



The following documentation is an electronically-submitted vendor response to an advertised solicitation from the *West Virginia Purchasing Bulletin* within the Vendor Self-Service portal at wvOASIS.gov. As part of the State of West Virginia's procurement process, and to maintain the transparency of the bid-opening process, this documentation submitted online is publicly posted by the West Virginia Purchasing Division at WVPurchasing.gov with any other vendor responses to this solicitation submitted to the Purchasing Division in hard copy format.

Header 4

[List View](#)

General Information

[Contact](#)[Default Values](#)[Discount](#)[Document Information](#)

Procurement Folder: 631147

SO Doc Code: CRFQ

Procurement Type: Central Contract - Fixed Amt

SO Dept: 0210

Vendor ID: VS0000020308

SO Doc ID: ISC2000000005

Legal Name: World Wide Technology

Published Date: 10/21/19

Alias/DBA:

Close Date: 10/23/19

Total Bid: \$1.00

Close Time: 13:30

Response Date: 10/22/2019

Status: Closed

Response Time: 16:54

Solicitation Description: Addendum 4-SMARTNet Total Care
for Core Network (OT20036)

Total of Header Attachments: 4

Total of All Attachments: 4



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

**State of West Virginia
 Solicitation Response**

Proc Folder : 631147

Solicitation Description : Addendum 4-SMARTNet Total Care for Core Network (OT20036)

Proc Type : Central Contract - Fixed Amt

Date issued	Solicitation Closes	Solicitation Response	Version
	2019-10-23 13:30:00	SR 0210 ESR10221900000002540	1

VENDOR
VS0000020308 World Wide Technology

Solicitation Number: CRFQ 0210 ISC2000000005

Total Bid : \$1.00 **Response Date:** 2019-10-22 **Response Time:** 16:54:58

Comments:

FOR INFORMATION CONTACT THE BUYER
 Jessica S Chambers
 (304) 558-0246
 jessica.s.chambers@wv.gov

Signature on File	FEIN #	DATE
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All offers subject to all terms and conditions contained in this solicitation

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Contract Item #1: Total Overall Cost Year 1 & Opt Renew 2-4	1.00000	EA	\$1.000000	\$1.00

Comm Code	Manufacturer	Specification	Model #
81111812			

Extended Description : 4.1.1 Please complete the attached Exhibit A Pricing Page.
4.1.1.1.1 The Vendor must provide coverage for all Cisco hardware listed in Exhibit A - Smartnet for Core Hardware for a minimum of 12 months from November 14, 2019.



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: 631147

Doc Description: SMARTNet Total Care for Core Network (OT20036)

Proc Type: Central Contract - Fixed Amt

Date Issued	Solicitation Closes	Solicitation No	Version
2019-10-02	2019-10-16 13:30:00	CRFQ 0210 ISC2000000005	1

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:

World Wide Technology
 1 World Wide Way
 St. Louis, Missouri 63146
 412-525-0449

FOR INFORMATION CONTACT THE BUYER

Jessica S Chambers
 (304) 558-0246
 jessica.s.chambers@wv.gov

Signature X

FEIN #

431912895

DATE

10/22/2019

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

ADDITIONAL INFORMATION:

The West Virginia Purchasing Division is soliciting bids on behalf of West Virginia Office of Technology (WVOT) to establish a contract for the purchase of Cisco SMART Net Total Care, or Equal for support services for the Agency-owned Cisco networking equipment per the terms and conditions and specifications as attached.

INVOICE TO	SHIP TO
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV25305 US	IS&C - NETWORKING SUPERVISOR DEPARTMENT OF ADMINISTRATION BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV 25305 US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Contract Item #1: Total Overall Cost Year 1 & Opt Renew 2-4	1.00000	EA		

Comm Code	Manufacturer	Specification	Model #
81111812			

Extended Description :

4.1.1 Please complete the attached Exhibit A Pricing Page.

4.1.1.1.1 The Vendor must provide coverage for all Cisco hardware listed in Exhibit A - Smartnet for Core Hardware for a minimum of 12 months from November 14, 2019.

See attached specifications for more details.

INSTRUCTIONS TO VENDORS SUBMITTING BIDS

1. REVIEW DOCUMENTS THOROUGHLY: The attached documents contain a solicitation for bids. Please read these instructions and all documents attached in their entirety. These instructions provide critical information about requirements that if overlooked could lead to disqualification of a Vendor's bid. All bids must be submitted in accordance with the provisions contained in these instructions and the Solicitation. Failure to do so may result in disqualification of Vendor's bid.

2. MANDATORY TERMS: The Solicitation may contain mandatory provisions identified by the use of the words "must," "will," and "shall." Failure to comply with a mandatory term in the Solicitation will result in bid disqualification.

3. PREBID MEETING: The item identified below shall apply to this Solicitation.

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

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

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

An attendance sheet provided at the pre-bid meeting shall serve as the official document verifying attendance. The State will not accept any other form of proof or documentation to verify attendance. Any person attending the pre-bid meeting on behalf of a Vendor must list on the attendance sheet his or her name and the name of the Vendor he or she is representing.

Additionally, the person attending the pre-bid meeting should include the Vendor's E-Mail address, phone number, and Fax number on the attendance sheet. It is the Vendor's responsibility to locate the attendance sheet and provide the required information. Failure to complete the attendance sheet as required may result in disqualification of Vendor's bid.

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

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

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

Submitted e-mails should have solicitation number in the subject line.

Question Submission Deadline: October 9, 2019 at 9:00 AM (EDT)

Submit Questions to: Jessica Chambers

2019 Washington Street, East

Charleston, WV 25305

Fax: (304) 558-4115 (Vendors should not use this fax number for bid submission)

Email: Jessica.S.Chambers@wv.gov

5. VERBAL COMMUNICATION: Any verbal communication between the Vendor and any State personnel is not binding, including verbal communication at the mandatory pre-bid conference. Only information issued in writing and added to the Solicitation by an official written addendum by the Purchasing Division is binding.

6. BID SUBMISSION: All bids must be submitted electronically through wvOASIS or signed and delivered by the Vendor to the Purchasing Division at the address listed below on or before the date and time of the bid opening. Any bid received by the Purchasing Division staff is considered to be in the possession of the Purchasing Division and will not be returned for any reason. The Purchasing Division will not accept bids, modification of bids, or addendum acknowledgment forms via e-mail. Acceptable delivery methods include electronic submission via wvOASIS, hand delivery, delivery by courier, or facsimile.

The bid delivery address is:

Department of Administration, Purchasing Division

2019 Washington Street East

Charleston, WV 25305-0130

A bid that is not submitted electronically through wvOASIS should contain the information listed below on the face of the envelope or the bid may be rejected by the Purchasing Division.:

SEALED BID:

BUYER: Jessica Chambers

SOLICITATION NO.: CRFQ ISC2000000005

BID OPENING DATE: 10/16/2019

BID OPENING TIME: 1:30 PM (EDT)

FAX NUMBER: (304)558-3970

The Purchasing Division may prohibit the submission of bids electronically through wvOASIS at its sole discretion. Such a prohibition will be contained and communicated in the wvOASIS system resulting in the Vendor's inability to submit bids through wvOASIS. Submission of a response to an Expression or Interest or Request for Proposal is not permitted in wvOASIS.

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

BID TYPE: (This only applies to CRFP)

- Technical
 Cost

7. BID OPENING: Bids submitted in response to this Solicitation will be opened at the location identified below on the date and time listed below. Delivery of a bid after the bid opening date and time will result in bid disqualification. For purposes of this Solicitation, a bid is considered delivered when confirmation of delivery is provided by wvOASIS (in the case of electronic submission) or when the bid is time stamped by the official Purchasing Division time clock (in the case of hand delivery).

Bid Opening Date and Time: October 16, 2019 at 1:30 PM (EDT)

Bid Opening Location: Department of Administration, Purchasing Division
2019 Washington Street East
Charleston, WV 25305-0130

8. ADDENDUM ACKNOWLEDGEMENT: Changes or revisions to this Solicitation will be made by an official written addendum issued by the Purchasing Division. Vendor should acknowledge receipt of all addenda issued with this Solicitation by completing an Addendum Acknowledgment Form, a copy of which is included herewith. Failure to acknowledge addenda may result in bid disqualification. The addendum acknowledgement should be submitted with the bid to expedite document processing.

9. BID FORMATTING: Vendor should type or electronically enter the information onto its bid to prevent errors in the evaluation. Failure to type or electronically enter the information may result in bid disqualification.

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

equality of the alternate items. Failure to provide information for alternate items may be grounds for rejection of a Vendor's bid.

This Solicitation is based upon a standardized commodity established under W. Va. Code § 5A-3-61. Vendors are expected to bid the standardized commodity identified. Failure to bid the standardized commodity will result in your firm's bid being rejected.

11. EXCEPTIONS AND CLARIFICATIONS: The Solicitation contains the specifications that shall form the basis of a contractual agreement. Vendor shall clearly mark any exceptions, clarifications, or other proposed modifications in its bid. Exceptions to, clarifications of, or modifications of a requirement or term and condition of the Solicitation may result in bid disqualification.

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

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

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

15. PREFERENCE: Vendor Preference may be requested in purchases of motor vehicles or construction and maintenance equipment and machinery used in highway and other infrastructure projects. Any request for preference must be submitted in writing with the bid, must specifically identify the preference requested with reference to the applicable subsection of West Virginia Code § 5A-3-37, and should include with the bid any information necessary to evaluate and confirm the applicability of the requested preference. A request form to help facilitate the request can be found at:

<http://www.state.wv.us/admin/purchase/vrc/Venpref.pdf>.

15A. RECIPROCAL PREFERENCE: The State of West Virginia applies a reciprocal preference to all solicitations for commodities and printing in accordance with W. Va. Code § 5A-3-37(b). In effect, non-resident vendors receiving a preference in their home states, will see that same preference granted to West Virginia resident vendors bidding against them in West Virginia. A request form to help facilitate the request can be found at:

<http://www.state.wv.us/admin/purchase/vrc/Venpref.pdf>.

16. SMALL, WOMEN-OWNED, OR MINORITY-OWNED BUSINESSES: For any solicitations publicly advertised for bid, in accordance with West Virginia Code §5A-3-37(a)(7) and W. Va. CSR § 148-22-9, any non-resident vendor certified as a small, women-owned, or minority-owned business under W. Va. CSR § 148-22-9 shall be provided the same preference made available to any resident vendor. Any non-resident small, women-owned, or minority-owned business must identify itself as such in writing, must submit that writing to the

Purchasing Division with its bid, and must be properly certified under W. Va. CSR § 148-22-9 prior to contract award to receive the preferences made available to resident vendors. Preference for a non-resident small, women-owned, or minority owned business shall be applied in accordance with W. Va. CSR § 148-22-9.

17. WAIVER OF MINOR IRREGULARITIES: The Director reserves the right to waive minor irregularities in bids or specifications in accordance with West Virginia Code of State Rules § 148-1-4.6.

18. ELECTRONIC FILE ACCESS RESTRICTIONS: Vendor must ensure that its submission in wvOASIS can be accessed and viewed by the Purchasing Division staff immediately upon bid opening. The Purchasing Division will consider any file that cannot be immediately accessed and viewed at the time of the bid opening (such as, encrypted files, password protected files, or incompatible files) to be blank or incomplete as context requires, and are therefore unacceptable. A vendor will not be permitted to unencrypt files, remove password protections, or resubmit documents after bid opening to make a file viewable if those documents are required with the bid. A Vendor may be required to provide document passwords or remove access restrictions to allow the Purchasing Division to print or electronically save documents provided that those documents are viewable by the Purchasing Division prior to obtaining the password or removing the access restriction.

19. NON-RESPONSIBLE: The Purchasing Division Director reserves the right to reject the bid of any vendor as Non-Responsible in accordance with W. Va. Code of State Rules § 148-1-5.3, when the Director determines that the vendor submitting the bid does not have the capability to fully perform, or lacks the integrity and reliability to assure good-faith performance.”

20. ACCEPTANCE/REJECTION: The State may accept or reject any bid in whole, or in part in accordance with W. Va. Code of State Rules § 148-1-4.5. and § 148-1-6.4.b.”

21. YOUR SUBMISSION IS A PUBLIC DOCUMENT: Vendor’s entire response to the Solicitation and the resulting Contract are public documents. As public documents, they will be disclosed to the public following the bid/proposal opening or award of the contract, as required by the competitive bidding laws of West Virginia Code §§ 5A-3-1 et seq., 5-22-1 et seq., and 5G-1-1 et seq. and the Freedom of Information Act West Virginia Code §§ 29B-1-1 et seq.

DO NOT SUBMIT MATERIAL YOU CONSIDER TO BE CONFIDENTIAL, A TRADE SECRET, OR OTHERWISE NOT SUBJECT TO PUBLIC DISCLOSURE.

