

(OT24163)

State of West Virginia

Networking Equipment Refresh for Bldg 4 and Logan

Digital Response | 6/19/2024



RECEIVED
2024 JUN 21 AM 7:58
WV PURCHASING
DIVISION



VENDOR NAME: CDW Government LLC
BUYER: Toby L Welch
SOLICITATION NO.: CRFQISC2400000015
BID OPENING DATE: Wednesday June 19, 2024
BID OPENING TIME: 1:30pm
FAX NUMBER 304-558-3970

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To the extent allowable, all information and documents hereby submitted in response to the Centralized Request for Quote ("RFP/RFQ") furnished by State of West Virginia are the Proprietary and Confidential property of CDW Government LLC ("CDW-G").

6/19/2024

State of West Virginia
2019 Washington Street
Charleston, WV, 25305



One CDW Way
230 N. Milwaukee Avenue
Vernon Hills, IL 60061
Toll-free: 800.808.4239
F: 847.465.6800
cdwg.com/PeopleWhoGetIT

RE: CDW-G Response to State of West Virginia's Networking Equipment Refresh for Bldg 4 and Logan

Dear James Bowles,

CDW-G understands the objective of the CRFQ is for State of West Virginia to identify a reliable and experienced supplier partner capable of managing your technology needs. Our response demonstrates CDW-G's ability to contribute to the overall success of this initiative. Specific advantages of partnering with us include:

- **Partnerships with Leading OEMs.** CDW-G's Diamond Certified Partnership status with Extreme Networks facilitates timely road mapping and other requests for information.
- **Configuration Expertise.** Extensive customized configuration services ensure products arrive at your locations ready to plug and play, maximizing your staff's productivity.
- **Dedicated Support.** Highly trained and experienced account team, including a dedicated account manager is responsible for coordinating all of your needs and ensuring customer satisfaction.
- **Turnkey with Breadth of Solutions.** Valuable presales consulting expertise assists with developing solutions that provide robust functionality, efficiencies, and cost savings.

As always, we consistently strive to exceed your expectations. Should you have any questions regarding our response, please contact your account manager, Lucas Ogden, at (877) 685-2960, or via email at lucas.ogden@cdwg.com. We thank you for the opportunity to participate in this RFP process and are confident you will find our response advantageous from both a strategic and budgetary standpoint.

Sincerely,

A handwritten signature in black ink that reads "Justin Schwier".

Justin Schwier
Manager, Proposals
CDW Government LLC

*Please reference the attached CDW-G Terms of Offer found on page 13 of this response

State of West Virginia, Networking Equipment Refresh for Bldg 4 and Logan

Bid Documents

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

State of West Virginia
Centralized Request for Quote
Info Technology

4

Proc Folder: 1440403			Reason for Modification:
Doc Description: Networking Equipment Refresh for Bldg 4 and Logan (OT24163)			
Proc Type: Central Purchase Order			
Date Issued	Solicitation Closes	Solicitation No	Version
2024-06-04	2024-06-19 13:30	CRFQ 0210 ISC2400000015	1

BID RECEIVING LOCATION

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

VENDOR

Vendor Customer Code: 13347475
Vendor Name : CDW Government LLC
Address : 230
Street : N. Milwaukee Ave
City : Vernon Hills
State : IL **Country :** US **Zip :** 60061
Principal Contact : Justin Schwier
Vendor Contact Phone: (877) 685-2960 - **Extension:**
Account Representative Lucas Ogden

FOR INFORMATION CONTACT THE BUYER

Toby L Welch
(304) 558-8802
toby.l.welch@wv.gov

Vendor

Signature x

FEIN# 36-4230110

DATE 6/19/24

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

*Please reference the attached CDW-G Terms of Offer found on page 13 of this response

ADDITIONAL INFORMATION

The West Virginia Purchasing Division is soliciting bids on behalf of the West Virginia Office of Technology (WVOT) to establish a contract for a one-time purchase of networking equipment, per the attached documents.

