

West Virginia Telehealth Alliance  
Rural Health Care Pilot Program - Request for Proposals (RFP04)



642 Brady Street  
Barboursville, WV 25504  
(304) 204-1617  
[www.wvtelehealth.org](http://www.wvtelehealth.org)

December 21, 2011

Dear Vendor:

The West Virginia Telehealth Alliance (WVTA) is pleased to present this Request for Proposals (RFP) for Wide Area Network (WAN) Hub Interconnect transport, equipment, and associated services. The RFP is being issued on behalf of the WVTA and eligible health care entities as part of the Federal Communications Commission's (FCC) Rural Health Care Pilot Program (RHCPP). The purpose of this RFP is to receive proposals for implementing telecommunications transport, network equipment, and ongoing operational services for WAN Hub locations that will provide private dedicated network connectivity between more than 90 health care locations throughout West Virginia.

This RFP seeks vendors in several distinct categories of services in support of the WAN Hub Interconnect Project: The categories are as follows:

1. Dedicated WAN Transport;
2. WAN Hub Equipment;
3. WAN Hub Equipment Monitoring, Management, and Maintenance Services; and
4. WAN Hub Equipment Configuration/Implementation Services (Optional); and
5. WAN Hub Equipment Colocation Services (Optional)

The WVTA wants to emphasize that vendors are not required to bid on all four service categories. Each response to a particular service category will be evaluated separately. The WVTA anticipates that it may be necessary and appropriate to award multiple contracts as a result of this procurement. Toward that end, the evaluation process will provide for a separate analysis of the overall strength and cost effectiveness of bids for each of the four separate service categories noted above. Proposers are encouraged to be creative and submit proposals that emphasize their particular company strengths.

This RFP is available by contacting me via phone or email. My telephone number is 304-204-1617 and email address is [RFP@wvtelehealth.org](mailto:RFP@wvtelehealth.org). The RFP also will be posted on the USAC Rural Health Care Pilot Web Site at <http://www.universalservice.org/rhc-pilot-program/tools/search-postings-2009.aspx#WV>.

Please note that the RFP contains a prescribed process and deadline for submitting questions to us in advance of the proposal due date.

RFP responses are due on **January 25, 2012 at 3:00 EST** and complete proposals must be submitted in the format prescribed in the RFP. Please submit one paper copy of the RFP response to me at the WVTA offices and one complete soft copy via CD-ROM or email at [RFP@wvtelehealth.org](mailto:RFP@wvtelehealth.org).

Sincerely,

Chris Budig  
Project Manager  
West Virginia Telehealth Alliance

**Wide Area Network  
Hub Interconnect Project  
Request for Proposals**

**Issued by:**

Chris Budig  
West Virginia Telehealth Alliance  
642 Brady Street  
Barboursville, WV 25504  
Phone: 304-204-1617  
Email: [RFP@wvtelehealth.org](mailto:RFP@wvtelehealth.org)

On behalf of the West Virginia Telehealth Alliance

A Rural Health Care Pilot Program Project

December 21, 2011

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## 1 General Information

This Request for Proposals (RFP) contains specific instructions for proposers regarding Wide Area Network (WAN) Hub Interconnect related equipment and services sought for the WVTA WAN hub sites in this RFP. This Section 1 contains general information about the relationship between buyers and sellers and specific instructions related to the federal Rural Health Care Pilot Program (RHCPP), which is providing up to \$8.4 million in funding to support this project.

This RFP was developed after successful awards for three previous RFPs as noted below:

- The Metro Fiber Build RFP in the Huntington, WV area.
- The WAN and Internet RFP for over 90 health care organizations in WV.
- The Network Equipment RFP in support of the Metro Fiber Build in the Huntington WV area.

It is important to note that while no specific priority consideration will be given to providers that responded to these previous RFPs, incumbent providers may have an inherent advantage from a cost and service perspective. All qualified telecommunications companies, equipment resellers, and operations/monitoring/maintenance companies are encouraged to respond to this RFP.

### 1.1 RFP Availability

This RFP is accessible by contacting the Issuing Officer, Chris Budig, by phone 304-204-1617 or via email [RFP@wvtelehealth.org](mailto:RFP@wvtelehealth.org) and requesting a copy. Or, you may download a copy online at <http://www.universalservice.org/rhc-pilot-program/tools/search-postings-2009.aspx#WV>. It's important that companies provide their contact information to the Issuing Officer so he can communicate important information about the RFP.

### 1.2 WVTA Background

The West Virginia Telehealth Alliance (WVTA) is a non-profit organization dedicated to advancing telehealth use and telemedicine capabilities throughout the Mountain State. Supporters of the WVTA include hospitals, rural health care centers, medical schools (West Virginia University, Marshall University, CAMC, West Virginia School of Osteopathic Medicine), physicians, mental health centers, local health departments, senior groups, consumers as well as AFL-CIO and the West Virginia Chamber of Commerce, and major telecommunications companies.

The WVTA's mission is to:

- Develop a statewide telehealth network infrastructure to enhance healthcare delivery with priority emphasis placed on rural medically underserved regions using telehealth/telemedicine technologies;
- Help rural locations have increased access to health care and supporting services while containing or decreasing healthcare costs;
- Aid in the dissemination of relevant information, training, and technical assistance to healthcare organizations and providers to assist them with the adoption, deployment and utilization of new and emerging telehealth technologies for patient treatment and care coordination;

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- Increase the use of distance learning in public health and medical care;
- Help spur the use, transmission and exchange of electronic medical records; and
- Facilitate access to training for healthcare workers, medical professionals, and patient education in rural and medically underserved areas.

### 1.3 Purpose of Procurement

This procurement is the final step in a multi-phase process to establish a statewide telecommunications network so non-profit healthcare providers can improve their usage of telehealth services and applications. To date, the WVTA has issued three RFPs; the Metro Fiber Build RFP in the Huntington WV area, the WAN and Internet services for over 90 health care organizations, and the equipment RFP to support the Metro Fiber Build in the Huntington WV area.

The purpose of this RFP is to seek interested and qualified companies to provide several distinct categories of services in support of the WAN Hub Interconnect Project: The categories are as follows:

1. Dedicated WAN Transport
2. WAN Hub Equipment;
3. WAN Hub Equipment Monitoring, Management, and Maintenance Services;
4. WAN Hub Equipment Configuration/Implementation Services (Optional); and
5. WAN Hub Equipment Co-location services (Optional)

It is important to note that these categories will be scored independently of each other, and that there is no requirement for proposal responses to include all categories in order to be considered a valid response.

The detailed location information of each proposed Hub WAN Site is contained in Attachment 1: Transport Pricing Spreadsheets. The detailed equipment specification for each WAN Hub Site is contained in Attachment 2: Equipment Pricing Spreadsheet.

### 1.4 Issuing Officer

The Issuing Officer is the official point of contact with regard to this RFP and the subsequent procurement process. He is:

Chris Budig  
Project Manager  
West Virginia Telehealth Alliance

624 Brady Street  
Barboursville, WV 25504  
Phone: 304-204-1617  
Email: [RFP@wvtelehealth.org](mailto:RFP@wvtelehealth.org)

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The WVTA Board of Directors is the final authority on all matters related to the issuance and execution of this RFP. Purchasing decisions will be made in accordance with Section 6 of this RFP on behalf of the WVTA and associated WAN consortium member organizations. Hereinafter, buyers or groups of buyers with purchasing and contracting authority are referred as “WVTA” or “Customer.”