Submission of any bid, proposal, or other document to the Purchasing Division constitutes your explicit consent to the subsequent public disclosure of the bid, proposal, or document. The Purchasing Division will disclose any document labeled “confidential,” “proprietary,” “trade secret,” “private,” or labeled with any other claim against public disclosure of the documents, to include any “trade secrets” as defined by West Virginia Code § 47-22-1 et seq. All submissions are subject to public disclosure without notice.

22. INTERESTED PARTY DISCLOSURE: West Virginia Code § 6D-1-2 requires that the vendor submit to the Purchasing Division a disclosure of interested parties to the contract for all contracts with an actual or estimated value of at least \$1 Million. That disclosure must occur on the form prescribed and approved by the WV Ethics Commission prior to contract award. A copy of that form is included with this solicitation or can be obtained from the WV Ethics Commission. This requirement does not apply to publicly traded companies listed on a national or international stock exchange. A more detailed definition of interested parties can be obtained from the form referenced above.

23. WITH THE BID REQUIREMENTS: In instances where these specifications require documentation or other information with the bid, and a vendor fails to provide it with the bid, the Director of the Purchasing Division reserves the right to request those items after bid opening and prior to contract award pursuant to the authority to waive minor irregularities in bids or specifications under W. Va. CSR § 148-1-4.6. This authority does not apply to instances where state law mandates receipt with the bid.

GENERAL TERMS AND CONDITIONS:

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

2. DEFINITIONS: As used in this Solicitation/Contract, the following terms shall have the meanings attributed to them below. Additional definitions may be found in the specifications included with this Solicitation/Contract.

2.1. "Agency" or "Agencies" means the agency, board, commission, or other entity of the State of West Virginia that is identified on the first page of the Solicitation or any other public entity seeking to procure goods or services under this Contract.

2.2. "Bid" or "Proposal" means the vendors submitted response to this solicitation.

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

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

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

2.6. "Award Document" means the document signed by the Agency and the Purchasing Division, and approved as to form by the Attorney General, that identifies the Vendor as the contract holder.

2.7. "Solicitation" means the official notice of an opportunity to supply the State with goods or services that is published by the Purchasing Division.

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

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

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

Term Contract

Initial Contract Term: **Initial Contract Term:** This Contract becomes effective on Upon Award and extends for a period of one (1) year(s).

Renewal Term: This Contract may be renewed upon the mutual written consent of the Agency, and the Vendor, with approval of the Purchasing Division and the Attorney General's office (Attorney General approval is as to form only). Any request for renewal should be delivered to the Agency and then submitted to the Purchasing Division thirty (30) days prior to the expiration date of the initial contract term or appropriate renewal term. A Contract renewal shall be in accordance with the terms and conditions of the original contract. Unless otherwise specified below, renewal of this Contract is limited to three (3) successive one (1) year periods or multiple renewal periods of less than one year, provided that the multiple renewal periods do not exceed the total number of months available in all renewal years combined. Automatic renewal of this Contract is prohibited. Renewals must be approved by the Vendor, Agency, Purchasing Division and Attorney General's office (Attorney General approval is as to form only)

Alternate Renewal Term – This contract may be renewed for _____ successive _____ year periods or shorter periods provided that they do not exceed the total number of months contained in all available renewals. Automatic renewal of this Contract is prohibited. Renewals must be approved by the Vendor, Agency, Purchasing Division and Attorney General's office (Attorney General approval is as to form only)

Delivery Order Limitations: In the event that this contract permits delivery orders, a delivery order may only be issued during the time this Contract is in effect. Any delivery order issued within one year of the expiration of this Contract shall be effective for one year from the date the delivery order is issued. No delivery order may be extended beyond one year after this Contract has expired.

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

Fixed Period Contract with Renewals: This Contract becomes effective upon Vendor's receipt of the notice to proceed and part of the Contract more fully described in the attached specifications must be completed within _____ days. Upon completion of the work covered by the preceding sentence, the vendor agrees that maintenance, monitoring, or warranty services will be provided for _____ year(s) thereafter.

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

Other: See attached.

4. NOTICE TO PROCEED: Vendor shall begin performance of this Contract immediately upon receiving notice to proceed unless otherwise instructed by the Agency. Unless otherwise specified, the fully executed Award Document will be considered notice to proceed.

5. QUANTITIES: The quantities required under this Contract shall be determined in accordance with the category that has been identified as applicable to this Contract below.

Open End Contract: Quantities listed in this Solicitation are approximations only, based on estimates supplied by the Agency. It is understood and agreed that the Contract shall cover the quantities actually ordered for delivery during the term of the Contract, whether more or less than the quantities shown.

Service: The scope of the service to be provided will be more clearly defined in the specifications included herewith.

Combined Service and Goods: The scope of the service and deliverable goods to be provided will be more clearly defined in the specifications included herewith.

One Time Purchase: This Contract is for the purchase of a set quantity of goods that are identified in the specifications included herewith. Once those items have been delivered, no additional goods may be procured under this Contract without an appropriate change order approved by the Vendor, Agency, Purchasing Division, and Attorney General's office.

6. EMERGENCY PURCHASES: The Purchasing Division Director may authorize the Agency to purchase goods or services in the open market that Vendor would otherwise provide under this Contract if those goods or services are for immediate or expedited delivery in an emergency. Emergencies shall include, but are not limited to, delays in transportation or an unanticipated increase in the volume of work. An emergency purchase in the open market, approved by the Purchasing Division Director, shall not constitute a breach of this Contract and shall not entitle the Vendor to any form of compensation or damages. This provision does not excuse the State from fulfilling its obligations under a One Time Purchase contract.

7. REQUIRED DOCUMENTS: All of the items checked below must be provided to the Purchasing Division by the Vendor as specified below.

BID BOND (Construction Only): Pursuant to the requirements contained in W. Va. Code § 5-22-1(c), All Vendors submitting a bid on a construction project shall furnish a valid bid bond in the amount of five percent (5%) of the total amount of the bid protecting the State of West Virginia. The bid bond must be submitted with the bid.

PERFORMANCE BOND: The apparent successful Vendor shall provide a performance bond in the amount of 100% of the contract. The performance bond must be received by the Purchasing Division prior to Contract award.

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

In lieu of the Bid Bond, Performance Bond, and Labor/Material Payment Bond, the Vendor may provide certified checks, cashier's checks, or irrevocable letters of credit. Any certified check, cashier's check, or irrevocable letter of credit provided in lieu of a bond must be of the same amount and delivered on the same schedule as the bond it replaces. A letter of credit submitted in lieu of a performance and labor/material payment bond will only be allowed for projects under \$100,000. Personal or business checks are not acceptable. Notwithstanding the foregoing, West Virginia Code § 5-22-1 (d) mandates that a vendor provide a performance and labor/material payment bond for construction projects. Accordingly, substitutions for the performance and labor/material payment bonds for construction projects is not permitted.

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

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

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

8. INSURANCE: The apparent successful Vendor shall furnish proof of the insurance identified by a checkmark below and must include the State as an additional insured on each policy prior to Contract award. The insurance coverages identified below must be maintained throughout the life of this contract. Thirty (30) days prior to the expiration of the insurance policies, Vendor shall provide the Agency with proof that the insurance mandated herein has been continued. Vendor must also provide Agency with immediate notice of any changes in its insurance policies, including but not limited to, policy cancelation, policy reduction, or change in insurers. The apparent successful Vendor shall also furnish proof of any additional insurance requirements contained in the specifications prior to Contract award regardless of whether or not that insurance requirement is listed in this section.

Vendor must maintain:

Commercial General Liability Insurance in at least an amount of: \$1,000,000.00 per occurrence.

Automobile Liability Insurance in at least an amount of: _____ per occurrence.

Professional/Malpractice/Errors and Omission Insurance in at least an amount of: _____ per occurrence. Notwithstanding the forgoing, Vendor's are not required to list the State as an additional insured for this type of policy.

Commercial Crime and Third Party Fidelity Insurance in an amount of: _____ per occurrence.

Cyber Liability Insurance in an amount of: _____ per occurrence.

Builders Risk Insurance in an amount equal to 100% of the amount of the Contract.

Pollution Insurance in an amount of: _____ per occurrence.

Aircraft Liability in an amount of: _____ per occurrence.

Notwithstanding anything contained in this section to the contrary, the Director of the Purchasing Division reserves the right to waive the requirement that the State be named as an additional insured on one or more of the Vendor's insurance policies if the Director finds that doing so is in the State's best interest.

9. WORKERS' COMPENSATION INSURANCE: The apparent successful Vendor shall comply with laws relating to workers compensation, shall maintain workers' compensation insurance when required, and shall furnish proof of workers' compensation insurance upon request.

10. [Reserved]

11. LIQUIDATED DAMAGES: This clause shall in no way be considered exclusive and shall not limit the State or Agency's right to pursue any other available remedy. Vendor shall pay liquidated damages in the amount specified below or as described in the specifications:

_____ for _____

Liquidated Damages Contained in the Specifications

12. ACCEPTANCE: Vendor's signature on its bid, or on the certification and signature page, constitutes an offer to the State that cannot be unilaterally withdrawn, signifies that the product or service proposed by vendor meets the mandatory requirements contained in the Solicitation for that product or service, unless otherwise indicated, and signifies acceptance of the terms and conditions contained in the Solicitation unless otherwise indicated.

13. 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. Notwithstanding the foregoing, Vendor must extend any publicly advertised sale price to the State and invoice at the lower of the contract price or the publicly advertised sale price.

14. PAYMENT IN ARREARS: Payment in advance is prohibited under this Contract. Payment may only be made after the delivery and acceptance of goods or services. The Vendor shall submit invoices, in arrears.

15. PAYMENT METHODS: Vendor must accept payment by electronic funds transfer and P-Card. (The State of West Virginia's Purchasing Card program, administered under contract by a banking institution, processes payment for goods and services through state designated credit cards.)

16. TAXES: The Vendor shall pay any applicable sales, use, personal property or any other taxes arising out of this Contract and the transactions contemplated thereby. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.

17. ADDITIONAL FEES: Vendor is not permitted to charge additional fees or assess additional charges that were not either expressly provided for in the solicitation published by the State of West Virginia or included in the unit price or lump sum bid amount that Vendor is required by the solicitation to provide. Including such fees or charges as notes to the solicitation may result in rejection of vendor's bid. Requesting such fees or charges be paid after the contract has been awarded may result in cancellation of the contract.

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

19. CANCELLATION: The Purchasing Division Director reserves the right to cancel this Contract immediately upon written notice to the vendor if the materials or workmanship supplied do not conform to the specifications contained in the Contract. The Purchasing Division Director may also cancel any purchase or Contract upon 30 days written notice to the Vendor in accordance with West Virginia Code of State Rules § 148-1-5.2.b.

20. TIME: Time is of the essence with regard to all matters of time and performance in this Contract.

21. APPLICABLE LAW: This Contract is governed by and interpreted under West Virginia law without giving effect to its choice of law principles. Any information provided in specification manuals, or any other source, verbal or written, which contradicts or violates the West Virginia Constitution, West Virginia Code or West Virginia Code of State Rules is void and of no effect.

22. COMPLIANCE WITH LAWS: Vendor shall comply with all applicable federal, state, and local laws, regulations and ordinances. By submitting a bid, Vendor acknowledges that it has reviewed, understands, and will comply with all applicable laws, regulations, and ordinances.

SUBCONTRACTOR COMPLIANCE: Vendor shall notify all subcontractors providing commodities or services related to this Contract that as subcontractors, they too are required to comply with all applicable laws, regulations, and ordinances. Notification under this provision must occur prior to the performance of any work under the contract by the subcontractor.

23. ARBITRATION: Any references made to arbitration contained in this Contract, Vendor's bid, or in any American Institute of Architects documents pertaining to this Contract are hereby deleted, void, and of no effect.

24. MODIFICATIONS: This writing is the parties' final expression of intent. Notwithstanding anything contained in this Contract to the contrary no modification of this Contract shall be binding without mutual written consent of the Agency, and the Vendor, with approval of the Purchasing Division and the Attorney General's office (Attorney General approval is as to form only). Any change to existing contracts that adds work or changes contract cost, and were not included in the original contract, must be approved by the Purchasing Division and the Attorney General's Office (as to form) prior to the implementation of the change or commencement of work affected by the change.

25. WAIVER: The failure of either party to insist upon a strict performance of any of the terms or provision of this Contract, or to exercise any option, right, or remedy herein contained, shall not be construed as a waiver or a relinquishment for the future of such term, provision, option, right, or remedy, but the same shall continue in full force and effect. Any waiver must be expressly stated in writing and signed by the waiving party.

26. SUBSEQUENT FORMS: The terms and conditions contained in this Contract shall supersede any and all subsequent terms and conditions which may appear on any form documents submitted by Vendor to the Agency or Purchasing Division such as price lists, order forms, invoices, sales agreements, or maintenance agreements, and includes internet websites or other electronic documents. Acceptance or use of Vendor's forms does not constitute acceptance of the terms and conditions contained thereon.

