



ORIGINAL

Response to
WEST VIRGINIA OFFICE OF TECHNOLOGY

Solicitation for
Statewide Contract for Data Transport Services

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Manhattan Telecommunications Corporation LLC
("MetTel")
TIN: 51-0374236
DUNS: 966868556
UEI: C5D6CL7CMPH5

Cost Proposal



Quote expiration date: This Proposal/Quote is valid for 120 days or until 1/11/2023

Contractual Point of Contact:

Kandi Hart,
Director, Contracts
1090 Vermont Ave NW,
Ste 1100
Washington, DC 20005
(571) 259-3674
khart@mettel.net

Technical Point of Contact:

James Gwiazda,
Vice President
Public Sector
1090 Vermont Ave NW,
Ste 1100
Washington, DC 20005
T (202) 888-2442
M (202) 255-9652
jgwiazda@mettel.net

Submit to:

Government Point of Contact:
Jessica L Hovanec
Senior Buyer
Department Of Administration
Purchasing Division
2019 Washington Street E
Charleston WV 25305
jessica.l.hovanec@wv.gov
(304) 558-2314

www.mettel.net

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TABLE OF CONTENTS

Glossary Acronyms..... iv

1.0 Price Narrative 1

 1.1 Ethernet WAN Services..... 1

 1.2 SD-WAN Ethernet WAN Services..... 1

 1.3 Dedicated Internet Access..... 3

 1.4 4G/5G Wireless Service..... 4

 1.5 Leased Router for SDWAN..... 4

 1.6 Managed Internet Services..... 5

GLOSSARY ACRONYMS

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

Acronym	Description
DDoS	Distributed Denial of Service

1.0 PRICE NARRATIVE

In correspondence with the 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 Port and Access
Ethernet WAN Services 100 Mbps	100Mbps Port and Access
Ethernet WAN Services 500 Mbps	500Mbps Port and Access
Ethernet WAN Services 1 Gbps	1Gbps Port and Access
Ethernet WAN Services 2 Gbps	2Gbps Port and Access
Ethernet WAN Services 3 Gbps	3Gbps Port and Access
Ethernet WAN Services 5 Gbps	5Gbps Port and Access
Ethernet WAN Services 10 Gbps	10Gbps Port and Access
Ethernet WAN Services 20 Gbps	20Gbps Port and Access
Ethernet WAN Services 40 Gbps	40Gbps 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
	Ethernet – 50Mbps - Port

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

Description of Service	Service Components
	VMware SD-WAN 5 Gbps Premium Service Subscription for 3 year with Hosted Orchestrator with Hosted Gateway

1.3 Dedicated Internet Access

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

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

*All hardware required to deliver the requested service is included.

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

	A	B	C	D	E	F	G	H
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EXHIBIT A - PRICING PAGE

3 The quantities indicated below (Column B) are the best estimate of network inventory near the time of release.
 4 If the inventory changed after data capture or was missed during the data capture, it does not change the evaluation.
 5 The evaluation will be based on the quantities represented in this section. Vendors must provide costs for each Service, including \$0 if applicable.
 6 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.
 7 If a current circuit type was not being requested under this RFP, it was not included in this evaluation,
 8 but was left in the inventory for vendor reference regarding a potential installation site.
 9 Column D is calculated by multiplying twelve (12) months by Column B and Column C.
 10 Column F is calculated by multiplying Column B and Column E to show the total cost for Non-Recurring.
 11 Column G is calculated by adding Column D and Column F to show the total cost for both Annual and Non-recurring costs.

