



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 #3

List View

General Information | Contact | Default Values | Discount | Document Information | Clarification Request

Procurement Folder: 1670123

Procurement Type: Central Purchase Order

Vendor ID: VS0000047275

Legal Name: COQUINA LABS INC

Alias/DBA:

Total Bid: \$284,099.65

Response Date: 04/25/2025

Response Time: 20:04

Responded By User ID: coquina

First Name: Thomas

Last Name: Smyth

Email: sales@coquinatech.com

Phone: 7058965172

SO Doc Code: CRFQ

SO Dept: 0803

SO Doc ID: DOT2500000061

Published Date: 4/17/25

Close Date: 5/8/25

Close Time: 13:30

Status: Closed

Solicitation Description: WVVDOT Networking Equipment (81250100)

Total of Header Attachments: 3

Total of All Attachments: 3



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

State of West Virginia  
Solicitation Response

**Proc Folder:** 1670123  
**Solicitation Description:** WVDOT Networking Equipment (81250100)  
**Proc Type:** Central Purchase Order

Solicitation Closes	Solicitation Response	Version
2025-05-08 13:30	SR 0803 ESR04252500000006537	1

**VENDOR**  
VS0000047275  
COQUINA LABS INC

**Solicitation Number:** CRFQ 0803 DOT2500000061

**Total Bid:** 284099.6500000000232830643653 **Response Date:** 2025-04-25 **Response Time:** 20:04:41

**Comments:** Discounts have already been included in proposal pricing.  
Please note that shipping is \$1,825.07 brining the overall total to \$285,924.72.  
Thank you for your consideration! Please don't hesitate to reach out with any questions or clarifications.  
Best,  
Coquina

**FOR INFORMATION CONTACT THE BUYER**  
John W Estep  
304-558-2566  
john.w.estep@wv.gov

**Vendor Signature X** **FEIN#** **DATE**

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	Extreme Networks 5420M Universal Switch - 48 Port or equal	25.00000	EA	6958.190000	173954.75

Comm Code	Manufacturer	Specification	Model #
43222609			

**Commodity Line Comments:** Delivery is flexible and can be expedited.

**Extended Description:**

3.1.1 Extreme Networks 5420M Universal Switch - 48 Port, Part Number 5420M-48W-4YE- or equal. Includes (1) one-year XIQ Pilot Cloud Subscription

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	Extreme Switching Power Supply - AC - 920 Watt or equal	50.00000	EA	975.250000	48762.50

Comm Code	Manufacturer	Specification	Model #
43222612			

**Commodity Line Comments:** Delivery is flexible and can be expedited.

**Extended Description:**

3.2.1 Extreme Switching Power Supply - AC - 920-Watt, Part Number XN-ACPWR-920W or equal.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
3	Extreme Networks 20GBase direct attach cable - 0.5 m or equa	30.00000	EA	271.480000	8144.40

Comm Code	Manufacturer	Specification	Model #
43222612			

**Commodity Line Comments:** Delivery is flexible and can be expedited.

**Extended Description:**

3.2.2 Extreme Networks 20GBase direct attach cable - 0.5m, Part Number 20G-DACP-SFPDDZ5M or equal

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
4	Extreme Networks 20GBase direct attach cable - 1 m or equal	10.00000	EA	299.610000	2996.10

Comm Code	Manufacturer	Specification	Model #
43222612			

**Commodity Line Comments:** Delivery is flexible and can be expedited.

**Extended Description:**

3.2.3 Extreme Networks 20GBase direct attach cable - 1m, Part Number 20G-DACP-SFPDD1M or equal.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
5	Extreme Networks 10302 Comp 10GBASE-LR SFP+XCVR Module or eq	30.00000	EA	1674.730000	50241.90

Comm Code	Manufacturer	Specification	Model #
43222612			

**Commodity Line Comments:** Delivery is flexible and can be expedited.

**Extended Description:**

3.2.4 Extreme Networks 10302 Compatible 10GBASE-LR SFP+ Transceiver Module, Part Number 10302 or equal.



**Coquina Labs Inc.**

169 Madison Ave, Suite 15520  
New York, NY 10016  
coquinatech.com  
(706) 418-5618

Apr 21, 2025

**BY SUBMISSION METHOD**

West Virginia Department of Administration  
Purchasing Division  
John W. Estep  
Email: john.w.estep@wv.gov

