	\$115,068.00	\$0.00	\$0.00	\$115,068.00
Frame Relay 64K						
Frame Relay 64K	15	\$383.00	\$68,940.00	\$0.00	\$0.00	\$68,940.00
Frame Relay 256K	1	\$383.00	\$4,596.00	\$0.00	\$0.00	\$4,596.00
Frame Relay 512K	1	\$383.00	\$4,596.00	\$0.00	\$0.00	\$4,596.00
Frame Relay T1	200	\$456.00	\$1,094,400.00	\$0.00	\$0.00	\$1,094,400.00
Multilink Bonded T1s (2)	1	\$456.00	\$5,472.00	\$0.00	\$0.00	\$5,472.00
Multilink Bonded T1s (3)	1	\$503.00	\$6,036.00	\$0.00	\$0.00	\$6,036.00
Multilink Bonded T1s (4)	1	\$575.00	\$6,900.00	\$0.00	\$0.00	\$6,900.00
Multilink Bonded T1s (5)	1	\$575.00	\$6,900.00	\$0.00	\$0.00	\$6,900.00
Multilink Bonded T1s (6)	1	\$575.00	\$6,900.00	\$0.00	\$0.00	\$6,900.00

Attachment C: COST SHEET

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 Column F is calculated by multiplying Column B and Column E to show the total cost for Non-Recurring.
 Column G is calculated by adding Column D and Column F to show the total cost for both Annual and Non-recurring costs.

A	B	C	D	E	F	G
Description of Service	Qty	Monthly Recurring Cost (MRC) - Vendor Response	Annual Cost - Calculated (12 * B * C)	Non-Recurring Cost (NRC) - Vendor Response	Total NRC -- Calculated (B * E)	Total Cost ---- Calculated (D + F)
Frame Relay 3Mbps	1	\$456.00	\$5,472.00	\$0.00	\$0.00	\$5,472.00
Frame Relay 6Mbps	1	\$575.00	\$6,900.00	\$0.00	\$0.00	\$6,900.00
Frame Relay 9Mbps	1	\$575.00	\$6,900.00	\$0.00	\$0.00	\$6,900.00
Frame Relay DS0	1	\$383.00	\$4,596.00	\$0.00	\$0.00	\$4,596.00
Frame Relay DS1	1	\$456.00	\$5,472.00	\$0.00	\$0.00	\$5,472.00
Fractional Frame Relay DS1	1	\$456.00	\$5,472.00	\$0.00	\$0.00	\$5,472.00
Frame Relay DS3	1	\$1,110.00	\$13,320.00	\$0.00	\$0.00	\$13,320.00
Fractional Frame Relay DS3	1	\$1,110.00	\$13,320.00	\$0.00	\$0.00	\$13,320.00
Priced as Ethernet Access (EA) to MPLS replacing ATM						
ATM T1	4	\$456.00	\$21,888.00	\$0.00	\$0.00	\$21,888.00