## 1.5 RFP Schedule

Date	Action Step	See Notes Below
December 21, 2011	RFP Issuance Date	1
January 4, 2012	Deadline for submitting questions for official response.	2
January 25, 2012	Proposals Due in Prescribed Format	3
January 31, 2012	Oral Presentations if requested by the WVTA	4
February 9, 2012	Best and Final Proposals due if requested by the WVTA	4
February 16, 2012	Notifications of Award Decisions	5

Note 1: See Section 1.1 for how to obtain a copy of this RFP.

Note 2: Proposers are encouraged to submit questions to seek clarification of this RFP. The WVTA will attempt to answer questions to the best of its ability but reserves the right to refrain from answering questions that seek information that is already set forth in this RFP or any addenda which may be issued. Questions should be emailed to [RFP@wvtelehealth.org](mailto:RFP@wvtelehealth.org) by January 4, 2012. Vendors should expect their questions to be answered in writing for the benefit of the entire group, without disclosing the identity of the questioners.

Note 3: Section 6 contains the required format and contents for proposals and Section 1.6 contains submission instructions. The WVTA reserves the right to reject and not consider any proposals that do not comply with these requirements.

Note 4: See Section 1.11.

Note 5: This date is a target date and subject to change at the discretion of the WVTA.

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## 1.6 Proposal Submission

RFP responses shall be submitted to the Issuing Officer as follows: a) one (1) paper (hard) copy; and b) one (1) electronic (soft) copy via email attachment(s) to [RFP@wvtelehealth.org](mailto:RFP@wvtelehealth.org). Be sure the electronic submission is complete and in a format compatible with Microsoft Word (for main RFP) and Excel format (Pricing Spreadsheets).

Important! The WVTA may discard any proposal that does not submit pricing in the required format of Attachment 1: Pricing Spreadsheets.

The WVTA is not liable for any costs incurred by a proposer in preparing or responding to the RFP, or attending any meetings associated with this RFP. This includes any or all subcontractor costs.

## 1.7 Subcontracting

Proposers are permitted and encouraged to partner with subcontractors to provide complete responses. However, proposers are subject to full disclosure of the identity and nature of the proposed subcontractor arrangements. This may include providing a description of each intended subcontractor and a statement of the work to be performed. Proposers are responsible for the subcontractors' performance as though the proposer was undertaking the work itself. The WVTA reserves the right to reject the proposer's proposed subcontractor(s) on the basis of legitimate business concerns.

## 1.8 Disclosure of Proposals and Treatment of Proprietary Information

The WVTA intends to distribute proposer's submissions to the WVTA Board Members, the WVTA WAN consortium members and their affiliated consultants for the purpose of making purchasing decisions. All recipients of these submissions are expected to treat them as confidential to the RFP process subject to the provisions of this Section 1.8. Specifically, WVTA and its WAN consortium members are not to disclose these submissions except to those people involved with the purchasing process and not with other telecommunications service providers.

Notwithstanding the above paragraph, WVTA and its WAN consortium members will comply with any requirement by state or federal authorities to make information associated with this procurement available to the government or the public for inspection, including the company responses to this RFP. At minimum, proposers should expect that their submissions will be made available to the RHCPP and the Universal Services Universal Service Administrative Company's (USAC's) Rural Health Care Division (RHCD) for review and compliance purposes.

Under no circumstances will the WVTA make guarantees about keeping submissions confidential or be held responsible for the disclosure of any proprietary or trade secret information submitted during this RFP process.

## 1.9 Economy of Preparation of Proposals

All proposals shall be prepared simply and economically, providing a straightforward, concise description of the proposer's ability to meet the requirements of the RFP.

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## **1.10 Proposals are Encouraged for All or a Portion of this Procurement**

As noted in Section 1.3, it is important to note that these categories will be scored independently of each other, and that there is no requirement for proposal responses to include all categories in order to be considered a valid response. However, within each category, it is preferred that proposers submit pricing for all items specified. Proposers who do not provide pricing for all of the specified items within a category may place themselves at a disadvantage from a scoring perspective.

- Dedicated WAN Transport: Proposers are encouraged but not required to offer pricing for services for all transport specified. Alternate bandwidths are permitted but should be offered as a "Proposer's Choice" option.
- WAN Hub Equipment: Proposers are encouraged but not required to offer pricing for the equipment specified. Note that alternative equivalent hardware/software may be offered, but at the risk of receiving a lower score; it is strongly recommended that alternatives be offered as a "Proposer's Choice" option.
- WAN Hub Equipment Monitoring, Management, and Maintenance Services: Proposers are encouraged but not required to offer pricing for all of the specified types of ongoing services.
- WAN Hub Equipment Configuration/Implementation Services (Optional): Proposer's are encouraged but not required to provide pricing for the configuration and implementation of all equipment specified.

The WVTA may award multiple contracts if deemed to be in the best interest of the organization(s).

## **1.11 Oral Presentation and Best and Final Offer**

The WVTA reserves the right to review proposals and select finalists to make oral presentations for some or all of the services specified in this RFP. In addition, the WVTA may conduct a "Best and Final Offer" process that memorializes answers to any questions raised during the oral presentation, makes any other desired clarifications and itemizes best and final proposed pricing.

The WVTA may opt not to require oral presentations or Best and Final Offers. If the WVTA chooses to use this process, the WVTA is not required to extend the invitation to participate in oral presentation or the best and final offer process to all of the telecommunications service providers submitting proposals.

Should the WVTA execute a process pursuant to this Section, the WVTA will evaluate the Best and Final Offers in lieu of the original submissions to make award decisions. The WVTA explicitly states that price modifications are acceptable during this Best and Final Offer process.

## **1.12 Acceptance or Rejection of Proposals**

The WVTA reserves the right to accept or reject any proposal, at their discretion. Any submission that is deemed non-responsive, or does not meet the RFP requirements can be subject to rejection. Any deviation from the performance requirements or other terms of the RFP, informalities or defects, if in substantial compliance with the terms and intent of the RFP, may be accepted by the WVTA; however, any deviation, informalities or defects also may be grounds to reject any proposal. Any changes proposed by the proposer to the terms and conditions contained herein or any other

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deviation from the RFP must be clearly marked and identified in the proposal response. The WVTA also reserves the right to not award any contract as a result of this procurement.

### **1.13 Notification of Winning Proposer(s)**

The winning proposer(s) will be advised of selection by the WVTA through the issuance of a notification of award letter that will be subject to successful negotiation and consummation of a mutually agreed upon contract. Unsuccessful proposers also will be notified by letter.

### **1.14 Contractual Obligations**

Responders must demonstrate flexibility in the contracting process. If the selected proposer fails or refuses to promptly negotiate or execute a contract which is consistent with this RFP and the proposal, the Issuing Officer may, at his option, disqualify and reject the proposal, discontinue communications with the proposer, commence contract negotiations with any other proposer or subcontractor, or reject all RFP proposals. Additional information about contractual expectations related to this RFP is included in Section 4.

### **1.15 Insurance Requirements**

The successful proposer will be required to comply with all applicable laws of West Virginia related to insurance, including applicable rules and regulations of the West Virginia Workers' Compensation Fund.

### **1.16 Prohibition against Gratuities**

The proposer warrants that it has not retained or paid any company or person other than a bona fide employee working solely for the proposer or a company regularly employed as its marketing agent to solicit or secure the contract, and that it has not paid or agreed to pay any company or person any fee, commission, percentage, brokerage fee, gifts or any other consideration contingent upon or resulting from the award of the contract. For breach or violation of this warranty, the WVTA shall have the right to annul any contract entered into with a proposer that is later found to violate this section, without liability or to pursue any other remedies available under this contract or by law.

