



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

General Information

Contact

Default Values

Discount

Document Information

Clarification Request

Procurement Folder: 1493269

Procurement Type: Central Contract - Fixed Amt

Vendor ID:

Legal Name: ALXTEL INC

Alias/DBA:

Total Bid: \$505,120.00

Response Date:

Response Time:

Responded By User ID:

First Name:

Last Name:

Email:

Phone:

SO Doc Code: CRFQ

SO Dept: 0947

SO Doc ID: ERP2500000001

Published Date: 9/12/24

Close Date: 9/19/24

Close Time: 13:30

Status: Closed

Solicitation Description:

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: 1493269
Solicitation Description: VMware Production Support Coverage
Proc Type: Central Contract - Fixed Amt

Solicitation Closes	Solicitation Response	Version
2024-09-19 13:30	SR 0947 ESR09192400000002132	1

VENDOR
VS0000040752
ALXTEL INC

Solicitation Number: CRFQ 0947 ERP2500000001
Total Bid: 505120
Response Date: 2024-09-19
Response Time: 12:46:44
Comments:

FOR INFORMATION CONTACT THE BUYER
Larry D McDonnell
304-558-2063
larry.d.mcdonnell@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	VMware vSphere Foundation 8, (VCF-VSP-FND-8), or equal.	228.00000	EA	122.000000	27816.00

Comm Code	Manufacturer	Specification	Model #
81111812			

Commodity Line Comments: VMware vSphere Foundation 8 VMware, LLC - VCF-VSP-FND-8 Start Date: 09/27/2024 End Date: 09/26/2025

Extended Description:

VMware vSphere Foundation 8, (VCF-VSP-FND-8), or equal.
Service Dates: 11/14/2024 - 11/13/2025

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	Live Recovery Protected VM, (VCF-VLR-PVM), or equal.	100.00000	EA	360.000000	36000.00

Comm Code	Manufacturer	Specification	Model #
81111812			

Commodity Line Comments: VMware Live Recovery Protected VM VMware, LLC - VCF-VLR-PVM Start Date: 09/27/2024 End Date: 09/26/2025

Extended Description:

Live Recovery Protected VM, (VCF-VLR-PVM), or equal.
Service Dates: 09/27/2024 - 11/13/2025

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
3	VMware vSphere Foundation 8, (VCF-VSP-FND-8), or equal.	512.00000	EA	122.000000	62464.00

Comm Code	Manufacturer	Specification	Model #
81111812			

Commodity Line Comments: VMware vSphere Foundation 8 VMware, LLC - VCF-VSP-FND-8 Start Date: 09/27/2024 End Date: 09/26/2025

Extended Description:

VMware vSphere Foundation 8, (VCF-VSP-FND-8), or equal.
Service Dates: 09/27/2024 - 11/13/2025

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
4	VMware vSphere Foundation 8, (VCF-VSP-FND-8), or equal.	740.00000	EA	122.000000	90280.00

Comm Code	Manufacturer	Specification	Model #
81111812			

Commodity Line Comments: VMware vSphere Foundation 8 VMware, LLC - VCF-VSP-FND-8 Start Date: 09/27/2025 End Date: 09/26/2026

Extended Description:

VMware vSphere Foundation 8, (VCF-VSP-FND-8), or equal.
Service Dates: 11/14/2025 - 11/13/2026

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
5	Live Recovery Protected VM, (VCF-VLR-PVM), or equal.	100.00000	EA	360.000000	36000.00

Comm Code	Manufacturer	Specification	Model #
81111812			

Commodity Line Comments: VMware Live Recovery Protected VM VMware, LLC - VCF-VLR-PVM Start Date: 09/27/2025 End Date: 09/26/2026

Extended Description:

Live Recovery Protected VM, (VCF-VLR-PVM), or equal.
Service Dates: 11/14/2025 - 11/13/2026

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
6	VMware vSphere Foundation 8, (VCF-VSP-FND-8), or equal.	740.00000	EA	122.000000	90280.00

Comm Code	Manufacturer	Specification	Model #
81111812			

Commodity Line Comments: VMware vSphere Foundation 8 VMware, LLC - VCF-VSP-FND-8 Start Date: 09/27/2026 End Date: 09/26/2027

Extended Description:

VMware vSphere Foundation 8, (VCF-VSP-FND-8), or equal.
Service Dates: 11/14/2026 - 11/13/2027

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
7	Live Recovery Protected VM, (VCF-VLR-PVM), or equal.	100.00000	EA	360.000000	36000.00

Comm Code	Manufacturer	Specification	Model #
81111812			

Commodity Line Comments: VMware Live Recovery Protected VM VMware, LLC - VCF-VLR-PVM Start Date: 09/27/2026 End Date: 09/26/2027

Extended Description:

Live Recovery Protected VM, (VCF-VLR-PVM), or equal.
Service Dates: 11/14/2026 - 11/13/2027

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
8	VMware vSphere Foundation 8, (VCF-VSP-FND-8), or equal.	740.00000	EA	122.000000	90280.00

Comm Code	Manufacturer	Specification	Model #
81111812			

Commodity Line Comments: VMware vSphere Foundation 8 VMware, LLC - VCF-VSP-FND-8 Start Date: 09/27/2027 End Date: 11/14/2028

Extended Description:

VMware vSphere Foundation 8, (VCF-VSP-FND-8), or equal.
Service Dates: 11/14/2027 - 11/13/2028

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
9	Live Recovery Protected VM, (VCF-VLR-PVM), or equal.	100.00000	EA	360.000000	36000.00

Comm Code	Manufacturer	Specification	Model #
81111812			

Commodity Line Comments: VMware Live Recovery Protected VM VMware, LLC - VCF-VLR-PVM Start Date: 09/27/2027 End Date: 11/14/2028

Extended Description:

Live Recovery Protected VM, (VCF-VLR-PVM), or equal.
Service Dates: 11/14/2027 - 11/13/2028

AlxTel, Inc.

