



MAY 30 2012

The Honorable Greg Walden  
Chairman  
Subcommittee on Communications and Technology  
Committee on Energy and Commerce  
House of Representatives  
Washington, DC 20515

Dear Mr. Chairman:

This letter provides additional information on questions raised at the “Broadband Loans and Grants” hearing on May 16, 2012 before the Subcommittee on Communications and Technology. The National Telecommunications and Information Administration (NTIA) shares your commitment to the vigorous oversight of the Broadband Technology Opportunities Program (BTOP) to ensure that awards are completed on time, on budget, and deliver the promised benefits to communities nationwide. Through our oversight of the State of West Virginia project, I can provide the following information:

**State of West Virginia Documents Indicate the Per Router Cost is \$12,000.** Our review of the documentation for the router purchase indicates that the more accurate hardware cost per router is approximately \$12,000. The \$24,000 figure used at the hearing appears to be derived from simply dividing the total invoice cost by the number of routers purchased. The invoice, however, included the cost of long-term maintenance of the routers and switch modules which are usually considered stand-alone costs. Adjusting the overall invoice for these items indicates that the actual cost per router was approximately \$12,000 (i.e., \$24,049,957 (overall invoice) - \$8,384,107 (maintenance) - \$2,870,118 (switch modules) = \$12,795,732/1064 = \$12,026 per router). (See Attachment 1 which includes the State’s Request for Bids and responsive bids).

**The State of West Virginia Conducted a Competitive Procurement.** NTIA requires BTOP grant recipients to comply with the procurement standards described in Department of Commerce regulations (e.g., 15 C.F.R. § 24.36). Awardees must maintain and follow written procurement procedures that include cost or price analysis, determinations of reasonableness, allocability, and allowability. We also require procurements to be competitively bid unless otherwise justified. Our initial analysis of West Virginia’s router procurement indicates that the equipment purchase was competitively bid and consistent with federal grant rules.<sup>1</sup>

**The State of West Virginia Concluded Its Router Procurement Strategy Was the Most Economic.** You expressed concern regarding the technology approach taken by the State of West Virginia, specifically the decision of the state to purchase the same size router for all anchor institutions, regardless of size. NTIA staff has reviewed your concern with the grant recipient and understands that, in developing the technology plan for its BTOP project, the State

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<sup>1</sup> To correct a misstatement I made at the hearing, Verizon Network Integration Corporation, not Cisco, won the bid to supply routers for the West Virginia BTOP project. Cisco is the manufacturer of the routers procured by the state.

of West Virginia considered alternative approaches and determined that a single standard router platform was the most logical and practical alternative given circumstances such as the size of the project, the variety of anchor institutions being served, and the expected lifecycle costs for operating and maintaining the equipment. The Chief Technology Officer of West Virginia reviewed and approved the approach's economic justification, system design, and suitability. (See Attachment 2)

The State of West Virginia intends to deploy all of its BTOP-funded routers as expeditiously as possible as the project progresses toward completion. As of May 11, 2012, the project has deployed 743 routers (76 percent) into the field. The State is warehousing additional routers so they are available to be installed at each anchor institution as the fiber build is completed and each anchor becomes ready to be connected to the network.

**The State of West Virginia Is Avoiding Building Duplicative Facilities.** Current information provided by the grant recipient shows that the total number of anchor institutions it plans to upgrade or connect to broadband using federal funds is 1,164. Of that amount, as of May 18, 2012, 546 anchors have been connected, and another 200 anchors have received router equipment to be installed. The remaining anchor institutions will be connected or upgraded by the end of the grant period as the project proceeds. The quarterly report referenced at the hearing was unclear because it mentioned 653 and 974 anchors benefitting in different portions of the report.

As you noted, there have been some changed circumstances since the State of West Virginia filed its 2009 BTOP application. The State of West Virginia is avoiding building duplicative facilities, and we have worked with them to avoid funding overlapping broadband infrastructure while still meeting the high levels of demand for broadband in the state. Post-award, the grant recipient found 340 cases where anchor institutions had fiber but inadequate electronics. In these cases, the grant recipient adjusted its project and is only installing routers at these locations. In approximately 80 cases, the State of West Virginia found anchor institutions that were now adequately served, both in terms of fiber and hardware, and readily identified alternate underserved anchor institutions as replacements.

Let me reiterate our shared commitment to the responsible use of taxpayer dollars to ensure that funds are used to expand broadband capabilities to communities with demonstrated need. If you or your staff have any additional questions, please do not hesitate to contact me or James Wasilewski, NTIA's Director of Congressional Affairs, at (202) 482-1840.

Sincerely,



Lawrence E. Strickling

Attachments

## West Virginia Office of Technology

Release #: IPT07-074  
 Release Date: 06/30/10  
 Response Due: 07/07/10

Complete this form and submit an electronic copy with signature to [ip.board@wv.gov](mailto:ip.board@wv.gov). Bids must be received at WVOT prior to 1:30PM on the due date. If the Agency's bid request has previously been released, you must use the revised specifications.

West Virginia Office of Technology  
 IPT07 Bulletin Board, Attn: Dave Shingleton  
 Capitol Complex, Bldg 5, 10<sup>th</sup> Floor

Note: The IPT07SWC specifies Cisco equipment only

Attn Vendors: Failure to show the items below on your spec sheets or on your vendor summary sheet may result in disqualification. Quotes must follow the same list of specifications as provided by the Agency.

## Broadband Stimulus Program

QTY	Brand/Manufacturer	Equipment, Software, Service Description
1064	C3945-VSEC/K9	Cisco 3945 Voice Sec. Bundle, PVDM3-64, UC and SEC License P
1064	S39UK9-15001M	Cisco 3925-3945 IOS UNIVERSAL
1064	SL-39-DATA-K9	Data License for Cisco 3900 Series
1064	SM-ES3G-16-P	Enhcd EtherSwitch, L2/L3, SM, 16GE, POE
1064	SL-ES3G-16-IPS	IP Services License Upgrade 16 Port GE ES3 EtherSwitch
1064	NME-NAM-120S	Cisco Branch Routers Series Network Analysis Module
1064	NME-NAM-SW-4.2	Cisco NAM 4.2 for Branch Routers NAM
1064	VVIC2-2MFT-T1/E1	2-Port 2nd Gen Multiflex Trunk Voice/WAN Int. Card - T1/E1
1064	SM-NM-ADPTR	Network Module Adapter for SM Slot on Cisco 2900, 3900 ISR
1064	PWR-3900-POE	Cisco 3925/3945 AC Power Supply with Power Over Ethernet
1064	PWR-3900-POE/2	Cisco 3925/3945 AC Power Supply with POE (Secondary PS)
2128	CAB-C15-AC	AC Power Cord (North America), C15, NEMA-5-15P, 2.5m
1064	CAB-CONSOLE-USB	Console Cable 6 ft with USB Type A and mini-B
1064	Included: 3900-FANASSY	Cisco 3925/3945 Fan Assembly (Bezel Included)
1064	Included: C3900-SPE150/K9	Cisco Services Performance Engine 150 for Cisco 3945 ISR
1064	Included: ISR-CCP-EXP	Cisco Config Pro Express on Router Flash
1064	Included: MEM-3900-1GB-DEF	1GB DRAM (512MB+512MB) for Cisco 3925/3945 ISR (Default)
1064	Included: MEM-CF-256MB	256MB Compact Flash for Cisco 1900, 2900, 3900 ISR
1064	Included: PVDM3-64	64-channel high-density voice and video DSP module
1064	Included: SL-39-IPB-K9	IP Base License for Cisco 3925/3945
1064	Included: SL-39-SEC-K9	Security License for Cisco 3900 Series
1064	Included: SL-39-UC-K9	Unified Communication License for Cisco 3900 Series
5320	CON-SNTE-3945VSEC	SMARTNET 8X5X4 Cisco 3945 Voice Sec. Bundle, UC and SEC
4	WS-X6748-GE-TX=	Cat6500 48-port 10/100/1000 GE Mod: fabric enabled, RJ-45
2	CWLMS-3.2-5K-K9	LMS 3.2 Med to Large Ent, networks of 1500 to 5000 devices
2	CON-SAS-LMS3X5K	SW APP SUPP LMS 3.0 WIN/SOL 5K Device Restricted
4	VS-S720-10G-3C=	Cat 6500 Supervisor 720 with 2 ports 10GbE MSFC3 PFC3C
4	SV33ISK9C-12233SXI	Cisco CAT6000-VSS720 IOS IP SERVICES SSH - DEFAULT