### **1.17 Regulatory Review Contingency**

All contracts with winning proposers are contingent upon being reviewed and approved by the Universal Service Administrative Company's (USAC's) Rural Health Care Division (RHCD), specifically including the RHCD's and the approval of a sustainability plan by the Federal Communications Commission (FCC). The FCC has explained, "A primary goal of the Pilot Program is to ensure the long-term success of rural health care networks and to prevent wasteful allocation of limited universal service funds." FCC Order 07-198, ¶54.

### **1.18 Publicity Regarding this Project**

News releases and/or other forms of publicity pertaining to this project must not be made without prior approval and coordination of the WVTA Issuing Officer or his designee.

### **1.19 Rural Health Care Pilot Program Regulatory Requirements**

All proposers MUST COMPLY with all facets of the Rural Health Care Pilot Program.

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### **1.19.1 Service Provider Identification Number (SPIN) and FCC Registration Number (FCCRN)**

The proposer shall provide a valid SPIN number (Service Provider Identification Number), in the proposal submitted in response to this RFP or support a copy of its FCC Form 498 that has already been submitted to USAC. (See <http://www.universalservice.org/fund-administration/forms/> for more information.)

For proposers that intend to provide telecommunications services (as opposed to solely proposing to provide equipment, monitoring/management services, or configuration/implementation services), the proposer must be recognized by USAC as a telecommunications common carrier. The proposer also shall provide the company's FCC Registration Number in its proposal. For more information, please visit: <https://fjallfoss.fcc.gov/coresWeb/publicHome.do>.

Each proposer also must certify that it is in good standing and not subject to "Red Light Status" with the FCC.

### **1.19.2 Compliance with FCC Timelines**

Proposers must be willing to sign a contract, based on mutually acceptable terms, for the provision of agreed-on services on a timely basis in accordance with the timeline prescribed in this RFP and by the RHCPP.

### **1.19.3 Compliance with Invoicing Process**

Proposers must agree to adhere to and fully cooperate with the following invoicing process prescribed by the Rural Health Care Pilot Program:

Step 1: The service provider will provide the WVTA with an invoice for telecommunications services based on a periodic billing system (monthly or quarterly, as defined in the parties' services contract). The information to be included on this invoice will be mutually negotiated by the parties and need to include but not be limited to the following information:

1. Name and address of each location that receives service.
2. Start and end date of service period
3. Description of services delivered
4. Charge per location – full amount, 15% amount to be paid by the WVTA and the 85% amount to be invoiced to the Universal Service Administrative Company (USAC), the Rural Health Care Pilot Program administrator.
5. For any ineligible locations (not eligible for Rural Health Care Pilot Program funding), itemize the charge for location (the full amount must be paid by the WVTA). The WVTA reserves the right to require the service provider to submit separate invoices for any ineligible sites.
6. A sum of the amount to be paid by the WVTA (15% of each eligible site's fee + 100% of the charges for ineligible sites).

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7. The amount to be invoiced to USAC.

Step 2: The WVTA will be fully responsible for payment of 15 % of this invoice amount (incurred costs) directly to the service provider.

Step 3: The WVTA is responsible for submitting the documentation of the 15% payment to the Rural Health Care Pilot Program. If the contracting Customer is an entity other than the WVTA, the Customer will be responsible for submitting proof of the 15% payment to the WVTA.

Step 4: The WVTA is responsible for uploading the service provider's invoice and proof of payment of the 15% amount for eligible sites (and 100% of the ineligible site charges) to USAC.

Step 5: The WVTA is responsible for generating a standardized invoice, in the format prescribed by the Rural Health Care Pilot Program for the remaining 85% portion of the charges for eligible sites as set forth on the service provider's invoice, and submitting this completed form to the service provider.

Step 6: The service provider must complete the certification on the standardized invoice and submit this invoice to the Rural Health Care Pilot Program.

Step 7: The service provider will receive payment of the 85% amount from USAC. The WVTA is unable to contractually agree to a time line for payment of the invoice amounts associated with the 85% portion of the charges for each eligible site because the time line is dependent on the outside third party that is integral to the invoice process -- USAC.

#### **1.19.4 Audit Requirements**

Each proposer agrees to cooperate with the WVTA in the event that the WVTA or any WVTA WAN consortium member is audited by USAC.

#### **1.19.5 Project Sustainability**

This RFP project's initial award, implementation, and ongoing operation has two key external sustainability items that are conditions precedent and requirements for the project:

1. An annual grant from the West Virginia Health Care Authority, and
2. Annual funding approved through the USAC Rural Health Care Pilot Program.

The WVTA will not be obligated to continue with payment of any of the costs associated with services awarded by this RFP if one or both of these funding commitments are discontinued, substantially reduced, conditioned, limited or restricted in any fashion; all contracts may be terminated, cancelled and dissolved by WVTA without any penalties incurred in the event of any such substantial change, modification, cancellation or restriction on such grant programs listed above or upon the grants awarded to WVTA pursuant to such programs.

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## **2 Statement of Work**

This Section 2 is designed to communicate the intentions of the WVTA which is seeking to purchase services pursuant to this RFP.

Proposers should review the response submission requirements in Section 5 and the evaluation criteria in Section 6 before responding to this section. If a stated requirement cannot reasonably be met by the proposer, the response needs to clearly state that and offer an explanation in accordance with Section 5.

### **2.1 Technical Requirements for Services**

The technical requirements of this section have been reviewed and approved by the WVTA as potential Customer in this RFP. It lays out their intentions and should be viewed as the best expression of what the WTVA intends to buy.

#### **2.1.1 Dedicated WAN Transport**

This Section 2.1.1 and its subsections deal with specifics of the WAN Hub Site transport services. Each of the WAN Hub Sites seeks a single logical/physical connection from each WAN Site to the WVTA WAN Interconnect Backbone at the bandwidth specified in Attachment 1. Proposers must use Attachment 1: Pricing Spreadsheets to present exactly how each site will be served and how much it will cost.

##### **2.1.1.1 WAN Hub Sites**

The WVTA seeks to purchase dedicated WAN transport services to the proposed WAN Hub Sites that will be used by the WVTA and its WAN consortium members to provide dedicated interconnectivity between all members. The following high level network topology diagram (Figure 1) provides an overview of the proposed network inter-connectivity that this project will deliver between the current WVTA WAN consortium members and identifies the current WAN service providers that were awarded in RFP02.

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**Figure 1: WVTA WAN Hub Interconnect High Level Topology (Source: WVTA)**



### 2.1.1.2 Different Bandwidth Requirements for WAN Hub Sites

Each WAN Hub Site may have different bandwidth requirements due to variations in usage, size and budgets. For this procurement, these different requirements are specified on a site-by-site basis in Attachment 1: Pricing Spreadsheets. Given the new nature of the interconnectivity that will be delivered via this project, it is difficult to ascertain specific bandwidth requirements.

Proposers should note that these bandwidth levels are chosen to offer standardized speeds for comparison purposes. Proposers are free to propose alternative speeds in the “Proposer’s Choice” options. For example, if the RFP explicitly seeks service bandwidth of 10 Mbps for a given site, the proposer must offer service at that bandwidth, but also might propose service at 20, 50, 100 Mbps, or 1 Gbps if the alternative speeds offer compelling value.