27. ASSIGNMENT: Neither this Contract nor any monies due, or to become due hereunder, may be assigned by the Vendor without the express written consent of the Agency, the Purchasing Division, the Attorney General's office (as to form only), and any other government agency or office that may be required to approve such assignments.

28. WARRANTY: The Vendor expressly warrants that the goods and/or services covered by this Contract will: (a) conform to the specifications, drawings, samples, or other description furnished or specified by the Agency; (b) be merchantable and fit for the purpose intended; and (c) be free from defect in material and workmanship.

29. STATE EMPLOYEES: State employees are not permitted to utilize this Contract for personal use and the Vendor is prohibited from permitting or facilitating the same.

30. PRIVACY, SECURITY, AND CONFIDENTIALITY: The Vendor agrees that it will not disclose to anyone, directly or indirectly, any such personally identifiable information or other confidential information gained from the Agency, unless the individual who is the subject of the information consents to the disclosure in writing or the disclosure is made pursuant to the Agency's policies, procedures, and rules. Vendor further agrees to comply with the Confidentiality Policies and Information Security Accountability Requirements, set forth in <http://www.state.wv.us/admin/purchase/privacy/default.html>.

31. YOUR SUBMISSION IS A PUBLIC DOCUMENT: Vendor's entire response to the Solicitation and the resulting Contract are public documents. As public documents, they will be disclosed to the public following the bid/proposal opening or award of the contract, as required by the competitive bidding laws of West Virginia Code §§ 5A-3-1 et seq., 5-22-1 et seq., and 5G-1-1 et seq. and the Freedom of Information Act West Virginia Code §§ 29B-1-1 et seq.

DO NOT SUBMIT MATERIAL YOU CONSIDER TO BE CONFIDENTIAL, A TRADE SECRET, OR OTHERWISE NOT SUBJECT TO PUBLIC DISCLOSURE.

Submission of any bid, proposal, or other document to the Purchasing Division constitutes your explicit consent to the subsequent public disclosure of the bid, proposal, or document. The Purchasing Division will disclose any document labeled "confidential," "proprietary," "trade secret," "private," or labeled with any other claim against public disclosure of the documents, to include any "trade secrets" as defined by West Virginia Code § 47-22-1 et seq. All submissions are subject to public disclosure without notice.

32. LICENSING: In accordance with West Virginia Code of State Rules § 148-1-6.1.e, Vendor must be licensed and in good standing in accordance with any and all state and local laws and requirements by any state or local agency of West Virginia, including, but not limited to, the West Virginia Secretary of State's Office, the West Virginia Tax Department, West Virginia Insurance Commission, or any other state agency or political subdivision. Obligations related to political subdivisions may include, but are not limited to, business licensing, business and occupation taxes, inspection compliance, permitting, etc. Upon request, the Vendor must provide all necessary releases to obtain information to enable the Purchasing Division Director or the Agency to verify that the Vendor is licensed and in good standing with the above entities.

SUBCONTRACTOR COMPLIANCE: Vendor shall notify all subcontractors providing commodities or services related to this Contract that as subcontractors, they too are required to be licensed, in good standing, and up-to-date on all state and local obligations as described in this section. Obligations related to political subdivisions may include, but are not limited to, business licensing, business and occupation taxes, inspection compliance, permitting, etc. Notification under this provision must occur prior to the performance of any work under the contract by the subcontractor.

33. ANTITRUST: In submitting a bid to, signing a contract with, or accepting a Award Document from any agency of the State of West Virginia, the Vendor agrees to convey, sell, assign, or transfer to the State of West Virginia all rights, title, and interest in and to all causes of action it may now or hereafter acquire under the antitrust laws of the United States and the State of West Virginia for price fixing and/or unreasonable restraints of trade relating to the particular commodities or services purchased or acquired by the State of West Virginia. Such assignment shall be made and become effective at the time the purchasing agency tenders the initial payment to Vendor.

34. VENDOR CERTIFICATIONS: By signing its bid or entering into this Contract, Vendor certifies (1) that its bid or offer was made without prior understanding, agreement, or connection with any corporation, firm, limited liability company, partnership, person or entity submitting a bid or offer for the same material, supplies, equipment or services; (2) that its bid or offer is in all respects fair and without collusion or fraud; (3) that this Contract is accepted or entered into without any prior understanding, agreement, or connection to any other entity that could be considered a violation of law; and (4) that it has reviewed this Solicitation in its entirety; understands the requirements, terms and conditions, and other information contained herein.

Vendor's signature on its bid or offer also affirms that neither it nor its representatives have any interest, nor shall acquire any interest, direct or indirect, which would compromise the performance of its services hereunder. Any such interests shall be promptly presented in detail to the Agency. The individual signing this bid or offer on behalf of Vendor certifies that he or she is authorized by the Vendor to execute this bid or offer or any documents related thereto on Vendor's behalf; that he or she is authorized to bind the Vendor in a contractual relationship; and that, to the best of his or her knowledge, the Vendor has properly registered with any State agency that may require registration.

35. VENDOR RELATIONSHIP: The relationship of the Vendor to the State shall be that of an independent contractor and no principal-agent relationship or employer-employee relationship is contemplated or created by this Contract. The Vendor as an independent contractor is solely liable for the acts and omissions of its employees and agents. Vendor shall be responsible for selecting, supervising, and compensating any and all individuals employed pursuant to the terms of this Solicitation and resulting contract. Neither the Vendor, nor any employees or subcontractors of the Vendor, shall be deemed to be employees of the State for any purpose whatsoever. Vendor shall be exclusively responsible for payment of employees and contractors for all wages and salaries, taxes, withholding payments, penalties, fees, fringe benefits, professional liability insurance premiums, contributions to insurance and pension, or other deferred compensation plans, including but not limited to, Workers' Compensation and Social Security obligations, licensing fees, etc. and the filing of all necessary documents, forms, and returns pertinent to all of the foregoing.

Vendor shall hold harmless the State, and shall provide the State and Agency with a defense against any and all claims including, but not limited to, the foregoing payments, withholdings, contributions, taxes, Social Security taxes, and employer income tax returns.

36. INDEMNIFICATION: The Vendor agrees to indemnify, defend, and hold harmless the State and the Agency, their officers, and employees from and against: (1) Any claims or losses for services rendered by any subcontractor, person, or firm performing or supplying services, materials, or supplies in connection with the performance of the Contract; (2) Any claims or losses resulting to any person or entity injured or damaged by the Vendor, its officers, employees, or subcontractors by the publication, translation, reproduction, delivery, performance, use, or disposition of any data used under the Contract in a manner not authorized by the Contract, or by Federal or State statutes or regulations; and (3) Any failure of the Vendor, its officers, employees, or subcontractors to observe State and Federal laws including, but not limited to, labor and wage and hour laws.

37. PURCHASING AFFIDAVIT: In accordance with West Virginia Code §§ 5A-3-10a and 5-22-1(i), the State is prohibited from awarding a contract to any bidder that owes a debt to the State or a political subdivision of the State, Vendors are required to sign, notarize, and submit the Purchasing Affidavit to the Purchasing Division affirming under oath that it is not in default on any monetary obligation owed to the state or a political subdivision of the state.

38. ADDITIONAL AGENCY AND LOCAL GOVERNMENT USE: This Contract may be utilized by other agencies, spending units, and political subdivisions of the State of West Virginia; county, municipal, and other local government bodies; and school districts (“Other Government Entities”), provided that both the Other Government Entity and the Vendor agree. Any extension of this Contract to the aforementioned Other Government Entities must be on the same prices, terms, and conditions as those offered and agreed to in this Contract, provided that such extension is in compliance with the applicable laws, rules, and ordinances of the Other Government Entity. A refusal to extend this Contract to the Other Government Entities shall not impact or influence the award of this Contract in any manner.

39. CONFLICT OF INTEREST: Vendor, its officers or members or employees, shall not presently have or acquire an interest, direct or indirect, which would conflict with or compromise the performance of its obligations hereunder. Vendor shall periodically inquire of its officers, members and employees to ensure that a conflict of interest does not arise. Any conflict of interest discovered shall be promptly presented in detail to the Agency.

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

Such reports as the Agency and/or the Purchasing Division may request. Requested reports may include, but are not limited to, quantities purchased, agencies utilizing the contract, total contract expenditures by agency, etc.

Quarterly reports detailing the total quantity of purchases in units and dollars, along with a listing of purchases by agency. Quarterly reports should be delivered to the Purchasing Division via email at purchasing.requisitions@wv.gov.

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

After the contract for such services has been approved, but before any such employees are permitted to be on the grounds or in the buildings of the Capitol complex or have access to sensitive or critical information, the service provider shall submit a list of all persons who will be physically present and working at the Capitol complex to the Director of the Division of Protective Services for purposes of verifying compliance with this provision. The State reserves the right to prohibit a service provider’s employees from accessing sensitive or critical information or to be present at the Capitol complex based upon results addressed from a criminal background check.

Revised 08/15/2019

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

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

- a. "State Contract Project" means any erection or construction of, or any addition to, alteration of or other improvement to any building or structure, including, but not limited to, roads or highways, or the installation of any heating or cooling or ventilating plants or other equipment, or the supply of and materials for such projects, pursuant to a contract with the State of West Virginia for which bids were solicited on or after June 6, 2001.
- b. "Steel Products" means products rolled, formed, shaped, drawn, extruded, forged, cast, fabricated or otherwise similarly processed, or processed by a combination of two or more or such operations, from steel made by the open hearth, basic oxygen, electric furnace, Bessemer or other steel making process. The Purchasing Division Director may, in writing, authorize the use of foreign steel products if:
- c. The cost for each contract item used does not exceed one tenth of one percent (.1%) of the total contract cost or two thousand five hundred dollars (\$2,500.00), whichever is greater. For the purposes of this section, the cost is the value of the steel product as delivered to the project; or
- d. The Director of the Purchasing Division determines that specified steel materials are not produced in the United States in sufficient quantity or otherwise are not reasonably available to meet contract requirements.

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

The cost of domestic aluminum, glass, or steel products may be unreasonable if the cost is more than twenty percent (20%) of the bid or offered price for foreign made aluminum, glass, or steel products. If the domestic aluminum, glass or steel products to be supplied or produced in a

“substantial labor surplus area”, as defined by the United States Department of Labor, the cost of domestic aluminum, glass, or steel products may be unreasonable if the cost is more than thirty percent (30%) of the bid or offered price for foreign made aluminum, glass, or steel products. This preference shall be applied to an item of machinery or equipment, as indicated above, when the item is a single unit of equipment or machinery manufactured primarily of aluminum, glass or steel, is part of a public works contract and has the sole purpose or of being a permanent part of a single public works project. This provision does not apply to equipment or machinery purchased by a spending unit for use by that spending unit and not as part of a single public works project.

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

44. INTERESTED PARTY SUPPLEMENTAL DISCLOSURE: W. Va. Code § 6D-1-2 requires that for contracts with an actual or estimated value of at least \$1 million, the vendor must submit to the Agency a supplemental disclosure of interested parties reflecting any new or differing interested parties to the contract, which were not included in the original pre-award interested party disclosure, within 30 days following the completion or termination of the contract. A copy of that form is included with this solicitation or can be obtained from the WV Ethics Commission. This requirement does not apply to publicly traded companies listed on a national or international stock exchange. A more detailed definition of interested parties can be obtained from the form referenced above.

DESIGNATED CONTACT: Vendor appoints the individual identified in this Section as the Contract Administrator and the initial point of contact for matters relating to this Contract.

Carol Harting, Business Development

(Name, Title)

Carol Harting, Business Development

(Printed Name and Title)

1 World Wide Way, St. Louis, MO 63146

(Address)

314-995-6103

(Phone Number) / (Fax Number)

carol.harting@wwt.com

(email address)

CERTIFICATION AND SIGNATURE: By signing below, or submitting documentation through wvOASIS, I certify that I have reviewed this Solicitation in its entirety; that I understand the requirements, terms and conditions, and other information contained herein; that this bid, offer or proposal constitutes an offer to the State that cannot be unilaterally withdrawn; that the product or service proposed meets the mandatory requirements contained in the Solicitation for that product or service, unless otherwise stated herein; that the Vendor accepts the terms and conditions contained in the Solicitation, unless otherwise stated 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.

World Wide Technology

(Company)



(Authorized Signature) (Representative Name, Title)

Amy Knolly, Client Manager

(Printed Name and Title of Authorized Representative)

10/22/2019

(Date)

412-525-0449

(Phone Number) (Fax Number)

REQUEST FOR QUOTATION
SMART Net Total Care, or Equal

SPECIFICATIONS

1. **PURPOSE AND SCOPE:** The West Virginia Purchasing Division is soliciting bids on behalf of West Virginia Office of Technology (WVOT) to establish a contract for the purchase of Cisco SMART Net Total Care, or Equal for support services for the Agency-owned Cisco networking equipment.
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 **“Business Hours”** means Monday - Friday 8:00 AM to 5:00 PM EST excluding weekends and Federal and State holidays, which 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)
 - 2.2 **“Contract Item”** means SMART Net Total Care, or Equal for maintenance for the WVOT’s critical network hardware as more fully described by these specifications.
 - 2.3 **“Knowledge base”** means a centralized repository for information: a library or database of related information about a particular subject or issue. A knowledge base is used to optimize information collection, organization, and retrieval
 - 2.4 **“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.
 - 2.5 **“RMA”** means Return Material Authorization.
 - 2.6 **“SMARTNet”** refers to Cisco SMART Net Total Care, or Equal, service. Cisco SMART Net Service is a technical support service that provides IT staff with direct, anytime access to Cisco experts and online self-help resources necessary in order to provide assistance with troubleshooting and resolving installation, configuration, operational, and upgrade issues with Cisco products.