4	MEM-C6K-CPTFL1GB	Catalyst 6500 Compact Flash Memory 1GB
4	X2-10GB-LRM	10GBASE-LRM X2 Module
4	Included: VS-F6K-MSFC3	Catalyst 6500 Multilayer Switch Feature Card (MSFC) III
4	Included: VS-F6K-PFC3C	Catalyst 6500 Sup 720-10G Policy Feature Card 3C
4	Included: VS-S720-10G	Catalyst 6500 Supervisor 720 with 2 10GbE ports
4	Included: CF-ADAPTER-SP	SP adapter with compact flash for SUP720
4	Included: MEM-C6K-CPTFL1GB	Catalyst 6500 Compact Flash Memory 1GB
4	Included: BF-S720-64MB-RP	Bootflash for SUP720-64MB-RP
2	WS-C6K-13SLT-FAN2=	High Speed Fan Tray, Spare, for Catalyst 6513 / Cisco 7613
4	WS-CAC-6000W=	Cat6500 6000W AC Power Supply
4	WS-X6748-GE-TX=	Cat6500 48-port 10/100/1000 GE Mod: fabric enabled, RJ-45
100	C3945-VSEC/K9	Cisco 3945 Voice Sec. Bundle, PVD3-64, UC and SEC License P
100	S39UK9-15001M	Cisco 3925-3945 IOS UNIVERSAL
100	SL-39-DATA-K9	Data License for Cisco 3900 Series
100	SM-ES3G-16-P	Enhcd EtherSwitch, L2/L3, SM, 16GE, POE
100	SL-ES3G-16-IPS	IP Services License Upgrade 16 Port GE ES3 EtherSwitch
100	NME-NAM-120S	Cisco Branch Routers Series Network Analysis Module
100	NME-NAM-SW-4.2	Cisco NAM 4.2 for Branch Routers NAM
100	VVIC2-2MFT-T1/E1	2-Port 2nd Gen Multiflex Trunk Voice/WAN Int. Card - T1/E1
100	SM-NM-ADPTR	Network Module Adapter for SM Slot on Cisco 2900, 3900 ISR
100	PWR-3900-POE	Cisco 3925/3945 AC Power Supply with Power Over Ethernet
100	PWR-3900-POE/2	Cisco 3925/3945 AC Power Supply with POE (Secondary PS)
200	CAB-C15-AC	AC Power Cord (North America), C15, NEMA-5-15P, 2.5m
100	CAB-CONSOLE-USB	Console Cable 6 ft with USB Type A and mini-B
100	Included: 3900-FANASSY	Cisco 3925/3945 Fan Assembly (Bezel included)
100	Included: C3900-SPE150/K9	Cisco Services Performance Engine 150 for Cisco 3945 ISR
100	Included: ISR-CCP-EXP	Cisco Config Pro Express on Router Flash
100	Included: MEM-3900-1GB-DEF	1GB DRAM (512MB+512MB) for Cisco 3925/3945 ISR (Default)
100	Included: MEM-CF-256MB	256MB Compact Flash for Cisco 1900, 2900, 3900 ISR
100	Included: PVD3-64	64-channel high-density voice and video DSP module
100	Included: SL-39-IPB-K9	IP Base License for Cisco 3925/3945
100	Included: SL-39-SEC-K9	Security License for Cisco 3900 Series
100	Included: SL-39-UC-K9	Unified Communication License for Cisco 3900 Series
500	CON-SNTE-3945VSEC	SMARTNET 8X5X4 Cisco 3945 Voice Sec. Bundle, UC and SEC

Delivery Address: Building 5, 10<sup>th</sup> Floor, 1900 Kanawha Blvd. Charleston WV. 25305

Contact Name and Phone Number: Sam Payton 304 957-8102

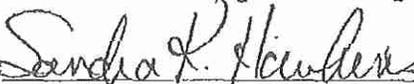
Warranty: See above specifications

Level of Support: A = Shipped from manufacturer/reseller

Delivery Requirement: 30 Days ARO\*\*\*Delivery is dependant on manufacturer availability\*\*\*

Vendor/Shipping Company must deliver equipment to Agency Building/Room Number  
 \*\*SEE ATTACHED PRICING DESCRIPTION & CLARIFICATIONS.\*\*

VENDOR NAME Verizon Network Integration Corp FEIN 23-2743964 NPHONE NUMBER 356-3395

VENDOR SIGNATURE  TOTAL COST QUOTE \$24,049,597.50



**Quote Header** Quote Level Title/Description:

<b>Account Manager</b> SANDRA HAWKINS  (304) 344-6700	<b>Customer Name</b> STATE OF WEST VIRGINIA	<b>Quote #</b> 1-42D8QL	<b>Revision</b> 1
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<b>SE</b> RANDALL JONES	<b>Primary Transport Service</b>	<b>Currency</b> USD	<b>Quote Date</b> 7/6/2010
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**Equipment & Services by Site:**

**Site Level Title/Description:**

**Maintenance Payment Option:** Prepaid

**Site ID:** 1-42D8RZ

**Verizon Legal Entity:**  
Verizon Network Integration Corporation

**Verizon Contract Country:**  
USA

**Site Address:**  
STATE OF WV-DEPT OF ADMIN  
ONE DAVIS SQUARE  
321-323 CAPITOL STREET  
  
CHARLESTON, WV, 25301  
USA

**Bill To:**  
STATE OF WV-DEPT OF ADMIN  
ONE DAVIS SQUARE  
321-323 CAPITOL STREET  
  
CHARLESTON, WV, 25301  
USA

**Ship To:**  
STATE OF WV-DEPT OF ADMIN  
BLDG 5, 10<sup>TH</sup> FL., 1900 KANAWHA BLVD  
  
CHARLESTON, WV, 25305  
USA

Material Code	Part Number	Description	Qty	Unit MLP	Extended MLP	Unit Sale Price	Extended Sales Price
73265746	C3945-VSEC/K9	CISCO 3945 VOICE SEC. BUNDLE, PVD3-64, UC AN	1064	\$16,495.00	\$16,486,680.00	\$7,871.46	\$8,375,233.44
73265303	S39UK9-15001M	CISCO 3925-3945 IOS UNIVERSAL	1064	\$0.00	\$0.00	\$0.00	\$0.00
73266837	SL-39-DATA-K9	DATA PAPER PAK FOR CISCO 3925/3945	1064	\$1,000.00	\$1,064,000.00	\$508.00	\$540,512.00
73265850	SM-ES3G-16-P	ENHCD ETHERSWITCH, L2/L3, SM, 16GE, POE	1064	\$2,649.00	\$2,818,536.00	\$1,345.69	\$1,431,814.16
73283927	SL-ES3G-16-IPS	IP SERVICES LICENSE UPGRADE 16 PORT GE ES3 ET	1064	\$2,661.00	\$2,831,304.00	\$1,351.79	\$1,438,304.56
73223191	NME-NAM-120S	CISCO BRANCH ROUTERS SERIES NETWORK ANAL	1064	\$2,995.00	\$3,186,680.00	\$1,521.46	\$1,618,833.44

