



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 4

List View

General Information [Contact](#) [Default Values](#) [Discount](#) [Document Information](#) [Clarification Request](#)

Procurement Folder: 1741234

Procurement Type: Central Purchase Order

Vendor ID: VS0000047275

Legal Name: CONCOURSE TECH INC

Alias/DBA:

Total Bid: \$78,991.58

Response Date: 09/02/2025

Response Time: 12:39

Responded By User ID: coquina

First Name: Thomas

Last Name: Smyth

Email: sales@concoursetech.com

Phone: 646-305-9964

SO Doc Code: CRFQ

SO Dept: 0705

SO Doc ID: LOT2600000001

Published Date: 9/4/25

Close Date: 9/10/25

Close Time: 13:30

Status: Closed

Solicitation Description: Lottery Networking Equipment

Total of Header Attachments: 4

Total of All Attachments: 4



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: 1741234
Solicitation Description: Lottery Networking Equipment
Proc Type: Central Purchase Order

Solicitation Closes	Solicitation Response	Version
2025-09-10 13:30	SR 0705 ESR09022500000001516	1

VENDOR
VS0000047275
CONCOURSE TECH INC

Solicitation Number: CRFQ 0705 LOT2600000001
Total Bid: 78991.58000000000174622982740 **Response Date:** 2025-09-02 **Response Time:** 12:39:11
Comments:

FOR INFORMATION CONTACT THE BUYER
Brandon L Barr
304-558-2652
brandon.l.barr@wv.gov

Vendor Signature X	FEIN#	DATE
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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	Network Switches - 48 Ports - C9300X-48HXN-E	8.00000	EA	7975.770000	63806.16

Comm Code	Manufacturer	Specification	Model #
43222612			

Commodity Line Comments:

Extended Description:

Cisco, Part/SKU# C9300X-48HXN-E Catalyst 9300 Switch 48 port, or equal
See the specifications and Exhibit A - Pricing Page and Exhibit B - Product List for more details

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	Network Switches - 24 Ports - C9300X-24HX-E	2.00000	EA	7592.710000	15185.42

Comm Code	Manufacturer	Specification	Model #
43222612			

Commodity Line Comments:

Extended Description:

Cisco, Part/SKU# C9300X-24HX-E Catalyst 9300 Switch 24-port, or equal
See the specifications and Exhibit A - Pricing Page and Exhibit B - Product List for more details



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: 1741234			Reason for Modification:
Doc Description: Lottery Networking Equipment			
Proc Type: Central Purchase Order			
Date Issued	Solicitation Closes	Solicitation No	Version
2025-08-13	2025-09-10 13:30	CRFQ 0705 LOT2600000001	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 : Concourse Tech Inc.

Address : 169 Madison Ave, Ste 15520

Street : New York, NY 10016

City :

State : **Country :** **Zip :**

Principal Contact : Kelsey Shaner, Operations Manager

Vendor Contact Phone: 646-305-9964 **Extension:**

FOR INFORMATION CONTACT THE BUYER

Brandon L Barr
304-558-2652
brandon.l.barr@wv.gov

Vendor
Signature X

FEIN# 920732705700

DATE 09/02/2025

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

ADDITIONAL INFORMATION
The West Virginia Purchasing Division, for the agency, the West Virginia Lottery Commission, is soliciting bids for the one-time purchase of Networking Equipment per the attached documentation.

INVOICE TO	SHIP TO
LOTTERY PO BOX 2067 CHARLESTON WV US	LOTTERY 900 PENNSYLVANIA AVE CHARLESTON WV US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Network Switches - 48 Ports - C9300X-48HXN-E	8.00000	EA	\$15,134.96	\$121,079.68

Comm Code	Manufacturer	Specification	Model #
43222612			

Extended Description:
 Cisco, Part/SKU# C9300X-48HXN-E Catalyst 9300 Switch 48 port, or equal

 See the specifications and Exhibit A - Pricing Page and Exhibit B - Product List for more details

INVOICE TO	SHIP TO
LOTTERY PO BOX 2067 CHARLESTON WV US	LOTTERY 900 PENNSYLVANIA AVE CHARLESTON WV US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	Network Switches - 24 Ports - C9300X-24HX-E	2.00000	EA	\$14,269.83	\$28,539.66

Comm Code	Manufacturer	Specification	Model #
43222612			

Extended Description:
 Cisco, Part/SKU# C9300X-24HX-E Catalyst 9300 Switch 24-port, or equal

 See the specifications and Exhibit A - Pricing Page and Exhibit B - Product List for more details

SCHEDULE OF EVENTS		
<u>Line</u>	<u>Event</u>	<u>Event Date</u>
1	QUESTIONS DUE BY SEPT 3rd, 2025 at 10:00am ET	2025-09-03

DESIGNATED CONTACT: Vendor appoints the individual identified in this Section as the Contract Administrator and the initial point of contact for matters relating to this Contract.