REQUEST FOR QUOTATION
SMART Net Total Care, or Equal

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

3. CURRENT ENVIRONMENT:

3.1 The WVOT’s current network environment consists primarily of ASR 1000 series routers, 4500, 5500, 6500, and 7000 series switches, and 5500 series ASAs. This networking environment is the core infrastructure supporting the WVOT’s Agencies’ daily operations of voice and data connectivity. Without the necessary support of this environment, critical applications are at risk.

4. GENERAL REQUIREMENTS:

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

4.1.1 Contract Item #1: Extended Service Agreement - Cisco SMART Net Total Care 8x5xNBD or Equal

4.1.1.1 The Vendor must provide Extended Service Agreement Cisco SMART Net Total Care 8x5xNBD, or Equal, for the Cisco Agency-owned equipment listed on Exhibit A – Pricing Page Smartnet for Core Hardware.

4.1.1.1.1 The Vendor must provide coverage for all Cisco hardware listed in Exhibit A – Pricing Page Smartnet for Core Hardware for a minimum of 12 months from November 14, 2019.

4.1.1.1.2 The Vendor must register all Cisco hardware listed on Exhibit A – Pricing Page with Cisco SMART Net Total Care, or Equal.

4.1.1.1.3 The Vendor solution must provide WVOT staff direct access the Cisco Technical Assistance Center (TAC) to facilitate opening support cases on all covered hardware.

4.1.1.1.4 The Vendor solution must provide WVOT staff 24-hour direct access to Cisco’s knowledge library and support tools.

REQUEST FOR QUOTATION
SMART Net Total Care, or Equal

- 4.1.1.1.5 The Vendor solution must provide WVOT staff access to the Cisco IOS Software Center for the purpose of downloading IOS releases on all covered hardware.
- 4.1.1.1.6 The Vendor must register WVOT staff as administrators of the contract(s) in Cisco's Service Access Management Tool. Cisco Connect Online (CCO) IDs to be provided at the time of award.
- 4.1.1.1.7 The Vendor must replace hardware by Next-Business-Day (NBD) on Cisco equipment covered by SMART Net Total Care 8x5xNBD, or Equal as defined in the SMARTnet Total Care service.
 - 4.1.1.1.7.1 The Vendor must ship replacement within a maximum of 24 hours (Next Business Day) after failure to resolve technical issues using telephone support. The replacement items must be shipped before the close of the next business day.
- 4.1.1.1.8 Replacement parts must be received between the hours of 8:00AM through 5:00PM Eastern Standard Time, Monday through Friday excluding State and Federal holidays and weekends.
 - 4.1.1.1.8.1 Only replacement parts obtained thru Cisco's Return Material Authorization (RMA) process will be accepted. All hardware must be certified by Cisco as new or functional at the same level as new.
- 4.1.1.1.9 Should the Vendor find a line item unrepairable and need replaced, a formal notification via a change order issued by Purchasing Division will be initiated by the Agency to capture changes in equipment via formal memo. Maintenance subscription and coverage will be transferred to any item replaced thru Cisco's RMA process.
- 4.1.1.1.10 Vendor will include in their bid the cost of optional Annual renewals for years 2, 3, and 4. These optional Annual renewals will be initiated on Agency request authorized under the authority of the Purchasing division.

REQUEST FOR QUOTATION
SMART Net Total Care, or Equal

4.2 Alternative 'or Equal' Submission

4.2.1 Vendor submitting an alternate brand must include documentation confirming interoperability with Agency-owned Cisco equipment with their bid. Vendor must include alternate brand information with alternative part numbers on Pricing Page.

4.2.2 Vendor will assume any costs related to any required installation of new software, hardware and/or training of the alternate submission provided as part of this agreement.

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.

CONTRACT WILL BE EVALUATED ON ALL LINES BUT ONLY AWARDED ON FIRST YEAR.

Renewal options for years 2, 3, and 4 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 must provide the unit cost for each of the hardware items identified in Exhibit A – Pricing Page Smartnet for Core Hardware. The Vendor may respond by entering the total overall cost calculated at the bottom of the Exhibit A - Pricing Page in the wvOASIS pricing section.

Vendor should include a copy of any Maintenance Terms and Conditions or Licenses that the State of West Virginia or the Agency will be required to agree to and accept as a part of this solicitation. This information will be required before contract is issued.

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:

REQUEST FOR QUOTATION
SMART Net Total Care, or Equal

7.1 Shipment and Delivery: Vendor shall ship the Contract Items immediately after being awarded this Contract and receiving a purchase order. Vendor shall deliver the Contract Items within fifteen (15) working days after receiving a purchase order. Contract Items must be delivered to:

Bldg 5, 10th Floor
1900 Kanawha Blvd, East
Charleston, WV 25305

Contract Item information must be emailed to the following addresses:
roger.e.chapman2@wv.gov and otsmartnet@wv.gov

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.

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.

REQUEST FOR QUOTATION
SMART Net Total Care, or Equal

- 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.

STATE OF WEST VIRGINIA
Purchasing Division

PURCHASING AFFIDAVIT

CONSTRUCTION CONTRACTS: Under W. Va. Code § 5-22-1(i), the contracting public entity shall not award a construction contract to any bidder that is known to be in default on any monetary obligation owed to the state or a political subdivision of the state, including, but not limited to, obligations related to payroll taxes, property taxes, sales and use taxes, fire service fees, or other fines or fees.

ALL CONTRACTS: 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: (1) for construction contracts, the vendor is not in default on any monetary obligation owed to the state or a political subdivision of the state, and (2) for all other contracts, 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: World Wide Technology

Authorized Signature: [Signature] Date: 10/16/19

State of Missouri

County of St. Louis, to-wit:

Taken, subscribed, and sworn to before me this 16 day of October, 2019

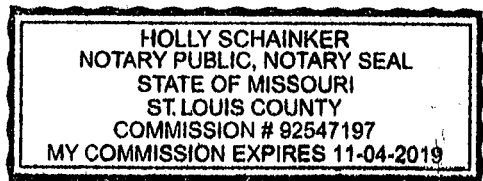
My Commission expires 11-4, 2019

AFFIX SEAL HERE

NOTARY PUBLIC

[Signature]

Purchasing Affidavit (Revised 01/19/2018)





TECHNOLOGY RUNS ON GREAT PEOPLE

CONTRACT MANAGEMENT OVERVIEW

Technology investments are only as good as the support services offered after a deployment. WWT takes a holistic approach to contract management to ensure large public and private organizations don't fall victim to common maintenance pitfalls, like devices not being covered when you call in for support or paying for maintenance on products that have not been deployed.

WWT CONTRACT MANAGEMENT - COMET

COMET is a web application developed by WWT for their users and customers to access and manage Cisco service contract data. WWT is integrated with Cisco to get electronic feeds daily for new and updated contract information with bi-directional integration from WWT COMET tool to Cisco services database.

The screenshot shows the COMET dashboard with several sections:

- Contract Lines Expiring Soon:** A table listing contracts with columns for Contract #, Service Level, WWT Customer, End Date, and Line Count.
- Contract Listing:** A table with columns for Con. # and Serv. Level.
- Top 5 Service Levels:** A pie chart showing the distribution of service levels.
- Recent Change Requests:** A table with columns for Change ID, WWT Customer, Date, Type, and Status.

CISCO SMARTNET TOTAL CARE

Cisco SMARTnet Total Care Service delivers extensive installed base and alert management using information from a secure discovery of your Cisco products and correlating it with Cisco's intellectual capital.

The screenshot displays the Cisco SMARTNET Total Care interface, including:

- Product Family Table:** Lists various Cisco products and their counts and percentages.
- Equipment Coverage Pie Chart:** A pie chart showing the distribution of equipment coverage.
- Equipment Coverage Summary:** A table showing 'Covered' (89, 75%) and 'Not Covered' (29, 25%) equipment.

FEATURES

- Search and filter contracts by site address, serial #, part #, customer PO#, host ID, etc.
- Search by contract end date or end of support
- Export data to Excel for reporting
- Submit change requests through COMET and track status
- Multiple customer access levels

BENEFITS

- Simplified renewals
- Real-time decision making
- Lower overall maintenance costs
- Maintenance when you need it
- Zero customer cost to use COMET

FEATURES

- Accurate view of your Cisco installed base
- Actionable online reporting, downloadable to Excel
- Change management reports that show all MACD activity across your network
- Device-specific alert information, only seeing alerts specific to your network, down to the device level

BENEFITS

- Provides comprehensive inventory and contract management
- Information to meet compliance with corporate or federal policies
- Improves device management and reduces operating expenses
- Preempt network disruption with proactive monitoring and notification of Cisco alerts

COMET together with Total Care provide a holistic view of the customer's Cisco installed base, service contracts, and alerts. Your WWT Service Rep will help you run, analyze and update the information. Independently, COMET and SMARTnet Total Care are powerful tools used to manage a customer's Cisco network, but together they provide a best in class solution.

COMET_{PLUS} - The power of World Wide Technology, the power of Cisco - together!



World Wide Technology

State of West Virginia

SMARTNet Total Care for Core Network (OT20036)

October 16, 2019

PRESENTED BY

Amy Knelly
Client Manager
World Wide Technology
412-525-0449
Amy.knelly@wwt.com

www.wwt.com



10/16/2019

Jessica Chambers
State of West Virginia
2019 Washington St, East
Charleston, WV 25305

RE: WWT Response to State of West Virginia Request for SMARTNet Total Care for Core Network (OT20036)

Dear Jessica Chambers:

World Wide Technology (WWT) is pleased to present this proposal to the State of WV for the SMARTNet Total Care for Core Network project.

WWT sells and manages more than \$1 billion in Cisco maintenance services, and our Service Contracts team manages more than 4 million Cisco assets in the U.S. and internationally. Given our experience and dedication to this solution, WWT is offering the State of WV a compelling value proposition driven by devoted Cisco Service professionals, robust, tried and true processes and our proprietary COMET contract management tool. As one of Cisco's top U.S. partners in terms of the dollar value of Cisco maintenance coverage owned and assets managed, tracked and reported upon, WWT understands the complexity and nuance of SMARTnet contract management in ways our competition cannot.

WWT's Service Contracts team is dedicated to helping our customers manage their Cisco SMARTnet service contracts. Below are a few of the benefits The State of WV can expect by engaging WWT for your Cisco maintenance:

- Leveraging WWT for SMARTnet management is financially compelling, as our customers typically experience significant savings over the life of the contract.
- As the largest Cisco reseller in the world (more than \$5.2 billion in Cisco sales), WWT's Cisco Services Team has unparalleled experience with SMARTnet management. We currently manage more than 4 million devices and support dozens of Fortune 100 clients.
- WWT has a dedicated team of Cisco service specialists to support our customers.
- WWT's COMET contract management tool is one of the top Cisco services management tools in the industry, and one of a very few that is tied directly into Cisco's databases for near real time feeds. COMET is bi-directionally integrated, providing "real time" visibility.
- WWT's Asset Lifecycle Management services, if utilized, could provide visibility to The State of WV-owned assets for continued use and directly reduce the capital required for IT projects. Please refer to the Asset Management Benefits section for additional details.
- With full ownership of The State of WV's SMARTnet contract, WWT can build a *customized support* solution that can include the following:
 - Regularly scheduled reviews of the contract based on The State of WV's preference (monthly, quarterly, etc.).

- Specialized schedule for attaching SMARTnet based on The State of WV's deployment policy and schedule. We can defer attachment for up to 90 days to ensure that SMARTnet is not deployed on inactive gear.
- If desired by the State of WV in the future, hardware can be routed through WWT's warehouse for staging and configuration.
- Help optimizing your contracts by suggesting best practices around attachment strategies and level of support. Based on large enterprise best practices, we can recommend whether SMARTnet is needed and, if so, what level would be appropriate.

Should WWT be awarded this business, we will support the State of WV with contract consolidation, co-terming of end dates, and validation of hardware during the renewal process and on new purchases. Your dedicated WWT resources will work with you to manage all additions, deletions, renewals and changes to maintenance contracts. WWT will also provide updated maintenance reporting which will display current inventory as well as track contract changes.

WWT has created a video to demonstrate how we help our customers manage service contracts for hardware and software: <https://www.youtube.com/watch?v=JF7WdpDh-dc>.