### 2.1.1.3 WAN Transport Requirements

The specifications in this Section apply to transport services for each of the WAN Hub Sites.

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#### **2.1.1.4 WAN Transport Media Identified**

Unless otherwise specified, the transport media for the links may include any combination of physical connections that meet performance, connectivity, speed and service level requirements of the WVTA. For each location, proposers shall specify the medium that will be used to deliver service (fiber, licensed wireless, unlicensed wireless, carrier Ethernet over coax, etc.). This must be disclosed in Attachment 1. If using wireless links, proposers shall indicate the types of towers that will be used (lattice, concrete pole, rooftop mount, etc.) and the process for getting the required permits and licenses.

#### **2.1.1.5 WAN Transport Type Identified**

Ethernet-based solutions are preferred for all WAN Hub circuits. Traditional dedicated telecommunications circuits (e.g., DS3, OC3) are acceptable only if Ethernet transport is not currently available or is cost prohibitive. If a non-Ethernet solution is included, proposers must document the rationalization on an individual circuit basis. In Attachment 1, proposers must identify the type of transport technology used to deliver WAN service.

#### **2.1.1.6 Customer Handoff Identified**

Ethernet interfaces are preferred for all WAN Hub circuits as follows:

- Fiber Optic 10 Gbps: Single Mode fiber, 10GBASE-SR optics
- Fiber Optic 1 Gbps: Multi Mode fiber, 1000BASE-SX optics
- 10/100/1000 BASE-T

If a non-Ethernet interface is proposed for any circuit, the customer handoff information must be specified.

#### **2.1.1.7 Network Architecture and Diagram**

Proposals may be any topology the proposer considers the best design from both a technical and operational cost perspective. (e.g. hub-and-spoke, mesh, etc.) that meets the WVTA's intent. Proposers shall describe the network architecture that is being proposed and provide a network design diagram. The network description must also explain how services will be delivered to all sites connected to this network.

Specifically, proposers shall indicate which sites will be served by existing equipment and facilities and which sites will require new builds in order to provide service.

#### **2.1.1.8 Layer 3 MPLS Preferred**

For each of the WAN Hub Sites, a Layer 3 MPLS solution or equivalent is preferred unless a Layer 2 implementation is explicitly requested by the WVTA. However, the WVTA may consider various degrees of Layer 2 and Layer 3 solutions depending on the value of the specific proposals to the WAN Groups. Proposers offering Layer 3 network services should disclose the following information:

- The specific type of Layer 3 solution; for example, Private IP, MPLS, Carrier or Metro Ethernet.

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- Whether the service is capable of distributing WAN traffic, site traffic, Internet Access services and other transport channels directly through to each location.
- How the telecommunications service provider will ensure that services are available and used where needed.
- A detailed description of equipment used to provide the customer handoff at each WAN Hub site (e.g. equipment manufacturer, model, specific interface cards/modules, software feature set, etc.).
- A description of Quality of Service (QoS) capabilities and associated costs.
- How the telecommunications service provider will be able to segregate each entity's traffic, secure that traffic, and guarantee bandwidth, QoS, and individual Service Level Agreements on a common network.
- Describe any routing protocols (e.g. OSPF, EIGRP, BGP, etc.) that your design requires to be supported on the Customer's equipment.

If a provider is offering Layer 3 services, any additional costs for those services above the base Layer 2 costs should be clearly presented in Attachment 1.

### **2.1.1.9 Interconnectivity Addressed**

The proposer must be able to accommodate existing transport technologies already being employed by the WVTA and its WAN consortium members across their networks. Explain how your solution will support seamless interconnectivity among ATM, Ethernet, Frame Relay and other Layer 2 mechanisms. Explain how the solution will connect to another carrier's Ethernet service.

### **2.1.1.10 Integration with Existing Networks**

The proposed design must take into account that each of the WAN Hub Sites may have existing services in place and that existing circuits may be retained for a variety of reasons (Customer desire, contractual obligation, etc.). Proposers shall explain how their respective solution will integrate with the existing networks. Details of existing networks may be provided upon request and are to be treated as confidential information. Proposer is responsible for identifying technical solution and associated costs for interconnect between all existing sites within each specified WAN group as there may be sites with existing transport services that will not be replaced immediately. Proposers must identify the following:

- Detailed technical solution
- All associated costs, including but not limited to:
  - All physical cross connect fees
  - All port fees
  - CFA

### **2.1.1.11 High Performance Applications**

The proposed WAN Hub transport designs must support converged network applications including real time voice, high-definition video and video conferencing, real time high resolution medical imaging and other interactive applications that may require end to end

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Quality of Service (QoS) to ensure low latency, jitter and packet loss values per industry standards. Proposers shall describe how your service offerings can support such applications.

### **2.1.1.12 Location Additions or Changes**

Proposers shall address how additional WAN hub locations could be added or changed if not specified up-front. In other words, how does your proposed design permit you to accommodate new WAN hub locations as the WVTA WAN consortium membership grows and/or changes and the associated interconnectivity requirements change?

### **2.1.1.13 Bandwidth Increases**

Proposers shall explain how the bandwidth of the transport links could be upgraded to higher bandwidth options as needs increase. The intent would be that only modules or SFPs/GBICs would need to be changed out in existing hardware in order to scale, with no forklift upgrades that would require additional expenditures later. Also, proposers shall describe their respective ability to offer scalability to one site location independent of whether other WAN hub sites also upgrade at the same time.

### **2.1.1.14 IPv6**

Describe how your proposed design ensures that equipment used in any Layer 3 transport service offering is currently IPv6 enabled or will be capable of migrating to IPv6 in the future. Confirm that your pricing includes any associated costs for enabling IPv6 transport capabilities.

### **2.1.1.15 IP Addressing Assistance**

For Layer 3 proposals to WAN Sites and for Internet Access service to Independent Sites, IP addressing, IP address space, IP ranges, IP address allocation, provisioning, and configuration are the responsibility of the telecommunications service provider, including all coordination with the health care centers, ARIN, the ISP, and with PSC/I2 (as applicable).

Please specify the minimum number of public IP addresses that will be available and provided for the use of each Site.

Describe how more public IP addresses could be made available, if required, by the health care centers. The ISP must agree to manage the public DNS entries for the WAN.

The successful proposer also shall be responsible for the collection of (via a survey form or other means) ALL current public and private IP addresses from EACH and EVERY health care center, including the current number of hosts and anticipated future hosts, and providing an ADDRESS PLAN for the new IP addressing scheme (and ranges) for each WAN and Internet Customer. This plan shall be provided to the Customer(s) for review and approval not later than two months before final implementation, and the successful Proposer shall also coordinate with the ISP and with the I2 POP for IP address coordination and allocation. The plan shall indicate if the individual health care centers shall need to change IP addresses on their interface equipment

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### **2.1.1.16 ARIN Assistance**

The Proposer shall include assistance in the process with ARIN to request public IPv4 (and optionally IPv6) space allocation as well as any Autonomous System Numbers (ASNs) required for successful implementation of the WAN Hub connections to the WVTA WAN consortium members.

### **2.1.1.17 Network Monitoring Capabilities**

The provider shall proactively monitor its transport network including all associated equipment using traditional network management systems found in a Network Operations Center (NOC). Network service operations shall be 24x7x365. The Customer must have basic up/down status and bandwidth utilization monitoring capabilities of the WAN Core backbone and each WAN Hub circuit.