Quote # 1-42D8QL

ALL PRICING IS VALID UNTIL: 09/20/2010  
 PRICES DO NOT INCLUDE TAXES  
 VERIZON PROPRIETARY INFORMATION

THE EQUIPMENT LISTED ON THIS QUOTE IS SOLELY FOR DOMESTIC USE IN THE UNITED STATES



Site Level Title/Description:

Maintenance Payment Option: Prepaid

Site ID: 1-42D8R7

Verizon Legal Entity:  
Verizon Network Integration Corporation

Verizon Contract Country:  
USA

Site Address:  
STATE OF WV-DEPT OF ADMIN  
ONE DAVIS SQUARE  
321-323 CAPITOL STREET  
  
CHARLESTON, WV, 25301  
USA

Bill To:  
STATE OF WV-DEPT OF ADMIN  
ONE DAVIS SQUARE  
321-323 CAPITOL STREET  
  
CHARLESTON, WV, 25301  
USA

Ship To:  
STATE OF WV-DEPT OF ADMIN  
BLDG 5, 10<sup>TH</sup> FL, 1900 KANAWHA BLVD  
  
CHARLESTON, WV, 25305  
USA

Material Code	Part Number	Description	Qty	Unit M/L P	Extended M/L P	Unit Sale Price	Extended Sales Price
73395702	NME-NAM-SW-4.2	CISCO BRANCH ROUTERS SERIES NAM SOFTWARE	1064	\$0.00	\$0.00	\$0.00	\$0.00
73091483	VWIC2-2MFT-T1/E1	2-PORT 2ND GEN MULTIFLEX TRUNK VOICE/WAN INT.	1064	\$2,000.00	\$2,128,000.00	\$1,016.00	\$1,081,024.00
73265618	SM-NM-ADPTR	NETWORK MODULE ADAPTER FOR SM SLOT ON CISCO 2900, 3900 ISR	1064	\$250.00	\$266,000.00	\$127.00	\$135,128.00
73265297	PWR-3900-POE	CISCO 3925/3945 AC POWER SUPPLY WITH POWER OV	1064	\$500.00	\$532,000.00	\$254.00	\$270,256.00
73265298	PWR-3900-POE/2	CISCO 3925/3945 AC POWER SUPPLY WITH POE (SEC	1064	\$1,000.00	\$1,064,000.00	\$508.00	\$540,512.00
73282378	GAB-C15-AC	AC POWER CORD NA C15 NEMA-5-15	2128	\$0.00	\$0.00	\$0.00	\$0.00
73265648	CAB-CONSOLE-USB	CONSOLE CBL 6FT W/USB TYPE A/MINI B	1064	\$30.00	\$31,920.00	\$15.24	\$16,215.36
INCLUDED	MEM-3900-1GB-DEF	1GB DRAM (512MB+512MB) FOR CISCO 3925/3945 ISR (DEFAULT)	1064	\$0.00	\$0.00	\$0.00	\$0.00
INCLUDED	MEM-CF-256MB	256MB COMPACT FLASH FOR CISCO 1900, 2900, 390	1064	\$0.00	\$0.00	\$0.00	\$0.00

Quote #: 1-42D8QL

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Site Level Title/Description:

Maintenance Payment Option: Prepaid

Site ID: 1-42DBR7

Verizon Legal Entity:  
Verizon Network Integration  
Corporation

Verizon Contract Country:  
USA

Site Address:  
STATE OF WV-DEPT OF ADMIN  
ONE DAVIS SQUARE  
321-323 CAPITOL STREET  
  
CHARLESTON, WV, 25301  
USA

Bill To:  
STATE OF WV-DEPT OF ADMIN  
ONE DAVIS SQUARE  
321-323 CAPITOL STREET  
  
CHARLESTON, WV, 25301  
USA

Ship To:  
STATE OF WV-DEPT OF ADMIN  
BLDG 5, 10<sup>TH</sup> FL, 1900 KANAWHA BLVD  
  
CHARLESTON, WV, 25305  
USA

Material Code	Part Number	Description	QTY	Unit Price	Extended Price	Unit Sale Price	Extended Sales Price
INCLUDED	SL-39-IPB-K9	IP BASE PAPER PAK FOR CISCO 3925/3945	1064	\$0.00	\$0.00	\$0.00	\$0.00
INCLUDED	C3900-SPE150/K9	INCLUDED ITEM	1064	\$0.00	\$0.00	\$0.00	\$0.00
INCLUDED	3900-FANASSY	CISCO 3925/3945 FAN ASSEMBLY (BEZEL INCLUDED)	1064	\$0.00	\$0.00	\$0.00	\$0.00
INCLUDED	ISR-CCP-EXP	CISCO CONFIG PRO EXPRESS ON ROUTER FLASH	1064	\$0.00	\$0.00	\$0.00	\$0.00
INCLUDED	PVDM3-64	64-CHANNEL HIGH-DENSITY VOICE AND VIDEO DSP M	1064	\$0.00	\$0.00	\$0.00	\$0.00
INCLUDED	SL-39-UC-K9	UNIFIED COM PAPER PAK FOR CISCO 3925/3945	1064	\$0.00	\$0.00	\$0.00	\$0.00
INCLUDED	SL-39-SEC-K9	SECURITY LICENSE FOR CISCO 3925/3945	1064	\$0.00	\$0.00	\$0.00	\$0.00
	CON-SNTE-3945VSEC	SMARTNET 8X5X4 CISCO 3945 VOICE/SEC BNDL	5320	\$2,204.00		\$1,575.96	\$8,384,107.20
Maintenance Term (Months): 60							
73024548	WS-X6748-GE-TX=	CAT6500 48PRT 10/100/1000 GE MOD	4	\$15,000.00	\$60,000.00	\$7,620.00	\$30,400.00
INCLUDED	MEM-XCEF720-256M	SW 256MB DDR XCEF720	4	\$0.00	\$0.00	\$0.00	\$0.00

Quote # 1-42D8QL

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Site Level Title/Description:

Maintenance Payment Option: Prepaid

Site ID: 1-42D8RZ

Verizon Legal Entity:  
Verizon Network Integration Corporation

Verizon Contract Country:  
USA

Site Address:  
STATE OF WV-DEPT OF ADMIN  
ONE DAVIS SQUARE  
321-323 CAPITOL STREET

Bill To:  
STATE OF WV-DEPT OF ADMIN  
ONE DAVIS SQUARE  
321-323 CAPITOL STREET

Ship To:  
STATE OF WV-DEPT OF ADMIN  
BLDG 5, 10<sup>TH</sup> FL, 1900 KANAWHA BLVD

CHARLESTON, WV, 25301  
USA

CHARLESTON, WV, 25301  
USA

CHARLESTON, WV, 25305  
USA

Material Code	Part Number	Description	Qty	Unit MLP	Extended MLP	Unit Sale Price	Extended Sales Price
INCLUDED	WS-F6700-CFC	CATALYST 6500 CENTRAL FWD CARD	4	\$0.00	\$0.00	\$0.00	\$0.00
11072131	CWLMS-3.2-5K-K9	LMS 3.2 MED-LRG ENT 1500-5000 DEVICES	2	\$48,995.00	\$97,990.00	\$24,889.46	\$49,778.92
	CON-SAS-325KK	SMARTNET	2	\$9,799.00		\$8,761.31	\$13,522.62
Maintenance Term (Months): 12							
73171357	VS-S720-10G-3C=	CAT 6500 SUPERVISOR 720 W/2 PORTS 10GBE	4	\$38,000.00	\$152,000.00	\$19,304.00	\$77,216.00
73222741	SV33ISK9C-12233SX1	CISCO CAT6000- VSS720 IOS IP SERVICES SSH	4	\$0.00	\$0.00	\$0.00	\$0.00
73166896	MEM-C6K-CPTFL1GB	CATALYST 6500 COMPACT FLASH MEMORY 1GB	4	\$1,095.00	\$4,380.00	\$556.26	\$2,225.04
73165330	X2-10GB-LRM	10GBASE-LRM X2 MODULE	4	\$1,495.00	\$5,980.00	\$759.46	\$3,037.84
INCLUDED	BF-S720-64MB-RP	BOOTFLASH FOR SUP720-64MB-RP	4	\$0.00	\$0.00	\$0.00	\$0.00
INCLUDED	CF-ADAPTER-SP	SP ADAPTER FOR SUP720 AND SUP720- 10G	4	\$0.00	\$0.00	\$0.00	\$0.00
INCLUDED	MEM-C6K-CPTFL1GB	CATALYST 6500 COMPACT FLASH MEMORY 1GB	4	\$0.00	\$0.00	\$0.00	\$0.00

Quote # 1-42D8QL

ALL PRICING IS VALID UNTIL: 08/20/2010  
PRICES DO NOT INCLUDE TAXES  
VERIZON PROPRIETARY INFORMATION

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THE EQUIPMENT LISTED ON THIS QUOTE IS SOLELY FOR DOMESTIC USE IN THE UNITED STATES



Site Level Title/Description:

Maintenance Payment Option: Prepaid

Site ID: 1-42D8R7

Verizon Legal Entity: Verizon Network Integration Corporation

Verizon Contract Country: USA

Site Address: STATE OF WV-DEPT OF ADMIN ONE DAVIS SQUARE 321-323 CAPITOL STREET

Bill To: STATE OF WV-DEPT OF ADMIN ONE DAVIS SQUARE 321-323 CAPITOL STREET

Ship To: STATE OF WV-DEPT OF ADMIN BLDG 5, 10TH FL, 1900 KANAWHA BLVD

CHARLESTON, WV, 25301 USA

CHARLESTON, WV, 25301 USA

CHARLESTON, WV, 25305 USA

Table with 8 columns: Material Code, Part Number, Description, Qty, Unit MRP, Extended MRP, Unit Sale Price, Extended Sales Price. Rows include items like CATALYST 6500 SUPERVISOR 720 WITH 2 10GB, CATALYST 6500 MULTILAYER SWITCH FEATURE, HIGH SPEED FAN TRAY SPARE, CAT6500 6000W AC POWER SUPPLY SPARE, POWER CORD, 250VAG 16A, STRAIGHT BLADE NEMA 6, CAT6500 48PRT 10/100/1000 GE MOD, SW 256MB DDR XCEF720 256M, CATALYST 6500 CENTRAL FWD CARD, CISCO 3945 VOICE SEC. BUNDLE, PVDM3-64, UC AN.

Quote # 1-42D8QL

ALL PRICING IS VALID UNTIL: 09/20/2010 PRICES DO NOT INCLUDE TAXES VERIZON PROPRIETARY INFORMATION

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THE EQUIPMENT LISTED ON THIS QUOTE IS SOLELY FOR DOMESTIC USE IN THE UNITED STATES



Site Level Title/Description:

Maintenance Payment Option: Prepaid

Site ID: 1-42D8R7

Verizon Legal Entity:  
Verizon Network Integration Corporation

Verizon Contract Country:  
USA

Site Address:  
STATE OF WV-DEPT OF ADMIN  
ONE DAVIS SQUARE  
321-323 CAPITOL STREET

Bill To:  
STATE OF WV-DEPT OF ADMIN  
ONE DAVIS SQUARE  
321-323 CAPITOL STREET

Ship To:  
STATE OF WV-DEPT OF ADMIN  
BLDG 5, 10<sup>TH</sup> FL, 1900 KANAWHA BLVD

CHARLESTON, WV, 25301  
USA

CHARLESTON, WV, 25301  
USA

CHARLESTON, WV, 25305  
USA

Material Code	Part Number	Description	Qty	Unit MEP	Extended MLP	Unit Sale Price	Extended Sales Price
73265303	S39UK9-15001M	CISCO 3925-3945 IOS UNIVERSAL	100	\$0.00	\$0.00	\$0.00	\$0.00
73266037	SL-39-DATA-K9	DATA PAPER PAK FOR CISCO 3925/3945	100	\$1,000.00	\$100,000.00	\$0.00	\$0.00
73265859	SM-ES3G-16-P	ENHCD ETHERSWITCH, L2/L3, SM, 16GE, POE	100	\$2,649.00	\$264,900.00	\$0.00	\$0.00
73283327	SL-ES3G-16-IPS	IP SERVICES LICENSE UPGRADE 16 PORT GE ES3 ET	100	\$2,661.00	\$266,100.00	\$0.00	\$0.00
73223191	NME-NAM-120S	CISCO BRANCH ROUTERS SERIES NETWORK ANAL	100	\$2,995.00	\$299,500.00	\$0.00	\$0.00
73395702	NME-NAM-SW-4.2	CISCO BRANCH ROUTERS SERIES NAM SOFTWARE	100	\$0.00	\$0.00	\$0.00	\$0.00
73091483	WWIC2-2MFT-T1/E1	2-PORT 2ND GEN MULTIFLEX TRUNK VOICWAN INT.	100	\$2,000.00	\$200,000.00	\$0.00	\$0.00
73265618	SM-NM-ADPTR	NETWORK MODULE ADAPTER FOR SM SLOT ON CISCO 2900, 3900 ISR	100	\$250.00	\$25,000.00	\$0.00	\$0.00
73265297	PWR-3800-POC	CISCO 3925/3945 AC POWER SUPPLY WITH POWER OV	100	\$500.00	\$50,000.00	\$0.00	\$0.00

Quote # 1-42D8QL

ALL PRICING IS VALID UNTIL: 08/20/2010  
PRICES DO NOT INCLUDE TAXES  
VERIZON PROPRIETARY INFORMATION

THE EQUIPMENT LISTED ON THIS QUOTE IS SOLELY FOR DOMESTIC USE IN THE UNITED STATES



Site Level Title/Description:

Maintenance Payment Option: Prepaid

Site ID: 1-42DBR7

Verizon Legal Entity:  
Verizon Network Integration Corporation

Verizon Contract Country:  
USA

Site Address:  
STATE OF WV-DEPT OF ADMIN  
ONE DAVIS SQUARE  
321-323 CAPITOL STREET  
  
CHARLESTON, WV, 25301  
USA

Bill To:  
STATE OF WV-DEPT OF ADMIN  
ONE DAVIS SQUARE  
321-323 CAPITOL STREET  
  
CHARLESTON, WV, 25301  
USA

Ship To:  
STATE OF WV-DEPT OF ADMIN  
BLDG 5, 10<sup>TH</sup> FL, 1900 KANAWHA BLVD  
  
CHARLESTON, WV, 25305  
USA

Material Code	Part Number	Description	Qty	Unit MLP	Extended MEP	Unit Sale Price	Extended Sales Price
73265298	PWR-3900-POE/2	CISCO 3925/3945 AC POWER SUPPLY WITH POE (SEC	100	\$1,000.00	\$100,000.00	\$0.00	\$0.00
73282378	CAB-C15-AC	AC POWER CORD NA C15 NEMA-5-15	200	\$0.00	\$0.00	\$0.00	\$0.00
73265648	CAB-CONSOLE-USB	CONSOLE CBL 6FT W/USB TYPE A/MINI B	100	\$30.00	\$3,000.00	\$0.00	\$0.00
INCLUDED	MEM-3900-1GB-DEF	1GB DRAM (512MB+512MB) FOR CISCO 3925/3945 ISR (DEFAULT)	100	\$0.00	\$0.00	\$0.00	\$0.00
INCLUDED	MEM-CF-256MB	256MB COMPACT FLASH FOR CISCO 1900, 2900, 3900	100	\$0.00	\$0.00	\$0.00	\$0.00
INCLUDED	SL-39-IPB-K9	IP BASE PAPER PAK FOR CISCO 3925/3945	100	\$0.00	\$0.00	\$0.00	\$0.00
INCLUDED	C3900-SPE150/K9	INCLUDED ITEM	100	\$0.00	\$0.00	\$0.00	\$0.00
INCLUDED	3900-FANASSY	CISCO 3925/3945 FAN ASSEMBLY (BEZEL INCLUDED)	100	\$0.00	\$0.00	\$0.00	\$0.00
INCLUDED	ISR-CCP-EXP	CISCO CONFIG PRO EXPRESS ON ROUTER FLASH	100	\$0.00	\$0.00	\$0.00	\$0.00
INCLUDED	PVDM3-64	64-CHANNEL HIGH-DENSITY VOICE AND VIDEO DSP M	100	\$0.00	\$0.00	\$0.00	\$0.00

Quote # 1-42DBQL

ALL PRICING IS VALID UNTIL: 08/20/2010  
PRICES DO NOT INCLUDE TAXES  
VERIZON PROPRIETARY INFORMATION  
THE EQUIPMENT LISTED ON THIS QUOTE IS SOLELY FOR DOMESTIC USE IN THE UNITED STATES



Site Level Title/Description:

Maintenance Payment Option: Prepaid

Site ID: 1-42D8R7

Verizon Legal Entity:  
Verizon Network Integration  
Corporation

Verizon Contract Country:  
USA

Site Address:  
STATE OF WV-DEPT OF ADMIN  
ONE DAVIS SQUARE  
321-323 CAPITOL STREET

Bill To:  
STATE OF WV-DEPT OF ADMIN  
ONE DAVIS SQUARE  
321-323 CAPITOL STREET

Ship To:  
STATE OF WV-DEPT OF ADMIN  
BLDG 5, 10<sup>TH</sup> FL, 1900 KANAWHA BLVD

CHARLESTON, WV, 25301  
USA

CHARLESTON, WV, 25301  
USA

CHARLESTON, WV, 25305  
USA

Material Code	Part Number	Description	Qty	Unit MRP	Extended MRP	Unit Sale Price	Extended Sales Price
INCLUDED	SL-39-UC-K9	UNIFIED COM PAPER PAK FOR CISCO 3925/3945	100	\$0.00	\$0.00	\$0.00	\$0.00
INCLUDED	SL-39-SEC-K9	SECURITY LICENSE FOR CISCO 3925/3945	100	\$0.00	\$0.00	\$0.00	\$0.00
	CON-SNTE-3945VSEC	SMARTNET 8X5X4 CISCO 3945 VOICE/SEC BNDL	500	\$2,284.00		\$0.00	\$0.00

Maintenance Term (Months): 60

Additional Notes:

Site Description:  
1-42D8R7 \*\*\* SEE ATTACHED PRICING DESCRIPTION & CLARIFICATIONS.

Site 1-42D8R7 Sub Totals

Equipment:	\$15,051,967.68
Labor:	\$0.00
Maintenance:	\$8,397,629.82
Other:	\$0.00
Trade In:	\$0.00
Site Total:	\$24,049,597.50
Shipping & Handling Total:	\$0.00
Site Total with Shipping & Handling:	\$24,049,597.50

Quote # 1-42D8QL

ALL PRICING IS VALID UNTIL: 08/20/2010  
PRICES DO NOT INCLUDE TAXES  
VERIZON PROPRIETARY INFORMATION

Page 8 of 9

THE EQUIPMENT LISTED ON THIS QUOTE IS SOLELY FOR DOMESTIC USE IN THE UNITED STATES



Total Extended Sales Price

Equipment:	\$15,651,967.68
Labor:	\$0.00
Maintenance:	\$8,397,629.82
Other:	\$0.00
Trade In:	\$0.00
Grand Total:	\$24,049,597.50
Shipping & Handling Total:	\$0.00
Grand Total with Shipping & Handling:	\$24,049,597.50

*Sandra K. Hawkins*

*Other - The Other totals include miscellaneous charges including Minor Materials, Expedites, and special fees.*



QUOTE 1-42D8QL CLARIFICATIONS:

Per the manufacturer, Smartnet part number CON-SAS-LMS3X5K is for version 3.0 software. However, the RFQ specifies version 3.2 software (CWLMS-3.2-5K-K9). Therefore the attached quote includes CON-SAS-325KK instead, which is the corresponding Smartnet part number for version 3.2 software. It is also assumed that quantity 2 on this part reflects the State's desire to have 12 months Smartnet maintenance on this item. If 5 years of maintenance is desired on this item, the price is \$67,613.10 for 5 years.

Due to the volume of equipment and a special short-term pricing discount from the manufacturer (valid through July 25, 2010), Verizon has chosen to pass along that discount and has responded to the last section of the RFQ, listing 100 routers and associated equipment/services, at a price of \$0 to the state of WV. This offer is only valid for those 100 routers and associated equipment/services and is based on an award and subsequent P.O. being issued for the entire order by July 23, 2010. After that time, unless the manufacturer extends the short-term discount, the 100 routers and associated equipment/services will revert to the same unit prices as like part numbers listed with the 1,064 routers in the first section.

West Virginia Office of Technology

Release #: IPT07-074  
 Release Date: 06/30/10  
 Response Due: 07/07/10

Complete this form and submit an electronic copy with signature to [ip.board@wv.gov](mailto:ip.board@wv.gov). Bids must be received at WVOT prior to 1:30PM on the due date. If the Agency's bid request has previously been released, you must use the revised specifications.