State of West Virginia

**Department of Administration
Purchasing Division**

VMware Production Support Coverage

CRFQ-0947-ERP2500000001-1

Sep 19, 2024

Silver Spring, MD

CONTACT US

240 293 4629

sales@alxtel.com

GET IN TOUCH

[@alxtel](#)

Table Of Contents

Executive Summary	3
VMware - LOA	9
Quotation	11
Insurance Policies	13
W9	14
References	15

Executive Summary

AlxTel Inc. is a Technology Service Provider. Incorporated in 2008, ALXTEL has been providing Digital Transformation and robotics solutions for consumers, businesses, and state, and federal government agencies and has cultivated a track record of success. Headquartered in Silver Spring, Maryland, and two other offices in Lanham, MD, and Chevy Chase, MD we can leverage our company's best assets to support our customers in ways others cannot.

We have no exceptions to the requirements of this RFP, the Contract, addendums, or any other attachments.

Challenges faced - The State of Maryland, like many states, needs to modernize IT, with limited resources and funds to do so. The State must rely on experts to understand the unique challenges of delivering the State of Maryland agencies to the residents of Maryland. The involvement of experts enables the State to focus on the critical functions of meeting its constituency's new and evolving demands and basic operational functions, instead of IT development. These IT tasks include - empowering implementation, delivering secure agility and open standards for DevSecOps, and seamless integration.

Empower - AlxTel Professional Services helps teams to quickly apply and mature the skills needed to adopt modern cloud-native technologies, along with adopting best practices of modern application development processes and practices such as agile, DevSecOps, etc. AlxTel's Cloud Services for Application Under All public and private clouds, AlxTel's site reliability engineers (SREs) deliver expertise in hybrid cloud implementation, application modernization, data transformation, and enterprise automation. This enables the State to gain development agility, reduce operational complexity, and deliver business value faster. AlxTel Solutions and Professional Services provides systems management and maintenance services. The State gains the ability to confidently scale with stability while keeping costs down.

AlxTel is interconnected with almost every single major infrastructure provider globally, application services, cloud-native application development, and automation solutions. Our enterprise-grade open-source commercial off-the-shelf (COTS) platforms maintain infrastructural interoperability. For 15 years, AlxTel has been one of the world's leading providers of modern, innovative enterprise software, built through an open-source development model, whereby COTS software is developed within an open-source community, and provides commercial quality and security assurance with subscription-based customer support. AlxTel solutions are designed to capitalize on agency architectures and State IT standards. This provides State of Maryland interoperability with other systems and networks, reliability, and maintainability while making the most cost-effective use of COTS products, Information Technology, and agency-wide resources.

Secure - Our experts assist you in building a secure, reliable, flexible foundation for hybrid cloud workloads to lower operational costs, reduce downtime, and increase productivity. Our team works to ensure that information and computing resources at all organizational levels meet security compliance requirements; including software/application and data security support, as well as disaster recovery planning and risk assessment.

In partnering with the State of Maryland, AlxTel subject-matter experts (SMEs) and consultants adopt a mentor-based approach to provide technical expertise by educating, enabling, and empowering them to be able to adopt, operate, and maintain Red Hat technologies on their own, helping to provide security both inside and out.

Modernize - AlxTel Professional Services focuses on accelerating cloud adoption and acting as an enabling force for container platforms, DevOps, and other modernization initiatives. Our public sector team of experts has demonstrated the ability to break down the siloed nature of State government agencies and drive collaboration using a proven successful methodology for transformation that takes a holistic approach encompassing people, process, and technology.

AlxTel's approach to modernization empowers the State of Maryland to extend the value of legacy systems, while incrementally transforming useful components. We accomplish this via agile development sprints and integration of modern open, API-enabled, interfaces. Our proposed solution enables new and existing systems to share data in real time and helps to drive automated and seamless business process flows. AlxTel solutions are all architected and built as loosely coupled technologies that compose an overall highly optimized architecture, enabling the many benefits of cloud environments and cloud provider services. At the same time, our platforms provide the same characteristics as on-premises data centers. Together, AlxTel provides a common, consistent foundation, which is highly portable among hybrid infrastructures. They enable both legacy and new applications to be more adaptable across State of Maryland Agencies environments.

ALXTEL differentiates itself well from similar companies by our tailoring services. We recognize that one size does not fit all. Rather than making you fit our solutions, we tailor the solutions to fit your unique requirements. We provide a variety of Professional Services that tailor our solutions to meet your specific industry and business needs. Whether you wish to implement a stand-alone application, or simply need some custom programming, our professional services are key to your success. Our professionals have the product knowledge, experience, and skills to assist you through any phase of your voice or speech project, ranging from requirements analysis to solution development/ customization, installation, rollout, and training. We specialize in deployments accomplished cost-effectively at the speed of need. On the other hand, we can be a one-stop shop for all technology needs through 100+ Technology partnerships and reseller agreements with almost every single major technology in the world.

AlxTel has an excellent performance record dealing with most of State of Maryland Departments such as the Maryland Department of Transportation (MDOT), Maryland Health Benefit Exchange (MHBE), Maryland Department of Information Technology (MDoIT) , Maryland State Department of Education (MSDE), Maryland Department of Commerce(MDOC), Maryland Department of Labor (MDOL) Maryland State Board of Elections (SBE), Montgomery Collage and Baltimore Washington International Airport (BWI), Maryland Department of Public Safety & Correctional Services (DPSCS). In addition to different state governments such as North Carolina and the State of Hawaii plus many Federal agencies such as the Social Security Administration (SSA), Human and Health Services (HHS), Department of Homeland Security (DHS), US Coast Guard (USCG), Administration for Children Families (ACF).