	A	B	C	D	E	F	G
	Description of Service	Qty	Monthly Recurring Cost (MRC) - Vendor Response	Annual Cost - - Calculated (12 * B * C)	Non-Recurring Cost (NRC) - Vendor Response	Total NRC - - Calculated (B * E)	Total Cost - - - - Calculated (D + F)
16	Ethernet WAN Service 5Mbps	40	\$499.00	\$239,520.00			\$239,520.00
17	Ethernet WAN Service 10Mbps	200	\$499.00	\$1,197,600.00			\$1,197,600.00
18	Ethernet WAN Service 25Mbps	40	\$599.00	\$287,520.00			\$287,520.00
19	Ethernet WAN Service 50Mbps	40	\$699.00	\$335,520.00			\$335,520.00
20	Ethernet WAN Service 100Mbps	50	\$899.00	\$539,400.00			\$539,400.00
21	Ethernet WAN Service 200Mbps	1	\$999.00	\$11,988.00			\$11,988.00
22	Ethernet WAN Service 300Mbps	5	\$1,299.00	\$77,940.00			\$77,940.00
23	Ethernet WAN Service 500Mbps	1	\$1,399.00	\$16,788.00			\$16,788.00
24	Ethernet WAN Service 1Gbps	5	\$1,999.00	\$119,940.00			\$119,940.00
25	Ethernet WAN Service 2Gbps	1	\$2,399.00	\$28,788.00			\$28,788.00
26	Ethernet WAN Service 3Gbps	1	\$2,999.00	\$35,988.00			\$35,988.00
27	Ethernet WAN Service 5Gbps	1	\$3,699.00	\$44,388.00			\$44,388.00
28	Ethernet WAN Service 7Gbps	1	\$4,999.00	\$59,988.00			\$59,988.00
29	Ethernet WAN Service 10Gbps	1	\$5,999.00	\$71,988.00			\$71,988.00
30	Ethernet WAN Service 20Gbps	1	\$8,999.00	\$107,988.00			\$107,988.00
31	Ethernet WAN Service 40Gbps	1	\$12,999.00	\$155,988.00			\$155,988.00

	A	B	C	D	E	F	G	H
33	SD-WAN enabled Ethernet WAN Service 5Mbps	5	\$679.99	\$40,799.40	\$99.99	\$499.95	\$41,299.35	
34	SD-WAN enabled Ethernet WAN Service 10Mbps	5	\$679.99	\$40,799.40	\$99.99	\$499.95	\$41,299.35	
35	SD-WAN enabled Ethernet WAN Service 25Mbps	5	\$799.99	\$47,999.40	\$99.99	\$499.95	\$48,499.35	
36	SD-WAN enabled Ethernet WAN Service 50Mbps	5	\$929.99	\$55,799.40	\$99.99	\$499.95	\$56,299.35	
37	SD-WAN enabled Ethernet WAN Service 100Mbps	5	\$1,159.99	\$69,599.40	\$99.99	\$499.95	\$70,099.35	
38	SD-WAN enabled Ethernet WAN Service 200Mbps	5	\$1,339.99	\$80,399.40	\$99.99	\$499.95	\$80,899.35	
39	SD-WAN enabled Ethernet WAN Service 300Mbps	5	\$1,739.99	\$104,399.40	\$99.99	\$499.95	\$104,899.35	
40	SD-WAN enabled Ethernet WAN Service 500Mbps	5	\$1,889.99	\$113,399.40	\$99.99	\$499.95	\$113,899.35	
41	SD-WAN enabled Ethernet WAN Service 1Gbps	5	\$2,769.99	\$166,199.40	\$99.99	\$499.95	\$166,699.35	
42	SD-WAN enabled Ethernet WAN Service 2Gbps	1	\$3,219.99	\$38,639.88	\$99.99	\$99.99	\$38,739.87	
43	SD-WAN enabled Ethernet WAN Service 3Gbps	1	\$4,269.99	\$51,239.88	\$99.99	\$99.99	\$51,339.87	
44	SD-WAN enabled Ethernet WAN Service 5Gbps	1	\$4,969.99	\$59,639.88	\$99.99	\$99.99	\$59,739.87	
45								
46	Dedicated Internet Access 50Mbps	1	\$699.00	\$8,388.00			\$8,388.00	
47	Dedicated Internet Access 100Mbps	1	\$899.00	\$10,788.00			\$10,788.00	
48	Dedicated Internet Access 500Mbps	1	\$1,399.00	\$16,788.00			\$16,788.00	
49	Dedicated Internet Access 1Gbps	1	\$1,999.00	\$23,988.00			\$23,988.00	
50	Dedicated Internet Access 2Gbps	1	\$2,499.00	\$29,988.00			\$29,988.00	
51	Dedicated Internet Access 5Gbps	1	\$3,699.00	\$44,388.00			\$44,388.00	
52	Dedicated Internet Access 10Gbps	1	\$5,999.00	\$71,988.00			\$71,988.00	
53	Dedicated Internet Access 25Gbps	1	\$8,999.00	\$107,988.00			\$107,988.00	
54	Dedicated Internet Access 40Gbps	1	\$12,999.00	\$155,988.00			\$155,988.00	
55								
56	4G/5G Wireless Service (Unlimited Data, no data throttling)	1	\$169.99	\$2,039.88			\$2,039.88	

