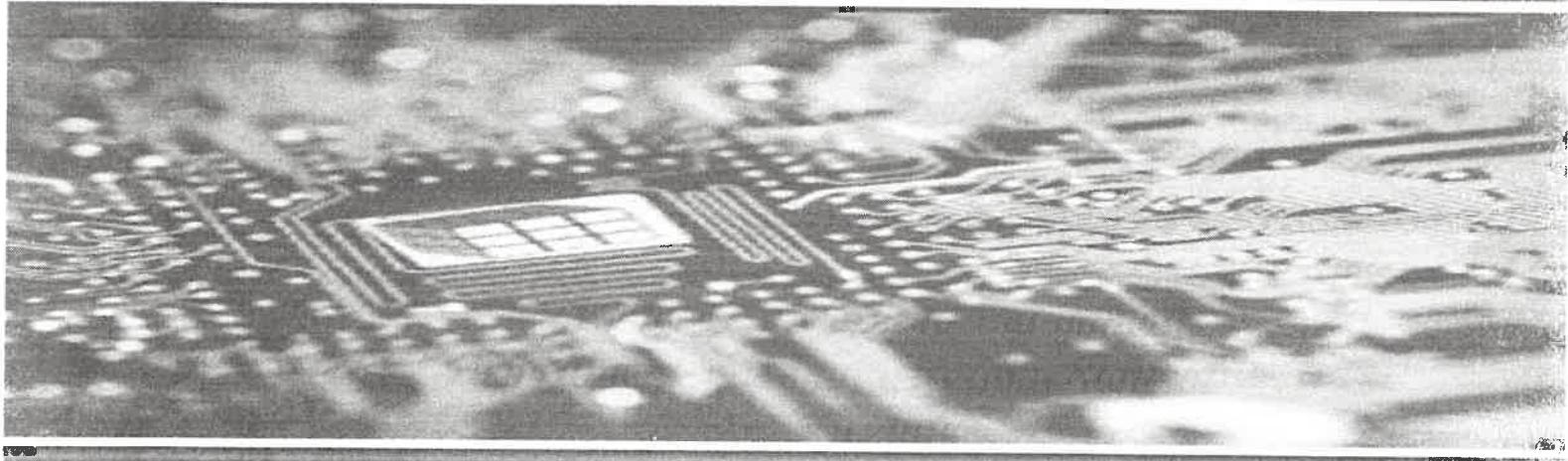




*Lottery Networking Equipment*  
*Department of Administration, State of West Virginia*  
*Solicitation# CRFQ-0705-LOT2600000001*  
*Due Date: Sep 10, 2025*  
*Response to Request for Quote (RFQ)*



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**Submitted By**  
*Intilop Inc.*  
*Kelly Masood, President*  
*[kelly@intilop.com](mailto:kelly@intilop.com)*  
*830 N Hillview Drive*  
*Milpitas, California 95035, United States*

INTILOP

## Cover Letter

Sep 10, 2025

West Virginia Department of Administration  
Purchasing Division  
2019 Washington Street East  
Charleston, WV 25305

**Subject:** Response to Request for Quote\_CRFQ-0705-LOT2600000001\_Lottery Networking Equipment

Greetings of the day,

Intilop, Inc. is obliged to submit its proposal for ***Lottery Networking Equipment (Solicitation# CRFQ-0705-LOT2600000001)***. We recognize that the West Virginia Lottery requires a one-time purchase of networking infrastructure equipment with support and maintenance.

Intilop Inc., headquartered in ***Milpitas, California***, is a Minority-Owned, Self-Certified Small Disadvantaged Business and a Subcontinent Asian (Asian-Indian) American-owned small business. With extensive experience serving public sector and enterprise customers, we specialize in Networking and Network Equipment Services, Internet Services, Information Processing Systems, Server Solutions, Parallel and Distributed Computing, High-Performance Computing, Hardware Acceleration Technology, and High-Performance Networking.