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	Sommer Wahab
Title	CEO
Telephone Number	240-293-4629
Fax Number	240-724-6589
E-mail Address	sommer@alxtel.com
Corporation Type	S-Corp
Organization Size	Small Business
Year Founded	2008

AlxTel Experience

Enterprise Service Provider	15 years
Web and Internet Systems	11 years
Electronic Document Management	7 years
Software Engineering	13 years
Systems/Facilities Management and Maintenance	15 years
Information System Security	11 years
Application Service Provider	11 years
Telecommunications Financial and Auditing Consulting Services	15 years
IT Management Consulting Services	15 years
Business Process Consulting Services	7 years
Documentation/Technical Writing	15 years
Digital Marketing	9 years
SEO	9 years
IT Help Desk	9 years
Cyber Security	11 years
DevOps	9 years
Project Management	9 years
Call Centers	9 years
Robotics and Automation	7 years
Cloud Service	9 years
Staff Augmentation	7 years
Audio and Visual	5 years
Healthcare IT	5 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 15 years managed to be accredited and certified by almost every single major software, hardware and technology services 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.





VMware, Inc.
3401 Hillview Avenue, Palo Alto, CA 94304

www.vmware.com

Eastern Municipal Water District
2270 Trumble Road,
Perris

RE: Project: **VMWARE WORKSPACE ONE STANDARD - RENEWAL**

20 May 2022

MANUFACTURER'S AUTHORIZATION FORM
(VMware Partner Connect | Enrolled | Authorized – US Only)

VMware, Inc., a company organized and existing under the laws of Delaware, with its principal place of business at 3401 Hillview Avenue, Palo Alto, California 94304 ("VMware") hereby confirms that, as of the date above, AlxTel, Inc., with its principal place of business at 8403 Colesville Road Suite 1100, , Silver Spring, MD, UNITED STATES, ("Partner") is a VMware authorized Partner Connect partner. VMware is a supplier and issuer of VMware equipment, and software licenses and provider of services, in the United States.

As a member of VMware's Partner Connect Program, Partner is authorized to (a) resell VMware offerings; (b) acquire and utilize VMware's software licenses to provide Partner-hosted services which Partner offers pursuant to Partner's terms of service; and (c) acquire and utilize VMware's cloud service offerings in support of Partner's managed service offerings, which Partner offers pursuant to Partner's terms of service.

Under the resell authorization, Partner is authorized to: (1) submit a bid which includes VMware equipment, licenses, and services and (2) if selected, purchase the VMware equipment, licenses, and services through a VMware authorized Distributor and resell such VMware equipment, licenses, and services UNITED STATES, as per the terms and conditions of the VMware Partner Connect Agreement between Partner and VMware.

When Partner is reselling VMware offerings, VMware shall (a) deliver the VMware equipment, licenses, and services to end user and (b) fulfill all associated warranty and support obligations subject to the applicable end user terms and conditions (<https://www.vmware.com/download/eula.htm>) and the applicable Support and Subscription Terms and Conditions (<http://www.vmware.com/content/dam/digitalmarketing/vmware/en/pdf/support/vmware-support-terms-conditions.pdf>).

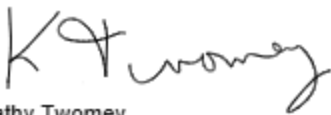
VMware hereby confirms Partner has the following competencies as of the date of this Manufacturer's Authorization Form:

N/A

Finally, Partner staff have completed the following VMware Authorized Accreditations and Certifications:

- VMware Certified Professionals: 0
- VMware Sales Professionals: 2
- VMware Technical Sales Professionals: 0

VMware, Inc.

A handwritten signature in black ink, appearing to read 'K Twomey', is positioned above the printed name and title.

Kathy Twomey
Director, Partner Program Lifecycle Management

AlxTel, Inc.

8403 Colesville Rd Suite 1100
Silver Spring, MD 20910, United States
billing@alxtel.com
<https://www.alxtel.com>



Ref#: S240919353

Date: 09-19-2024

Invoice To: Enterprise Resource Planning Board - 1007 Bullitt Street Suite 400 , - Charleston , West Virginia (US) , United States	Ship To: Enterprise Resource Planning Board - 1007 Bullitt Street Suite 400 , - Charleston , West Virginia (US) , United States	Details: Department of Administration and Purchasing Division 09-19-2024-Department of Administration and Purchasing Division-VMware Production Support Coverage
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NAME	SKU	MP No.	QTY	MSRP	Rate	DISCOUNT(%)	AMOUNT
VMware vSphere Foundation 8 VMware, LLC - VCF-VSP-FND-8 VMware vSphere Foundation 8 VMware, LLC - VCF-VSP-FND-8 Start Date: 09/27/2024 End Date: 09/26/2025	611236686	VCF-VSP-FND-8	228.0	135.0	122.0	9.63%	\$27,816.00
VMware Live Recovery Protected VM VMware, LLC - VCF-VLR-PVM VMware Live Recovery Protected VM VMware, LLC - VCF-VLR-PVM Start Date: 09/27/2024 End Date: 09/26/2025	611236687	VCF-VLR-PVM	100.0	400.0	360.0	10.0%	\$36,000.00
VMware vSphere Foundation 8 VMware, LLC - VCF-VSP-FND-8 VMware vSphere Foundation 8 VMware, LLC - VCF-VSP-FND-8 Start Date: 09/27/2024 End Date: 09/26/2025	611236686	VCF-VSP-FND-8	512.0	135.0	122.0	9.63%	\$62,464.00
VMware vSphere Foundation 8 VMware, LLC - VCF-VSP-FND-8 VMware vSphere Foundation 8 VMware, LLC - VCF-VSP-FND-8 Start Date: 09/27/2025 End Date: 09/26/2026	611236686	VCF-VSP-FND-8	740.0	135.0	122.0	9.63%	\$90,280.00
VMware Live Recovery Protected	611236687	VCF-VLR-PVM	100.0	400.0	360.0	10.0%	\$36,000.00