**Coquina Quote Number:** 129101

**Subject: Response to CRFQ-0803-DOT2500000061 - WVDOT Networking Equipment**

Dear John,

Coquina Labs Inc. is pleased to submit our proposal in response to the Invitation to Quote (CRFQ-0803-DOT2500000061) for the WVDOT Networking Equipment. Our proposal adheres to the scope, technical requirements, and delivery timeframe outlined in the RFQ. Our total, all-inclusive quoted price for the specified Extreme Networks solutions is **\$285,924.72**, as outlined below. This quote is all inclusive and there is no additional cost for freight, transfer of licenses, and/or system usage.

*Optional items recommended by the manufacturer to support and power the proposed switch hardware are provided in a separate table below for your consideration.*

**Price and Quantity Breakdown:**

Line No.	Part No.	Description	Unit Price	Quantity	Extended Price
1	5420M-48W-4YE	ExtremeSwitching 5420M: 48-Port 10/100/1000 BASE-T Switch, PoE++ (802.3bt, 90W), w/ 2 SFP-DD stacking ports, 4 unpopulated 10/25G SFP28 uplink ports, MACsec capable, fan module, two unpopulated modular PSU slots.	\$6,958.19	25	\$173,954.75
2	XN-ACPWR-920W	920W AC PoE PSU supported on PoE models of 5420 switches	\$975.25	50	\$48,762.50

3	10302	10 Gigabit Ethernet SFP+ module 1310nm SMF 10km link LC connector	\$1,674.73	30	\$50,241.90
4	20G-DACP-SFPDD Z5M	SFPDD TO SFPDD 20G DAC 0.5M, Direct Attach Cable - SFP-DD Right Connector - SFP-DD Left Connector - 0.5M Length	\$271.48	30	\$8,144.40
5	20G-DACP-SFPDD 1M	20G Passive Direct Attach Cable - SFP-DD Left Connector - 1M Length	\$299.61	10	\$2,996.10
<b>Subtotal</b>					<b>\$284,099.65</b>
Estimated shipping cost					\$1,825.07
<b>Total cost including shipping</b>					<b>\$285,924.72</b>
<b>Estimated sales tax (if applicable - waived for exempt entities)</b>					<b>\$0.00</b>
<b>Total price including sales tax</b>					<b>\$285,924.72</b>
Installation, configuration, and additional managed services					<i>Cost available upon request</i>

Optional Items:

Line No.	Part No.	Description	Unit Price	Quantity	Extended Price
1	97004-5420M-48W-4YE	EW NBD AHR 5420M-48W-4YE	\$502.50	25	\$12,562.50
2	10061	PWR CORD NEMA10ANEMA 5-15PC13ST	\$11.01	50	\$550.50
<b>Subtotal</b>					<b>\$13,113.00</b>

**Compliance and Certification** Coquina Labs Inc. certifies that we will:

- Adhere to all RFQ specifications and terms, including the provision of the specified Extreme Networks solutions.
- Meet the delivery schedule outlined in the RFQ.
- Comply with all required submission documentation as specified by the West Virginia Department of Administration.

Coquina serves as a value-added software reseller to the public sector. We partner with leading OEMs to provide local and state governments with the best technology at the lowest price. Internally, we've invested in building systems to streamline the quoting and bidding process. This enables us to be more efficient and provide more value to public sector buyers. We hope that in a competitive bidding process we will be able to save your taxpayers money compared with other resellers.

This bid, along with all required documentation, will be submitted as requested. We appreciate the opportunity to participate in this procurement and look forward to supporting the city. Should you require any further information or clarification, please do not hesitate to contact us at the email or phone number below.

Sincerely,

A handwritten signature in black ink, reading "Kelsey Shaner". The signature is fluid and cursive, with the first name "Kelsey" and last name "Shaner" clearly distinguishable.

**Kelsey Shaner**

Coquina Labs Inc.

