MetTel
of West Virginia

Response to
WEST VIRGINIA OFFICE OF TECHNOLOGY

Solicitation for
Statewide Contract for Data Transport Services

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Cost Proposal

WEST VIRGINIA
office of
technology

Quote expiration date: This Proposal/Quote is valid for 120 days or until 10/14/2022

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GLOSSARY ACRONYMS

Acronym	Description	Acronym	Description
MRC	Monthly Recurring Charge		
NRC	Non-Recurring Charge		
SD-WAN	Software Defined Wide Area Network		

1.0 PRICE NARRATIVE

In correspondence with the Revised Exhibit A pricing page, the tables below provide a breakdown of the various components mapped to the pricing services:

1.1 Ethernet WAN Services

Description of Service	Service Components
Ethernet WAN Services 50 Mbps	50 Mbps DIA Port and Access
Ethernet WAN Services 100 Mbps	100Mbps DIA Port and Access
Ethernet WAN Services 500 Mbps	500Mbps DIA Port and Access
Ethernet WAN Services 1 Gbps	1Gbps DIA Port and Access
Ethernet WAN Services 2 Gbps	2Gbps DIA Port and Access
Ethernet WAN Services 3 Gbps	3Gbps DIA Port and Access
Ethernet WAN Services 5 Gbps	5Gbps DIA Port and Access
Ethernet WAN Services 10 Gbps	10Gbps DIA Port and Access
Ethernet WAN Services 20 Gbps	20Gbps DIA Port and Access
Ethernet WAN Services 40 Gbps	40Gbps DIA Port and Access

1.2 SD-WAN Ethernet WAN Services

Description of Service	Service Components
SD-WAN enabled ethernet WAN service 5 Mbps	Dedicated Ethernet Access 10 Mbps MRC - Circuit
	Dedicated Ethernet 10 Mbps NRC - Circuit
	Ethernet – 5Mbps - Port
	VMware SD-WAN 10 Mbps Premium Service Subscription for 3 year with Hosted Orchestrator with Hosted Gateway
SD-WAN enabled ethernet WAN service 10 Mbps	Dedicated Ethernet Access 10 Mbps MRC - Circuit
	Dedicated Ethernet Access 10 Mbps NRC - Circuit
	Ethernet – 10Mbps - Port
	VMware SD-WAN 10 Mbps Premium Service Subscription for 3 year with Hosted Orchestrator with Hosted Gateway
SD-WAN enabled ethernet WAN service 25 Mbps	Dedicated Ethernet Access 50 Mbps Access MRC - Circuit
	Dedicated Ethernet Access 50 Mbps Access NRC - Circuit
	Ethernet – 30Mbps - Port
	VMware SD-WAN 30 Mbps Premium Service Subscription for 3 year with Hosted Orchestrator with Hosted Gateway
SD-WAN enabled ethernet WAN service 50 Mbps	Dedicated Ethernet Access 50 Mbps Access MRC - Circuit
	Dedicated Ethernet Access 50 Mbps Access NRC - Circuit