West Virginia Office of Technology  
 IPT07 Bulletin Board, Attn: Dave Shingleton  
 Capitol Complex, Bldg 5, 10<sup>th</sup> Floor

Note: The IPT07SWC specifies Cisco equipment only

Attn Vendors: Failure to show the items below on your spec sheets or on your vendor summary sheet may result in disqualification. Quotes must follow the same list of specifications as provided by the Agency:

Broadband Stimulus Program

QTY	Brand/Manufacturer	Equipment, Software, Service Description
1064	C3945-VSEC/K9	Cisco 3945 Voice Sec. Bundle, PVDM3-64, UC and SEC License P
1064	S39UK9-15001M	Cisco 3925-3945 IOS UNIVERSAL
1064	SL-39-DATA-K9	Data License for Cisco 3900 Series
1064	SM-ES3G-16-P	Enhcd EtherSwitch, L2/L3, SM, 16GE, POE
1064	SL-ES3G-16-IPS	IP Services License Upgrade 16 Port GE ES3 EtherSwitch
1064	NME-NAM-120S	Cisco Branch Routers Series Network Analysis Module
1064	NME-NAM-SW-4.2	Cisco NAM 4.2 for Branch Routers NAM
1064	VVIC2-2MFT-T1/E1	2-Port 2nd Gen Multiflex Trunk Voice/WAN Int. Card - T1/E1
1064	SM-NM-ADPTR	Network Module Adapter for SM Slot on Cisco 2900, 3900-ISR
1064	PWR-3900-POE	Cisco 3925/3945 AC Power Supply with Power Over Ethernet
1064	PWR-3900-POE/2	Cisco 3925/3945 AC Power Supply with POE (Secondary PS)
2128	CAB-C15-AC	AC Power Cord (North America), C15, NEMA-5-15P, 2.5m
1064	CAB-CONSOLE-USB	Console Cable 6 ft with USB Type A and mini-B
1064	Included: 3900-FANASSY	Cisco 3925/3945 Fan Assembly (Bezel included)
1064	Included: C3900-SPE150/K9	Cisco Services Performance Engine 150 for Cisco 3945 ISR
1064	Included: ISR-CCP-EXP	Cisco Config Pro Express on Router Flash
1064	Included: MEM-3900-1GB-DEF	1GB DRAM (512MB+512MB) for Cisco 3925/3945 ISR (Default)
1064	Included: MEM-CF-256MB	256MB Compact Flash for Cisco 1900, 2900, 3900 ISR
1064	Included: PVDM3-64	64-channel high-density voice and video DSP module
1064	Included: SL-39-IPB-K9	IP Base License for Cisco 3925/3945
1064	Included: SL-39-SEC-K9	Security License for Cisco 3900 Series
1064	Included: SL-39-UC-K9	Unified Communication License for Cisco 3900 Series
5320	CON-SNTE-3945VSEC	SMARTNET 8X5X4 Cisco 3945 Voice Sec. Bundle, UC and SEC
4	WS-X6748-GE-TX=	Cat6500 48-port 10/100/1000 GE Mod: fabric enabled, RJ-45
2	CWLMS-3.2-5K-K9	LMS 3.2 Med to Large Ent, networks of 1500 to 5000 devices
2	CON-SAS-LMS3X5K	SW APP SUPP LMS 3.0 WIN/SOL. 5K Device Restricted
4	VS-S720-10G-3C=	Cat 6500 Supervisor 720 with 2 ports 10GbE MSFC3 PFC3C
4	SV33ISK9C-12233SX1	Cisco CAT6000-VSS720 IOS IP SERVICES SSH - DEFAULT

4	MEM-C6K-CPTFL1GB	Catalyst 6500 Compact Flash Memory 1GB
4	X2-10GB-LRM	10GBASE-LRM X2 Module
4	Included: VS-F6K-MSFC3	Catalyst 6500 Multilayer Switch Feature Card (MSFC) III
4	Included: VS-F6K-PFC3C	Catalyst 6500 Sup 720-10G Policy Feature Card 3C
4	Included: VS-S720-10G	Catalyst 6500 Supervisor 720 with 2 10GbE ports
4	Included: CF-ADAPTER-SP	SP adapter with compact flash for SUP720
4	Included: MEM-C6K-CPTFL1GB	Catalyst 6500 Compact Flash Memory 1GB
4	Included: BF-S720-64MB-RP	Bootflash for SUP720-64MB-RP
2	WS-C6K-13SLT-FAN2=	High Speed Fan Tray, Spare, for Catalyst 6513 / Cisco 7613
4	WS-CAC-6000W=	Cat6500 6000W AC Power Supply
4	WS-X6748-GE-TX=	Cat6500 48-port 10/100/1000 GE Mod; fabric enabled, RJ-45
100	C3945-VSEC/K9	Cisco 3945 Voice Sec. Bundle, PVD3-64, UC and SEC License P
100	S39UK9-15001M	Cisco 3925-3945 IOS UNIVERSAL
100	SL-39-DATA-K9	Data License for Cisco 3900 Series
100	SM-ES3G-16-P	Enhcd EtherSwitch, L2/L3, SM, 16GE, POE
100	SL-ES3G-16-IPS	IP Services License Upgrade 16 Port GE ES3 EtherSwitch
100	NME-NAM-120S	Cisco Branch Routers Series Network Analysis Module
100	NME-NAM-SW-4.2	Cisco NAM 4.2 for Branch Routers NAM
100	VWIC2-2MFT-T1/E1	2-Port 2nd Gen Multiflex Trunk Voice/WAN Int. Card - T1/E1
100	SM-NM-ADPTR	Network Module Adapter for SM Slot on Cisco 2900, 3900 ISR
100	PWR-3900-POE	Cisco 3925/3945 AC Power Supply with Power Over Ethernet
100	PWR-3900-POE/2	Cisco 3925/3945 AC Power Supply with POE (Secondary PS)
200	CAB-C15-AC	AC Power Cord (North America), C15, NEMA-5-15P, 2.5m
100	CAB-CONSOLE-USB	Console Cable 6 ft with USB Type A and mini-B
100	Included: 3900-FANASSY	Cisco 3925/3945 Fan Assembly (Bezel Included)
100	Included: C3900-SPE150/K9	Cisco Services Performance Engine 150 for Cisco 3945 ISR
100	Included: ISR-CCP-EXP	Cisco Config Pro Express on Router Flash
100	Included: MEM-3900-1GB-DEF	1GB DRAM (512MB+512MB) for Cisco 3925/3945 ISR (Default)
100	Included: MEM-CF-256MB	256MB Compact Flash for Cisco 1900, 2900, 3900 ISR
100	Included: PVD3-64	64-channel high-density voice and video DSP module
100	Included: SL-39-IPB-K9	IP Base License for Cisco 3925/3945
100	Included: SL-39-SEC-K9	Security License for Cisco 3900 Series
100	Included: SL-39-UC-K9	Unified Communication License for Cisco 3900 Series
500	CON-SNTE-3945VSEC	SMARTNET 8X5X4 Cisco 3945 Voice Sec. Bundle, UC and SEC

Delivery Address: Building 5, 10<sup>th</sup> Floor, 1900 Kanawha Blvd. Charleston WV. 25305