WWT is thankful for this opportunity to prove the value we can provide to the State of WV in terms of experience, resources, commitment and return on investment compared to other VARs, OEMs and third parties.

Please call me at 412-525-0449 to discuss any questions or comments you have about this proposal. Thank you for this opportunity.

Respectfully,

Amy Knelly
Client Manager
Amy.knelly@wwt.com



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List of Attachments

Contract Management Overview-Comet

- Pricing Excel form
- Core Hardware
- Unable to Price
- Chargeable Components



Executive Summary

WWT SMARTnet Management

WWT will work with the State of WV to build a support model that matches the State of WV's business requirements. We want to determine with the State of WV] what assets should be covered with SMARTnet, and what assets may not need to be included. What is the right level of SMARTnet for your covered devices (based on criticality of device and application)? WWT will review the State of WV's SMARTnet profile from a holistic level to optimize your SMARTnet coverage. As one example, if desired in the future, we would work with the State of WV to defer SMARTnet attachments on assets running through WWT's Integration Centers so you are not paying for the coverage until you receive the equipment.

WWT is able to provide this level of support because we have the largest dedicated SMARTnet Contract Management team in the industry. Our Cisco Services team of more than 30 people is focused exclusively on Cisco warranty and maintenance and is tightly integrated with Cisco to ensure seamless communication between the State of WV, WWT and Cisco. This team consists of Cisco-certified service professionals who receive ongoing monthly training on Cisco products and SMARTnet coverage, policy, tools and processes. The services delivered by this team are provided at no additional cost beyond the extended SMARTnet acquisition price within this proposal. WWT is consistently one of Cisco's top partners in terms of the dollar value of SMARTnet coverage owned and assets managed, tracked and reported upon.

The Cisco Services Team manages contracts by consolidating, co-termining end dates, as well as tracking ongoing changes, deletions and additions on behalf of the State of WV. Importantly, WWT recognizes that the State of WV values having a single point-of-contact who is intimately familiar with their requirements. Our WWT Service Contract Representatives are experts in Cisco SMARTnet deliverables, tools and processes and are available to assist with anything, including Cisco.com ID access or assisting with product refresh of inventory by managing contract cancellations and tracking credits.

The Cisco Services Team will also facilitate quarterly reviews with the State of WV and the WWT Account Management team to discuss upcoming events such as planned decommissioning to ensure that cancellations and credits are made in a timely fashion. WWT offers SMARTnet reporting and visibility through our web-based portal to view current contracts throughout contract term.

WWT and Cisco Relationship

As the largest Cisco reseller in the world (more than \$5.2 billion in Cisco sales), WWT's Cisco Services Team has unparalleled experience with SMARTnet management experience. We currently manage more than 4 million devices and support dozens of Fortune 100 clients across the globe.

WWT has been a Cisco partner since 1994 and achieved Gold Partner status in 2002.

- WWT Awarded Two Cisco 2017 Global Awards
 - Cisco Americas Partner of the Year
 - Cisco Architectural Excellence Partner
- WWT Awarded 11 Cisco 2017 Regional and Country Awards
 - Partner of the Year: Cisco Services – Americas
 - Partner of the Year: Lifecycle Management – Americas



- Partner of the Year: Enterprise Segment — Americas
- Outstanding Solutions Partner – U.S. Central
- Enterprise Partner of the Year – U.S. East
- Federal Defense Partner of the Year – U.S. Public Sector
- Federal Partner of the Year – U.S. Public Sector
- Public Sector Life Cycle Partner of the Year – U.S. Public Sector
- SLED Service Partner of the Year – U.S. Public Sector
- Architectural Excellence – Security – U.S. West
- Enterprise Partner of the Year – U.S. West

WWT currently employs more than 350 Cisco-certified engineers and holds more than 1,600 individual Cisco certifications. Our engineers stay abreast of the latest technology developments through continuous training and close working relationships with Cisco personnel. For a more in-depth Certification overview, see the Cisco Certification Summary below.

As a Gold Certified Partner, WWT is held to the highest Cisco standards. We offer clients the value, proven technical expertise and the customer service they deserve.

Certifications

- Gold Certified Partner
- Cisco Certified Learning Partner

Authorizations

- TelePresence Video Master
- IPICS
- Network Services Orchestrator
- Unified Contact Center Enterprise

Specializations

- Master Cloud Builder
- Master Collaboration
- Master Security
- Advanced Collaboration Architecture
- Advanced Data Center Architecture
- Advanced Enterprise Networks Architecture
- Advanced Security Architecture
- Advanced SP Architecture

Professional Certifications – 283 Individuals

- ◆ CC Design Associate: 99
- ◆ CC Design Expert: 1
- ◆ CC Design Professional: 67
- ◆ CC Network Associate: 269
- ◆ CC Network Associate Collaboration: 16
- ◆ CC Network Associate Data Center: 42
- ◆ CC Network Associate Security: 55
- ◆ CC Network Associate SP: 1
- ◆ CC Network Associate Voice: 17
- ◆ CC Network Associate Video: 1
- ◆ CC Network Associate Wireless: 41
- ◆ CC Network Professional: 176
- ◆ CC Network Professional Collaboration: 19
- ◆ CC Network Professional Data Center: 17

Experts (CCIE) – 117 Individuals

- ◆ CCIE Emeritus: 39
- ◆ CCIE 10YR: 29
- ◆ CCIE CS: 6
- ◆ CCIE Collaboration: 16
- ◆ CCIE Data Center: 19
- ◆ CCIE Routing & Switching: 50
- ◆ CCIE Security: 5
- ◆ CCIE SP: 7
- ◆ CCIE Storage Networking: 2
- ◆ CCIE Voice: 7
- ◆ CCIE Wireless: 2



- ◆ CC Network Professional Security: 31
- ◆ CC Network Professional SP: 3
- ◆ CC Network Professional Voice: 19
- ◆ CC Network Professional Wireless: 4

Total # of WWT Distinct Cisco Certified Individuals: 326

Selling Business Outcomes Certifications (SBO): 40

COMET

WWT’s service contract management tool, COMET, was designed and developed internally to meet the specific needs and use cases of WWT’s many Cisco maintenance customers. COMET would provide the State of WV account users with a web-based interface that gives them visibility to your Cisco service contracts. WWT is one of several re-sellers integrated with Cisco to get electronic feeds daily for new and updated contract information with bi-directional integration from WWT COMET to Cisco services database. Features include:

- Ability to search contracts by entered or pasted list values like contract #, serial #, part number, customer PO #, etc.
- Search and filter contracts by site names or address
- Search by contract end date or end of support date range
- Export to Excel (33 columns of data per item)
- External admin can submit change requests for contract lines
- Ability to load and search by customer part labels (device names/host IDs)
- Additional customized columns to fit the State of WV’s needs and help organize your inventory
- Dashboard of notifications
- Personalized saved search capability

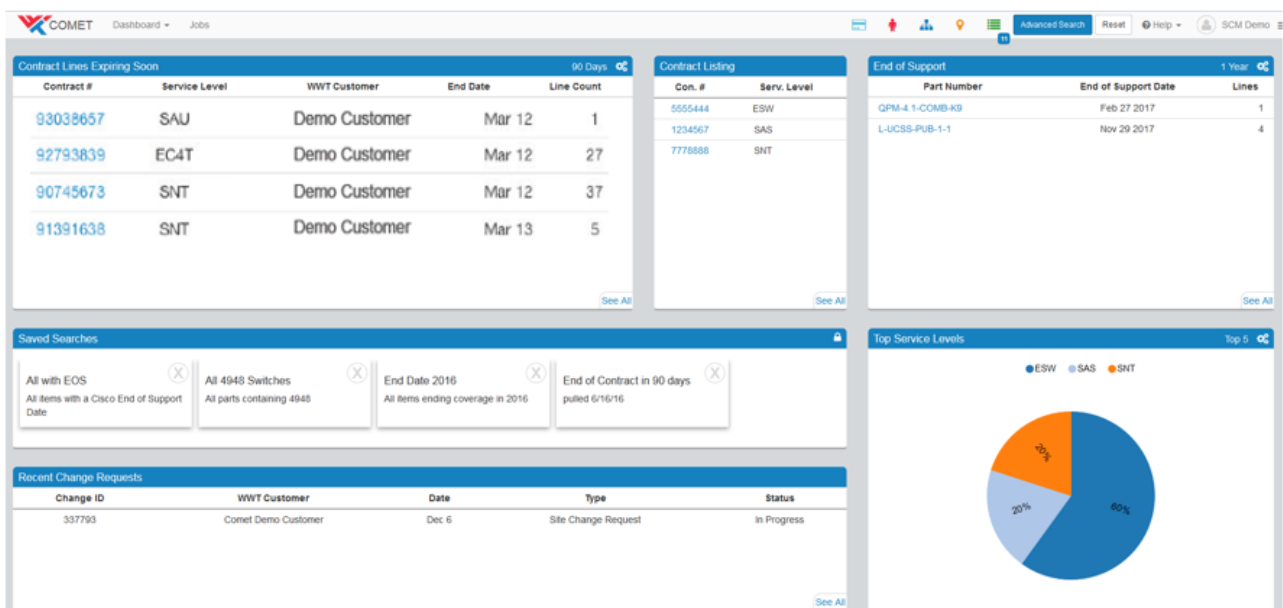


Figure 1: WWT COMET Dashboard



When users make change requests from within COMET, it alerts your dedicated WWT Service Contract Representative, who will monitor the request for validation and completion.

WWT's Experience

- More than \$1B in Cisco contracts managed
- More than 30 Cisco Certified Service Representatives
- 4M customer assets under management
- Managing assets in U.S. & internationally

WWT's Approach

- Designated maintenance lead
- Conduct initial transition audit
- Implement consolidation opportunities
- COMET integration with Cisco Services database
- Regular reviews of the State of WV network

Benefits to The State of WV

- Deferred maintenance booking
- Simplified renewals
- Real-time decision making
- Maintenance when you need it
- Lower overall maintenance costs
- Zero cost to the State of WV for COMET use



Advanced Technology Center

WWT has invested in our ATC to give our customers the opportunity to evaluate multiple OEM technologies in a single, integrated, remote-accessible environment. Using the latest data center, collaboration, security and networking technology, WWT engineers design and integrate systems to solve business and technical challenges facing large public and private organizations.

We have more than 3,000 engineers and technical resources available to perform product demonstrations in a virtual environment accessible from anywhere around the world. Our engineers stay abreast of the latest technology developments through continuous training and close working relationships with OEM personnel.



The ATC ecosystem is defined by the combined experience of WWT consulting systems engineers, IT operations and professional services engineers, along with the knowledge of peers from manufacturing partners and customers. Our engineers are constantly developing new ways to integrate technology, test products as they hit the market and define new architectures that address today's biggest challenges.



Powered by a multi-tenant private cloud infrastructure, the ATC is organized into four groups of labs for research and development, testing, training and integration. Some key capabilities and benefits of the ATC include:

- An architecturally independent, multivendor view of technology and solutions, allowing customers to make the right choice for their specific technology environments
- Easy access to multiple software and hardware-based demonstrations
- Remote or on-site access
- WWT engineers can perform product demonstrations in a virtual environment from anywhere around the world
- Customer evaluations, proofs of concept and pilot projects
- Features include technology infrastructure from leading OEMs, more than 150 racks of equipment, sandbox testing environments and a hands-on solution showcase center

Financial Impact to the State of WV

As technology turns over at an increasing rate and businesses respond to changing customer needs, IT organizations are tasked with quickly deploying technology infrastructure while reducing costs, optimizing asset usage and improving internal efficiencies. To keep pace, organizations need a new approach to contract management and supply chain optimization.

Contract maintenance management capabilities from WWT will assist the State of WV in maximizing its investment in Cisco SMARTnet through several key areas. Our customers typically see a 5-10% tangible savings versus Cisco maintenance expenses.

Additional cost savings can be realized through an efficient supply chain operation. Supply chain optimization is marked by rapid iterations and short cycles across business requests and approvals, sourcing, configuration and staging, shipment, installation, and asset lifecycle management. Supply chain optimization can provide true bottom line business impacts through several focus areas discussed below.



Dedicated Contract Management

As noted previously in our response, WWT's Service Contracts team provides a variety of services resulting in a lower overall maintenance cost. A dedicated Service Contracts Representative, as part of our high-touch model, proactively works on behalf of the State of WV with Cisco. The State of WV is also provided direct access to our COMET tool, which provides accurate, easy-to-use data to allow efficient decision making. Additional savings areas are outlined below.

Proper Maintenance Coverage – Our Cisco services experts work to validate there is no mismatch between the coverage selected for an asset and the business function the asset is performing. For example, having 24/7 onsite coverage for a non-business critical asset or an asset with full redundancy does not make financial sense.