(Printed Name and Title) _____

(Address) _____

(Phone Number) / (Fax Number) _____

(email address) _____

CERTIFICATION AND SIGNATURE: By signing below, or submitting documentation through WV OASIS, I certify that: I have reviewed this Solicitation/Contract in its entirety; that I understand the requirements, terms and conditions, and other information contained herein; that this bid, offer or proposal constitutes an offer to the State that cannot be unilaterally withdrawn; that the product or service proposed meets the mandatory requirements contained in the Solicitation/Contract for that product or service, unless otherwise stated herein; that the Vendor accepts the terms and conditions contained in the Solicitation, unless otherwise stated herein; that I am submitting this bid, offer or proposal for review and consideration; that this bid or offer was made without prior understanding, agreement, or connection with any entity submitting a bid or offer for the same material, supplies, equipment or services; that this bid or offer is in all respects fair and without collusion or fraud; that this Contract is accepted or entered into without any prior understanding, agreement, or connection to any other entity that could be considered a violation of law; that I am authorized by the Vendor to execute and submit this bid, offer, or proposal, or any documents related thereto on Vendor's behalf; that I am authorized to bind the vendor in a contractual relationship; and that to the best of my knowledge, the vendor has properly registered with any State agency that may require registration.

By signing below, I further certify that I understand this Contract is subject to the provisions of West Virginia Code § 5A-3-62, which automatically voids certain contract clauses that violate State law; and that pursuant to W. Va. Code 5A-3-63, the entity entering into this contract is prohibited from engaging in a boycott against Israel.

(Company) _____

(Signature of Authorized Representative) _____

(Printed Name and Title of Authorized Representative) (Date) _____

(Phone Number) (Fax Number) _____

(Email Address) _____

EXHIBIT A – Pricing Page

Section	Description	Manufacturer and Model if Bidding "or Equal" products	Unit of Measure	Quantity	Unit Cost	Extended Cost
3.1.1	48-Port Network Switches - Cisco, Part/SKU# C9300X-48HXN-E Catalyst 9300 Switch 48 port		Each	8	\$ 15,134.96	\$ 121,079.68
3.1.3	24-Port Network Switches - Cisco, Part/SKU# C9300X-24HX-E Catalyst 9300 Switch 24 port		Each	2	\$ 14,269.83	\$ 28,539.66
			Overall Total Cost		\$	149,619.34

Please note: This information is being captured for auditing purposes.

Any product or service not on the Agency provided Pricing Page will not be allowable. The state cannot accept alternate pricing pages, failure to use Exhibit-A Price Page or a No-Bid may lead to disqualification of vendors bid. Bid responses that propose an "or equal" product instead of the specified products must include evidence demonstrating that the substitute part number meets or exceeds the standards set by the items listed in Exhibit - B.

Vendor should type or electronically enter the information into the Pricing Page to prevent errors in the evaluation.

BIDDER /VENDOR INFORMATION:

Vendor Name:	Concourse Tech Inc.
Address:	169 Madison Ave, Ste 15520
City, St. Zip:	New York, NY 10016
Phone No.:	646-305-9964
Email Address:	sales@concoursetech.com



Vendor Signature:

9-Sep-25

Date:

**Concourse Tech Inc.**

169 Madison Ave, Suite 15520

New York, NY 10016

concoursetech.com

(646) 305-9964

Sep 2, 2025

BY ONLINE PORTAL

West Virginia Lottery Commission

Brandon L Barr

brandon.l.barr@wv.gov

Concourse Quote Number: 163756**Subject: Response to CRFQ-0705-LOT2600000001 - Lottery Networking Equipment Supplies**

Dear Brandon,

Concourse Tech Inc. (*formerly Coquina Labs Inc.*) is pleased to submit our proposal in response to the Request for Quote (CRFQ-0705-LOT2600000001) for the Lottery Networking Equipment Supplies. Our proposal adheres to the scope, technical requirements, and delivery timeframe outlined in the CRFQ. This quote is all inclusive and there is no additional cost for freight, transfer of licenses, and/or system usage. This quote reflects pricing for the **Cisco** solutions.

Price and Quantity Breakdown:

Line	Part No.	Description	Unit Price	Qty	Ext Price
48-Port Network Switches					
1	C9300X-48HXN-E	48-port switch, 8xmGig + 40x5g, upoe+, I2/I3, 16gb ram, 16gb flash	\$7,975.77	8	\$63,806.16
2	CON-L1NBD-C9300XP4	Level 1 8x5xnbd support for 48-port switch	\$2,925.86	8	\$23,406.88
3	CON-L1SWT-C93E48	Level 1 DNA Essentials software subscription	\$146.74	8	\$1,173.92
4	C9300-DNA-E-48-3Y	DNA Essentials 48-port, 3-year license	\$761.78	8	\$6,094.24
5	C9300-DNA-E-48	DNA Essentials 48-port, term license	\$0.00	8	\$0.00
6	C9300-NW-E-48	Network Essentials 48-port license	\$0.00	8	\$0.00
7	SC9300UK9-1712	Universal network image, XE 17.12	\$0.00	8	\$0.00
8	PWR-C1-1100WAC-P	1100W AC platinum power supply	\$0.00	8	\$0.00