INVOICE TO**SHIP TO**

DEPARTMENT OF
ADMINISTRATION
OFFICE OF TECHNOLOGY
1900 KANAWHA BLVD E,
BLDG 5 10TH FLOOR
CHARLESTON WV
US

DEPARTMENT OF
ADMINISTRATION
OFFICE OF TECHNOLOGY
908 BULLITT ST
CHARLESTON WV
US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	3.1.1 Extreme Networks 48-Port Network Switch, or equal	36.00000	EA	\$3,325.47	\$119,716.92

Comm Code	Manufacturer	Specification	Model #
43222612	Extreme Networks	ExtremeSwitching switch - 48 ports managed - rack-mountable	5320-48P-8XE

Extended Description:

3.1.1 Extreme Networks 48-Port Network Switch, or equal

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DEPARTMENT OF
ADMINISTRATION
OFFICE OF TECHNOLOGY
908 BULLITT ST
CHARLESTON WV
US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	3.1.2 Extreme Networks 1M SFP+ Twinaxial Cable, or equal	36.00000	EA	\$69.36	\$2,496.96

Comm Code	Manufacturer	Specification	Model #
43222612	Extreme Networks	Extreme Networks Ethernet 10GBase-CR cable - 3.3 ft	10304

Extended Description:

3.1.2 Extreme Networks 1M SFP+ Twinaxial Cable, or equal

INVOICE TO				SHIP TO			
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV US				DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 908 BULLITT ST CHARLESTON WV US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
3	3.1.3 Extreme Networks 10000BSX SFP Module, or equal	36.00000	EA	\$1,043.83	\$37,577.88

Comm Code	Manufacturer	Specification	Model #
43222612	Extreme Networks	Extreme Networks - SFP+ transceiver module - 10 GigE	10302

Extended Description:

3.1.3 Extreme Networks 10000BSX SFP Module, or equal

INVOICE TO				SHIP TO			
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV US				DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 908 BULLITT ST CHARLESTON WV US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
4	3.1.4 Extreme Networks 1000BSX SFP Module, or equal	36.00000	EA	\$259.14	\$9,329.04

Comm Code	Manufacturer	Specification	Model #
43222612	Extreme Networks	Extreme Networks Industrial Temperature SFP (mini-GBIC) transceiver 1GbE module	10051H

Extended Description:

3.1.4 Extreme Networks 1000BSX SFP Module, or equal

INVOICE TO				SHIP TO			
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV US				DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 908 BULLITT ST CHARLESTON WV US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
5	3.1.5 Extreme Networks Power Cord, or equal	36.00000	EA	\$14.48	\$521.28

Comm Code	Manufacturer	Specification	Model #
43222612	Extreme Networks	NEMA 5-15 to IEC 60320 C15	10099

Extended Description:

3.1.5 Extreme Networks Power Cord, or equal

SCHEDULE OF EVENTS

<u>Line</u>	<u>Event</u>	<u>Event Date</u>
1	Questions are due by 3:00 p.m.	2024-06-11

	Document Phase	Document Description	Page 58
ISC2400000015	Final	Networking Equipment Refresh for Bldg 4 and Logan (OT24163)	

ADDITIONAL TERMS AND CONDITIONS

See attached document(s) for additional Terms and Conditions

State of West Virginia, Networking Equipment Refresh for Bldg 4 and Logan

Pricing Offer

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To the extent allowable, all information and documents hereby submitted in response to the Centralized Request for Quote furnished by State of West Virginia are the Proprietary and Confidential property of CDW Government LLC ("CDW-G").



Thank you for choosing CDW. We have received your quote.

Hardware

Software

Services

IT Solutions

Brands

Research Hub

QUOTE CONFIRMATION

JAMES BOWLES,

Thank you for considering CDW•G for your technology needs. The details of your quote are below. **If you are an eProcurement or single sign on customer, please log into your system to access the CDW site.** You can search for your quote to retrieve and transfer back into your system for processing.

For all other customers, click below to convert your quote to an order.