Credits – When an asset is removed from service, WWT's Cisco services experts validate credits are applied for pre-paid maintenance. Proper contract management enables the application of available credits when devices renewed under this contract are refreshed. WWT has a proven set of people, processes and technology toolsets to manage this process. Subsequently, WWT's Service Contracts team can achieve very high credit captures.

Risk Mitigation – WWT's maintenance management services provide a risk mitigation strategy by providing added scrutiny and visibility to the State of WV's investment. This is especially visible in the event of an outside audit.

Financial Impact

In this proposal, the State of WV will find an alternative solution to SMARTnet contract management with WWT's contract management tool (COMET) at the core. WWT consistently generates value and consistency around SMARTnet when comparing our solution to the status quo method of maintenance entitlement and management.

This savings is achieved in the following areas:

- Optimized maintenance entitlement reducing idle contract time prior to asset in use
- Reduction in time for inventory true-ups at time of renewal

Minimizing Maintenance Expense

IT Infrastructure investment and maintenance is a significant cost for all organizations, including the State of WV. This cost is magnified by delaying the realization of value being delivered to the business by having assets sit idle. Depending on the complexities of an organization or a specific project, equipment may sit idle for several weeks or up to many months. Equipment maintenance is purchased for a specific timeframe (12 months, 36 months, etc.). The maintenance clock starts as soon as the equipment is shipped from the manufacturer, which essentially means dollars are wasted as the equipment sits idle.

Utilizing WWT's Supply Chain capabilities we have the flexibility to meet your consumption patterns and engineering activities to provide just-in-time delivery. Through our Integration Center, WWT has the capability to delay the start of the maintenance period until the equipment is shipped to your facility. This effectively eliminates weeks or months of wasted maintenance expense.



Credit Capture

A key category of financial impact delivered by WWT is through effective ongoing management of Cisco service contracts. This includes moves, adds, changes, and deletes as part of technology refresh cycles.

Proper contract management will enable the application of available credits when devices renewed under this contract are refreshed. WWT has a proven set of people, processes, and technology toolsets to manage this process. Subsequently, WWT's Service Contracts team can achieve very high credit captures as the benchmark use case highlights below.

As a benchmark, a global financial institution sourced a 3-year \$110M renewal through WWT for Cisco SMARTnet. Since its inception, WWT has captured over \$5.5M in available credits in the first year—representing 5% of the 3-year contract value in less than 1 year.

Other Areas of Financial Impact

Although not part of the current Cisco maintenance discussion, we believe there are future opportunities for the State of WV to realize additional savings by further leveraging WWT's supply chain and advanced technology integration capabilities.

Advanced Technology Center (ATC)

WWT's Approach to Lab Services

Multi-vendor labs are core to WWT's business strategy, providing an innovative way to create collaboration between customer, vendor, and WWT engineers. ATC labs receive significant ongoing investment and are supported by some of WWT's best and brightest talent.

The Advanced Technology Center (ATC) Advantage

Customers enjoy 24/7 access to the ATC, along with the benefits of a substantial investment in automation resources. Well-developed ATC processes enable WWT to provide test capabilities that deliver results in a fraction of the time it takes to perform comparable tasks at a customer site.

ATC Engagement Models

Customers can utilize the ATC for lab services based on the level of customization required for an engagement.

On Demand

Sandbox, Demonstration and Training Environments

The on-demand environments in the ATC provide customers with first-hand exposure to technology to validate design and configuration options, demo standalone products and integrated solutions and perform hands-on training exercises. Sandboxes allow the State of WV teams to configure, break, fix, test and explore the results of any design iteration or other changes.

Proof of Concept

Lab Resources for Single Test Plan and Success Criteria

WWT provides Proof of Concept (POC) environments that enable customers to evaluate investments, upgrades or innovations and determine if they will positively affect the organization and achieve desired business objectives. POCs use infrastructure from the ATC's pre-built environments as well as equipment from strategic partners and OEMs.

Lab as a Service



Dedicated, Long-Term Customer Lab Environments

WWT's LaaS offering is typically employed to provide dedicated lab resources within the ATC, built to suit the State of WV performance, security and access requirements. LaaS provides resources for rapid prototyping and provisioning of multi OEM topologies for evaluation, testing and POCs.

Enterprise Agreement Plus Methodology

As noted in our response, WWT provides a proprietary contract management tool, COMET, which will help the State of WV with the tracking of your Cisco products covered under a maintenance contract. We provide a dedicated resource focused on tracking ongoing changes, deletions and additions for improved contract and inventory accuracy. WWT also ensures you are achieving the most out of your Cisco Software purchases, which can be reviewed during the SMARTnet renewal conversation. We will include our Principal Software Consultants to provide feedback on how to optimize your Enterprise Agreement that can drive down the cost of your initial SMARTnet Contract. Our License Management Team works closely with our Lifecycle Team to ensure the State of WV will get the most out of your investments. Our EA Plus Methodology helps our customers receive the maximum value from the investments they make in an Enterprise Agreement. WWT's EA+ combines subject matter expertise, WWT best practices, and state-of-the-art lab resources as part of our overall EA Management offering. WWT's value-added services have been sequenced within a proven framework that we consider our EA+ Methodology. When the EA+ Methodology is employed, it allows customers to establish key goals from both short-term and long-term perspectives. It further empowers them to understand the multiple licenses, features, and WWT resources available to them for the duration of their agreement to create a unique strategy to extract the maximum value from their investment. The result is a customized program that leverages the EA in ways that will have the most impact on the State of WV's organization. Please contact WWT Account Manager Amy Knelly for more information.

Asset Management Benefits

If selected as an option in the future, WWT can track supplier shipment to delivery at the State of WV's locations and all stages in between. In addition, WWT can integrate with the State of WV's ERP system to provide even more visibility into the entire lifecycle of an asset.

WWT can capture detailed asset information, apply asset tags per customer specifications, and can electronically transmit asset data to the State of WV's Asset Management teams prior to shipment.

Typical asset files contain the following:

- Order number
- Pertinent dates (ordered, staged, configured, and shipped)
- Manufacturer part number
- Manufacturer name
- Serial number
- MAC address
- IP address
- End user information
- Shipping information

The above data can be shared with the State of WV through our B2B integration. If the State of WV procures equipment through WWT, we will map these items to your asset management database to help you effectively manage all assets procured through WWT. COMET is a facet of this; it integrates



directly with Cisco's database, so the State of WV will have visibility to your Cisco assets and maintenance coverage in real time.

Additionally, WWT's eCommerce solution, Pivot, provides an integrated order transfer feature, a non-integrated check-out feature, and an end-to-end order tracking feature. The ordering system can include quote receipt, custom catalog, and on-hand inventory availability.

Order Management

WWT offers operational metrics and reports generated from our ERP system according to established service level agreements. To support tactical needs, our operational reports provide transaction-level information. For strategic planning, our metrics and statistical reports use the same data to provide analysis, trending and performance information related to a particular function over a period of time. WWT provides a number of customizable reports, including:

- Supplier performance
- Order processing metrics
- Quality metrics
- Customer spend
- Operational reporting
- Shipping performance

WWT manages the entire process through real-time reporting, service level metrics and automated notifications. WWT's powerful reporting features allow customers to make informed decisions and increase efficiencies. Our real-time reporting can instantly provide users with both summary level and line-by-line detail reporting. Our web-based reporting system is extremely flexible and can be configured to meet specific customer reporting requirements.

Because WWT understands that each client may have specific reporting requirements, our system has the flexibility to report in real time on any piece of information that is captured and tracked in our systems. WWT business analysts can work with the State of WV to understand and configure web-based reports accommodating nearly any unique reporting requirement relating to service levels, asset management, delivery performance, order trends in addition to other pertinent reporting categories.

WWT currently maintains standard reporting that encompasses commonly requested data. Some of our most commonly requested fields are:

- Available Inventory
- Open Purchase Orders
- Order Status and Tracking
- Receiving
- Shipping

Cisco Capital Pricing

WWT teams up with leading financing institutions to provide customized and flexible financing solutions to our largest clients to simplify sourcing for all of their network and IT assets and services. Many of WWT's Fortune 100 customers work with us to structure financing around their current business strategies and future initiatives (e.g., sale/leaseback, lease/purchase, off balance sheet financing, etc.). Our flexible financing programs include 100% financing for hardware, software, services and maintenance, and provide for improved cash flow and reduction in CIP.

These programs provide:

- Simplified Sourcing
- Pricing Rationalization
- Asset Flexibility
- Asset Tracking



World Wide Technology

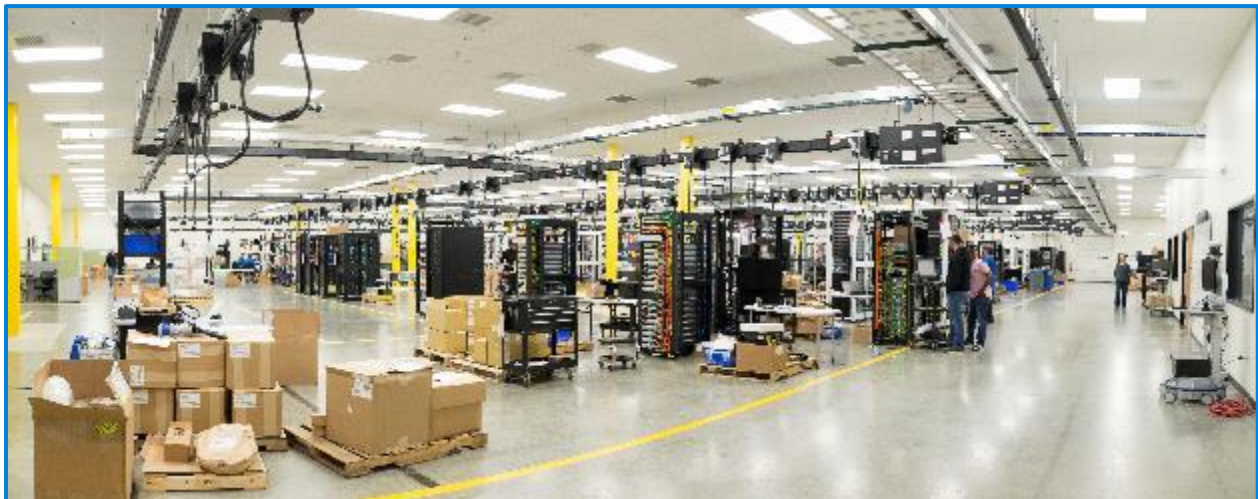
- Engineering Design Services
- Improved Supply Chain and Availability
- Lower Cost for On-site Integration and Staging
- Predictable Workflow
- Possible Reduction in Operating Expenditure
- Diversity Spend Program for U.S.-based Lease Option
- Just-in-Time Shipments
- Predictable Budgeting
- Simple Add-Ons and Technology Upgrades
- Time-to-Market Acceleration
- Idle Asset Avoidance
- Spares Support
- SLA Achievement
- 90 Day Payment Terms

Sample funding structures include:

- Funding Commencement based upon Capital Outlay vs. Revenue Realized
- 36 months to 180 months
- Transaction Size \$1 million to \$250 million
- OEM Funding Partners – Cisco Capital, Dell Financial Services, HP Finance, and Hitachi Capital
- Independent Funding Partners – Bank of America, KeyBank, Huntington, CSI
- Sale Lease-Backs Available (i.e., Data Centers, Towers, Labs)
- Monthly, Quarterly or Annual Payment Terms

Global Integration Labs

WWT's Integration Labs are climate-controlled production environments with advanced networking, secure remote access, and certified procedures specifically designed for staging, kitting and configuring the latest advanced technology solutions. WWT operates these labs in the U.S., the Netherlands and Singapore. They are staffed with certified engineers with logistical and technical expertise to help reduce the risk, cost and complexity of IT deployments.





Increase Deployment Speed and Reduce Costs

WWT Integration Labs combine technology from leading manufacturers and have the capacity to simultaneously configure and integrate thousands of systems per week. WWT provides secure and controlled environments where tasks can be performed on equipment to help customers move from planning and designing a new or evolving technology to implementing it. We asset tag, test, burn in, cable, rack, configure and integrate multi-vendor solutions prior to delivery. The ability to pre-configure technology platforms and devices before shipment to site increases deployment speed and can reduce field engineering costs by 25 to 40 percent, increase order processing speed by 20 percent and reduce maintenance costs by 7 percent.

Our customers have used our Integration Labs to:

- Stage their entire data center technology infrastructure during facility construction
- Rack and stack components from multiple manufacturers into ready-to-deploy systems
- Configure thousands of network, collaboration, security and end-user devices

Reduce Risk and Complexity

WWT Integration Labs meet the highest industry standards for quality control, secure supply chain services and inventory management. Work instructions for each customer engagement are documented in our quality system and electronically tracked on a per-asset basis. Individual components and integrated systems are fully tested prior to delivery, lowering the risk of hardware failures in our customers' production environments.

Enhance Performance and Visibility

WWT offers our customers a lab environment with dedicated data center space for proof-of-concept testing, centralized configuration management and remote solutions demonstrations. Using VPN access with streaming video, customers can observe the integration process in real time, with virtual hands-on access to allow remote configuration, testing and evaluation prior to on-site delivery.