### **2.1.1.18 Monthly Utilization Reports**

Monthly utilization and trouble reports are to be made available to the Customer and its designees. Please describe or provide samples of monthly utilization reports.

### **2.1.1.19 Performance Service Level Agreements**

A Performance Service Level Agreement (SLA) sets forth standards of availability for WAN Hub services, provides standards of reliability for related provider-owned edge equipment ("Equipment") and states the methodology to measure the percentage of time the service is available for Customer use. If the standards set forth below are not met the Customers require service credits to be applied to the affected Customer on the ensuing monthly bill. SLAs will remain in effect for the duration of the Contract.

The SLA must apply to all WAN Hub circuits specified within the proposal. This SLA is not applicable to service degradation or disruption related to: (a) permitted maintenance windows/downtime; (b) outages on non-provider network elements; (c) acts or omissions of the Customer or its Authorized Agents; (d) result of malicious actions by a third party against the Customer or its Authorized Agents; (e) adverse behavior of Customer equipment, facilities or applications; (f) Acts of God, civil disorders or other acts beyond the reasonable control of the provider, such as acts of terrorism. As applicable to the services being offered, the performance standards in this Section are subject to an SLA:

### **2.1.1.20 Network Uptime**

The proposer must be committed to providing the Customer maximum network service availability, from point of Customer premise connection through the provider's network to the destination point, either the Internet or other Customer premise location(s).

Uptime SLA for local loop connections must be 99.95% and for the core backbone 99.99%. Local loop connections are defined as those connections from the premise to provider's edge switch which resides on our core backbone network. For WAN services to WAN Groups, the core backbone network is defined by the network diagram attached as a part of the proposal. Local Loop downtime shall not exceed 0.05% in any given month (.365 hours), exclusive of permitted downtime. The basis for measuring network availability shall be based upon 30 days per month x 24 hours per day (720 hours). Downtime shall be defined as the network is unavailable for use by the Customer. Uptime must be continuously monitored and provider will provide monthly Uptime reports to confirm uptime for both local loop and core backbone components.

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**2.1.1.21 Permitted Downtime**

Permitted downtime is planned maintenance and/or upgrades scheduled with the Customer, not to exceed nine (9) hours per year. Maintenance is typically done after hours or on weekends but always must be scheduled and coordinated with the Customer.

**2.1.1.22 Network Bandwidth Availability and Performance**

The provider must be committed to providing the Customers with 100% availability of the contracted Maximum Information Rate (MIR). However, it is mutually understood that anomalies in the network can occur that may be outside of provider's control (i.e., caused by a Third Party network issue or a Customer network configuration change). Therefore, both parties agree that network availability shall not immediately equate to downtime if the network anomaly is caused by Customer internal network. The Customer agrees to follow provider provided trouble-ticket reporting procedures and internal trouble shooting process prior to initiating a trouble ticket. The provider continuously manages and monitors its network on a 24 x 7 basis and will generate quality of service reports for the Customer, to be provided on a monthly basis (or more frequently when requested). Standard network reports include average daily bandwidth utilization, including bandwidth peaks and downtime.

**2.1.1.23 Network Latency**

The provider shall continuously and proactively monitor all aspects of network performance. The provider shall measure latency from the Customer hand-off (WAN Port on the Customer router) through the entire provider network to either the provider's hand-off to the Internet (provider's Internet port on router) or Customer premise termination point (WAN Port on router).

The provider guarantees a per circuit monthly average round trip latency not to exceed 25 milliseconds. A circuit is defined as Customer end point to designated monitoring server on the provider backbone.

**2.1.1.24 Network Throughput**

The provider guarantees a per circuit monthly average end to end throughput equal to or greater than 92% of the guaranteed bandwidth.

**2.1.1.25 Jitter**

The provider guarantees a per circuit monthly average end to end jitter of less than 5 milliseconds.

**2.1.1.26 Packet Transmission**

Packet transmission is based upon successful delivery of packets through the provider's fully-routed, native IP backbone. "Packet loss" is defined as those packets dropped due to transmission errors and/or router overloading within the provider network. The provider must guarantee a per circuit monthly average end to end packet loss of less than 0.1%.

**2.1.1.27 Responding to Network Problems**

The targeted response time for network problems shall be thirty (30) minutes and resolution time or Mean Time to Repair target shall be four (4) hours.

Provider field technicians shall be available for dispatch to work with NOC technicians to troubleshoot, diagnose and remediate anomalies and/or network issues. Any network

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anomalies reported by the Customer are to have a call back from the provider to the Customer within thirty (30) minutes to, (a) acknowledge the issue has been logged and, (b) provide current status. If no call back is received, the escalation process is to be engaged by the Customer. The provider needs to provide a minimum of two (2) severity levels for outages (i.e. "major" or "minor" outages). Major outages shall be defined as those where the MIR is  $\leq 50\%$ , as averaged over a two (2) hour period. Minor outages shall be defined as those where the MIR is  $>50\%$ . In extreme situations however, "minor" outages, defined as issues with no or little impact on performance or operations, take a lower priority in the service queue.

**Standard Service Interval(s)**

Service response intervals, minor outage, are:

- Maximum of thirty (30) minutes response/call back to reported issues or anomalies
- Maximum of two (2) hours to identify problem and report resolution.
- Maximum of four (4) hours to implement resolution after reported.
- Major Outage/Emergency Service Interval(s)
- In the unlikely event of a critical outage, service intervals are escalated to:
- Maximum of fifteen (15) minute response/call back to reported issues or anomalies.
- Maximum of one (1) hours to identify problem and report resolution.
- Maximum of two (2) hours to implement resolution after reported.

**2.1.1.28 Service Outage and SLA Credits**

Service Outage Time is defined as the total time in a month that a Customer's connection is unable to transmit or receive data due to core transport failure. Outage Time is measured from the time the provider opens a trouble ticket to the time a problem is resolved. Outage Time does not include outages of less than 60 seconds in duration, time attributed to a Customer's delay in responding to a provider request for assistance to repair an outage, or the following exclusions: failure of any components beyond the core routers/switches maintained by the provider; failure of any components the provider cannot correct because the Customer is inaccessible; force majeure events; the Customer's negligence or willful misconduct or the negligence or willful misconduct of others authorized by the Customer to use the data services, including without limitation, work repair or maintenance performed on Equipment located on the Customer's premises by persons other than the provider or provider-authorized technicians; outages due to scheduled maintenance.

If the Outage Time is between 5 minutes and 60 minutes (1 hour), the Customer will receive a 1-Hour Service Credit for the affected circuit, excluding taxes or surcharges.

For each additional outage of sixty (60) minute duration beyond the initial 60 minute outage hour, an additional 1-Hour of Service Credit.

Three (3) or more outages on a given circuit of any duration of five minutes or greater in any 30 day period will result in service escalation and a Customer review meeting.

If the Customer has an Outage on a monitored circuit, the provider will automatically process and issue a Service Credit.

If a Customer has an Outage on a non-monitored circuit, the Customer must contact the provider Account Manager in writing within 30 business days after completion of the measurement period to request a Service Credit. Upon the provider's verification of the Outage Time, the provider will issue a Service Credit to the Customer's account.

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Monthly Maximum - Service Credits issued in any month under this SLA will not exceed eligible a Customers' total monthly recurring charge for the affected circuit.

Yearly Maximum - The combined cumulative total of Service Credits issued during a contract year under this SLA will not exceed 100% of a Customer's annual contract for provider services.

