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

Request for Quotation

6H-P

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RFQ NUMBER ISCG0197

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ADDRESS CORRESPONDENCE TO ATTENTION OF KRISTA FERRELL
304-558-2596

RFQ COPY TYPE NAME/ADDRESS HERE

DEPARTMENT OF ADMINISTRATION
IS&C - CHIEF FINANCIAL OFFICER
1 DAVIS SQUARE

CHARLESTON, WV 25301

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GENERAL TERMS & CONDITIONS REQUEST FOR QUOTATION (RFQ) AND REQUEST FOR PROPOSAL (RFP)

- 1. Awards will be made in the best interest of the State of West Virginia.
- 2. The State may accept or reject in part, or in whole, any bid.
- 3. All quotations are governed by the West Virginia Code and the Legislative Rules of the Purchasing Division.
- 4. Prior to any award, the apparent successful vendor must be properly registered with the Purchasing Division and have paid the required \$125.00 registration fee.
- 5. All services performed or goods delivered under State Purchase Orders/Contracts are to be continued for the term of the Purchase Order/Contract, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise available for these services or goods, this Purchase Order/Contract becomes void and of no effect after June 30.
- 6. Payment may only be made after the delivery and acceptance of goods or services.
- 7. Interest may be paid for late payment in accordance with the West Virginia Code.
- 8. Vendor preference will be granted upon written request in accordance with the West Virginia Code.
- 9. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.
- 10. The Director of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
- 11. The laws of the State of West Virginia and the *Legislative Rules* of the Purchasing Division shall govern all rights and duties under the Contract, including without limitation the validity of this Purchase Order/Contract.
- **12.** Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon mutual written agreement of the parties.
- 13. BANKRUPTCY: In the event the vendor/contractor files for bankruptcy protection, this contract is automatically null and void, and is terminated without further order.
- 14. HIPAA Business Associate Addendum The West Viginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, and available online at the Purchasing Division's web site (http://www.state.wv.us/admin/purchase/vrc/hipaa.htm) is hereby made part of the agreement. Provided that, the Agency meets the definition of a Covered Entity (45 CFR §160.103) and will be disclosing Protected Health Information (45 CFR §160.103) to the vendor.

INSTRUCTIONS TO BIDDERS

- 1. Use the quotation forms provided by the Purchasing Division.
- 2. SPECIFICATIONS: Items offered must be in compliance with the specifications. Any deviation from the specifications must be clearly indicated by the bidder. Alternates offered by the bidder as EQUAL to the specifications must be clearly defined. A bidder offering an alternate should attach complete specifications and literature to the bid. The Purchasing Division may waive minor deviations to specifications.
- 3. Complete all sections of the quotation form.
- 4. Unit prices shall prevail in cases of discrepancy.
- 5. All quotations are considered F.O.B. destination unless alternate shipping terms are clearly identified in the quotation.
- 6. BID SUBMISSION: All quotations must be delivered by the bidder to the office listed below prior to the date and time of the bid opening. Failure of the bidder to deliver the quotations on time will result in bid disqualifications.

SIGNED BID TO:

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



VENDOR

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Department of Administration
Purchasing Division
2019 Washington Street East
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RFONUMBER ISCG0197 PAGE 2

KRISTA FERRELL
304-558-2596

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IS&C - CHIEF FINANCIAL OFFICER
1 DAVIS SQUARE

CHARLESTON, WV 25301

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TERMS OF SALE

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F.O.B.

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FREIGHT TERMS

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	DEPARTMENT OF ADMINISTRATION SIS&C - CHIEF FINANCIAL OFFICER
	1 DAVIS SQUARE
N D O R	CHARLESTON, WV 25301 304-558-5472
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CHARLESTON, WV 25301

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KRISTA FERRELL 304-558-2596

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KRISTA	FERRELL
304-558	-2596

DEPARTMENT OF ADMINISTRATION
IS&C - CHIEF FINANCIAL OFFICER
1 DAVIS SQUARE

CHARLESTON, WV

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WV Office of Technology Request for Quotation Cisco IP Phone Hardware and Software

The West Virginia Purchasing Division for the agency, the West Virginia Office of Technology (WVOT), is requesting quotations for the procurement of Cisco IP phone hardware and software. This equipment will be delivered to WVOT, ATTN: John Dunlap, One Davis Square, Charleston, WV 25301.