169 Madison Ave, Suite 15520

New York, NY 10016

[sales@coquinatech.com](mailto:sales@coquinatech.com)

NOTE: We are pleased to provide you with this quote, which is not an order or offer to sell. Product, available inventory, additional fees and pricing data are updated by manufacturers from time to time and may change without notice. Until you issue a purchase order and Coquina Labs Inc. accepts it, there is no contract for sale. All prices and descriptions are subject to change prior to the issuance and acceptance of a PO. The above is not intended to be an offer, and the parties do not intend for the above terms to be a binding agreement among the parties with respect to the subject matter hereof. Coquina Labs Inc. does not make any warranties, express or implied, including but not limited to warranties of merchantability or fitness for a particular purpose, regarding the products or services described in this quote. All warranties, if any, are provided by the respective manufacturers or licensors. Coquina Labs Inc. shall not be responsible for delays or failure to deliver due to circumstances beyond its reasonable control, including but not limited to acts of God, natural disasters, labor disputes, supply chain disruptions, governmental actions, or manufacturer delays. For select high-value orders, we may request the buyer to assign the receivable to one of our financing partners. Such assignments will not affect the terms, conditions, or obligations outlined in this agreement. The terms and conditions of this quote, including payment and delivery terms, are subject to final agreement upon issuance and acceptance of a purchase order.





## References

Entity	Contact Name	Contact Email	Contact Phone Number
Collegium Charter School	Erik Daniele	edaniele@ccs.us	(610) 903-1300
State of Texas - Teachers Retirement System	Trevor Goodman	Trevor.Goodman@trs.texas.gov	(512) 542-6771
Orange County Superintendent of Schools, CA	Tristan Mejias	TMejias@ocde.us	(714) 966-4081
City of Colorado Springs	Erica Rush	erica.rush@coloradosprings.gov	(719) 385-5755
Maryland Health Benefit Exchange	Tracey Gamble	tracey.gamble1@maryland.gov	(410) 547-8152

### ***Coquina Labs Inc. Contact Information***

#### **Kelsey Shaner**

Coquina Labs Inc.  
169 Madison Ave, Suite 15520  
New York, NY 10016  
sales@coquinatech.com

**EXHIBIT A - PRICING PAGE**  
**CRQS DOT25\*0039**  
**LOCATION - BUILDING 5, ROOM A-720 CHARLESTON, WV 25305**

Specifications Reference	Contract Item Number	Description	Part Number or Equal	Quantity	Unit Cost	Extended Price Total
3.1.1	#1	Extreme Networks 5420M Universal Switch - 48 Port or equal	5420M-48W-4YE or equal	25	\$6,958.19	\$173,954.75
3.2.1	#2	Extreme Switching Power Supply - AC - 920 Watt or equal	XN-ACPWR-920W or equal	50	\$975.25	\$48,762.50
3.2.2	#3	Extreme Networks 20GBase direct attach cable - 0.5 m or equal	20G-DACP-SFPDDZ5M or equal	30	\$271.48	\$8,144.40
3.2.3	#4	Extreme Networks 20GBase direct attach cable - 1 m or equal	20G-DACP-SFPDD1M or equal	10	\$299.61	\$2,996.10
3.2.4	#5	Extreme Networks 10302 Compatible 10GBASE-LR SFP+ Transceiver Module or equal	10302 or equal	30	\$1,674.73	\$50,241.90

**\$284,099.65**

The Pricing Pages contain a list of the Contract Items and quantities to be purchased.

Unit Costs must include pricing for the specified Contract Item # and its mandatory components as detailed in Exhibit B Specifications.



Kelsey Shaner, Operations Manager

Vendor Signature



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

<b>Proc Folder:</b> 1670123			<b>Reason for Modification:</b>
<b>Doc Description:</b> WVDOT Networking Equipment (81250100)			
<b>Proc Type:</b> Central Purchase Order			
<b>Date Issued</b>	<b>Solicitation Closes</b>	<b>Solicitation No</b>	<b>Version</b>
2025-04-17	2025-05-08 13:30	CRFQ 0803 DOT2500000061	1