## 2.1.2 WAN Hub Equipment Requirements

The specifications in this Section apply to the equipment specified for each of the proposed WAN Hub Sites.

The specified router platform(s) must support the following Routing protocols: Enhanced IGRP (EIGRP), Open Shortest Path First (OSPF), Border Gateway Protocol (BGP), Intermediate System-to-Intermediate System (IS-IS), Multicast Internet Group Management Protocol (IGMPv3), Protocol Independent Multicast (PIM), Distance Vector Multicast Routing Protocol (DVMRP), MPLS, and static routing.

The specified router platform(s) must support both IPv4 and IPv6 routing, including interoperability features such as dual-stack, tunneling and address family translations.

The specified router(s) must support modularity, offering a variety of network modules, interface cards, or shared port adapters that are interchangeable between platforms within the series.

The specified router(s) must support the following traffic management features: QoS, Class-Based Weighted Fair Queuing (CBWFQ), Weighted Random Early Detection (WRED), Hierarchical QoS, Policy-Based Routing (PBR), Performance Routing, and Network-Based Application Recognition (NBAR).

The specified routers must support advanced VPN capabilities including Dynamic Multipoint VPN (DMVPN), Group Encrypted Transport VPN, MPLS VPN's and VRF-Lite.

The specified router platforms must support embedded hardware acceleration for VPN services, without the need for separate service blades.

The specified router(s) must enable QoS over VPN tunnels. Policing, scheduling, and shaping services must be supported for pre-encryption traffic entering the VPN tunnel.

The specified router(s) must support Embedded Event Manager (EEM) for the customization of network responses and device behavior based on real-time network events, traffic or other activity.

The specified router platform(s) must support NetFlow and IPSLA, to provide visibility and monitoring of traffic patterns and network performance.

The specified router(s) must support embedded security features including access control lists (ACLs), Reverse Path Forwarding (RPF), Control Plane Policing, Deep Packet Inspection, NAT and an optional firewall feature set.

All Branch Routers must provide maximum flexibility in order to position the network to support emerging applications, and connectivity options. Support for features such as Service Modules, EtherSwitch Modules, WiFi, 3G, voice+video enabled DSP's, call processing, voice survivability, WAN Acceleration, and a full range of WAN, LAN and Voice interface options is required.

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### **2.1.2.1 Equipment Specifications - Large WAN Hub Site**

The high level specification for this equipment is a Cisco ASR1006 or equivalent; complete detailed specifications are identified in Attachment 2: WAN Hub Equipment

### **2.1.2.2 Equipment Specifications - Small WAN Hub Site**

The high level specification for this equipment is a Cisco ISRG2 3925 or equivalent; complete detailed specifications are identified in Attachment 2: WAN Hub Equipment.

### **2.1.3 WAN Hub Equipment Monitoring, Management, and Maintenance Services Requirements**

The specifications in this Section apply to the equipment specified for each of the WAN Hub Sites.

#### **2.1.3.1 WAN Hub Equipment Monitoring**

Proposers shall include service details and associated costs for all available monitoring services such as bandwidth utilization, packet loss, reachability status, interface status, etc. Proposers shall identify which, if any, monitoring services are required as part of their proposal and which services are optional.

#### **2.1.3.2 WAN Hub Equipment Management**

Proposers shall include service details and associated costs for equipment logical management. Proposers should note that both completely vendor-managed and co-managed options are desired.

#### **2.1.3.3 WAN Hub Equipment Maintenance**

Maintenance - problem determination and coordination of hardware replacement leveraging equipment vendor's hardware warranty, etc.

### **2.1.4 WAN Hub Equipment Configuration/Implementation Services (Optional) Requirements**

The specifications in this Section apply to optional configuration and implementation services that the Customer may choose to pursue: configuration services, implementation services, both configuration and implementation services, or neither at their discretion.

#### **2.1.4.1 WAN Hub Equipment Configuration Services**

Proposers shall include costs for configuring each piece of WAN Hub Equipment specified in this proposal. Note that configuration services could be performed either on site at a centralized location, at each designated WAN Hub site, or even remotely. Proposers should identify all options they consider viable and the associated costs.

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### **2.1.4.2 WAN Hub Equipment Implementation Services**

Proposers shall include costs for implementing each piece of WAN Hub Equipment specified in this proposal. Note this service may include the following tasks:

- Perform physical installation of the equipment at each WAN Hub Site.
- Perform physical connection of all WAN Hub telecommunications circuits to the equipment at each WAN Hub site.
- Perform basic connectivity testing to confirm operational status.
- Provide documentation of operational status.
- Identify any issues regarding operational status.

### **2.1.5 WAN Hub Equipment Colocation Services (Optional) Requirements**

The specifications in this Section apply to optional colocation services that the Customer may choose to pursue for any proposed WAN hub site within this RFP.

#### **2.1.5.1 WAN Hub Equipment Colocation Services**

Proposers shall include costs for colocation services for each piece of WAN Hub Equipment specified in this proposal. Proposers shall include line item costs for all aspects of available colocation services currently offered, such as:

- Physical rack space.
- Remote on site hands on service (e.g. colo staff can be contacted to physically look at equipment, power cycle equipment, etc.).
- Cross connects to customer ordered circuits.
- Power to customer equipment.
- Secure cage or individual locking cabinet for each customer's equipment.
- Any other items that are included in your proposal.

Proposers shall confirm and provide details on the following capabilities:

- Technical staff is on site 24/7/365.
- Facility is secured via badge and/or biometric technologies at all entrance/exit point.
- Facility has digital surveillance that is monitored 24/7/365.
- Facility is a Class A colocation facility.
- Facility has redundant power for each building section.
- Facility has redundant HVAC for each building section.
- Facility has prime source type of generator for backup power.
- On site available fuel capacity for backup generators.

## **2.2 Additional Requirements for All Services**

This section and subsections also apply to all services noted in Section 2.1 and its subsections.

### **2.2.1 Health Care Network Legal and Privacy Requirements**

All networks transmitting EPHI (Electronic Protected Health Information) shall meet the requirements of 45CFR, Part 164.312(e)(1): Technical Security Mechanisms to Guard against Unauthorized Data that is Transmitted over a Communications Network. The Proposer will need to address the Network Transmission Security- 1996 HIPAA Act and Compliance. Specifically, providers must respond to the following:

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### **2.2.1.1 Integrity Controls**

Demonstrate how you will ensure integrity of EPHI; list administrative, technical and physical safeguards used to ensure the integrity and confidentiality of health information and to protect against security breaches and unauthorized use or disclosure of health information.

### **2.2.1.2 Encryption**

Demonstrate that EPHI, when transmitted from one point to another over this private network or RWAN, will be protected in a manner commensurate with the entity's risk. This is an addressable specification per the regulations, and encryption may or may not be needed, depending on the entity's risk analysis.

### **2.2.1.3 Compliance with Laws**

The Proposer shall state in the RFP response what security measures are provided to meet the 45CFR Transmission Security requirements, particularly related to Integrity Controls and Encryption. Please state in your RFP response what network and data integrity security measures you currently have in place, especially if any transmission is over the Internet or wireless media. Explain how you will segregate and secure EPHI data from other non-EPHI data from non-health care entities on the RWAN. These measures can be, but are not limited to: VLANs, SSL VPNs, IPsec VPNs, authentication, encryption, firewalls, intrusion prevention, NAC, access lists, etc. or use of other means, methods or combinations.