WVOT will be providing core voice services and redundancy to State agencies as part of the overall consolidation of Executive Branch agencies information technology resources. The services being provided will include teleconferencing, Call Center agents, Emergency Responder, unified messaging/voice mail, failover redundancy, and basic phone service.

The RFQ request specifies Cisco name brand product(s) for the following reason. The products we are requesting for purchase are a simple expansion of pre-existing Department of Administration network/telephony hardware and software platform/system architecture. Any alternative products must seamlessly fit in to, integrate with, and interchange with this existing Cisco infrastructure investment with zero loss of feature functionality, and no infrastructure configuration changes.

The equipment provided under this contract will be telephony equipment that is not available in complete form from the LAN04 or WAN04 statewide contracts.

Vendor must be authorized and certified to sell and service Cisco Enterprise IPT product specific hardware and software. Vendor must be authorized to sell Cisco SmartNet maintenance.

Vendor must be authorized to provide the agency with access to Cisco's Technical Assistance Center (TAC).

Vendor must agree to deliver all equipment 30 to 45 days after receipt of a viable procurement document. If the vendor believes that delivery will be longer than 45 days, he must contact WVOT within 7 business days after receipt of the order to discuss the reason for delay and a new projected delivery date.

Vendor must provide, at the vendor's expense, access to the latest Cisco price lists to the WVOT, the Purchasing Division, and the Auditor's Office so that the invoicing can be checked using the percentage below list bid.

All equipment must be new.

Installation is not included. Any procurement requiring a turn-key solution may be procured through alternate means.

Vendor must have technicians on staff certified by Cisco Systems Inc authorized training in supporting the equipment ordered if the State encounters problems during installation/implementation. (I.e. The Vendor should have an in-state Cisco Certified Internetworking Engineer (CCIE). However the Vendor must have Cisco authorized technician(s) specifically trained on the products from Cisco that they are supplying via this contract. e.g. If the State wishes to buy IPCC or Emergency Responder, then the Vendor must have a local Technician trained and experienced on IPCC or Emergency Responder. Use of these technicians should be minimal but if required, it will most likely be a crisis situation where response time must be less than ninety (90) minutes.

Shipping and handling costs for each item must be included in the unit cost.

The Discount below List percentage must remain firm for the life of the contract. Any increases must be in conjunction with the Price Adjustment Provision listed in this document.

The State reserves the right to utilize inter-state agreements, such as the Western States Contracting Alliance (WSCA), to purchase equipment, outside of the terms and conditions of any contract resulting from an award of this RFQ, pursuant to West Virginia State Code, Section §5A-3-19.

Any procurement from this contract will require a State Contract Order (WV-39). Any procurement exceeding \$10,000 will require approval from IS&C and the CTO's Office.

COST REQUIREMENTS

Description	Vendor Discount
Percentage Discount Below List - Hardware/Software	%
Percentage Discount Below List - SmartNet	%
Hourly Rate for Certified Technician	\$

The Cost Evaluation will be based on the attached Scenario using the cost information above. The Vendor must put costs in each shaded cell. The Vendor will show the Cisco Unit Cost after Discount in the first column, the Cisco Extended Cost (multiplying the second column by the quantity shown) in the second column, the SmartNet Cost after Discount in the third column and the SmartNet Extended Cost in the fourth column. We will not be buying SmartNet on all products so in the Scenario; we have the cells shaded which will be included in the cost evaluation.

The Extended Cost column and the Extended SmartNet Cost column totals are to then be copied on the Summary Spreadsheet. The vendor must also show the cost of 10 hours of on-site support costs in the Summary Spreadsheet.