In full compliance with the solicitation requirements, our proposal includes:

- ❖ ***Compliance with Specifications:*** All proposed items match the specifications identified in Exhibit A and Exhibit B.
- ❖ ***Competitive Pricing:*** Intilop has sourced the most cost-effective, defensible pricing while maintaining product authenticity and adherence to federal procurement standards.
- ❖ ***Complete Solution:*** Our proposal covers the base hardware, licenses, support subscriptions, and required accessories, ensuring that the Lottery Commission receives a fully operational solution without additional purchases.
- ❖ ***Proven Capability:*** With a history of delivering networking and IT solutions across critical sectors, Intilop ensures timely delivery, warranty coverage, and ongoing support.

Intilop values the opportunity to support the West Virginia Lottery Commission's networking modernization efforts and is committed to delivering a reliable, future-ready solution. Backed by strong leadership and highly skilled personnel, we are confident in our ability to meet the requirements outlined in the solicitation by the State. For any questions or additional information, please contact our POC, Kelly Masood, at 408-791-6700 ext. 705 or via email at [Kelly@intilop.com](mailto:Kelly@intilop.com).

Thank you

*K Masood*

Kelly Masood (President, Intilop Inc.)  
830 N Hillview DR,  
Milpitas, California, United States



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## 1. Company Information

Table 1- Company Information

<b>Name</b>	<b>Intilop Inc.</b>
<b>Address</b>	830 N Hillview DR, Milpitas, California 95035-4544, United States
<b>Phone Number</b>	408-791-6700
<b>UEI</b>	TR12GMFZAM89
<b>DUNS Number</b>	141 058 847
<b>CAGE Code</b>	4MG07
<b>Website Address</b>	<a href="https://intilop.com/">https://intilop.com/</a>
<b>Type of Organization</b>	S-Corp
<b>POC Name</b>	Kelly Masood
<b>Designation</b>	President
<b>Email</b>	kelly@intilop.com
<b>Phone</b>	408-791-6700
<b>Type of Organization</b>	Domestically Owned
<b>NAICS Code</b>	541512, 334111, 334118, 334210, 334413, 334515, 516210, 517111, 517112, 541330, 541511, 541513, 541519, 541715, 541990 (15 employees plus access to 20 contractors/consultants)
<b>Socioeconomic Status</b>	Minority-Owned, Self-Certified Small Disadvantaged Business, Subcontinent Asian (Asian-Indian) American-Owned Small Business

## 2. Our Capabilities

Intilop Corporation is a trusted provider of advanced networking technologies with over *two decades of experience* delivering high-performance hardware solutions for mission-critical applications. Specializing in ultra-low-latency networking equipment, FPGA-based designs, and data acceleration technologies, our team has a proven record of supplying factory-new, manufacturer-certified products that meet the most severe technical and operational standards of our customers.

For this procurement, Intilop brings extensive expertise in providing fully bundled networking solutions in compliance with exact technical specifications, including the *Cisco Catalyst 9300X-48HXN-E and 9300X-24HX-E switches*, along with the associated DNA Essentials three-year licenses, Network Essentials software, TAC support subscriptions, network modules, power supplies, and accessories listed by the West Virginia Lottery Commission. We have successfully fulfilled similar hardware delivery projects for our customers (*Table 1 – Intilop Inc. Customers*), ensuring on-time shipment, full warranty coverage, and uncompromised product integrity.

Table 2- Intilop Inc. Customers

Our Client Base	
<ul style="list-style-type: none"> <li>IBM</li> <li>Philips</li> <li>Rambus</li> <li>HP</li> <li>IXIA</li> <li>NEC</li> <li>Texas Instruments</li> </ul>	<ul style="list-style-type: none"> <li>General Dynamics</li> <li>Fujitsu</li> <li>Faraday</li> <li>Sundance</li> <li>Net Optics</li> <li>McAfee</li> <li>Cast</li> </ul>

Our solutions are supported by a highly qualified Research and Development Engineering team comprised of professionals with advanced degrees, including *PhDs, Master of Science (M.S.), and Bachelor of Science (B.S.) degrees in Electrical Engineering, Computer Science*, and related disciplines. With an average of over 20 years of experience, our engineers possess deep technical knowledge of networking systems, enabling Intilop to ensure every delivered product meets OEM specifications, passes rigorous quality checks, and integrates uniformly into the Lottery Commission's existing IT infrastructure.