VM VMware, LLC -
VCF-VLR-PVM
VMware Live Recovery
Protected VM VMware,
LLC - VCF-VLR-PVM
Start Date: 09/27/2025
End Date: 09/26/2026

VMware vSphere Foundation 8 VMware, LLC - VCF-VSP-FND-8 VMware vSphere Foundation 8 VMware, LLC - VCF-VSP-FND-8 Start Date: 09/27/2026 End Date: 09/26/2027	611236686	VCF-VSP-FND-8	740.0	135.0	122.0	9.63%	\$90,280.00
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VMware Live Recovery Protected VM VMware, LLC - VCF-VLR-PVM VMware Live Recovery Protected VM VMware, LLC - VCF-VLR-PVM Start Date: 09/27/2026 End Date: 09/26/2027	611236687	VCF-VLR-PVM	100.0	400.0	360.0	10.0%	\$36,000.00
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VMware vSphere Foundation 8 VMware, LLC - VCF-VSP-FND-8 VMware vSphere Foundation 8 VMware, LLC - VCF-VSP-FND-8 Start Date: 09/27/2027 End Date: 11/14/2028	611236686	VCF-VSP-FND-8	740.0	135.0	122.0	9.63%	\$90,280.00
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VMware Live Recovery Protected VM VMware, LLC - VCF-VLR-PVM VMware Live Recovery Protected VM VMware, LLC - VCF-VLR-PVM Start Date: 09/27/2027 End Date: 11/14/2028	611236687	VCF-VLR-PVM	100.0	400.0	360.0	10.0%	\$36,000.00
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TOTAL	\$505,120.00
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Note: PAYMENT SCHEDULE: PAYMENT 1-\$125,247.40 Due Net 30 PAYMENT 2- \$125,247.40- DUE November 14 2025
PAYMENT 3-\$125,247.40- DUE November 14 2026 Payment 4- \$125,247.40- DUE November 14 2027



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 (800) 417-6635 (A/C, No, Ext): FAX (A/C, No): E-MAIL ADDRESS:	
INSURED AlxTel, Inc 8403 COLESVILLE RD SILVER SPRING MD 20910-6331		INSURER(S) AFFORDING COVERAGE INSURER A: Hartford Underwriters Insurance Company NAIC# 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/YYYY)	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
							PERSONAL & ADV INJURY \$2,000,000
							GENERAL AGGREGATE \$4,000,000
	GEN'L AGGREGATE LIMIT APPLIES PER:						PRODUCTS - COM/OP AGG \$4,000,000
	<input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PROJECT <input type="checkbox"/> LOC						
	OTHER:						
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)
	HIRED AUTOS	<input checked="" type="checkbox"/>	NON-OWNED AUTOS				PROPERTY DAMAGE (Per accident)
A	<input checked="" type="checkbox"/> UMBRELLA LIAB	<input checked="" type="checkbox"/> EXCESS LIAB	<input checked="" type="checkbox"/> OCCUR CLAIMS-MADE	22 SBM BG6LSY	07/01/2024	07/01/2025	EACH OCCURRENCE \$1,000,000
							AGGREGATE \$1,000,000
	DED		RETENTION \$ 10,000				
	WORKER'S 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

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 HOLDERFor 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

Suean L. Castaneda

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ACORD 25 (2016/03)

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Request for Taxpayer Identification Number and Certification

Go to www.irs.gov/FormW9 for instructions and the latest information.

Give form to the
requester. Do not
send to the IRS.

Before you begin. For guidance related to the purpose of Form W-9, see *Purpose of Form*, below.

Print or type. See Specific Instructions on page 3.	1 Name of entity/individual. An entry is required. (For a sole proprietor or disregarded entity, enter the owner's name on line 1, and enter the business/disregarded entity's name on line 2.) AlxTel, Inc.	
	2 Business name/disregarded entity name, if different from above.	
	3a Check the appropriate box for federal tax classification of the entity/individual whose name is entered on line 1. Check only one of the following seven boxes. <input type="checkbox"/> Individual/sole proprietor <input type="checkbox"/> C corporation <input checked="" type="checkbox"/> S corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Trust/estate <input type="checkbox"/> LLC. Enter the tax classification (C = C corporation, S = S corporation, P = Partnership) _____ Note: Check the "LLC" box above and, in the entry space, enter the appropriate code (C, S, or P) for the tax classification of the LLC, unless it is a disregarded entity. A disregarded entity should instead check the appropriate box for the tax classification of its owner. <input type="checkbox"/> Other (see instructions) _____	4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3): Exempt payee code (if any) _____ Exemption from Foreign Account Tax Compliance Act (FATCA) reporting code (if any) _____ (Applies to accounts maintained outside the United States.)
	3b If on line 3a you checked "Partnership" or "Trust/estate," or checked "LLC" and entered "P" as its tax classification, and you are providing this form to a partnership, trust, or estate in which you have an ownership interest, check this box if you have any foreign partners, owners, or beneficiaries. See instructions _____ <input type="checkbox"/>	
	5 Address (number, street, and apt. or suite no.). See instructions. 8403 Colesville Road Suite 1100	Requester's name and address (optional)
6 City, state, and ZIP code Silver Spring, MD 20910		
7 List account number(s) here (optional)		

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. See also *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number									
			-				-		
or									
Employer identification number									
2	6	-	1	8	5	7	8	4	3

Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and, generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here	Signature of U.S. person 	Date 07-23-2024
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General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to www.irs.gov/FormW9.