Contact Name and Phone Number: Sam Payton 304 957-8102

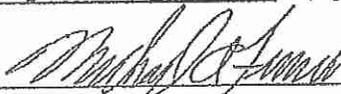
Warranty: See above specifications

Level of Support: A = Shipped from manufacturer/reseller

Delivery Requirement: 30 Days ARO

Vendor/Shipping Company must deliver equipment to Agency Building/Room Number

VENDOR NAME Pomeroy IT Solutions FEIN 61-1352158 PHONE NUMBER 304-746-4434 X114

VENDOR SIGNATURE  TOTAL COST QUOTE \$ 24,802,729.42

Quote No: Broadband Stimulus Program  
 Project Name: 1 Jul 2010  
 Created On: 22 Jul 2010  
 Expiration Date: 12.3.645  
 Created with Library: 25 Jun 2010  
 Library Creation Date: 25 Jun 2010  
 All Prices Are In: US Dollar  
 Price List Used: Cisco - Global Price List US Availability(Online)

Name	Part Number	Description	Unit Price	Qty	Subtotal Price	Total Price
C3945-VSEC/K9	C3945-VSEC/K9	Cisco 3945 Voice Sec. Bundle, PVD13-54, UC and SEC	15495.00	1,054	8542.00	908838.00
3900-FANASSY	3900-FANASSY	Cisco 3925/3945 Fan Assembly (Bazel Included)	Included	Included	1,054	Included
C3900-SPE150/K9	C3900-SPE150/K9	Cisco Services Performance Engine 150 for Cisco 3945 ISR	Included	Included	1,054	Included
ISR-CCP-EXP	ISR-CCP-EXP	Cisco Config Pro Express on Router Flash	Included	Included	1,054	Included
MEM-3900-1GB-DEF	MEM-3900-1GB-DEF	1GB DRAM (512MBx512MB) for Cisco 3925/3945 ISR (Default)	Included	Included	1,054	Included
MEM-CP-256MB	MEM-CP-256MB	256MB Compaq Flash for Cisco 1900, 2900, 3900 ISR	Included	Included	1,054	Included
PVD13-54	PVD13-54	64-channel high-density voice and video DSP module	Included	Included	1,054	Included
SL-39-IPB-K9	SL-39-IPB-K9	IP Base License for Cisco 3925/3945	Included	Included	1,054	Included
SL-39-SEC-K9	SL-39-SEC-K9	Security License for Cisco 3900 Series	Included	Included	1,054	Included
SL-39-UC-K9	SL-39-UC-K9	Unified Communication License for Cisco 3900 Series	Included	Included	1,054	Included
CAB-C15-AC	CAB-C15-AC	AC Power Cord (North America), C15, NEMA-5-15P, 2.5m	0.00	2,128	0.00	0.00
CAB-CONSOLE-USB	CAB-CONSOLE-USB	Console Cable 6 ft with USB Type A and mini-B	30.00	16,50	16.50	17381.50
CON-SNTE-3945VSEC	CON-SNTE-3945VSEC	SMARTNET 8X5X4 Cisco 3945 Voice Sec. Bundle, UC and SEC	2284.00	5,320	1438.92	7655954.40
NME-NAM-120S	NME-NAM-120S	Cisco Branch Routers Series Network Analysis Module	2995.00	1,054	1637.40	1795393.60
NME-NAM-SW-4.2	NME-NAM-SW-4.2	Cisco NAM 4.2 for Branch Routers NAM	0.00	1,054	0.00	0.00
PWR-3900-POE	PWR-3900-POE	Cisco 3925/3945 AC Power Supply with Power Over Ethernet	500.00	1,054	251.70	29972.80
PWR-3900-POE/2	PWR-3900-POE/2	Cisco 3925/3945 AC Power Supply with POE (Secondary PS)	1000.00	1,054	553.40	599457.60
S39UK9-15001M	S39UK9-15001M	Cisco 3925-3945 IOS UNIVERSAL	0.00	1,054	0.00	0.00
SL-39-DATA-K9	SL-39-DATA-K9	Data License for Cisco 3900 Series	1000.00	1,054	553.40	599457.60
SL-ESS3-16-IPS	SL-ESS3-16-IPS	IP Services License Upgrade 16 Port GE ESS EthernetSwitch	2651.00	1,054	1489.22	1585170.08
SM-ESG-16-P	SM-ESG-16-P	Enhanced EthernetSwitch, L2/L3, SM, 16GE, POE	2819.00	1,054	1492.45	1587566.30
SM-NM-ADPTR	SM-NM-ADPTR	Network Module Adapter for SM Slot on Cisco 2900, 3900 ISR	250.00	1,054	140.85	149964.40
VWIC2-2MFT-1T/E1	VWIC2-2MFT-1T/E1	2-Port 2nd Gen Multiservice Trunk Voice/WAN Int. Card - T1/E1	2000.00	1,054	1126.80	1198915.20
C3945-VSEC/K9	C3945-VSEC/K9	Cisco 3945 Voice Sec. Bundle, PVD13-54, UC and SEC License P	15495.00	0.00	0.00	24537678.02
3900-FANASSY	3900-FANASSY	Cisco 3925/3945 Fan Assembly (Bazel Included)	Included	Included	100	Included
C3900-SPE150/K9	C3900-SPE150/K9	Cisco Services Performance Engine 150 for Cisco 3945 ISR	Included	Included	100	Included
ISR-CCP-EXP	ISR-CCP-EXP	Cisco Config Pro Express on Router Flash	Included	Included	100	Included
MEM-3900-1GB-DEF	MEM-3900-1GB-DEF	1GB DRAM (512MBx512MB) for Cisco 3925/3945 ISR (Default)	Included	Included	100	Included
MEM-CP-256MB	MEM-CP-256MB	256MB Compaq Flash for Cisco 1900, 2900, 3900 ISR	Included	Included	100	Included
PVD13-54	PVD13-54	64-channel high-density voice and video DSP module	Included	Included	100	Included
SL-39-IPB-K9	SL-39-IPB-K9	IP Base License for Cisco 3925/3945	Included	Included	100	Included
SL-39-SEC-K9	SL-39-SEC-K9	Security License for Cisco 3900 Series	Included	Included	100	Included
SL-39-UC-K9	SL-39-UC-K9	Unified Communication License for Cisco 3900 Series	Included	Included	100	Included
CAB-C15-AC	CAB-C15-AC	AC Power Cord (North America), C15, NEMA-5-15P, 2.5m	0.00	200	0.00	0.00
CAB-CONSOLE-USB	CAB-CONSOLE-USB	Console Cable 6 ft with USB Type A and mini-B	30.00	100	0.00	0.00
CON-SNTE-3945VSEC	CON-SNTE-3945VSEC	SMARTNET 8X5X4 Cisco 3945 Voice Sec. Bundle, UC and SEC	2284.00	500	0.00	0.50
NME-NAM-120S	NME-NAM-120S	Cisco Branch Routers Series Network Analysis Module	2995.00	100	0.00	0.00
NME-NAM-SW-4.2	NME-NAM-SW-4.2	Cisco NAM 4.2 for Branch Routers NAM	0.00	100	0.00	0.00