## **2.3 Project Plan and Schedule**

It is anticipated that the all the various parties' contracts will be executed by February 28, 2012. The target start date for completion of installation and commencement of service delivery of WAN Hub services is approximately May 1, 2012. Please provide a realistic timeline from the date of contract execution to project start date, including projections for turning up individual site head end connections and interval milestone dates. The project plan and schedule must note any and all contingencies that are based on third-party action, such as, for example (including but not limited to), obtaining pole attachment rights or permitting from local governmental authorities for installation of facilities.

Proposers shall discuss their capability for the following:

- Dedicated project management staff.
- Widespread availability of comprehensive staff and resources for coordination and implementation.
- Formalized methodology for planning and tracking project activities using industry-accepted project management methodologies.
- Regular project implementation status update reporting and coordination with the WVTA Management.

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### **2.3.1 Dedicated WAN Transport Testing and Acceptance Plan**

The proposer shall provide a testing and acceptance plan, not later than two months before the actual implementation that will detail and certify the following, as relevant:

- Guaranteed contracted bandwidth of each WAN Hub circuit;
- Guaranteed contracted bandwidth of the backbone,;
- Round trip latency for each WAN Hub circuit;
- QOS configuration and operational validation;
- Any-to-any communication and proper router configurations;
- Internet reachability;
- Proper IP addressing according to the approved IP addressing plan;
- Proper installation of transport, equipment and services as specified in Section 2, and other appurtenant requirements the Customer deems necessary in order to assure that the network meets the technical requirements of this RFP.

The Testing and Acceptance Plan shall itemize the duties and responsibilities of the service provider and all Customers and establish a time line for user testing. Services will not be “accepted” by the Customer until a Testing and Acceptance Plan is approved in writing, and until the proper documentation has been submitted to show each site was accepted, witness tested, and signed off by the WVTA and each site’s technology point-of-contact or responsible IS/IT administrator.

The test plan must include provisions to demonstrate that the contracted bandwidth of each transport link (WAN, Internet) is at least 92% or better of the contracted speed and bandwidth to each site; that the packet loss is less than .1%, and that round trip delay is less than 25 milliseconds. The provider shall provide all test equipment to test the circuits to each site; and provide any and all servers/equipment and test software to “load” each circuit with traffic to validate that the circuit can be loaded to at least 92% of capacity (unless overhead is lower). This test can be either intrusive, or non-intrusive, and will include a test suite that shall follow the RFC-2544 requirements for end-to-end testing. Be advised that invoicing for any site’s monthly recurring charges cannot commence until the testing is complete, documented on the approved test form, signed off, and approved by the WVTA and/or the Customers. Proposers shall include in the bid price all costs associated with fulfilling these testing requirements including labor, test equipment and all documentation.

### **2.3.2 WAN Hub Equipment Delivery Requirements**

The proposer shall be responsible for delivery of all items in good condition to the WAN Hub Site locations designated or to a centralized location at the Customer’s discretion.

The proposer is responsible for any and all costs associated with delivery.

The vendor is responsible for replacing any items damaged during shipping or that otherwise do not arrive in good working order.

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Proposer shall include the Purchase Order number on all invoices and exterior packing labels or materials.

The proposer must have the ability to deliver commodities within forty-five (45) days after receipt of Purchase order.

The proposer shall provide a shipping schedule showing when each item will be delivered.

The equipment shall have all specified software installed upon delivery.

All documentation, media, registration cards, and original packing material shall be provided to WVTA. Registration of software will be managed and retained by WVTA.

### **2.3.3 Delivery Service Level Agreements**

Due to the RHCPP timelines, strict adherence to a reasonable project schedule is required. At the discretion of the Customer, service providers may be asked to submit a Delivery Service Level Agreement (DSLA) that makes the service start-date from the Project Plan (See Section 2.3) a contractually binding milestone. Penalties will be negotiated during the contract negotiation phase.

#### **2.3.3.1 Delivery Service Level Agreements - All Services**

Proposers must agree to provide one day of service credits for every one day late during the first month of delayed service. After the first month, the amount of the credit will double. Providers are encouraged to submit a realistic Project Plan in order to avoid such penalties.

#### **2.3.3.2 Delivery Service Level Agreements - Equipment**

Proposers must agree to provide interim hardware and absorb the costs of any associated professional services to install both the interim hardware as well as replace it with the purchased hardware if the purchased hardware is not available as specified. Providers are encouraged to submit a realistic Project Plan in order to avoid such penalties.

## **2.4 Business Administration Capabilities**

The WVTA intends to negotiate all contracts with successful proposers in conjunction with the Customers. The WVTA will require the cooperation and close coordination with the proposers to insure that the sites timely remit payment of their respective share of fees (the 15% share for eligible sites and 100% share for ineligible sites) to the WVTA so that the WVTA will be able to remit timely payment to the proposers.

### **2.4.1 Ease of Accounting**

Proposers shall describe their capability to provide online or electronic billing. The proposer shall have the ability to generate separate bills and establish separate accounting for individual sites.

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## **2.4.2 Billing Frequency**

Proposers shall provide pricing for services based on quarterly billing of services for the upcoming calendar quarter. Alternatively, Proposers may provide pricing for services based on monthly billing of services. Billing frequency for payment of nonrecurring charges also shall be specified.

## **2.4.3 Dedicated Account Manager**

Proposers shall provide a single point of contact (dedicated account manager/representative) for all issues under this contract who has experience with accounts similar to the scope of this RFP.

## **2.4.4 Adherence to FCC Rural Health Care Pilot Program Rules for Payment**

Proposers must indicate their ability and willingness to comply with the invoice payment process as specified in Section 1.19.3 above.

## **2.5 Value Added Services**

Proposers shall discuss how the proposed services can be used to benefit other rural health care providers in West Virginia in future network projects and not just the Customers in this RFP, in keeping with the USAC Rural Health Care Pilot Program.

### **2.5.1 United States Department of Health and Human Services (HHS) IT Initiative Compliance**

Proposers should explain how proposed solution(s) comply with various HHS health IT initiatives:

Explain how the solution complies with the Pandemic and All Hazards Preparedness Act and is coordinated with the HHS Assistant Secretary for Public Response as a resource for telehealth inventory and for the implementation of other preparedness and response initiatives; and

Explain how the solution will help the WVTA participants meet interoperability standards recognized by the HHS Secretary;

Explain how the solution will aid in the use of health IT products certified by the Certification Commission for Healthcare Information Technology;

Explain how the solution will help support the Nationwide Health Information Network (NHIN) architecture by coordinating activities with organizations performing NHIN trial implementations;

Explain how the solution has used resources available through HHS's Centers for Disease Control and Prevention (CDC) Public Health Information Network (PHIN) to facilitate interoperability with public health and emergency organizations; and,

Explain how the solution has coordinated with the Department of Health and Human Services (HHS) and, in particular, with its Centers for Disease Control and Prevention (CDC) in instances of national, regional, or local public health emergencies (e.g., pandemics,

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bioterrorism). In such instances, where feasible, explain how your solution provides access to supported networks to HHS, including CDC, and other public health officials.

## 2.6 Other Relevant Information

Proposers shall provide any other relevant technical information required to communicate your ability to provide the services requested in this RFP.

## 2.7 Cost for Eligible Services

Proposers must use Attachments 1-4: Pricing Spreadsheets to present pricing for the various responses in a standardized format. Specific instructions for filling out the spreadsheet are included at the end of this document.