What's New

Line 3a has been modified to clarify how a disregarded entity completes this line. An LLC that is a disregarded entity should check the appropriate box for the tax classification of its owner. Otherwise, it should check the "LLC" box and enter its appropriate tax classification.

New line 3b has been added to this form. A flow-through entity is required to complete this line to indicate that it has direct or indirect foreign partners, owners, or beneficiaries when it provides the Form W-9 to another flow-through entity in which it has an ownership interest. This change is intended to provide a flow-through entity with information regarding the status of its indirect foreign partners, owners, or beneficiaries, so that it can satisfy any applicable reporting requirements. For example, a partnership that has any indirect foreign partners may be required to complete Schedules K-2 and K-3. See the Partnership Instructions for Schedules K-2 and K-3 (Form 1065).

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS is giving you this form because they

Reference # 1

LOS ANGELES COUNTY -- QUALTRICS Enterprise

PO-PW-24005838-1

NAME	TITLE
Name	Lorena Sandoval
Address	HQ SUPPLY ROOM 900 S FREMONT ALHAMBRA CA 91803 PROCUREMENT FOLDER : 2632261
Email	lsandoval@isd.lacounty.gov
Phone	323-267-2206
Time period in which work was performed	START DATE: 08/22/2023, END DATE: 08/21/2024
Short description of work performed	QUALTRICS, LLC. 1 YEAR TERM STATE OF THE ART UNLIMITED USERS

Reference # 2

LOS ANGELES COUNTY - ASANA ENTERPRISE

PO-PH-24007952-1

NAME	TITLE
Name	Lorena Sandoval
Address	SANTA FE SPRINGS WAREHOUSE 10612 SHOEMAKER AVE SUITE C SANTA FE SPRINGS CA 90670 PROCUREMENT FOLDER : 2737497
Email	lsandoval@isd.lacounty.gov
Phone	323-267-2206
Time period in which work was performed	START DATE: 03/09/2024 END DATE: 03/08/2025
Short description of work performed	ASANA SUBSCRIPTION ANNUAL RENEWAL SUBSCRIPTION: ASANA ENTERPRISE START DATE: 03/09/2024 END DATE: 03/08/2025 PRODUCT SKU: USD-ENT-175

Reference # 3

OHIO Department of Developmental -- Udemy Business

P000177162

NAME	TITLE
Name	Kimberly Lewis
Address	30 East Broad St 13th FL Columbus Ohio 43215-3457
Email	10074300@id.ohio.gov
Phone	614/369-4083
Time period in which work was performed	Start Date: 08/01/2024 End Date: 07/31/2025
Short description of work performed	DODD Information Tech Systems One year renewal for Udemy Buisness Licenses



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

Proc Folder: 1493269			Reason for Modification: Addendum No. 1
Doc Description: VMware Production Support Coverage			
Proc Type: Central Contract - Fixed Amt			
Date Issued	Solicitation Closes	Solicitation No	Version
2024-09-12	2024-09-19 13:30	CRFQ 0947 ERP2500000001	2

BID RECEIVING LOCATION

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

VENDOR

Vendor Customer Code: VS0000040752

Vendor Name : AlxTel, Inc.

Address :8403 Colesville Road Suite 1100, Silver Spring, MD 20910

Street :Colesville Road

City :Silver Spring

State :Maryland

Country :Montgomery County

Zip :20910

Principal Contact : Alaa Negeda

Vendor Contact Phone:240-293-4629

Extension:

FOR INFORMATION CONTACT THE BUYER

Larry D McDonnell
304-558-2063
larry.d.mcdonnell@wv.gov

Vendor
Signature X *Alaa Negeda*

FEIN# 261857843

DATE 09-19-2024

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

ADDITIONAL INFORMATION
Addendum No. 1 issued to respond to vendor questions, Please see attachment.
The bid opening remains on 9/19/2024 at 1:30 pm.
No other changes.

INVOICE TO	SHIP TO
ENTERPRISE RESOURCE PLANNING BOARD 1007 BULLITT STREET SUITE 400 CHARLESTON WV US	ENTERPRISE RESOURCE PLANNING BOARD 1007 BULLITT STREET SUITE 400 CHARLESTON WV US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	VMware vSphere Foundation 8, (VCF-VSP-FND-8), or equal.	228.00000	EA	\$122.00	\$27,816.00
Comm Code		Manufacturer	Specification	Model #	
81111812					

Extended Description:
 VMware vSphere Foundation 8, (VCF-VSP-FND-8), or equal.
 Service Dates: 11/14/2024 - 11/13/2025

INVOICE TO	SHIP TO
ENTERPRISE RESOURCE PLANNING BOARD 1007 BULLITT STREET SUITE 400 CHARLESTON WV US	ENTERPRISE RESOURCE PLANNING BOARD 1007 BULLITT STREET SUITE 400 CHARLESTON WV US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	Live Recovery Protected VM, (VCF-VLR-PVM), or equal.	100.00000	EA	\$360.00	\$36,000.00
Comm Code		Manufacturer	Specification	Model #	
81111812					

Extended Description:
 Live Recovery Protected VM, (VCF-VLR-PVM), or equal.
 Service Dates: 09/27/2024 - 11/13/2025

INVOICE TO		SHIP TO	
ENTERPRISE RESOURCE PLANNING BOARD 1007 BULLITT STREET SUITE 400 CHARLESTON WV US		ENTERPRISE RESOURCE PLANNING BOARD 1007 BULLITT STREET SUITE 400 CHARLESTON WV US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
3	VMware vSphere Foundation 8, (VCF-VSP-FND-8), or equal.	512.00000	EA	\$122.00	\$62,464.00