Table 3- Products and Services offered at Intilop

INTILOP	Products	INTILOP	Services
	<ul style="list-style-type: none"> <li>Board/System Design</li> <li>Network Security</li> <li>Networking in AI</li> <li>Network Infrastructure Architecture/Design</li> <li>Network Interface Cards</li> <li>Field Programmable Gate Array</li> <li>IP Cores</li> </ul>		<ul style="list-style-type: none"> <li>Embedded Software Development</li> <li>Application Software Development</li> <li>OS: Linux, RHEL, Windows</li> </ul>

Intilop's supply chain and logistics processes are optimized to ensure timely delivery to the Commission's designated location, with all items shipped in the manufacturer's original, sealed packaging to maintain product quality. We work directly with Cisco-authorized distributors to ensure every unit is factory-new and backed by Cisco's standard warranty and TAC support services, as required by the solicitation. Furthermore, our in-house engineering expertise, technical integration capabilities, and history of delivering reliable, standards-compliant networking hardware ensure complete alignment with the Commission's technical and operational requirements.



Intilop brings a strong value proposition to the City's engagement, combining technical excellence with government-grade procurement expertise. Our company has a proven track record of delivering networking equipment and IT infrastructure that supports mission-critical operations across sectors such as defense, finance, and public administration. Intilop's value lies in its ability to provide authentic OEM equipment at highly competitive prices while ensuring full compliance with solicitation requirements. The State of West Virginia Lottery Commission will benefit from our innovative approach, customer-focused delivery model, and commitment to providing the highest quality technology at the best possible value.

### 3. Technical Approach and Compliance

Intilop fully understands that the West Virginia Lottery Commission requires precisely specified Cisco Catalyst networking equipment to ensure compatibility, reliability, and long-term maintainability of its IT infrastructure. We are aware that the State requires a bundled solution consisting of hardware, licenses, subscriptions, power modules, and accessories. Our proposal has been carefully prepared to meet every requirement outlined in the solicitation by the State, with no substitutions and no deviations from the specified models, quantities, and configurations.

All equipment will be provided as factory-new, manufacturer-sealed units, sourced directly through Cisco's authorized distribution channels. Our team's sourcing approach ensures authenticity, compliance with Cisco standards, and full eligibility for manufacturer technical support and warranty coverage. Moreover, Intilop affirms that no refurbished, open-box, or gray-market equipment will be supplied under this contract. Every device will arrive in its original packaging with tamper-proof seals intact, ensuring maximum reliability, integrity, and product longevity.

Our proposal includes the exact quantities, part numbers, and descriptions as follows:

Table 4- Technical Compliance Checklist

Item	Qty	Part Number	Description	Compliance
1	8	C9300X-48HXN-E	Catalyst 9300 48-port, 8xmGig+40x5G 90W UPOE+, Network Ess	✓Fully Compliant
2	2	C9300X-24HX-E	Catalyst 9300 24-port mGig UPoE+, Network Essentials	✓ Fully Compliant

Following the detailed compliance checklist presented in Table 4, Intilop further emphasizes its strict adherence to all solicitation requirements through clear compliance statements. Table 5 outlines how our sourcing, delivery, licensing, and warranty processes align with the Lottery Commission's needs, ensuring complete technical and contractual compliance.