Name	Catalog Num	Vendor	Description	Unit Price	Qty	Total Price
PWR-3900-POE2	PWR-3900-POE2	Cisco	Cisco 3925/3945 AC Power Supply with Power Over Ethernet	500.00	100	0.00
PWR-3900-POE2	PWR-3900-POE2	Cisco	Cisco 3925/3945 AC Power Supply with PoE (Secondary PS)	1000.00	100	0.00
SS9UK9-1500T1M	SS9UK9-1500T1M	Cisco	Cisco 3925-3945 IOS UNIVERSAL	0.00	100	0.00
SL-39-DATAK9	SL-39-DATAK9	Cisco	Data License for Cisco 3900 Series	1000.00	100	0.00
SL-ES3G-16-IPS	SL-ES3G-16-IPS	Cisco	IP Services License Upgrade 16 Port GE ES3 Etherswitch	2651.00	100	0.00
SM-ES3G-16-P	SM-ES3G-16-P	Cisco	Ethernet Etherswitch L2/L3, SM, 16GE, POE	2649.00	100	0.00
SM-NM-ADPTR	SM-NM-ADPTR	Cisco	Network Module Adapter for SM Slot on Cisco 2900, 3900 SR	2501.00	100	0.00
VMIC2-2MFT-T1/E1	VMIC2-2MFT-T1/E1	Cisco	2-Port 2nd Gen Multitek Trunk Voice/WAN Int. Card - T1/E1	2000.00	100	0.00
CWLMS-3-2-5K-K9	CWLMS-3-2-5K-K9	Cisco	LMS 3.2 Mid to Large Ent. networks of 1500 to 5000 devices	48995.00	2	0.00
CON-SAS-LMS3X5K	CON-SAS-LMS3X5K	Cisco	SW APP SUPP LMS 3.0 WINSQL 5K Device Restricted	6793.00	2	12346.74
VS-S720-10G-3C=	VS-S720-10G-3C=	Cisco	Cat 6500 Supervisor 720 with 2 ports 10GbE MSFC-3 PFC3C	38000.00	4	62321.64
BF-S720-64MB-RP	BF-S720-64MB-RP	Cisco	Booflash for SUP720-64MB-RP	19380.00	4	77520.00
CF-ADAPTER-S2	CF-ADAPTER-S2	Cisco	SP adapter for SUP720 and SUP720-10G	Included	Included	Included
MEM-CRK-CPFL1GB	MEM-CRK-CPFL1GB	Cisco	Catalyst 6500 Compact Flash Memory 1GB	Included	Included	Included
VS-F8K-MSEC3	VS-F8K-MSEC3	Cisco	Catalyst 6500 Multilayer Switch Feature Card (MSFC) III	Included	Included	Included
VS-F8K-PFC3C	VS-F8K-PFC3C	Cisco	Catalyst 6500 Sup 720-10G Policy Feature Card 3C	Included	Included	Included
VS-S720-10G	VS-S720-10G	Cisco	Catalyst 6500 Supervisor 720 with 2 10GbE ports	Included	Included	Included
SV33SR9C-1223SRX1	SV33SR9C-1223SRX1	Cisco	Cisco CAT6500-VSS720 IOS IP SERVICES SSH - DEFAULT	0.00	4	0.00
X2-10GB-LRM	X2-10GB-LRM	Cisco	10GBASE-LRM X2 Module	1495.00	4	3048.80
WS-C6K-13SLT-FANZ=	WS-C6K-13SLT-FANZ=	Cisco	High Speed Fan Tray, Spare, for Catalyst 6513 / Cisco FANZ=	745.00	2	80569.80
WS-CAC-6000W=	WS-CAC-6000W=	Cisco	Cat6500 6000W AC Power Supply	373.95	2	759.90
CAB-7513AC	CAB-7513AC	Cisco	AC POWER CABD NORTH AMERICA (110V)	5000.00	4	10200.00
WS-X6748-GE-TX=	WS-X6748-GE-TX=	Cisco	Cat6500 48-port 10/100/1000 GE Mod. fabric enabled, R-L	15000.00	4	10200.00
MEM-XCEF720-256M	MEM-XCEF720-256M	Cisco	Catalyst 6500 256MB DDR, xCEF720 (67xx Interface, DPC3A)	7650.00	4	30600.00
WS-F6700-CFC	WS-F6700-CFC	Cisco	Catalyst 6500 Central Fwd Card for WS-X67xx modules	Included	Included	Included
WS-X6748-GE-TX=	WS-X6748-GE-TX=	Cisco	Cat6500 48-port 10/100/1000 GE Mod. fabric enabled, R-L	15000.00	4	10200.00
MEM-XCEF720-256M	MEM-XCEF720-256M	Cisco	Catalyst 6500 256MB DDR, xCEF720 (67xx Interface, DPC3A)	7650.00	4	30600.00
WS-F6700-CFC	WS-F6700-CFC	Cisco	Catalyst 6500 Central Fwd Card for WS-X67xx modules	Included	Included	Included

Default Scale(US Dollar) 24802729.42

Total(US Dollar) 24802729.42

The 100 units are in-kind from Cisco only for the purchase of the 1064 units. Price valid if PO is received by August 22, 2010

The Expiration Date specified in this report will be subject to the provider's standard procedures, terms, and conditions for the acceptance of purchase orders. Any purchase may be subject to sales tax, VAT, duty and freight charges even if not noted on this quote. This report does not constitute an offer by its provider to sell products and services, but is instead an invitation to issue a purchase order to the provider.

*Richard A. Fournier*

Powersoft IT Solutions

## MEMORANDUM

DATE: July 7, 2010

TO: Sam Payton  
Office of Technology

FROM: Dave Shingleton, Contract Administrator  
Office of Technology

SUBJECT: BID SUMMARY

Below is a summary of the bids received in response to your request. WVOT has performed a review of the bids, but it is the agency's responsibility to ensure that each specification has been met prior to award. Any vendor response that is highlighted by an "\*" has been disqualified, and cannot be used to purchase hardware, regardless of cost.

If the total exceeds \$10,000, and you have not received prior approval from the Office of Technology (CTO), the WV-39, the original bid and this package should then be submitted to Consulting Services, for approval. Consulting Services will forward the package to the CTO's Office for final approval.

If you have any questions, please call me at 558-8138.

Release #: IPT07-074  
Release Date: 06/30/2010  
Response Date: 07/07/2010

Description: (1,164) Cisco 3945 Voice Bundles,

Verizon	\$24,049,957.50
Pomeroy	\$24,802,729.42



STATE OF WEST VIRGINIA  
DEPARTMENT OF ADMINISTRATION  
OFFICE OF TECHNOLOGY  
State Capitol  
Charleston, West Virginia 25305

Joe Manchin III  
Governor

Robert W. Ferguson, Jr.  
Cabinet Secretary

Kyle Schafer  
Chief Technology Officer

MEMORANDUM

**TO:** Dave Shingleton, Administrative Services Manager II  
Office of Technology

**FROM:** Kyle Schafer, Chief Technology Officer  
Office of Technology  
*Kyle Schafer*

**SUBJECT:** INFORMATION TECHNOLOGY PROCUREMENT  
REQUISITION NUMBER: N/A - IS&C NUMBER: 2010-516

**DATE:** July 6, 2010

Subdivision §5A-6-4(a)(3) of the State Code permits the Chief Technology Officer to "evaluate, in conjunction with the Information Services and Communications Division [IS&C] of the Department of Administration, the economic justification, system design and suitability of information equipment and related services, and review and make recommendations on the purchase, lease or acquisition of information equipment and contracts for related services by the state spending units."

Your request for approval to purchase 1164 Cisco 3945 Voice Bundle routers, eight (8) Cisco CAT6500 48-port Ethernet switches, software, licenses, modules, components, other related accessories and SmartNet, has been reviewed and approved by the Office of Technology.

This memorandum constitutes this office's official approval and a copy should be attached to your purchase order and any other correspondence related to this request.

If you have questions, or need additional information, please contact Sharon Lacey at 304-957-6860.

KS:tsm