Comm Code	Manufacturer	Specification	Model #
81111812			

Extended Description:
 VMware vSphere Foundation 8, (VCF-VSP-FND-8), or equal.
 Service Dates: 09/27/2024 - 11/13/2025

INVOICE TO		SHIP TO	
ENTERPRISE RESOURCE PLANNING BOARD 1007 BULLITT STREET SUITE 400 CHARLESTON WV US		ENTERPRISE RESOURCE PLANNING BOARD 1007 BULLITT STREET SUITE 400 CHARLESTON WV US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
4	VMware vSphere Foundation 8, (VCF-VSP-FND-8), or equal.	740.00000	EA	\$122.00	\$90,280.00

Comm Code	Manufacturer	Specification	Model #
81111812			

Extended Description:
 VMware vSphere Foundation 8, (VCF-VSP-FND-8), or equal.
 Service Dates: 11/14/2025 - 11/13/2026

INVOICE TO			SHIP TO		
ENTERPRISE RESOURCE PLANNING BOARD 1007 BULLITT STREET SUITE 400 CHARLESTON WV US			ENTERPRISE RESOURCE PLANNING BOARD 1007 BULLITT STREET SUITE 400 CHARLESTON WV US		

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
5	Live Recovery Protected VM, (VCF-VLR-PVM), or equal.	100.00000	EA	\$360.00	\$36,000.00

Comm Code	Manufacturer	Specification	Model #
81111812			

Extended Description:

Live Recovery Protected VM, (VCF-VLR-PVM), or equal.
Service Dates: 11/14/2025 - 11/13/2026

INVOICE TO			SHIP TO		
ENTERPRISE RESOURCE PLANNING BOARD 1007 BULLITT STREET SUITE 400 CHARLESTON WV US			ENTERPRISE RESOURCE PLANNING BOARD 1007 BULLITT STREET SUITE 400 CHARLESTON WV US		

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
6	VMware vSphere Foundation 8, (VCF-VSP-FND-8), or equal.	740.00000	EA	\$122.00	\$90,280.00

Comm Code	Manufacturer	Specification	Model #
81111812			

Extended Description:

VMware vSphere Foundation 8, (VCF-VSP-FND-8), or equal.
Service Dates: 11/14/2026 - 11/13/2027

INVOICE TO				SHIP TO			
ENTERPRISE RESOURCE PLANNING BOARD 1007 BULLITT STREET SUITE 400 CHARLESTON WV US				ENTERPRISE RESOURCE PLANNING BOARD 1007 BULLITT STREET SUITE 400 CHARLESTON WV US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
7	Live Recovery Protected VM, (VCF-VLR-PVM), or equal.	100.00000	EA	\$360.00	\$36,000.00

Comm Code	Manufacturer	Specification	Model #
81111812			

Extended Description:

Live Recovery Protected VM, (VCF-VLR-PVM), or equal.
Service Dates: 11/14/2026 - 11/13/2027

INVOICE TO				SHIP TO			
ENTERPRISE RESOURCE PLANNING BOARD 1007 BULLITT STREET SUITE 400 CHARLESTON WV US				ENTERPRISE RESOURCE PLANNING BOARD 1007 BULLITT STREET SUITE 400 CHARLESTON WV US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
8	VMware vSphere Foundation 8, (VCF-VSP-FND-8), or equal.	740.00000	EA	\$122.00	\$90,280.00

Comm Code	Manufacturer	Specification	Model #
81111812			

Extended Description:

VMware vSphere Foundation 8, (VCF-VSP-FND-8), or equal.
Service Dates: 11/14/2027 - 11/13/2028

INVOICE TO				SHIP TO			
ENTERPRISE RESOURCE PLANNING BOARD 1007 BULLITT STREET SUITE 400 CHARLESTON WV US				ENTERPRISE RESOURCE PLANNING BOARD 1007 BULLITT STREET SUITE 400 CHARLESTON WV US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
9	Live Recovery Protected VM, (VCF-VLR-PVM), or equal.	100.00000	EA	\$360.00	\$36,000.00

Comm Code	Manufacturer	Specification	Model #
81111812			

Extended Description:
 Live Recovery Protected VM, (VCF-VLR-PVM), or equal.
 Service Dates: 11/14/2027 - 11/13/2028

SCHEDULE OF EVENTS		
<u>Line</u>	<u>Event</u>	<u>Event Date</u>
1	Questions due by 4:00 pm	2024-09-11

	Document Phase	Document Description	Page 7
ERP2500000001	Final	VMware Production Support Coverage	

ADDITIONAL TERMS AND CONDITIONS

See attached document(s) for additional Terms and Conditions



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

Proc Folder: 1493269			Reason for Modification: Addendum No. 1
Doc Description: VMware Production Support Coverage			
Proc Type: Central Contract - Fixed Amt			
Date Issued	Solicitation Closes	Solicitation No	Version
2024-09-12	2024-09-19 13:30	CRFQ 0947 ERP2500000001	2

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

VENDOR		
Vendor Customer Code: VS0000040752		
Vendor Name: AlxTel, Inc.		
Address : 8403 Colesville Road Suite 1100, Silver Spring, MD 20910		
Street : Colesville Road		
City : Silver Spring		
State : Maryland	Country : Montgomery County	Zip : 20910
Principal Contact : Alaa Negeda		
Vendor Contact Phone: 240-293-4629	Extension:	

FOR INFORMATION CONTACT THE BUYER
Larry D McDonnell 304-558-2063 larry.d.mcdonnell@wv.gov

Vendor Signature X <i>Alaa Negeda</i>	FEIN# 261857843	DATE 09-19-2024
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All offers subject to all terms and conditions contained in this solicitation

ADDITIONAL INFORMATION

Addendum No. 1 issued to respond to vendor questions, Please see attachment.