Table 5- Intilop's Compliance Statement

Requirement	Compliance Statement	Description
No Substitutions	All part numbers match the exact Cisco models specified in the solicitation.	Intilop ensures that no alternate brands, equivalents, or substitutions will be proposed. We will ensure complete compatibility with the Lottery Commission's network and





New Equipment	All items will be brand new, in original packaging, with tamper-proof Cisco seals intact.	eliminate interoperability risks. Intilop ensures that no refurbished, open-box, or gray-market equipment will be supplied. Every unit will be factory-new and covered by a full Cisco warranty.
Direct Sourcing	All equipment will be procured through Cisco's OEM-authorized distribution channels.	By this approach, we ensure product authenticity, full eligibility for Cisco TAC support, and strict adherence to manufacturer warranty requirements.
Licensing and Subscriptions	Bundled subscriptions and licenses will be included exactly as specified.	Cisco DNA Essentials (3-Year) and Network Essentials licenses, along with TAC support subscriptions, will be delivered with each unit to ensure compliance and future readiness.
Delivery and Warranty	Delivery will occur within 30 calendar days ARO, FOB Destination, Charleston, WV.	All equipment will be covered under Cisco's standard warranty and TAC 8x5 NBD coverage, assuring reliability and minimal downtime.

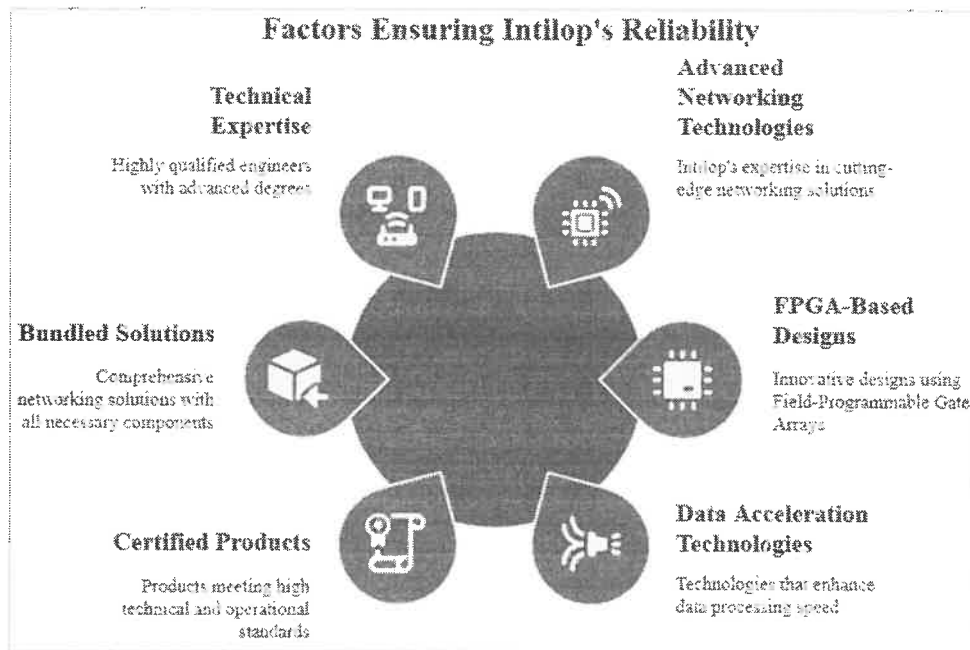
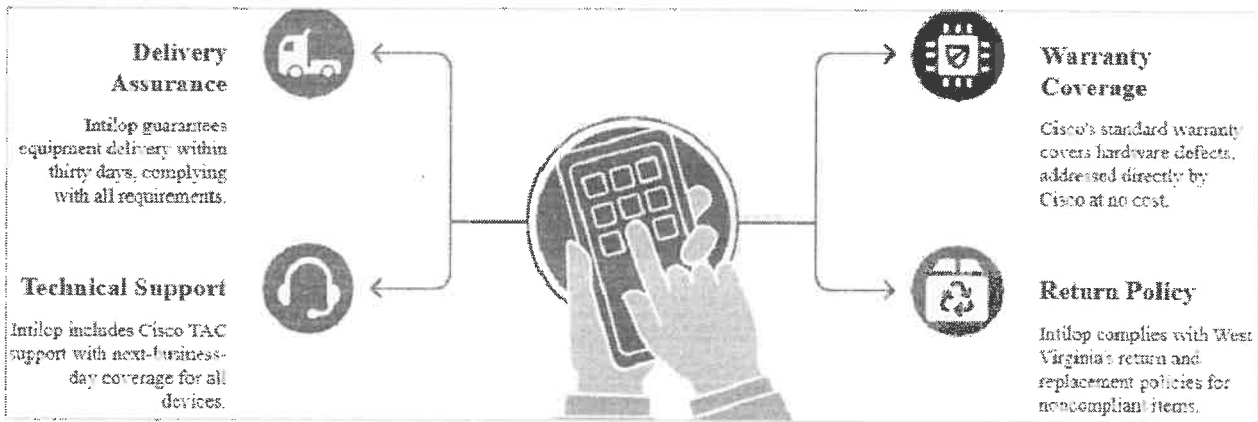