**BID RECEIVING LOCATION**

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

**VENDOR**

**Vendor Customer Code:**  
**Vendor Name :** Coquina Labs Inc.  
**Address :** 169 Madison Ave, Ste 15520  
**Street :**  
**City :** New York, NY 10016  
**State :** **Country :** **Zip :**  
**Principal Contact :** Kelsey Shaner  
**Vendor Contact Phone:** (706) 418-5816 **Extension:**

**FOR INFORMATION CONTACT THE BUYER**

John W Estep  
304-558-2566  
john.w.estep@wv.gov

**Vendor  
Signature X**

**FEIN#** 920732705

**DATE** 04/22/2025

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

**ADDITIONAL INFORMATION****REQUEST FOR QUOTATION:**

West Virginia Purchasing Division is soliciting bids on behalf of the Department of Transportation to establish a contract for the one-time purchase of Networking Equipment - Switches and various components. Per the Bid requirements, Specifications, Terms and Conditions attached to this solicitation.

**INVOICE TO**

DEPT. OF TRANSPORTATION  
1900 KANAWHA BLVD E,  
BLD. 5 RM-720

CHARLESTON WV  
US

**SHIP TO**

DEPT. OF TRANSPORTATION  
1900 KANAWHA BLVD E,  
BLD. 5 RM-720

CHARLESTON WV  
US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Extreme Networks 5420M Universal Switch - 48 Port or equal	25.00000	EA	\$6,958.19	\$173,954.75

Comm Code	Manufacturer	Specification	Model #
43222609			

**Extended Description:**

3.1.1 Extreme Networks 5420M Universal Switch - 48 Port, Part Number 5420M-48W-4YE- or equal. Includes (1) one-year XIQ Pilot Cloud Subscription

**INVOICE TO**

DEPT. OF TRANSPORTATION  
1900 KANAWHA BLVD E,  
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CHARLESTON WV  
US

**SHIP TO**

DEPT. OF TRANSPORTATION  
1900 KANAWHA BLVD E,  
BLD. 5 RM-720

CHARLESTON WV  
US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	Extreme Switching Power Supply - AC - 920 Watt or equal	50.00000	EA	\$975.25	\$48,762.50

Comm Code	Manufacturer	Specification	Model #
43222612			

**Extended Description:**

3.2.1 Extreme Switching Power Supply - AC - 920-Watt, Part Number XN-ACPWR-920W or equal.

INVOICE TO				SHIP TO			
DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720				DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720			
CHARLESTON		WV		CHARLESTON		WV	
US				US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
3	Extreme Networks 20GBase direct attach cable - 0.5 m or equa	30.00000	EA	\$271.48	\$8,144.40

Comm Code	Manufacturer	Specification	Model #
43222612			

**Extended Description:**

3.2.2 Extreme Networks 20GBase direct attach cable - 0.5m, Part Number 20G-DACP-SFPDDZ5M or equal

INVOICE TO				SHIP TO			
DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720				DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720			
CHARLESTON		WV		CHARLESTON		WV	
US				US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
4	Extreme Networks 20GBase direct attach cable - 1 m or equal	10.00000	EA	\$299.61	\$2,996.10

Comm Code	Manufacturer	Specification	Model #
43222612			

**Extended Description:**

3.2.3 Extreme Networks 20GBase direct attach cable - 1m, Part Number 20G-DACP-SFPDD1M or equal.

INVOICE TO				SHIP TO			
DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720				DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720			
CHARLESTON		WV		CHARLESTON		WV	
US				US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
5	Extreme Networks 10302 Comp 10GBASE-LR SFP+XCVR Module or eq	30.00000	EA	\$1,674.73	\$50,241.90

Comm Code	Manufacturer	Specification	Model #
43222612			

**Extended Description:**  
 3.2.4 Extreme Networks 10302 Compatible 10GBASE-LR SFP+ Transceiver Module, Part Number 10302 or equal.

SCHEDULE OF EVENTS		
<u>Line</u>	<u>Event</u>	<u>Event Date</u>
1	Tech Questions due by 10:00am	2025-04-29

	Document Phase	Document Description	Page 5
DOT2500000061	Final	WVDOT Networking Equipment ( 81250100)	

**ADDITIONAL TERMS AND CONDITIONS**

See attached document(s) for additional Terms and Conditions