SCENARIO FOR PRICE COMPARISON ONLY

1 2 3 4	Percentage Cisco Cisco SmartNet SmartNet Discount Unit Cost Extended Unit Cost After Extended from List After Disc Cost Cost		96		70	N/A		N/A WAY TO THE TAX TO	Control Contro	WAS THE RESIDENCE OF THE PROPERTY OF THE PROPE	WA NIA	AN AN STATE OF THE PROPERTY OF	AN AND THE PROPERTY OF THE PRO	NA N		AW			NA NA	NA WARE TO THE PERSON OF THE P	% N/A N/A	WA NIA NIA	96	9_0	A/N A/N A/N		N/N	N/A		96	96	y_0	70			9/6	90	70	
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	Product Description		Unity UM or VM 4.0 upgrade server license from 16 to 32 sessions	Unity UM 4.0, upgrade server license from 32 to 72 sessions	One Unity UM for Exchange User	Cisco IP Phone 7961	License Cisco ID Dhone 7061	Licelise, Cisco IP Prione 780 i	ID Conference Office and an all and a second	IP Collierence Station Wexternal mic ports	User License for 7936	7900 Series Transformer Power Code, North America	Microphone Kit for 7936	Cisco IP Phone 7970G, Global	7900 Series Transformer Power Cord, North American	Call Manager License for single 7970 phone	IP Phone power transformer for the 7900 phone series	***************************************	7914 IP Phone Expansion Module	8x5xNBD Service, 7914 IP Phone Expansion Module for 7960	Cisco IP Communicator Communications Client	Single Call Manager Unit License for IP Communicator	Analog Gateway	Analog Gateway	Food stand kit for one 7914	Foot stand kit for two 7914's	IP Phone power transformer for the 7900 phone series	7900 Series Transformer Power Cord, North America		3825 VOIC Bundle, PVDM2-64, SP Serv, 64F/256D	Cisco 3825 SPSK9-SPSK9 Feat Set Factory Upg for Bundles	256 to 1024MB DDR DRAM factory upgrade for Cisco 3800	64 to 256MB CE factory ungrade for Cieco 3800 series			Power Cord, 110V	Communication Media Module	Cisco CAT6K-CMM IOS IP Voice Base	Con Color II Col III II Color Color

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WS-SVC-CMM-ACT	Adhoc Conferencing and Transcoding PA	2 %		
FL-SRST-480	Feat License Survivable Remote Site Telephony up to 480 phones	2		
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Product	Total Cost	Actual Costs
Hardware/Software Costs	A=	% below list =
SmartNet Costs	8=	% below
10 hours of on-site support	=9	Hourly Rate =
** Above costs must include shipping and	ipping and handling charges	

TOTAL COST (A+B+C) =

RFQ No.	
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STATE OF WEST VIRGINIA Purchasing Division

PURCHASING AFFIDAVIT

West Virginia Code §5A-3-10a states: No contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and the debt owned is an amount greater than one thousand dollars in the aggregate

DEFINITIONS:

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

"Debtor" means any individual, corporation, partnership, association, limited liability company or any other form or business association owing a debt to the state or any of its political subdivisions. "Political subdivision" means any county commission; municipality; county board of education; any instrumentality established by a county or municipality; any separate corporation or instrumentality established by one or more counties or municipalities, as permitted by law; or any public body charged by law with the performance of a government function or whose jurisdiction is coextensive with one or more counties or municipalities. "Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceed five percent of the total contract amount.

EXCEPTION: The prohibition of this section does not apply where a vendor has contested any tax administered pursuant to chapter eleven of this code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

LICENSING: Vendors must be licensed and in good standing in accordance with any and all state and local laws and requirements by any state or local agency of West Virginia, including, but not limited to, the West Virginia Secretary of State's Office, the West Virginia Tax Department, West Virginia Insurance Commission, or any other state agencies or political subdivision. Furthermore, the vendor must provide all necessary releases to obtain information to enable the Director or spending unit to verify that the vendor is licensed and in good standing with the above entities.

CONFIDENTIALITY: The vendor agrees that he or she will not disclose to anyone, directly or indirectly, any such personally identifiable information or other confidential information gained from the agency, unless the individual who is the subject of the information consents to the disclosure in writing or the disclosure is made pursuant to the agency's policies, procedures and rules. Vendors should visit **www.state.wv.us/admin/purchase/privacy** for the Notice of Agency Confidentiality Policies.

Under penalty of law for false swearing (West Virginia Code, §61-5-3), it is hereby certified that the vendor acknowledges the information in this said affidavit and are in compliance with the requirements as stated.

Vendor's Name:	 ——————————————————————————————————————	
Authorized Signature: _	Date:	

Purchasing Affidavit (Revised 04/15/07)