Minority-owned Business Enterprise (MBE)

As a minority-owned business enterprise (MBE) certified by the Mid-States Minority Supplier Development Council, WWT is on a journey to showcase our commitment to corporate social responsibility (CSR). With rapid growth and expanding markets, we have taken great measure to not only be on the leading edge of innovation, but to also be responsible and protective of our environment. For us, it means implementing a corporate-wide policy demonstrating our commitment to CSR.

At WWT, we are committed to conducting business in a manner that is socially and environmentally responsible and we are dedicated to using our company's resources, influence and leadership presence within the industry to positively impact people, communities and the environment. This commitment to continually improve social and environmental performance is essential to the growth and sustainability of our organization.

Today, WWT is the most successful graduate of the 8(a) Business Development Program and the largest African American-owned company. With support from Small Business Administration (SBA) and mentoring support from larger companies, WWT is now recognized as one of the top 50 Federal contractors. Our experience has encouraged us to offer similar support to other small and disadvantaged firms.



World Wide Technology

State of WV | October 2019

By working with WWT, customers like the State of WV can partner with a company with a history of understanding what mentoring means. WWT provides mentoring to disadvantaged businesses to help other companies meet their diversity and small business goals through our vetted and proven partnerships with more than 300 companies that are Minority, Women, Small Business, Veteran and Disabled Veteran-owned. Last year, WWT's small and diverse partners earned more than \$400 million through our contracting partnerships.

Exhibit A - Pricing Page

SMARTNet Total Care for Cisco Core Network Hardware - OT20036

Line Item	Model Number	Description	Serial Number	SMARTNet Number	SMARTNet Type	Alternate Part Manufacturer and Model if bidding *or Equal Products	Qty.	Unit of Measure	Year 1 Unit Cost	Year 2 Unit Cost	Year 3 Unit Cost	Year 4 Unit Cost	Extended Cost
Contract Item #1: Extended Service Agreement - Cisco SMART Net Total Care 8x5xNBD or Equal													
1	WS-C6513-E	Cisco Catalyst 6500 13-slot Chassis System	FXS1750Q1KB	CON-SNT-C6513E	8x5xNBD		1	EA	\$9,268.88	\$10,186.49	\$11,194.96	\$12,303.26	\$42,953.58
2	WS-C4506-E	WS-C4506-E 6 slot switch	FOX1402GA2A	CON-SNT-C4506E	8x5xNBD		1	EA	\$369.35	\$405.92	\$446.10	\$490.27	\$1,711.64
3	WS-C4506-E	WS-C4506-E 6 slot switch	FOX1402G0J3	CON-SNT-C4506E	8x5xNBD		1	EA	\$369.35	\$405.92	\$446.10	\$490.27	\$1,711.64
4	N7K-C7010	Nexus7000 C7010 (10 Slot) Chassis	JAF1527DPDD	CON-SNTE-C7010	8x5xNBD		1	EA					\$0.00
5	N7K-SUP2	Supervisor Module-2	JAF1720ANMF	included			1	EA					\$0.00
6	N7K-SUP2	Supervisor Module-2	JAF1746BAEA	included			1	EA					\$0.00
7	N7K-F248XP-25	1/10 Gbps Ethernet Module	JAF1620BGCN	included			1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
8	N2K-C2248TP-1GE	N2K GE, 2PS, 1 Fan Module, 48x100/1000-T+4x10GE	SSI152405QX	CON-SNTE-N2248T	8x5xNBD		1	EA	\$262.42	\$288.40	\$316.95	\$348.33	\$1,216.09
9	N2K-C2248TP-1GE	N2K GE, 2PS, 1 Fan Module, 48x100/1000-T+4x10GE	SSI15230AXX	CON-SNTE-N2248T	8x5xNBD		1	EA	\$262.42	\$288.40	\$316.95	\$348.33	\$1,216.09
10	N2K-C2248TP-1GE	N2K GE, 2PS, 1 Fan Module, 48x100/1000-T+4x10GE	SSI15250197	CON-SNTE-N2248T	8x5xNBD		1	EA	\$262.42	\$288.40	\$316.95	\$348.33	\$1,216.09
11	N2K-C2248TP-1GE	N2K GE, 2PS, 1 Fan Module, 48x100/1000-T+4x10GE	SSI1521015W	CON-SNTE-N2248T	8x5xNBD		1	EA	\$262.42	\$288.40	\$316.95	\$348.33	\$1,216.09
12	N2K-C2248TP-1GE	N2K GE, 2PS, 1 Fan Module, 48x100/1000-T+4x10GE	SSI152101EZ	CON-SNTE-N2248T	8x5xNBD		1	EA	\$262.42	\$288.40	\$316.95	\$348.33	\$1,216.09
13	N2K-C2248TP-1GE	N2K GE, 2PS, 1 Fan Module, 48x100/1000-T+4x10GE	SSI152405TG	CON-SNTE-N2248T	8x5xNBD		1	EA	\$262.42	\$288.40	\$316.95	\$348.33	\$1,216.09
14	N2K-C2248TP-1GE	N2K GE, 2PS, 1 Fan Module, 48x100/1000-T+4x10GE	SSI152403YW	CON-SNTE-N2248T	8x5xNBD		1	EA	\$262.42	\$288.40	\$316.95	\$348.33	\$1,216.09
15	N2K-C2248TP-1GE	N2K GE, 2PS, 1 Fan Module, 48x100/1000-T+4x10GE	SSI152101V6	CON-SNTE-N2248T	8x5xNBD		1	EA	\$262.42	\$288.40	\$316.95	\$348.33	\$1,216.09
16	N2K-C2248TP-1GE	N2K GE, 2PS, 1 Fan Module, 48x100/1000-T+4x10GE	SSI152101SS	CON-SNTE-N2248T	8x5xNBD		1	EA	\$262.42	\$288.40	\$316.95	\$348.33	\$1,216.09
17	N2K-C2248TP-1GE	N2K GE, 2PS, 1 Fan Module, 48x100/1000-T+4x10GE	SSI152403ZZ	CON-SNTE-N2248T	8x5xNBD		1	EA	\$262.42	\$288.40	\$316.95	\$348.33	\$1,216.09
18	N2K-C2248TP-1GE	N2K GE, 2PS, 1 Fan Module, 48x100/1000-T+4x10GE	SSI16410DKQ	CON-SNTE-N2248T	8x5xNBD		1	EA	\$283.99	\$312.10	\$343.00	\$376.96	\$1,316.05
19	N2K-C2248TP-1GE	N2K GE, 2PS, 1 Fan Module, 48x100/1000-T+4x10GE	SSI1548052P	CON-SNTE-N2248T	8x5xNBD		1	EA	\$192.80	\$211.89	\$232.86	\$255.92	\$893.47
20	N2K-C2348TQ-10GE	N2K GE, 2PS, 1 Fan Module, 48x100/1000-T+4x10GE	FOC2127R0LJ	CON-SNTE-N2248T	8x5xNBD		1	EA	\$243.86	\$268.00	\$294.53	\$323.69	\$1,130.07
21	ASA5585-S40-2A-K9	ASA 5585-X Chas with SSP40,6GE,45FP+,2GE Mgt.2 AC,3DES/AES	JMX1538702V	CON-SNT-A85S42K9	8x5xNBD		1	EA	\$12,579.99	\$13,825.41	\$15,194.12	\$16,698.34	\$58,297.87
22	WS-C6509-E	Catalyst 6500 9-slot Chassis System	SMG1501N00K	CON-SNT-WS-C6509	8x5xNBD		1	EA	\$6,824.50	\$7,500.13	\$8,242.64	\$9,058.66	\$31,625.92
23	7600-SIP-200	7600-SIP-200 0 ports 4-subslot SPA Interface Processor-200 Rev. 2.303	JAE14430HCL	CON-SNT-7600SIP2	8x5xNBD		1	EA	\$927.12	\$1,018.91	\$1,119.78	\$1,230.63	\$4,296.44
24	ASR1002	Cisco ASR1002 Chassis	FOX1446G2M9	CON-SNT-ASR1002	8x5xNBD		1	EA	\$4,396.90	\$4,832.19	\$5,310.58	\$5,836.32	\$20,375.99
25	SPA-8X1GE-V2	8-port Gigabit Ethernet Shared Port Adapter	JAE150609XT	included			1	EA	\$802.50	\$881.95	\$969.26	\$1,065.22	\$3,718.92
26	SPA-1X10GE-L-V2	1-port 10 Gigabit Ethernet Shared Port Adapter XFP based	SAL1812NSGU	included			1	EA	\$513.60	\$564.45	\$620.33	\$681.74	\$2,380.11

27	ASR1002	Cisco ASR1002 Chassis	FOX1447G266	CON-SNT-ASR1002	8x5xNBD		1	EA	\$4,396.90	\$4,832.19	\$5,310.58	\$5,836.32	\$20,375.99
28	SPA-8X1GE-V2	8-port Gigabit Ethernet Shared Port Adapter	JAE1509053M	included			1	EA	\$802.50	\$881.95	\$969.26	\$1,065.22	\$3,718.92
29	SPA-1X10GE-L-V2	1-port 10 Gigabit Ethernet Shared Port Adapter XFP based	SAL1915DB2V	included			1	EA	\$513.60	\$564.45	\$620.33	\$681.74	\$2,380.11
30	ASR1002	Cisco ASR1002 Chassis	FOX1448GW3R	CON-SNT-ASR1002	8x5xNBD		1	EA	\$4,396.90	\$4,832.19	\$5,310.58	\$5,836.32	\$20,375.99
31	SPA-8X1GE-V2	8-port Gigabit Ethernet Shared Port Adapter	JAE1509052M	included			1	EA	\$802.50	\$881.95	\$969.26	\$1,065.22	\$3,718.92
32	SPA-1X10GE-L-V2	1-port 10 Gigabit Ethernet Shared Port Adapter XFP based	SAL1737CQRV	included			1	EA	\$513.60	\$564.45	\$620.33	\$681.74	\$2,380.11
33	N5K-C5548P	Nexus 5548P	SSI14440CWH	CON-SNT-C5548P	8x5xNBD		1	EA	\$1,036.77	\$1,139.41	\$1,252.21	\$1,376.18	\$4,804.55
34	O2 32X10GE	O2 32X10GE/Modular Supervisor	JAF1504ADRS	included			1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
35	N55-M8P8FP	O2 8X10GE + 8x1/2/4/8G FC Module	JAF1447DCLM	included			1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
36	N2K-C2248TP-1GE	N2K GE, 2PS, 1 Fan Module, 48x100/1000-T+4x10GE	SSI14470DK5	CON-SNT-N2248T	8x5xNBD		1	EA	\$178.16	\$195.79	\$215.18	\$236.48	\$825.60
37	N2K-C2248TP-1GE	N2K GE, 2PS, 1 Fan Module, 48x100/1000-T+4x10GE	SSI144807BC	CON-SNT-N2248T	8x5xNBD		1	EA	\$178.16	\$195.79	\$215.18	\$236.48	\$825.60
38	N2K-C2248TP-1GE	N2K GE, 2PS, 1 Fan Module, 48x100/1000-T+4x10GE	SSI144805EF	CON-SNT-N2248T	8x5xNBD		1	EA	\$178.16	\$195.79	\$215.18	\$236.48	\$825.60
39	N2K-C2232PP-10GE	N2K 10GE, 2 AC PS, 1 Fan (Std Air), 32x1/10GE+8x10GE	SSI152602G4	CON-SNT-N2232P	8x5xNBD		1	EA	\$258.66	\$284.27	\$312.41	\$343.34	\$1,198.68
40	WS-C6513-E	Cisco Systems, Inc. Catalyst 6500 13-slot Chassis System	FOX1448G1TY	CON-SNT-C6513E	8x5xNBD		1	EA	\$10,211.47	\$11,222.40	\$12,333.42	\$13,554.43	\$47,321.72
41	VS-5720-10G	VS-5720-10G 5 ports Supervisor Engine 720 10GE Rev. 4.0	SAL15024HD3	included			1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
42	VS-5720-10G	VS-5720-10G 5 ports Supervisor Engine 720 10GE Rev. 4.0	SAL15024PRE	included			1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
43	WS-X6748-GE-TX	WS-X6748-GE-TX CEF720 48 port 10/100/1000mb Ethernet Rev. 4.1	SAL145133L6	included			1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
44	C2951-CME-SRST/K9	CISCO2951/K9 chassis	FTX1633A04E	CON-SU1-2951CMST	8x5xNBD		1	EA	\$912.44	\$1,002.77	\$1,102.05	\$1,211.15	\$4,228.42
45	WS-C4510R+E	WS-C4510R+E 10 slot switch	FXS1630Q0KN	CON-SNT-C4510R+E	8x5xNBD		1	EA	\$2,621.77	\$2,881.32	\$3,166.57	\$3,480.06	\$12,149.73
46	WS-X4748-UPOE+E	10/100/1000BaseT (RJ45)+V E Series with 48 10/100/1000 baseT UPOE ports	CAT1631L458	included			1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
47	WS-X4748-UPOE+E	10/100/1000BaseT (RJ45)+V E Series with 48 10/100/1000 baseT UPOE ports	CAT1631L5EH	included			1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
48	WS-X4748-UPOE+E	10/100/1000BaseT (RJ45)+V E Series with 48 10/100/1000 baseT UPOE ports	CAT1630L2TF	included			1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
49	WS-X4748-UPOE+E	10/100/1000BaseT (RJ45)+V E Series with 48 10/100/1000 baseT UPOE ports	CAT1649L3NE	included			1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
50	WS-X4748-UPOE+E	10/100/1000BaseT (RJ45)+V E Series with 48 10/100/1000 baseT UPOE ports	CAT1646L020	included			1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
51	WS-X4748-UPOE+E	10/100/1000BaseT (RJ45)+V E Series with 48 10/100/1000 baseT UPOE ports	CAT1630L4GU	included			1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
52	WS-X45-SUP7-E	Sup 7-E 10GE (SFP+), 1000BaseX (SFP) with 4 SFP+ Ports	CAT1633L1ZA	included			1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
53	WS-X4582+E	FanTray	FXS1629Q27Y	included			1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
54	PWR-C45-6000ACV	Power Supply (AC 6000W)	DTM163300H6	included			1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
55	PWR-C45-6000ACV	Power Supply (AC 6000W)	DTM163300HB	included			1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
56	WS-C4510R+E	WS-C4510R+E 10 slot switch	FXS1630Q0TQ	CON-SNT-C4510R+E	8x5xNBD		1	EA	\$2,621.77	\$2,881.32	\$3,166.57	\$3,480.06	\$12,149.73
57	WS-X4748-UPOE+E	10/100/1000BaseT (RJ45)+V E Series with 48 10/100/1000 baseT UPOE ports	CAT1633L37B	included			1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00