Description of Service	Service Components
	Ethernet – 50Mbps - Port
	VMware SD-WAN 50 Mbps Premium Service Subscription for 3 year with Hosted Orchestrator with Hosted Gateway
SD-WAN enabled ethernet WAN service 100 Mbps	Dedicated Ethernet Access 100 Mbps Access MRC - Circuit
	Dedicated Ethernet Access 100 Mbps Access NRC - Circuit
	100 Mbps VPNS/DIA Port Speed MRC
	VMware SD-WAN 100 Mbps Premium Service Subscription for 3 year with Hosted Orchestrator with Hosted Gateway
SD-WAN enabled ethernet WAN service 200 Mbps	Dedicated Ethernet Access 200 Mbps Access MRC - Circuit
	Dedicated Ethernet Access 200 Mbps Access NRC - Circuit
	Ethernet – 200Mbps - Port
	VMware SD-WAN 200 Mbps Premium Service Subscription for 3 year with Hosted Orchestrator with Hosted Gateway
SD-WAN enabled ethernet WAN service 300 Mbps	Dedicated Ethernet Access 300 Mbps Access MRC - Circuit
	Dedicated Ethernet Access 300 Mbps Access NRC - Circuit
	Ethernet – 300Mbps - Port
	VMware SD-WAN 350 Mbps Premium Service Subscription for 3 year with Hosted Orchestrator with Hosted Gateway
SD-WAN enabled ethernet WAN service 500 Mbps	Dedicated Ethernet Access 500 Mbps Access MRC - Circuit
	500 Mbps Access NRC - Circuit
	Ethernet – 500Mbps - Port
	VMware SD-WAN 500 Mbps Premium Service Subscription for 3 year with Hosted Orchestrator with Hosted Gateway
SD-WAN enabled ethernet WAN service 1 Gbps	1 GB Access MRC - Circuit
	1 GB Access NRC - Circuit
	Ethernet – 1Gbps - Port
	VMware SD-WAN 1 Gbps Premium Service Subscription for 3 year with Hosted Orchestrator with Hosted Gateway
SD-WAN enabled ethernet WAN service 2 Gbps	10 GB Access MRC - Circuit
	10 GB Access NRC - Circuit
	Ethernet – 2Gbps - Port
	VMware SD-WAN 2 Gbps Premium Service Subscription for 3 year with Hosted Orchestrator with Hosted Gateway
SD-WAN enabled ethernet WAN service 3 Gbps	10 GB Access MRC - Circuit
	10 GB Access NRC - Circuit
	Ethernet – 3Gbps - Port
	VMware SD-WAN 5 Gbps Premium Service Subscription for 3 year with Hosted Orchestrator with Hosted Gateway
SD-WAN enabled ethernet WAN service 5 Gbps	10 GB Access MRC - Circuit
	10 GB Access NRC - Circuit

Description of Service	Service Components
	Ethernet – 5Gbps - Port
	VMware SD-WAN 5 Gbps Premium Service Subscription for 3 year with Hosted Orchestrator with Hosted Gateway
SD-WAN enabled ethernet WAN service 7 Gbps	10 GB Access MRC - Circuit
	10 GB Access NRC - Circuit
	Ethernet – 7Gbps - Port
	VMware SD-WAN 5 Gbps Premium Service Subscription for 3 year with Hosted Orchestrator with Hosted Gateway
SD-WAN enabled ethernet WAN service 10 Gbps	10 GB Access MRC - Circuit
	10 GB Access NRC - Circuit
	Ethernet – 10Gbps - Port
	VMware SD-WAN 5 Gbps Premium Service Subscription for 3 year with Hosted Orchestrator with Hosted Gateway
SD-WAN enabled ethernet WAN service 20 Gbps	10 GB Access MRC - Circuit x Quantity of 2
	10 GB Access NRC - Circuit x Quantity of 2
	Ethernet – 10Gbps - Port x Quantity of 2
	VMware SD-WAN 5 Gbps Premium Service Subscription for 3 year with Hosted Orchestrator with Hosted Gateway x Quantity of 5
SD-WAN enabled ethernet WAN service 40 Gbps	10 GB Access MRC - Circuit x Quantity of 4
	10 GB Access NRC - Circuit x Quantity of 4
	Ethernet – 10Gbps - Port x Quantity of 4
	VMware SD-WAN 5 Gbps Premium Service Subscription for 3 year with Hosted Orchestrator with Hosted Gateway x Quantity of 8

1.3   Dedicated Internet Access

Description of Service	Service Components
Dedicated Internet Access 50 Mbps	50 Mbps DIA port and Access MRC
Dedicated Internet Access 100 Mbps	100Mbps DIA Port and Access MRC
Dedicated Internet Access 500 Mbps	500Mbps DIA Port and Access MRC
Dedicated Internet Access 1 Gbps	1Gbps DIA Port and Access MRC
Dedicated Internet Access 2 Gbps	2Gbps DIA Port and Access MRC
Dedicated Internet Access 3 Gbps	3Gbps DIA Port and Access MRC
Dedicated Internet Access 5 Gbps	5Gbps DIA Port and Access MRC
Dedicated Internet Access 10 Gbps	10Gbps DIA Port and Access MRC
Dedicated Internet Access 25 Gbps	25Gbps DIA Port and Access MRC
Dedicated Internet Access 40 Gbps	40Gbps DIA Port and Access MRC