ATM 3Mbps	1	\$456.00	\$5,472.00	\$0.00	\$0.00	\$5,472.00
ATM 6Mbps	1	\$575.00	\$6,900.00	\$0.00	\$0.00	\$6,900.00
ATM 9Mbps	1	\$575.00	\$6,900.00	\$0.00	\$0.00	\$6,900.00
ATM12Mbps	1	\$732.00	\$8,784.00	\$0.00	\$0.00	\$8,784.00
ATM DS1	1	\$456.00	\$5,472.00	\$0.00	\$0.00	\$5,472.00
ATM DS3	1	\$1,110.00	\$13,320.00	\$0.00	\$0.00	\$13,320.00
ATM Fractional DS3	1	\$1,110.00	\$13,320.00	\$0.00	\$0.00	\$13,320.00
ATM OC3	1	\$456.00	\$5,472.00	\$0.00	\$0.00	\$5,472.00
ATM OC12	1	\$1,632.00	\$19,584.00	\$0.00	\$0.00	\$19,584.00
ATM OC48	1	\$3,090.00	\$37,080.00	\$0.00	\$0.00	\$37,080.00
Ethernet Access (EA) to MPLS						
MPLS P2P T1	76	\$456.00	\$415,872.00	\$0.00	\$0.00	\$415,872.00
MPLS P2P DS3	7	\$1,110.00	\$93,240.00	\$0.00	\$0.00	\$93,240.00
MPLS Frame Relay 64K	1	\$383.00	\$4,596.00	\$0.00	\$0.00	\$4,596.00
MPLS Frame Relay T1	1	\$456.00	\$5,472.00	\$0.00	\$0.00	\$5,472.00
MPLS Frame Relay DS3	1	\$1,110.00	\$13,320.00	\$0.00	\$0.00	\$13,320.00
MPLS ATM T1	1	\$456.00	\$5,472.00	\$0.00	\$0.00	\$5,472.00
MPLS ATM 3Mbps	1	\$456.00	\$5,472.00	\$0.00	\$0.00	\$5,472.00
MPLS ATM 6Mbps	1	\$575.00	\$6,900.00	\$0.00	\$0.00	\$6,900.00
MPLS ATM 9Mbps	1	\$575.00	\$6,900.00	\$0.00	\$0.00	\$6,900.00
MPLS ATM 12Mbps	1	\$732.00	\$8,784.00	\$0.00	\$0.00	\$8,784.00
MPLS ATM DS3	1	\$1,110.00	\$13,320.00	\$0.00	\$0.00	\$13,320.00
MPLS ATM OC3	1	\$456.00	\$5,472.00	\$0.00	\$0.00	\$5,472.00
MPLS Ethernet 1Mbps	1	\$383.00	\$4,596.00	\$0.00	\$0.00	\$4,596.00
MPLS Ethernet 3Mbps	1	\$456.00	\$5,472.00	\$0.00	\$0.00	\$5,472.00
MPLS Ethernet 5Mbps	1	\$503.00	\$6,036.00	\$0.00	\$0.00	\$6,036.00
MPLS Ethernet 10Mbps	2	\$575.00	\$13,800.00	\$0.00	\$0.00	\$13,800.00
MPLS Ethernet 20Mbps	4	\$732.00	\$35,136.00	\$0.00	\$0.00	\$35,136.00
MPLS Ethernet 25Mbps	2	\$857.00	\$20,568.00	\$0.00	\$0.00	\$20,568.00
MPLS Ethernet 75Mbps	1	\$1,207.00	\$14,484.00	\$0.00	\$0.00	\$14,484.00