[Convert Quote to Order](#)

QUOTE #	QUOTE DATE	QUOTE REFERENCE	CUSTOMER #	GRAND TOTAL
NXNL846	6/11/2024	NXNL846	13347475	\$169,642.08

QUOTE DETAILS

ITEM	QTY	CDW#	UNIT PRICE	EXT. PRICE
<u>Extreme Networks 5320 48x 10 100 1K BaseT Switch</u> Mfg. Part#: 5320-48P-8XE Contract: MARKET	36	6754959	\$3,325.47	\$119,716.92
<u>Extreme Networks Ethernet 10GBase-CR cable - 3.3 ft</u> Mfg. Part#: 10304 UNSPSC: 26121609 Contract: MARKET	36	1948662	\$69.36	\$2,496.96
<u>Extreme Networks - SFP+ transceiver module - 10 GigaE</u> Mfg. Part#: 10302 UNSPSC: 43201553 Contract: MARKET	36	1673418	\$1,043.83	\$37,577.88
<u>Extreme Networks Industrial Temperature - SFP (mini-GBIC) transceiver modul</u> Mfg. Part#: 10051H UNSPSC: 43201553 Contract: MARKET	36	2855468	\$259.14	\$9,329.04
<u>Extreme Networks power cable</u> Mfg. Part#: 10099 UNSPSC: 26121636 Contract: MARKET	36	3533481	\$14.48	\$521.28

SUBTOTAL**\$169,642.08**

11
SHIPPING \$0.00
SALES TAX \$0.00
GRAND TOTAL **\$169,642.08**

PURCHASER BILLING INFO

Billing Address:
 WEST VIRGINIA OFFICE OF TECHNO
 JAMES BOWLES
 1900 KANAWHA BLVD E
 BUILDING 5 10TH FLOOR
 CHARLESTON, WV 25305-0009
Phone: (304) 400-9275
Payment Terms: Net 30 Days-Govt State/Local

DELIVER TO

Shipping Address:
 WEST VIRGINIA OFFICE OF TECHNO
 JAMES BOWLES
 1900 KANAWHA BLVD E
 BUILDING 5 10TH FLOOR
 CHARLESTON, WV 25305-0009
Phone: (304) 400-9275
Shipping Method: DROP SHIP-GROUND

Please remit payments to:

CDW Government
 75 Remittance Drive
 Suite 1515
 Chicago, IL 60675-1515

**Sales Contact Info**

Lucas Ogden | (877) 685-2960 | lucas.ogden@cdwg.com

LEASE OPTIONS

FMV TOTAL	FMV LEASE OPTION	BO TOTAL	BO LEASE OPTION
\$169,642.08	\$4,800.87/Month	\$169,642.08	\$5,520.15/Month

Monthly payment based on 36 month lease. Other terms and options are available. Contact your Account Manager for details. Payment quoted is subject to change.

Why finance?

- **Lower Upfront Costs.** Get the products you need without impacting cash flow. Preserve your working capital and existing credit line.
- **Flexible Payment Terms.** 100% financing with no money down, payment deferrals and payment schedules that match your company's business cycles.
- **Predictable, Low Monthly Payments.** Pay over time. Lease payments are fixed and can be tailored to your budget levels or revenue streams.
- **Technology Refresh.** Keep current technology with minimal financial impact or risk. Add-on or upgrade during the lease term and choose to return or purchase the equipment at end of lease.
- **Bundle Costs.** You can combine hardware, software, and services into a single transaction and pay for your software licenses over time! We know your challenges and understand the need for flexibility.

General Terms and Conditions:

This quote is not legally binding and is for discussion purposes only. The rates are estimate only and are based on a collection of industry data from numerous sources. All rates and financial quotes are subject to final review, approval, and documentation by our leasing partners. Payments above exclude all applicable taxes. Financing is subject to credit approval and review of final equipment and services configuration. Fair Market Value leases are structured with the assumption that the equipment has a residual value at the end of the lease term.

Need Help?