1.4   4G/5G Wireless Service

Description of Service	Service Components
4G/5G Wireless Service	Wireless Plan with Primary SIM
	Digi EX15 - CAT 11
	Secondary SIM
	Total Care
	Panorama MiMo Antenna
	2 Static IPs

1.5   Leased Router for SDWAN

Description of Service	Service Components
Leased Router - ethernet WAN service (5 Mbps)	Edge Router (Cisco or equal), Licensing Fees & Maintenance Costs
Leased Router - ethernet WAN service (10 Mbps)	Edge Router (Cisco or equal), Licensing Fees & Maintenance Costs
Leased Router - ethernet WAN service (25 Mbps)	Edge Router (Cisco or equal), Licensing Fees & Maintenance Costs
Leased Router - ethernet WAN service (50 Mbps)	Edge Router (Cisco or equal), Licensing Fees & Maintenance Costs
Leased Router - ethernet WAN service (100 Mbps)	Edge Router (Cisco or equal), Licensing Fees & Maintenance Costs
Leased Router - ethernet WAN service (200 Mbps)	Edge Router (Cisco or equal), Licensing Fees & Maintenance Costs
Leased Router - ethernet WAN service (300 Mbps)	Edge Router (Cisco or equal), Licensing Fees & Maintenance Costs
Leased Router - ethernet WAN service (500 Mbps)	Edge Router (Cisco or equal), Licensing Fees & Maintenance Costs
Leased Router - ethernet WAN service (1 Gbps)	Edge Router (Cisco or equal), Licensing Fees & Maintenance Costs
Leased Router - ethernet WAN service (2 Gbps)	Edge Router (Cisco or equal), Licensing Fees & Maintenance Costs
Leased Router - ethernet WAN service (3 Gbps)	Edge Router (Cisco or equal), Licensing Fees & Maintenance Costs
Leased Router - ethernet WAN service (5 Gbps)	Edge Router (Cisco or equal), Licensing Fees & Maintenance Costs
Leased Router - ethernet WAN service (7 Gbps)	Edge Router (Cisco or equal), Licensing Fees & Maintenance Costs
Leased Router - ethernet WAN service (10 Gbps)	Edge Router (Cisco or equal), Licensing Fees & Maintenance Costs
Leased Router - ethernet WAN service 20 Gbps	Edge Router (Cisco or equal), Licensing Fees & Maintenance Costs

Description of Service	Service Components
Leased Router - ethernet WAN service 40 Gbps	Edge Router (Cisco or equal), Licensing Fees & Maintenance Costs

1.6   Managed Internet Services

Description of Service	Service Components
Managed Internet Service - Dedicated Internet Access 50 Mbps	Circuit, Edge router and Internet access
	Fortigate 40F FW Bundle
	DDoS Threat Mitigation
	Monitoring and Management - Platinum
Managed Internet Service - Dedicated Internet Access 100 Mbps	Circuit, Edge router and Internet access
	Fortigate 40F FW Bundle
	DDoS Threat Mitigation
	Monitoring and Management - Platinum
Managed Internet Service - Dedicated Internet Access 500 Mbps	Circuit, Edge router and Internet access
	Fortigate 40F FW Bundle
	DDoS Threat Mitigation
	Monitoring and Management - Platinum
Managed Internet Service - Dedicated Internet Access 1 Gbps	Circuit, Edge router and Internet access
	Fortigate 60F FW Bundle
	DDoS Threat Mitigation
	Monitoring and Management - Platinum
Managed Internet Service - Dedicated Internet Access 2 Gbps	Circuit, Edge router and Internet access
	Fortinet 100F FW Bundle
	DDoS Threat Mitigation
	10GBASE-LR SFP+
	10GB-SX SFP+ x Quantity of 2
	Monitoring and Management - Platinum
Managed Internet Service - Dedicated Internet Access 3 Gbps	Circuit, Edge router and Internet access
	Fortinet 200F FW Bundle
	DDoS Threat Mitigation
	10GBASE-LR SFP+
	10GB-SX SFP+ x Quantity of 2
	Monitoring and Management - Platinum
Managed Internet Service - Dedicated Internet Access 5 Gbps	Circuit, Edge router and Internet access
	Fortinet 401E FW Bundle
	DDoS Threat Mitigation