58	WS-X4748-UPOE+E	10/100/1000BaseT (RJ45)+V E Series with 48 10/100/1000 baseT UPOE ports	CAT1629L5WH	included		1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
59	WS-X4748-UPOE+E	10/100/1000BaseT (RJ45)+V E Series with 48 10/100/1000 baseT UPOE ports	CAT1649L202	included		1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
60	WS-X4748-UPOE+E	10/100/1000BaseT (RJ45)+V E Series with 48 10/100/1000 baseT UPOE ports	CAT1630L36T	included		1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
61	WS-X4748-UPOE+E	10/100/1000BaseT (RJ45)+V E Series with 48 10/100/1000 baseT UPOE ports	CAT1630L5D0	included		1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
62	WS-X4748-UPOE+E	10/100/1000BaseT (RJ45)+V E Series with 48 10/100/1000 baseT UPOE ports	CAT1649L34Y	included		1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
63	WS-X4748-UPOE+E	10/100/1000BaseT (RJ45)+V E Series with 48 10/100/1000 baseT UPOE ports	CAT1649L2U2	included		1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
64	WS-X4748-UPOE+E	10/100/1000BaseT (RJ45)+V E Series with 48 10/100/1000 baseT UPOE ports	CAT1649L2WY	included		1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
65	WS-X45-SUP7-E	Sup 7-E 10GE (SFP+), 1000BaseX (SFP) with 4 SFP+ Ports	CAT1633L309	included		1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
66	WS-X4582+E	FanTray	FXS1629Q1ZX	included		1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
67	PWR-C45-6000ACV	Power Supply (AC 6000W)	AZS16340AGZ	included		1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
68	PWR-C45-6000ACV	Power Supply (AC 6000W)	AZS16340AGG	included		1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
69	WS-C4510R+E	WS-C4510R+E 10 slot switch	FXS2003Q2TX	CON-SNT-C4510R+E	8x5xNBD	1	EA	\$2,621.77	\$2,881.32	\$3,166.57	\$3,480.06	\$12,149.73
70	WS-X4748-RJ45V+E	10/100/1000BaseT (RJ45)+V E Series with 48 10/100/1000 baseT Premium PoE ports	CAT2002L75K	included		1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
71	WS-X4748-RJ45V+E	10/100/1000BaseT (RJ45)+V E Series with 48 10/100/1000 baseT Premium PoE ports	CAT2002L75B	included		1	EA					\$0.00
72	WS-X4748-RJ45V+E	10/100/1000BaseT (RJ45)+V E Series with 48 10/100/1000 baseT Premium PoE ports	CAT2011L0C7	included		1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
73	WS-X45-SUP8-E	Sup 8-E 10GE (SFP+), 1000BaseX (SFP) with 8 SFP+ Ports	CAT2011L5EG	included		1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
74	WS-X45-SUP8-E	Sup 8-E 10GE (SFP+), 1000BaseX (SFP) with 8 SFP+ Ports	CAT2011L5GG	included		1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
75	WS-X4582+E	FanTray	FXS2002Q5DJ	included		1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
76	PWR-C45-6000ACV	Power Supply (AC 6000W)	ART1952FAEK	included		1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
77	PWR-C45-6000ACV	Power Supply (AC 6000W)	ART1952FEUN	included		1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
78	WS-C4510R+E	WS-C4510R+E 10 slot switch	FXS2003Q2V9	CON-SNT-C4510R+E	8x5xNBD	1	EA	\$2,621.77	\$2,881.32	\$3,166.57	\$3,480.06	\$12,149.73
79	WS-X4748-RJ45V+E	10/100/1000BaseT (RJ45)+V E Series with 48 10/100/1000 baseT Premium PoE ports	CAT2002L703	included		1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
80	WS-X4748-RJ45V+E	10/100/1000BaseT (RJ45)+V E Series with 48 10/100/1000 baseT Premium PoE ports	CAT2002L75T	included		1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
81	WS-X4748-RJ45V+E	10/100/1000BaseT (RJ45)+V E Series with 48 10/100/1000 baseT Premium PoE ports	CAT2011L0DW	included		1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
82	WS-X4748-RJ45V+E	10/100/1000BaseT (RJ45)+V E Series with 48 10/100/1000 baseT Premium PoE ports	CAT2011L0P6	included		1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
83	WS-X4748-RJ45V+E	10/100/1000BaseT (RJ45)+V E Series with 48 10/100/1000 baseT Premium PoE ports	CAT2002L6K8	included		1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
84	WS-X45-SUP8-E	Sup 8-E 10GE (SFP+), 1000BaseX (SFP) with 8 SFP+ Ports	CAT2011L5F8	included		1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
85	WS-X45-SUP8-E	Sup 8-E 10GE (SFP+), 1000BaseX (SFP) with 8 SFP+ Ports	CAT2010L5C7	included		1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
86	WS-X4582+E	FanTray	FXS2002Q5DQ	included		1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
87	PWR-C45-6000ACV	Power Supply (AC 6000W)	ART1952FEUG	included		1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
88	PWR-C45-6000ACV	Power Supply (AC 6000W)	ART1952FEUJ	included		1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00

89	WS-C4510R+E	WS-C4510R+E 10 slot switch	FXS2020Q11E	CON-SNT-C4510R+E	8x5xNBD		1	EA						\$0.00
90	WS-X4748-RJ45V+E	10/100/1000BaseT (RJ45)+V E Series with 48 10/100/1000 baseT Premium PoE ports	CAT2003L0KG	included			1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
91	WS-X4748-RJ45V+E	10/100/1000BaseT (RJ45)+V E Series with 48 10/100/1000 baseT Premium PoE ports	CAT2002L73N	included			1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
92	WS-X4748-RJ45V+E	10/100/1000BaseT (RJ45)+V E Series with 48 10/100/1000 baseT Premium PoE ports	CAT2002L6NT	included			1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
93	WS-X4748-RJ45V+E	10/100/1000BaseT (RJ45)+V E Series with 48 10/100/1000 baseT Premium PoE ports	CAT2011L174	included			1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
94	WS-X4748-RJ45V+E	10/100/1000BaseT (RJ45)+V E Series with 48 10/100/1000 baseT Premium PoE ports	CAT2011L0DA	included			1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
95	WS-X4748-RJ45V+E	10/100/1000BaseT (RJ45)+V E Series with 48 10/100/1000 baseT Premium PoE ports	CAT2011L0U0	included			1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
96	WS-X4748-RJ45V+E	10/100/1000BaseT (RJ45)+V E Series with 48 10/100/1000 baseT Premium PoE ports	CAT2002L6RU	included			1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
97	WS-X45-SUP8-E	Sup 8-E 10GE (SFP+), 1000BaseX (SFP) with 8 SFP+ Ports	CAT2012L2TX	included			1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
98	WS-X45-SUP8-E	Sup 8-E 10GE (SFP+), 1000BaseX (SFP) with 8 SFP+ Ports	CAT2012L3U4	included			1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
99	WS-X4582+E	FanTray	FXS2019Q4XK	included			1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
100	PWR-C45-6000ACV	Power Supply (AC 6000W)	ART1952FAE7	included			1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
101	PWR-C45-6000ACV	Power Supply (AC 6000W)	DTM201101NE	included			1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
102	ASR1002	Cisco ASR1002 Chassis	FOX1439GDQM	CON-SNT-ASR1002	8x5xNBD		1	EA	\$4,396.90	\$4,832.19	\$5,310.58	\$5,836.32	\$20,375.99	
103	SPA-8X1GE-V2	8-port Gigabit Ethernet Shared Port Adapter	JAE14530C91	included			1	EA	\$802.50	\$881.95	\$969.26	\$1,065.22	\$3,718.92	
104	SPA-1X10GE-L-V2	1-port 10 Gigabit Ethernet Shared Port Adapter XFP based	SAL1617B7WW	included			1	EA	\$513.60	\$564.45	\$620.33	\$681.74	\$2,380.11	

\$79,976.87 \$87,894.58 \$96,596.14 \$106,159.16

Total Overall Cost		\$370,626.75
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Please note: This information is being captured for auditing purposes

Contract will be evaluated on all lines but only awarded on first year. Renewal options for years 2, 3, and 4 will be initiated by the Agency, agreed to by the Vendor and processed by the WV Purchasing Division as Change Orders for subsequent years.

Vendors Signature: _____

Date: _____

PAK/SERIAL NUMBER	PRODUCT NUMBER	REASON
JAF1746BAEA	N7K-SUP2	Currently covered to 2/28/2022
JAF1527DPDD	N7K-C7010	The product cannot be added because the last date of support has already passed.
JAF1720ANMF	N7K-SUP2	The serial number has been flagged with a compliance issue and cannot be added without Cisco's further review. Upon selection, WWT will work with Cisco to remove this flag and provide pricing for this line.
SSI1548052P	N2K-C2248TP-BUN	This product can't be added due to its inactive install base status. Upon selection, WWT will work with Cisco to remove this flag and provide pricing for this line.
CAT2002L75B	WS-X4748-RJ45V+E	This serial number is pulling as invalid. Please confirm serial number in order for WWT to provide pricing.
FXS2020Q11E	WS-C4510R+E	This serial number is pulling as invalid. Please confirm serial number in order for WWT to provide pricing.

PAK/SERIAL NUMBER	INSTANCE NUMBER	PRODUCT NUMBER	ASSOCIATED REQUESTED ITEM	YEAR 1 UNIT COST	YEAR 2 UNIT COST	YEAR 3 UNIT COST	YEAR 4 UNIT COST
FXS1803Q2G5	1525156718	WS-C4510R+E	CAT1649L2U2	\$ 4,418.73	\$ 4,856.18	\$ 5,336.94	\$ 5,865.30
FXS2020Q11E	1806410719	WS-C4510RE-S8+96V+	DTM201101NE	\$ 2,621.77	\$ 2,881.32	\$ 3,166.57	\$ 3,480.06
	700974435	ASR1000-ESP10	FOX1439GDQM	\$ 2,158.73	\$ 2,372.44	\$ 2,607.31	\$ 2,865.43
JAE14350SP5	596395419	SPA-2XT3/E3	SMG1501N00K	\$ 15.47	\$ 17.00	\$ 18.69	\$ 20.54
JAE14430HCM	596424749	7600-SIP-200	FOX1448G1TY	\$ 927.12	\$ 1,018.91	\$ 1,119.78	\$ 1,230.63
JAE14350SPL	596424775	SPA-2XT3/E3	FOX1448G1TY	\$ 15.47	\$ 17.00	\$ 18.69	\$ 20.54
	700973637	ASR1000-ESP10	FOX1446G2M9	\$ 2,158.73	\$ 2,372.44	\$ 2,607.31	\$ 2,865.43
	700973827	ASR1000-ESP10	FOX1447G266	\$ 2,158.73	\$ 2,372.44	\$ 2,607.31	\$ 2,865.43
	700974045	ASR1000-ESP10	FOX1448GW3R	\$ 2,158.73	\$ 2,372.44	\$ 2,607.31	\$ 2,865.43