Figure 1- Intilop's Differentiators

#### 4. Delivery, Warranty, and Support

Intilop ensures delivery of all proposed equipment within thirty calendar days after receipt of purchase order, in full compliance with the solicitation requirements. Upon contract award, our team will immediately initiate procurement from Cisco's authorized distribution channels to ensure authenticity, traceability, and rapid fulfillment. Our logistics team will coordinate directly with Cisco-certified distributors to secure the exact configurations specified in the solicitation, including switches, power supplies, licenses, and accessories. Once the equipment is secured, Intilop will arrange shipment via insured carriers to the Lottery Commission's designated location in Charleston, West Virginia. All deliveries will be FOB Destination, meaning that we take full responsibility for transportation, risk, and insurance until the equipment is received and



accepted by the Commission.

For the West Virginia Lottery, Intilop will provide not only the required equipment but also a comprehensive framework of delivery assurance, technical support, warranty protection, and adherence to state-mandated return policies. Our holistic approach ensures that the Lottery's critical IT infrastructure will be delivered on time, fully supported, and safeguarded for the future.

### **Delivery Assurance**

We recognize that the timely delivery of equipment is vital to the Lottery's ongoing operations, and Intilop will establish processes to ensure all requirement is met without compromise. Our team will ensure that all equipment will be delivered within thirty (30) days of contract award, meeting the solicitation's Figure 2- Deliver, Warranty and Support Approach timeline. This assurance will be backed by a strong logistics and supply chain strategy that includes coordination with Cisco and authorized distributors, proactive inventory planning, and advanced shipment scheduling. Throughout the process, Intilop will maintain transparent communication with Lottery representatives, providing shipment updates and delivery confirmations. Our approach will minimize risks of delay and ensure the Lottery receives its equipment on time, ready for deployment.

### **Technical Support**



Reliable infrastructure requires equally reliable support, and Intilop is dedicated to providing the West Virginia Lottery with comprehensive technical assistance. All equipment will be supported by Cisco's industry-recognized Technical Assistance Center (TAC). Our support includes next-business-day hardware replacement for any failed components, ensuring the Lottery's operations continue without prolonged downtime. In addition, the Lottery will have 24/7 access to TAC engineers who will provide expert troubleshooting and configuration assistance. Furthermore, regular software updates and patches will also be available to maintain security, performance, and compliance.

### **Warranty Coverage**

Intilop recognizes the importance of dependable equipment protection, and as such, all proposed networking infrastructure will come with Cisco's standard manufacturer warranty. Through this warranty, we will ensure that any hardware defects are covered at no additional cost to the Lottery. Should a defect arise, Cisco will directly provide repair or replacement services, minimizing administrative overhead and ensuring rapid resolution. Moreover, our warranty coverage will eliminate unexpected expenses related to defective hardware and guarantee that the Lottery receives reliable, fully supported equipment throughout the life of the contract. By employing Cisco's robust warranty framework, Intilop ensures that the Lottery's investment is protected against unforeseen risks.