Description of Service	Service Components
	10GBASE-LR SFP+
	10GB-SX SFP+ x Quantity of 2
	Monitoring and Management - Platinum
Managed Internet Service - Dedicated Internet Access 7 Gbps	Circuit, Edge router and Internet access
	Fortinet 401E FW Bundle
	DDoS Threat Mitigation
	10GBASE-LR SFP+
	10GB-SX SFP+ x Quantity of 2
	Monitoring and Management - Platinum
Managed Internet Service - Dedicated Internet Access 10 Gbps	Circuit, Edge router and Internet access
	Fortinet 600E FW Bundle
	DDoS Threat Mitigation
	10GBASE-LR SFP+
	10GB-SX SFP+
	Monitoring and Management - Platinum
Managed Internet Service - Dedicated Internet Access 25 Gbps	Circuit, Edge router and Internet access
	Fortinet 2600F FW Bundle Quantity of 1
	DDoS Threat Mitigation x Quantity of 2
	10GBASE-LR SFP+ x Quantity of 2
	10GB-SX SFP+ x Quantity of 4
	Monitoring and Management - Platinum
Managed Internet Service - Dedicated Internet Access 40 Gbps	Circuit, Edge router and Internet access
	Fortinet 3000F FW Bundle x Quantity of 1
	DDoS Threat Mitigation x Quantity of 4
	10GBASE-LR SFP+ x Quantity of 4
	10GB-SX SFP+ x Quantity of 8
	Monitoring and Management - Platinum

EXHIBIT A - PRICING PAGE

The quantities indicated below (Column B) are the best estimate of network inventory near the time of release.

If the inventory changed after data capture or was missed during the data capture, it does not change the evaluation.

The evaluation will be based on the quantities represented in this section.   Vendors must provide costs for each Service, including $0 if applicable.

If there were not any current installations of a circuit type being requested under this RFP, it was represented with a quantity of 1 for evaluation purposes.

If a current circuit type was not being requested under this RFP, it was not included in this evaluation,

but was left in the inventory for vendor reference regarding a potential installation site.

Column D is calculated by multiplying twelve (12) months by Column B and Column C.

Column F is calculated by multiplying Column B and Column E to show the total cost for Non-Recurring.

Column G is calculated by adding Column D and Column F to show the total cost for bothAnnual and Non-recurring costs.