The bid opening remains on 9/19/2024 at 1:30 pm.

No other changes.

INVOICE TO				SHIP TO			
ENTERPRISE RESOURCE PLANNING BOARD 1007 BULLITT STREET SUITE 400 CHARLESTON WV US				ENTERPRISE RESOURCE PLANNING BOARD 1007 BULLITT STREET SUITE 400 CHARLESTON WV US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	VMware vSphere Foundation 8, (VCF-VSP-FND-8), or equal.	228.00000	EA	\$122.00	\$27,816.00

Comm Code	Manufacturer	Specification	Model #
81111812			

Extended Description:

VMware vSphere Foundation 8, (VCF-VSP-FND-8), or equal.

Service Dates: 11/14/2024 - 11/13/2025

INVOICE TO				SHIP TO			
ENTERPRISE RESOURCE PLANNING BOARD 1007 BULLITT STREET SUITE 400 CHARLESTON WV US				ENTERPRISE RESOURCE PLANNING BOARD 1007 BULLITT STREET SUITE 400 CHARLESTON WV US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	Live Recovery Protected VM, (VCF-VLR-PVM), or equal.	100.00000	EA	\$360.00	\$36,000.00

Comm Code	Manufacturer	Specification	Model #
81111812			

Extended Description:

Live Recovery Protected VM, (VCF-VLR-PVM), or equal.

Service Dates: 09/27/2024 - 11/13/2025

INVOICE TO				SHIP TO			
ENTERPRISE RESOURCE PLANNING BOARD 1007 BULLITT STREET SUITE 400 CHARLESTON WV US				ENTERPRISE RESOURCE PLANNING BOARD 1007 BULLITT STREET SUITE 400 CHARLESTON WV US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
3	VMware vSphere Foundation 8, (VCF-VSP-FND-8), or equal.	512.00000	EA	\$122.00	\$62,464.00

Comm Code	Manufacturer	Specification	Model #
81111812			

Extended Description:

VMware vSphere Foundation 8, (VCF-VSP-FND-8), or equal.
Service Dates: 09/27/2024 - 11/13/2025

INVOICE TO				SHIP TO			
ENTERPRISE RESOURCE PLANNING BOARD 1007 BULLITT STREET SUITE 400 CHARLESTON WV US				ENTERPRISE RESOURCE PLANNING BOARD 1007 BULLITT STREET SUITE 400 CHARLESTON WV US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
4	VMware vSphere Foundation 8, (VCF-VSP-FND-8), or equal.	740.00000	EA	\$122.00	\$90,280.00

Comm Code	Manufacturer	Specification	Model #
81111812			

Extended Description:

VMware vSphere Foundation 8, (VCF-VSP-FND-8), or equal.
Service Dates: 11/14/2025 - 11/13/2026

INVOICE TO				SHIP TO			
ENTERPRISE RESOURCE PLANNING BOARD 1007 BULLITT STREET SUITE 400 CHARLESTON WV US				ENTERPRISE RESOURCE PLANNING BOARD 1007 BULLITT STREET SUITE 400 CHARLESTON WV US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
5	Live Recovery Protected VM, (VCF-VLR-PVM), or equal.	100.00000	EA	\$360.00	\$36,000.00

Comm Code	Manufacturer	Specification	Model #
81111812			

Extended Description:

Live Recovery Protected VM, (VCF-VLR-PVM), or equal.
Service Dates: 11/14/2025 - 11/13/2026

INVOICE TO				SHIP TO			
ENTERPRISE RESOURCE PLANNING BOARD 1007 BULLITT STREET SUITE 400 CHARLESTON WV US				ENTERPRISE RESOURCE PLANNING BOARD 1007 BULLITT STREET SUITE 400 CHARLESTON WV US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
6	VMware vSphere Foundation 8, (VCF-VSP-FND-8), or equal.	740.00000	EA	\$122.00	\$90,280.00

Comm Code	Manufacturer	Specification	Model #
81111812			

Extended Description:

VMware vSphere Foundation 8, (VCF-VSP-FND-8), or equal.
Service Dates: 11/14/2026 - 11/13/2027

INVOICE TO				SHIP TO			
ENTERPRISE RESOURCE PLANNING BOARD 1007 BULLITT STREET SUITE 400 CHARLESTON WV US				ENTERPRISE RESOURCE PLANNING BOARD 1007 BULLITT STREET SUITE 400 CHARLESTON WV US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
7	Live Recovery Protected VM, (VCF-VLR-PVM), or equal.	100.00000	EA	\$360.00	\$36,000.00

Comm Code	Manufacturer	Specification	Model #
81111812			

Extended Description:

Live Recovery Protected VM, (VCF-VLR-PVM), or equal.
Service Dates: 11/14/2026 - 11/13/2027

INVOICE TO				SHIP TO			
ENTERPRISE RESOURCE PLANNING BOARD 1007 BULLITT STREET SUITE 400 CHARLESTON WV US				ENTERPRISE RESOURCE PLANNING BOARD 1007 BULLITT STREET SUITE 400 CHARLESTON WV US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
8	VMware vSphere Foundation 8, (VCF-VSP-FND-8), or equal.	740.00000	EA	\$122.00	\$90,280.00

Comm Code	Manufacturer	Specification	Model #
81111812			

Extended Description:

VMware vSphere Foundation 8, (VCF-VSP-FND-8), or equal.
Service Dates: 11/14/2027 - 11/13/2028

INVOICE TO				SHIP TO			
ENTERPRISE RESOURCE PLANNING BOARD 1007 BULLITT STREET SUITE 400 CHARLESTON WV US				ENTERPRISE RESOURCE PLANNING BOARD 1007 BULLITT STREET SUITE 400 CHARLESTON WV US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
9	Live Recovery Protected VM, (VCF-VLR-PVM), or equal.	100.00000	EA	\$360.00	\$36,000.00

Comm Code	Manufacturer	Specification	Model #
81111812			

Extended Description:
 Live Recovery Protected VM, (VCF-VLR-PVM), or equal.
 Service Dates: 11/14/2027 - 11/13/2028

SCHEDULE OF EVENTS

<u>Line</u>	<u>Event</u>	<u>Event Date</u>
1	Questions due by 4:00 pm	2024-09-11

SOLICITATION NUMBER: CRFQ ERP25*01

Addendum Number: 1

The purpose of this addendum is to modify the solicitation identified as ("Solicitation") to reflect the change(s) identified and described below.

