



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.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Fujitsu FI-8170 Scanner or Equal	125.00000	EA	967.270000	120908.75

Comm Code	Manufacturer	Specification	Model #
43211711			

Commodity Line Comments: RICOH DOCUMENT SCANNERS
PA03810-B055

Extended Description:

3.1.1 Fujitsu FI-8170 Scanner or Equal



HEALTH AND HUMAN RESOURCES
Solicitation Number CRFQ-0511-BFA2500000001-1
04-03-2025-HEALTH AND HUMAN RESOURCES-Fujitsu

AlxTel Proposal

2 April, 2025

Submitted To

HEALTH AND HUMAN RESOURCES
350 CAPITOL ST, RM 730
CHARLESTON, WV

Submitted By

AlxTel, Inc.
POC
Alaa Negeda
negeda@alxtel.com
703-508-2688, 240-293-4629



Table Of Contents

Title	1
Transmitter Letter	3
AlxTel, Inc. Information Sheet	4
Quotation	8
Addendum Form	9
COI	10

Transmitter Letter

To: Crystal G Husted
350 CAPITOL ST, RM 730
CHARLESTON, WV

Dear Crystal G Husted

AlxTel, Inc. (or "Proposer") located at 8403 Colesville Road Suite 1100, Silver Spring, MD 20910, FEIN number: 261857843 and eMMA number# SUP012674 and SBR number # SB20-008632 is submitting the proposal for Scanner

The Proposer acknowledges and accepts all terms and conditions related to this solicitation and confirms to meet all requirements of the scope of work, and commitment to provide the highest quality possible for all services and solutions during the contract term

Having more than 15 years of experience and specializing in Information Technology and Telecommunications consulting services, our team is uniquely capable of providing a wide range of high-quality IT security services and solutions.

AlxTel looks forward to establishing a strong relationship with HEALTH AND HUMAN RESOURCES for the opportunity to show what AlxTel does best.

Please direct all questions to me, Alaa Negeda, President (Primary Contact), at (240) 293-4629 or negeda@alxtel.com, I have full authority to negotiate and execute a resulting contract.

Sincerely,

4/2/2025

Alaa Negeda
President
AlxTel, Inc.
8403 Colesville Road Suite 1100
Silver Spring, MD 20910
Phone: 240-293-4629
Fax: 240-724-6598

AlxTel, Inc. Information Sheet

ALXTEL, INC. IN-DEPTH INFORMATION

Company Name	AlxTel, Inc.
Street Address	8403 Colesville Road Suite 1100
City, State, ZIP Code	Silver Spring, MD 20910
FEIN	261857843
D.U.N.S	825046894
UEA	H8ASFJ2CMM21
eMMA Vendor ID	SUP012674
Cage Code	8BS66
Maryland Department number	D12345880
Maryland SBR Certificate number	SB20-008632
US Chamber ID	10036616
FCC License ID	827326
Primary Contact	Alaa Negeda
Title	CEO
Telephone Number	240-293-4629
Fax Number	240-724-6589
E-mail Address	negeda@alxtel.com
Corporation Type	S-Corp
Organization Size	Small Business
Year Founded	2008

AlxTel Experience

Enterprise Service Provider	17 years
Web and Internet Systems	13 years
Electronic Document Management	9 years
Software Engineering	15 years
Systems/Facilities Management and Maintenance	17 years
Information System Security	13 years
Application Service Provider	13 years
Telecommunications Financial and Auditing Consulting Services	17 years
IT Management Consulting Services	17 years
Business Process Consulting Services	9 years
Documentation/Technical Writing	17 years
Digital Marketing	11 years
SEO	11 years
IT Help Desk	11 years
Cyber Security	13 years
DevOps	11 years
Project Management	11 years
Call Centers	11 years
Robotics and Automation	9 years
Cloud Service	11 years
Staff Augmentation	9 years
Audio and Visual	7 years
Healthcare IT	7 years

Key Business Relationships

Federal Customers	<ol style="list-style-type: none"> 1. Department of Homeland Security (DHS) 2. Social Security Administration (SSA) 3. Environmental Protection Agency (EPA) 4. Human and Health Services (HHS) 5. National Park Services (NPS)
State of Maryland Customers	<ol style="list-style-type: none"> 1. Department of Transportation (MDOT) 2. Department of Safety and Correctional Services (DPSCS) 3. Department of Information Technology (MDoIT) 4. Department of Commerce (MDOC) 5. Department of Labor (MDOL) 6. Department of Budget & Management (MDBM) 7. Department of General Services (MDGS) 8. State Board of Elections (MSBE) 9. Maryland Health Benefit Exchange (MHBE) 10. Montgomery College 11. Washington County 12. Maryland Courts (MDCourts)
State of California	Eastern Municipal Water District
State of Hawaii	Department of Human Services
State of North Carolina	Department of Health and Human Services
State of Ohio	Columbus Metropolitan Library
Commercial Customers	<ol style="list-style-type: none"> 1. USA (Vonage, Vinculum, Verizon, Excel, Lingo, VOIPTel, Ultatel, American Axess, Alkaip, Teleconnect, Teleplus, Nobel LTD, + 22 Healthcare and Pharmacies). 2. 245 International Customers in Europe , Asia, LATAM, Africa

Key Partnerships

AlxTel during the past 17 years managed to be accredited and certified by almost every single major software, hardware, and technology service in the globe. AlxTel has 115 Partnership Agreement with Technology Vendors and over 250 partnership agreements with technology service providers as shown below:

Hardware Technologies	Cisco, IBM, Dell, HPE, Extreme Networks, Logitech, Polycom, Ribbon, Zebra, Broadcom, Patton, Netgear, Ruckus,etc.
Software Technologies	Atlassian, AXWAY, Citrix, Commvault, Docusign, Entrust, Ivanti, jamF, Kofax, Lansweeper, McAfee, Microfocus, RedHat, VMWare, ...etc
Cloud Providers	Microsoft Azure, Google Cloud, AWS, IBM Cloud, Alibaba Cloud, Oracle Cloud, IXCloud, Salesforce Cloud, ServiceNow Cloud, ... etc
Service Providers	AT&T, Verizon, Deutsche Telekom, Belgacom BICs, Austria Telecom, Slovak Telecom, Telecom Argentina, Vonage, Dialpad, Ringcentral, 8x8, Zoom, Sangoma, Airtel, Orange, PCCW, ... etc.