A	B	C	D	E	F	G
Description of Service	Qty	Monthly Recurring Cost (MRC) - Vendor Response	Annual Cost - - Calculated (12 * B * C)	Non-Recurring Cost (NRC) - Vendor Response	Total NRC - - Calculated (B * E)	Total Cost - - - - Calculated (D + F)
Ethernet WAN Service 5Mbps	40	$499.00	$239,520.00			$239,520.00
Ethernet WAN Service 10Mbps	200	$499.00	$1,197,600.00			$1,197,600.00
Ethernet WAN Service 25Mbps	40	$599.00	$287,520.00			$287,520.00
Ethernet WAN Service 50Mbps	40	$699.00	$335,520.00			$335,520.00
Ethernet WAN Service 100Mbps	50	$899.00	$539,400.00			$539,400.00
Ethernet WAN Service 200Mbps	1	$999.00	$11,988.00			$11,988.00
Ethernet WAN Service 300Mbps	5	$1,299.00	$77,940.00			$77,940.00
Ethernet WAN Service 500Mbps	1	$1,399.00	$16,788.00			$16,788.00
Ethernet WAN Service 1Gbps	5	$1,999.00	$119,940.00			$119,940.00
Ethernet WAN Service 2Gbps	1	$2,399.00	$28,788.00			$28,788.00
Ethernet WAN Service 3Gbps	1	$2,999.00	$35,988.00			$35,988.00
Ethernet WAN Service 5Gbps	1	$3,699.00	$44,388.00			$44,388.00
Ethernet WAN Service 7Gbps	1	$4,999.00	$59,988.00			$59,988.00
Ethernet WAN Service 10Gbps	1	$5,999.00	$71,988.00			$71,988.00
Ethernet WAN Service 20Gbps	1	$8,999.00	$107,988.00			$107,988.00
Ethernet WAN Service 40Gbps	1	$12,999.00	$155,988.00			$155,988.00
SD-WAN enabled Ethernet WAN Service 5Mbps	5	$679.99	$40,799.40	$99.99	$499.95	$41,299.35
SD-WAN enabled Ethernet WAN Service 10Mbps	5	$679.99	$40,799.40	$99.99	$499.95	$41,299.35
SD-WAN enabled Ethernet WAN Service 25Mbps	5	$799.99	$47,999.40	$99.99	$499.95	$48,499.35
SD-WAN enabled Ethernet WAN Service 50Mbps	5	$929.99	$55,799.40	$99.99	$499.95	$56,299.35
SD-WAN enabled Ethernet WAN Service 100Mbps	5	$1,159.99	$69,599.40	$99.99	$499.95	$70,099.35
SD-WAN enabled Ethernet WAN Service 200Mbps	5	$1,339.99	$80,399.40	$99.99	$499.95	$80,899.35
SD-WAN enabled Ethernet WAN Service 300Mbps	5	$1,739.99	$104,399.40	$99.99	$499.95	$104,899.35
SD-WAN enabled Ethernet WAN Service 500Mbps	5	$1,889.99	$113,399.40	$99.99	$499.95	$113,899.35
SD-WAN enabled Ethernet WAN Service 1Gbps	5	$2,769.99	$166,199.40	$99.99	$499.95	$166,699.35
SD-WAN enabled Ethernet WAN Service 2Gbps	1	$3,219.99	$38,639.88	$99.99	$99.99	$38,739.87
SD-WAN enabled Ethernet WAN Service 3Gbps	1	$4,269.99	$51,239.88	$99.99	$99.99	$51,339.87
SD-WAN enabled Ethernet WAN Service 5Gbps	1	$4,969.99	$59,639.88	$99.99	$99.99	$59,739.87
SD-WAN enabled Ethernet WAN Service 7Gbps	1	$7,819.99	$93,839.88	$99.99	$99.99	$93,939.87
SD-WAN enabled Ethernet WAN Service 10Gbps	1	$8,819.99	$105,839.88	$199.99	$199.99	$106,039.87
SD-WAN enabled Ethernet WAN Service 20Gbps	1	$17,799.99	$213,599.88	$399.99	$399.99	$213,999.87
SD-WAN enabled Ethernet WAN Service 40Gbps	1	$36,199.99	$434,399.88	$799.99	$799.99	$435,199.87
Dedicated Internet Access 50Mbps	1	$699.00	$8,388.00			$8,388.00
Dedicated Internet Access 100Mbps	1	$899.00	$10,788.00			$10,788.00
Dedicated Internet Access 500Mbps	1	$1,399.00	$16,788.00			$16,788.00
Dedicated Internet Access 1Gbps	1	$1,999.00	$23,988.00			$23,988.00
Dedicated Internet Access 2Gbps	1	$2,499.00	$29,988.00			$29,988.00
Dedicated Internet Access 5Gbps	1	$3,699.00	$44,388.00			$44,388.00