Applicable Addendum Category:

- ☐ Modify bid opening date and time
- ☐ Modify specifications of product or service being sought
- ☒ Attachment of vendor questions and responses
- ☐ Attachment of pre-bid sign-in sheet
- ☐ Correction of error
- ☐ Other

Description of Modification to Solicitation:

1. To provide responses to vendor questions. See attachment.
2. The bid opening date and time remains on 9/19/2024 at 1:30 pm.

Additional Documentation: Documentation related to this Addendum (if any) has been included herewith as Attachment A and is specifically incorporated herein by reference.

Terms and Conditions:

1. All provisions of the Solicitation and other addenda not modified herein shall remain in full force and effect.
2. Vendor should acknowledge receipt of all addenda issued for this Solicitation by completing an Addendum Acknowledgment, a copy of which is included herewith. Failure to acknowledge addenda may result in bid disqualification. The addendum acknowledgement should be submitted with the bid to expedite document processing.

CRFQ ERP2500000001 – ATTACHMENT A

Addendum No. 1

Q1: Please confirm that the Quantities listed in the solicitation for the following products equate to "cores count" per VMWare product pricing structure or, if not, what does the quantity represent (see **highlighted** column)?

Line	Product	Quantity	Service Dates
1	VMware vSphere Foundation 8, (VCF-VSPFND-8), or equal.	228	11/14/2024 - 11/13/2025
2	Live Recovery Protected VM, (VCF-VLR-PVM), or equal	100	09/27/2024 - 11/13/2025
3	VMware vSphere Foundation 8, (VCF-VSPFND-8), or equal.	512	09/27/2024 - 11/13/2025
4	VMware vSphere Foundation 8, (VCF-VSPFND-8), or equal.	740	11/14/2025 - 11/13/2026
5	Live Recovery Protected VM, (VCF-VLR-PVM), or equal.	100	11/14/2025 - 11/13/2026
6	VMware vSphere Foundation 8, (VCF-VSPFND-8), or equal.	740	11/14/2026 - 11/13/2027
7	Live Recovery Protected VM, (VCF-VLR-PVM), or equal.	100	11/14/2026 - 11/13/2027
8	VMware vSphere Foundation 8, (VCF-VSPFND-8), or equal.	740	11/14/2027 - 11/13/2028
9	Live Recovery Protected VM, (VCF-VLR-PVM), or equal.	100	11/14/2027 - 11/13/2028

A1: These quantities were provided by Broadcom after discussing with them their new pricing structure.

Q2: Are these licenses for new deployments of the SW or renewal of existing license? If the latter, who holds the license currently?

A2: These licenses are renewal of existing. The State of WV currently holds the licenses.

Q3: Kindly advise If this project is a Net New/Renewal? If Renewal please include the previous VMware Contract #.

A3: This is a renewal of existing licenses. VMware Contract #'s:

VO-363756225-R:1C:27MAY23

VO-379076024-R:23AUG23

VO-392205309

VO-367704427-R:1C:27MAY23

Q4: Is the support the State is looking for Mmware for an on-premises operation or a new Cloud scription?

A4: This is on-premises.

Q5: Is this a VxRail system?

A5: No.

Q6: Can you provide the RVtools output for quoting?

A6: No.

Q7: Is the current version being ran 8.0?

A7: We are running version 7 now but plan on upgrading this year to 8.

Q8: I see multiple dates listed on the bid. Can you confirm the contract length and start date? Additional, if there is a preferred SLA.

A8: The goal of this RFQ is to co-term all our VMware licenses for expiration on the same date.

Line 1 is all our licenses that run from 11/14/2023 – 11/13/2024 and need to be renewed for another annual period.

Line 2 and Line 3 will extend from 09/27/2024 – 11/13/2025, allowing the expiration to match licenses in Line 1.

Each renewal period after the initial co-term will be an annual period from November 14 through November 13.

Line 4 combines the total quantity of Lines 1 and 3, recognizing the co-term of the licenses into one line item for the optional renewal term of 11/14/2025 – 11/13/2026. Each optional renewal period needs to be quoted in this manner.

Q9: Can time be scheduled with the technical team to discuss this opportunity?

A9: No. Please provide a quote for the licenses as requested.

Q10: I think line item 1 should have service dates: Start date: 11/14/2024; End date: 11/13/2025

A10: That is correct.

There is a typo in the Extended Description field of Line 1 stating Service Dates: 09/27/2024 – 11/13/2025. This group of licenses needs to be renewed for 11/14/2024 – 11/13/2025.

As mentioned, our goal is to co-term all our VMware licenses to expire on 11/13/2025, with each renewal thereafter valid for an annual period from November 14 to November 13.

OTHER INFORMATION:

1. The bid opening remains on 9/19/2024 at 1:30 pm.

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: CRFQ ERP25*01

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 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.

Company

AlxTel, Inc.

Authorized Signature

Alaa Negeda

Date 09-19-2024

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