AlxTel, Inc.

8403 Colesville Road Suite 1100
Sliver Spring, Maryland20910,
United States
sales@alxtel.com
https://www.alxtel.com



Ref #: QUO-20250402182923
Date Created: 04-02-2025 21:31
Due Date: 05-02-2025 17:00

Quotation For:

Name: Crystal G Husted
Email: crystal.g.husted@wv.gov
Phone: -
Address: -

Ship To:

Name: Crystal G Husted
Email: crystal.g.husted@wv.gov
Phone: -
Address: -

Details:

HEALTH AND HUMAN RESOURCES
04-03-2025-HEALTH AND HUMAN
RESOURCES-Fujitsu

Product	SKU	MP No	Quantity	MSRP	Rate	Discount	Tax	Amount
RICOH DOCUMENT SCANNERS	-	PA03810-B055	125	\$0.00	\$967.27	0%	No	\$120,908.75

Sub-Total: \$120,908.75
Taxable Subtotal: \$0.00
Tax(0%): \$0.00
Grand Total: \$120,908.75

Note: -

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: BFA2500000001

Instructions: Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

Acknowledgment: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

Addendum Numbers Received:

(Check the box next to each addendum received)

- | | |
|--|--|
| <input checked="" type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 6 |
| <input type="checkbox"/> Addendum No. 2 | <input type="checkbox"/> Addendum No. 7 |
| <input type="checkbox"/> Addendum No. 3 | <input type="checkbox"/> Addendum No. 8 |
| <input type="checkbox"/> Addendum No. 4 | <input type="checkbox"/> Addendum No. 9 |
| <input type="checkbox"/> Addendum No. 5 | <input type="checkbox"/> Addendum No. 10 |

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

AlxTel, Inc.

Company

Haitham Zakaria

Authorized Signature

04/02/2025

Date

NOTE: This addendum acknowledgement should be submitted with the bid to expedite document processing.

Revised 6/8/2012



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
06/19/2024

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER MARSH & MCLENNAN AGENCY LLC/PHS 22270718 The Hartford Business Service Center 3600 Wiseman Blvd San Antonio, TX 78251	CONTACT NAME: PHONE (A/C, No, Ext): (800) 417-6635		FAX (A/C, No):
	E-MAIL ADDRESS:		
INSURER(S) AFFORDING COVERAGE		NAIC#	
INSURED AlxTel, Inc 8403 COLESVILLE RD SILVER SPRING MD 20910-6331	INSURER A : Hartford Underwriters Insurance Company		30104
	INSURER B : Hartford Fire Insurance Company		19682
	INSURER C :		
	INSURER D :		
	INSURER E :		
	INSURER F :		

COVERAGES**CERTIFICATE NUMBER:****REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSR	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/Y YYY)	LIMITS	
A	COMMERCIAL GENERAL LIABILITY			22 SBM BG6LSY	07/01/2024	07/01/2025	EACH OCCURRENCE	\$2,000,000
	CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR						DAMAGE TO RENTED PREMISES (Ea occurrence)	\$1,000,000
	General Liability						MED EXP (Any one person)	\$10,000
	GEN'L AGGREGATE LIMIT APPLIES PER:						PERSONAL & ADV INJURY	\$2,000,000
	<input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC						GENERAL AGGREGATE	\$4,000,000
	OTHER:						PRODUCTS - COMP/OP AGG	\$4,000,000
A	AUTOMOBILE LIABILITY			22 SBM BG6LSY	07/01/2024	07/01/2025	COMBINED SINGLE LIMIT (Ea accident)	\$2,000,000
	ANY AUTO						BODILY INJURY (Per person)	
	ALL OWNED AUTOS		SCHEDULED AUTOS				BODILY INJURY (Per accident)	
	<input checked="" type="checkbox"/> HIRED AUTOS		<input checked="" type="checkbox"/> NON-OWNED AUTOS				PROPERTY DAMAGE (Per accident)	
A	<input checked="" type="checkbox"/> UMBRELLA LIAB EXCESS LIAB			22 SBM BG6LSY	07/01/2024	07/01/2025	EACH OCCURRENCE	\$1,000,000
							AGGREGATE	\$1,000,000
	DED		RETENTION \$ 10,000					
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY						PER STATUTE	OTH-ER
	ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below		<input type="checkbox"/> Y/N <input checked="" type="checkbox"/> N/A				E.L. EACH ACCIDENT	
							E.L. DISEASE -EA EMPLOYEE	
							E.L. DISEASE - POLICY LIMIT	
B	FailSafe Technology Errors or Omissions Liability			22 SBM BG6LSY	07/01/2024	07/01/2025	Each Wrongful Act Aggregate Limit	\$3,000,000 \$3,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Those usual to the Insured's Operations.

CERTIFICATE HOLDER

For Informational Purposes
 8403 COLESVILLE RD
 SILVER SPRING MD 20910-6331

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

Susan L. Castaneda

© 1988-2015 ACORD CORPORATION. All rights reserved.