Dedicated Internet Access 10Gbps	1	$5,999.00	$71,988.00			$71,988.00
Dedicated Internet Access 25Gbps	1	$8,999.00	$107,988.00			$107,988.00
Dedicated Internet Access 40Gbps	1	$12,999.00	$155,988.00			$155,988.00
4G/5G Wireless Service (Unlimited Data, no data throttling)	1	$169.99	$2,039.88			$2,039.88
Leased Router (5mbps Service)	1	$199.99	$2,399.88	$99.99	$99.99	$2,499.87
Leased Router (10mbps Service)	1	$199.99	$2,399.88	$99.99	$99.99	$2,499.87
Leased Router (25mbps Service)	1	$209.99	$2,519.88	$99.99	$99.99	$2,619.87
Leased Router (50mbps Service)	1	$259.99	$3,119.88	$99.99	$99.99	$3,219.87
Leased Router (100mbps Service)	1	$299.99	$3,599.88	$99.99	$99.99	$3,699.87
Leased Router (200mbps Service)	1	$399.99	$4,799.88	$99.99	$99.99	$4,899.87
Leased Router (300mbps Service)	1	$499.99	$5,999.88	$99.99	$99.99	$6,099.87
Leased Router (500mbps Service)	1	$599.99	$7,199.88	$99.99	$99.99	$7,299.87
Leased Router (1Gbps Service)	1	$799.99	$9,599.88	$99.99	$99.99	$9,699.87
Leased Router (2Gbps Service)	1	$859.99	$10,319.88	$99.99	$99.99	$10,419.87
Leased Router (3Gbps Service)	1	$1,299.99	$15,599.88	$99.99	$99.99	$15,699.87
Leased Router (5Gbps Service)	1	$1,599.99	$19,199.88	$99.99	$99.99	$19,299.87
Leased Router (7Gbps Service)	1	$2,899.99	$34,799.88	$99.99	$99.99	$34,899.87
Leased Router (10Gbps Service)	1	$2,999.99	$35,999.88	$199.99	$199.99	$36,199.87
Leased Router (20Gbps Service)	1	$8,899.99	$106,799.88	$399.99	$399.99	$107,199.87
Leased Router (40Gbps Service)	1	$23,299.99	$279,599.88	$799.99	$799.99	$280,399.87
Managed Internet Service (50Mbps)	1	$1,089.99	$13,079.88	$99.99	$99.99	$13,179.87
Managed Internet Service (100Mbps)	1	$1,329.99	$15,959.88	$99.99	$99.99	$16,059.87
Managed Internet Service (500Mbps)	1	$2,129.99	$25,559.88	$99.99	$99.99	$25,659.87
Managed Internet Service (1Gbps)	1	$2,979.99	$35,759.88	$99.99	$99.99	$35,859.87
Managed Internet Service (2Gbps)	1	$3,719.99	$44,639.88	$99.99	$99.99	$44,739.87
Managed Internet Service (5Gbps)	1	$6,099.99	$73,199.88	$99.99	$99.99	$73,299.87
Managed Internet Service (10Gbps)	1	$9,999.99	$119,999.88	$199.99	$199.99	$120,199.87
Managed Internet Service (40Gbps)	1	$40,499.99	$485,999.88	$799.99	$799.99	$486,799.87
Total Annual Costs and Non-Recurring Costs		$298,614.59	$6,878,414.76	$6,999.60	$10,599.24	$6,889,014.00

Miscellaneous Costs and information

	Provided by		Hourly Rate	Estimate of Hours	Total Cost
	Vendor (Y or N)	Subcontractor (Y or N)			
Extension of Circuit demarcation	Y	Y	$ 225.00	100	$22,500.00

			Cost per Circuit Expedited	Estimate of Requests	Total Cost
Expedite Charge			$ 2,000.00	100	$200,000.00

Overall Cost Summary

Total Annual Costs and Non-Recurring Costs	$6,889,014.00
Extension of Circuit demarcation	$22,500.00
Expedite Charge	$200,000.00
Total Cost for Evaluation	$7,111,514.00