Attachment C: COST SHEET

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A	B	C	D	E	F	G
Description of Service	Qty	Monthly Recurring Cost (MRC) - Vendor Response	Annual Cost -- Calculated (12 * B * C)	Non-Recurring Cost (NRC) - Vendor Response	Total NRC -- Calculated (B * E)	Total Cost ---- Calculated (D + F)
MPLS Ethernet 100Mbps	2	\$1,275.00	\$30,600.00	\$0.00	\$0.00	\$30,600.00
MPLS Ethernet 150Mbps	1	\$1,448.00	\$17,376.00	\$0.00	\$0.00	\$17,376.00
MPLS Ethernet 200Mbps	1	\$1,450.00	\$17,400.00	\$0.00	\$0.00	\$17,400.00
MPLS Ethernet 250Mbps	1	\$1,508.00	\$18,096.00	\$0.00	\$0.00	\$18,096.00
MPLS Ethernet 300Mbps	2	\$1,500.00	\$36,000.00	\$0.00	\$0.00	\$36,000.00
MPLS Ethernet 350Mbps	1	\$1,568.00	\$18,816.00	\$0.00	\$0.00	\$18,816.00
MPLS Ethernet 400Mbps	1	\$1,570.00	\$18,840.00	\$0.00	\$0.00	\$18,840.00
MPLS Ethernet 450Mbps	1	\$1,632.00	\$19,584.00	\$0.00	\$0.00	\$19,584.00
MPLS Ethernet 500Mbps	1	\$1,632.00	\$19,584.00	\$0.00	\$0.00	\$19,584.00
MPLS Ethernet 1Gbps	1	\$1,807.00	\$21,684.00	\$0.00	\$0.00	\$21,684.00
MPLS Ethernet 2Gbps	1	\$2,618.00	\$31,416.00	\$0.00	\$0.00	\$31,416.00
MPLS Ethernet 3Gbps	1	\$3,090.00	\$37,080.00	\$0.00	\$0.00	\$37,080.00
MPLS Ethernet 4Gbps	1	\$3,640.00	\$43,680.00	\$0.00	\$0.00	\$43,680.00
MPLS Ethernet 5Gbps	1	\$4,282.00	\$51,384.00	\$0.00	\$0.00	\$51,384.00
MPLS Ethernet 6Gbps	1	\$5,034.00	\$60,408.00	\$0.00	\$0.00	\$60,408.00
MPLS Ethernet 7Gbps	1	\$5,915.00	\$70,980.00	\$0.00	\$0.00	\$70,980.00
MPLS Ethernet 8Gbps	1	\$6,948.00	\$83,376.00	\$0.00	\$0.00	\$83,376.00
MPLS Ethernet 9Gbps	1	\$8,162.00	\$97,944.00	\$0.00	\$0.00	\$97,944.00
MPLS Ethernet 10Gbps	1	\$9,589.00	\$115,068.00	\$0.00	\$0.00	\$115,068.00
PIP Dedicated Standard Port - QOS/COS can be included here or indicated in the next section.						
Ethernet 5 Mbps	1	\$175.00	\$2,100.00	\$0.00	\$0.00	\$2,100.00
Ethernet 10 Mbps	2	\$230.00	\$5,520.00	\$0.00	\$0.00	\$5,520.00
Ethernet 20 Mbps	4	\$423.00	\$20,304.00	\$0.00	\$0.00	\$20,304.00
Ethernet 30 Mbps	2	\$469.00	\$11,256.00	\$0.00	\$0.00	\$11,256.00
Ethernet 50 Mbps	2	\$528.00	\$12,672.00	\$0.00	\$0.00	\$12,672.00
Ethernet 90 Mbps	2	\$801.00	\$19,224.00	\$0.00	\$0.00	\$19,224.00
Ethernet 300 Mbps	1	\$1,650.00	\$19,800.00	\$0.00	\$0.00	\$19,800.00
QOS/COS Charge - If QOS/COS is not included in PIP Dedicated Standard Port Charge immediately preceding this section, please indicate that charge here.						
5 Mbps	1	\$70.00	\$840.00	\$0.00	\$0.00	\$840.00
10 Mbps	2	\$110.00	\$2,640.00	\$0.00	\$0.00	\$2,640.00
20 Mbps	4	\$198.00	\$9,504.00	\$0.00	\$0.00	\$9,504.00
30 Mbps	2	\$285.00	\$6,840.00	\$0.00	\$0.00	\$6,840.00
50 Mbps	2	\$527.00	\$12,648.00	\$0.00	\$0.00	\$12,648.00
90 Mbps	2	\$527.00	\$12,648.00	\$0.00	\$0.00	\$12,648.00
300 Mbps	1	\$2,634.00	\$31,608.00	\$0.00	\$0.00	\$31,608.00

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Description of Service	Qty	Monthly Recurring Cost (MRC) - Vendor Response	Annual Cost -- Calculated (12 * B * C)	Non-Recurring Cost (NRC) - Vendor Response	Total NRC -- Calculated (B * E)	Total Cost --- Calculated (D + F)
Total Annual Costs and Non-Recurring Costs						\$19,508,100.00
Miscellaneous Costs and Information						
		Provided by Vendor (Y or N)	Subcontractor (Y or N)	Hourly Rate	Estimate of Hours	Total Cost
Extension of Circuit demarcation				\$150.00	100	\$15,000.00
				Cost per Circuit Expedite	Estimate of Requests	Total Cost
Expedite Charge				\$1,500.00	100	\$150,000.00
Overall Cost Summary						
Total Annual Costs and Non-Recurring Costs						\$19,508,100.00
Extension of Circuit demarcation						\$15,000.00
Expedite Charge						\$150,000.00
Total Cost for Evaluation						\$19,673,100.00

Attachment D – Clarification of Terms and Conditions

GENERAL TERMS AND CONDITIONS:

6. *PRICING: The pricing set forth herein is firm for the life of the Contract, unless specified elsewhere within this Solicitation/Contract by the State. A Vendor's inclusion of price adjustment provisions in its bid, without an express authorization from the State in the Solicitation to do so, may result in bid disqualification.*

Verizon Response

Additional Special Construction charges are handled on an individual case basis. It is mutually agreeable that both parties would need to agree on final costs before proceeding.