My Account



Support



Call 800.800.4239

Apple Terms and Conditions

Customer's use of iCloud, the Products or either of their incumbent software or functionality is subject to compliance with all end user licenses agreements ("EULAs"), Product terms and conditions, and iCloud terms and conditions (available at www.apple.com/legal/internet-services/icloud/en/terms.html) and any other terms and conditions provided by Apple. Customer shall not use the Products, iCloud Storage APIs and iCloud service, or any component or function thereof, (i) to create, receive, maintain, or transmit protected health information (as defined at 45 C.F.R § 160.103); or (ii) in any manner that would make Apple or any other third-party distributor, supplier, or provider of those technologies a business associate, as defined under the Health Insurance Portability and Accountability Act of 1996 ("HIPAA") at 45 C.F.R. § 160.103, of the Reseller or any third party. If Customer is purchasing AppleCare, Customer agrees to the following terms and conditions: (i) Service Plan Terms and Conditions. Customer agrees to the Service Plan Terms and Conditions available at www.apple.com/legal/sales-support/applecare/os-reseller-support/; (ii) Customer Responsibilities. Customer must be actively enrolled in AppleCare for Enterprise in order to purchase a Support Incident and receive Support Services thereunder. Customer will cooperate with Reseller when seeking Support Services by providing information necessary to assist Reseller in diagnosing an issue. Customer is responsible for any and all restoration or reconstruction of lost or altered files, data or programs. Customer will maintain and implement a complete data backup and disaster recovery plan. Customer is solely responsible for any and all security of confidential, proprietary or classified information of Customer and any third parties whose data Customer possesses or processes. Customer will not disclose to Reseller confidential, proprietary or any information that is subject to intellectual property rights that may expose Reseller to liability; and (iii) Data Protection. Customer agrees and understands that it is necessary for Reseller to collect, process and use Customer data in order to perform the service and support obligations under the Support Incident. This may include transferring Customer data to affiliated companies, service providers, and/or Apple.

About Us | Privacy Policy | Terms and Conditions

This order is subject to CDW's Terms and Conditions of Sales and Service Projects at

<http://www.cdw.com/content/terms-conditions/product-sales.asp>

For more information, contact a CDW account manager.

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State of West Virginia, Networking Equipment Refresh for Bldg 4 and Logan

CDW•G Terms of Offer

To the extent allowable, all information and documents hereby submitted in response to the Centralized Request for Quote ("CRFQ") furnished by State of West Virginia are the property of and are proprietary to CDW Government, LLC ("CDW•G").

Notwithstanding anything to the contrary contained in the Proposal, CDW•G declares its understanding that CDW•G's Terms and Conditions of Product Sales and Service Projects ("T&C"), as updated from time to time and provided on CDW•G's website at <https://www.cdw.com/content/terms-conditions/product-sales.aspx>, constitute the terms and conditions controlling the transaction contemplated by the RFP, except as otherwise agreed upon in writing by the parties. CDW•G requests that Customer review and confirm acceptance of the T&C or, if necessary, negotiate with CDW a mutually agreeable final contract. CDW•G shall not be bound to any term(s) of the CRFQ or the Proposal or to any contract related to the CRFQ until or unless: (i) Customer confirms in writing its acceptance of the T&C; or (ii) authorized representatives of CDW•G and Customer execute a written contract that is separate from the Proposal.

Except as otherwise set forth above, CDW•G agrees to maintain the validity of the Proposal for a period of thirty (30) days from the CRFQ -established due date ("Validity Period"), provided that there are no extraordinary changes in pricing due to unique market conditions, product discontinuation, manufacturer price changes, or other extenuating circumstances. In order to ensure CDW•G's commitment to the pricing levels and other proposed offerings contained in the Proposal, Customer may notify CDW•G via mail or e-mail that either: (i) Customer accepts CDW•G's Proposal and agrees to be bound by the T&C, or (ii) Customer intends to negotiate with CDW•G a separate agreement during the Validity Period.

CDW•G will conduct any negotiation of a final agreement with Customer in good faith. Notwithstanding the foregoing, any prices or other privileges contemplated in the Proposal shall commence on the effective date of agreement between the parties or the date of agreement or amendment to an existing agreement between the parties.

State of West Virginia, Networking Equipment Refresh for Bldg 4 and Logan