### **Return and Replacement Policy**

Compliance with state return and replacement policies is central to Intilop's approach. In the event that any equipment is delivered in a noncompliant condition, our team will immediately initiate the return process in full accordance with the West Virginia Purchasing Division's established procedures. Additionally, replacement equipment will be provided promptly to ensure operational needs are not impacted. Intilop will also maintain complete documentation of all returns and replacements, ensuring transparency and accountability. This strict adherence to return policies reflects our commitment to delivering not just products but also trust and reliability to the West Virginia Lottery.

Through ensured delivery assurance, comprehensive technical support, manufacturer-backed warranty coverage, and full compliance with return policies, Intilop will provide the West Virginia Lottery with a dependable and future-ready networking infrastructure solution. Beyond meeting the stated requirements, our approach emphasizes proactive communication, risk mitigation, and long-term reliability, ensuring that the Lottery's mission-critical operations remain uninterrupted and fully supported.

## **5. Pricing**

Intilop has carefully benchmarked federal reseller and market pricing to provide the most competitive rates while ensuring compliance with procurement standards. Our proposed pricing for the Cisco Catalyst C9300X-48HXN-E and Cisco Catalyst C9300X-24HX-E, fully bundled with licenses, subscriptions, power supplies, and accessories, is detailed in the attached pricing exhibit. The proposed pricing reflects significant discounts from manufacturer list pricing and



aligns with publicly available government reseller benchmarks, ensuring that the Lottery Commission receives the most cost-effective solution available.

## **6. Certifications and Compliance Statements**

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Intilop affirms compliance with all West Virginia General Terms and Conditions, as outlined in the solicitation. We confirm that our company is not indebted to the State of West Virginia, is not engaged in any prohibited activities, and ensures that all proposed equipment will be new, unused, and OEM-certified. Intilop further affirms that its proposal aligns with all applicable federal and state procurement standards, including sourcing, warranty, and export control requirements. Our commitment underscores dedication to ethical practices, transparency, and compliance in all government contracting activities.

**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) Kelly Masood, President

(Address) 830 N Hillview Drive, Milpitas, California 95035, United States

(Phone Number) / (Fax Number) 408-791-6700 x705

(email address) Kelly@intilop.com.

**CERTIFICATION AND SIGNATURE:** By signing below, or submitting documentation through wvOASIS, 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.

Intilop Inc.

(Company)

*K Masood*

(Signature of Authorized Representative)

Kelly Masood, President, Sep 4, 2025

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

408-791-6700 x705

(Phone Number) (Fax Number)

Kelly@intilop.com.

(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	Cisco	Each	8	\$11,000	\$ 88,000.00
3.1.3	24-Port Network Switches - Cisco, Part/SKU# C9300X-24HX-E Catalyst 9300 Switch 24 port	Cisco	Each	2	\$10,500	\$ 21,000.00
3.1.4	Shipping-Handling, Instalaltion, Configuration, 1 Year Tech support					\$41,000
					<b>Overall Total Cost</b>	<b>\$150,000</b>

**IMPORTANT:** Equipment cost needs to be paid directly to the original equipment supplier.

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.

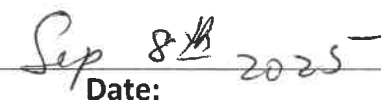
Vendor should type or electronically enter the information into the Pricing Page to prevent errors in the evaluation.

### BIDDER /VENDOR INFORMATION:

<b>Vendor Name:</b>	Intilop Inc.
<b>Address:</b>	830 N Hillview Drive Milpitas, California 95035, United States
<b>City, St. Zip:</b>	Milpitas, California 95035
<b>Phone No.:</b>	408-791-6700 ext. 705
<b>Email Address:</b>	<a href="mailto:kelly@intilop.com">kelly@intilop.com</a>



**Vendor Signature:**

  
**Date:**