9	PWR-C1-1100WAC-P/2	1100W AC platinum secondary power supply	\$1,359.73	8	\$10,877.84
10	CAB-TA-NA	North America AC type A power cable	\$0.00	16	\$0.00
11	C9300-SSD-NONE	No SSD Card Selected	\$0.00	8	\$0.00
12	STACK-T1-50CM	50cm StackWise type 1 stacking cable	\$71.57	8	\$572.56
13	CAB-SPWR-30CM	30cm stack power cable	\$67.99	8	\$543.92
14	C9000-HSEC	Export compliance license for Catalyst 9000	\$0.62	8	\$4.96
15	C9K-ACC-RBFT	Rubber feet for tabletop setup	\$0.00	8	\$0.00
16	C9K-ACC-SCR-4	Rack mount screws, qty 4	\$0.00	8	\$0.00
17	CAB-GUIDE-1RU	1RU cable management guide	\$0.00	8	\$0.00
18	C9300X-NM-8Y	8-port 10G/25G network module	\$1,824.90	8	\$14,599.20
19	NETWORK-PNP-LIC	Plug & Play license for zero-touch deployment	\$0.00	8	\$0.00
Subtotal					\$121,079.68
24-Port Network Switches					
1	C9300X-24HX-E	Catalyst 9300X 24-port switch, mGig, UPOE+, L2/L3, 16GB ram, 16GB flash	\$7,592.71	2	\$15,185.42
2	CON-L1NBD-C9300X2E	Level 1 8x5xNBD support for 24-port switch	\$2,785.80	2	\$5,571.60
3	CON-L1SWT-C93E24	Level 1 DNA Essentials software subscription	\$80.04	2	\$160.08
4	C9300-DNA-E-24-3Y	DNA Essentials 24-port, 3-year license	\$414.90	2	\$829.80
5	C9300-DNA-E-24	DNA Essentials 24-port, term license	\$0.00	2	\$0.00
6	C9300-NW-E-24	Network Essentials 24-port license	\$0.00	2	\$0.00
7	SC9300UK9-1712	Universal network image, XE 17.12	\$0.00	2	\$0.00
8	PWR-C1-1100WAC-P	1100W AC platinum power supply	\$0.00	2	\$0.00
9	PWR-C1-1100WAC-P/2	1100W AC platinum secondary power supply	\$1,359.73	2	\$2,719.46
10	CAB-TA-NA	North America AC type A power cable	\$0.00	4	\$0.00
11	C9300-SSD-NONE	No SSD Card Selected	\$0.00	2	\$0.00
12	STACK-T1-50CM	50cm StackWise type 1 stacking cable	\$71.57	2	\$143.14
13	CAB-SPWR-30CM	30cm stack power cable	\$67.99	2	\$135.98
14	C9000-HSEC	Export compliance license for Catalyst 9000	\$0.62	2	\$1.24
15	C9K-ACC-RBFT	Rubber feet for tabletop setup	\$0.00	2	\$0.00
16	C9K-ACC-SCR-4	Rack mount screws, qty 4	\$0.00	2	\$0.00
17	CAB-GUIDE-1RU	1RU cable management guide	\$0.00	2	\$0.00
18	C9300X-NM-8Y	8-port 10G/25G network module	\$1,824.90	2	\$3,649.80
19	NETWORK-PNP-LIC	Plug & Play license for zero-touch deployment	\$0.00	2	\$0.00
20	CAB-CONSOLE-USB	USB console cable, type-A to mini-B, 6ft	\$71.57	2	\$143.14
Subtotal					\$28,539.66
Subtotal 48-Port + 24-Port					\$149,619.34
Estimated shipping cost					TBD
Total cost including shipping					\$149,619.34
Estimated sales tax (if applicable - waived for exempt entities)					\$10,473.36
Total price including sales tax					\$160,092.70

Compliance and Certification Concourse Tech Inc. certifies that we will:

- Adhere to all specifications and terms, including the provision of the specified solutions.
- Meet the delivery schedule outlined in the RFQ.
- Comply with all required submission documentation as specified.
- Agree to comply with all General Terms and Conditions of the West Virginia Lottery Commission as outlined in the solicitation documents.

Concourse 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,



Kelsey Shaner

Concourse Tech Inc.
169 Madison Ave, Suite 15520
New York, NY 10016
sales@concoursetech.com
(646) 305-9964

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. The prices shown in this quote are valid for the quantities outlined; a change in quantity may result in a different unit price. Until you issue a purchase order and Concourse Tech 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. Concourse Tech 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. Concourse Tech 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.

CONCOURSE TERMS AND CONDITIONS: https://www.concoursetech.com/contract_terms

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

Concourse Tech Inc. Contact Information

Kelsey Shaner

Concourse Tech Inc.
169 Madison Ave, Suite 15520
New York, NY 10016
sales@concoursetech.com