Proposers are required to separate monthly recurring costs (MRC) from one-time, non-recurring costs (NRC) attributable to the installation of the new service. Proposers that do not delineate the MRC versus NRC costs for each service to each site may have their proposal rejected.

For all services to all sites, the Customers seek two alternative contract terms to consider: a) 36 months with two (2) 12 month optional renewals (without penalties). and b) 24 months with three (3) 12 month optional renewals (without penalties). Proposers should clearly identify any additional costs for Layer 2 versus Layer 3 services in Attachment 1. The estimated service start dates for all sites are listed in Attachment 1. Note that each site has a specified bandwidth requirement. The bidder must submit cost data for each site at the specified bandwidth.

For all sites, the proposers can offer alternate levels of bandwidth as “Proposer’s Choice” option, must explain why it is bidding a higher bandwidth option (i.e. if a site is requiring 10 Mbps of bandwidth and the bidder does not have fiber connectivity to the site, a copper solution such as a DS3 can be substituted).

### 2.7.1 Offer “Proposer’s Choice” Options as relevant

The intent of this RFP is to present the Customers’ intentions and allow the service providers to offer their best responses to meet the Customers’ needs. Sometimes, providers may be able to offer different approaches to meet these needs besides those anticipated in this RFP. Proposers are encouraged to be creative in their responses to this RFP.

For all sites and for all services, proposers may offer Proposer’s Choice options. For example, a proposer may propose a 45 Mbps DS3 instead of a 10 Mbps Ethernet circuit to meet an Internet Transport requirement if such a solution is more cost-effective for that provider. Customers may accept compelling Proposer’s Choice offerings but do not need to consider them or evaluate them for official scoring purposes if they receive what they need from the specifically sought responses.

### 2.7.2 Bundling/Unbundling of Services

Proposers should discuss how any “bundling” of the service categories defined in Section 1.3 and Section 2.1 and its subsections would affect each proposal’s overall cost. For example, if the Customer would purchase WAN Transport from one company, equipment from another company, and managed services from a third company, how would that affect the price for the services and/or equipment offered if a provider responded with costs for all of these services? As previously stated, all providers need to allow for each of these service categories to be awarded separately

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**2.7.3 Future Pricing**

Please describe how the Customers would be able to buy additional services from the specified service categories (i.e. more WAN transport, additional equipment, additional managed services) from the negotiated contract without re-opening the competitive procurement process. Proposers shall discuss their ability to accommodate the addition of new entities to the projects and the expansion of services after Customers are already under contract.

### **3 Proposer's Qualifications**

#### **3.1 SPIN**

Proposers shall provide the SPIN(s) that it intends to use to deliver the services pursuant to this RFP for any services that require a SPIN per FCC regulations. If the proposer plans to use multiple SPINs, the proposer shall identify each SPIN and the services that will be billed under each SPIN. Proposers who have applied for a SPIN but do not yet have the SPIN at the time of submitting a proposal shall include evidence of applying for a SPIN.

#### **3.2 Project Experience**

Proposers shall discuss previous experience with projects of this type and magnitude. It is important that proposers clearly demonstrate where they have had projects of equivalent size.

#### **3.3 Company Financial Stability**

Proposers shall provide a current report of the company's financials. It is the proposer's responsibility to clearly label any proprietary information not subject to public review.

#### **3.4 Company Ownership**

Proposers shall discuss any planned changes in company ownership.

#### **3.5 Reference Accounts**

Proposers shall describe a brief summary of your company along with previous experience in the providing of telecommunications services to the health care industry. Please include three current references. The reference accounts may be contacted by the Customer without prior notice.

## **4 Other Requirements**

This section contains additional contract-related requirements of all proposers.

### **4.1 Contracts**

Proposers are required to submit a copy of their proposed contract terms and conditions as part of their submission. Upon being notified that the proposer's proposal has been accepted, the proposer must work in earnest with the WVTA to negotiate in good faith a mutually acceptable contract. The proposer must explicitly certify in its proposal that it understands that the WVTA will not accept the proposer's standard terms and conditions and requires good faith negotiation of mutually acceptable terms and conditions.

#### **4.1.1 Existing Contracts**

For any sites identified with start dates later than May 1, 2012 and under contract for services by the responding provider, the responding provider may allow that buyer to exit the existing contract and move to the new terms at the earliest convenient time.

Proposers shall discuss willingness to "buy out" any existing telecommunications carrier's termination/penalty costs to replace any existing services noted in this RFP.

### **4.2 Contract Structure**

Due to the expected variation in proposed responses, the WVTA may enter into contracts in the following manner:

- One or more contracts between the WVTA and the awardee(s) ;

Discuss your company's ability and willingness to accommodate each of these options and any pricing implications that would affect the WVTA as they choose.

### **4.3 RFP and RFP Responses to be Incorporated into Contracts**

Proposers should expect that this RFP, their responses to this RFP, including any "Best and Final Offers" and other related documentation, will be included as exhibits in the final contracts to clarify the parties intentions. The order of precedence will be the final contract, followed by the final responses to the RFP and then the RFP itself.

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## 5 Format of Response

Proposers **MUST** submit their responses in the format sought in this Section 5 or risk penalties during the evaluation phase.

### 5.1 General Instructions

Proposers shall address each numbered item in Sections 1, 2, 3 and 4. Valid responses are:

- a) “\_\_\_\_\_ has read, understands, and will comply.”
- b) “\_\_\_\_\_ has read, understands, and will not comply.”
- c) A descriptive response articulating an understanding and appropriate response where necessary or where the above responses are not relevant to the question/statement.

Unless noted, no response to a specific numbered item shall be considered as agreeing with the RFP requirements.

To respond, the proposer shall copy each numbered heading and respond to the stated requirement. The numbering of all responses must be consistent with the numbering outlined in Sections 1, 2, 3 and 4 of the RFP Proposal. The recommended approach is to use this RFP in Word format and simply address the numbered paragraphs page-by-page.

### 5.2 Organization and Presentation of Proposal

For consistency of Proposals, please submit all Proposals in the following format:

Letter of Transmittal - Include the proposer’s contact information

Executive Summary – A concise overview of the Proposer’s solution.

Tab 1. General Information. Proposer’s acknowledgement of each numbered paragraph in Section 1 of this RFP;

Tab 2. Statement of Work – Proposer’s response to each numbered paragraph identified in Section 2 of this RFP;

Tab 3. Proposer’s Qualifications – Proposer’s response to each numbered paragraph identified in Section 3 of this RFP;

Tab 4. Other Requirements - Proposer’s response to each numbered paragraph identified in Section 3 of this RFP;

Attachments – Please attach any additional information required to communicate your proposed solution. Do not attach the pricing to the main submission (See next Section 5.2.1)

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### **5.2.1 Special Pricing Instructions**

Attachment 1: Pricing Spreadsheets needs to be submitted separately from the main body.

For the paper submission, the pricing needs to be submitted in a separate sealed envelope with the identification of the proposer clearly marked on the outside (one envelope per provider is sufficient despite multiple proposals).

For the electronic submission, proposers simply can attach Attachment 1: Pricing Spreadsheet to the email containing the other submission documents provided that the pricing submission is separate and clearly marked. For the electronic submission, Attachment 1 must be in the proper Excel format.

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## 6 Evaluation Criteria

This section discloses how and by what measure proposals will be evaluated and proposers will be awarded the business for the services sought in this RFP.

The Scoring Matrices in Section 6.3 lists the criteria that will be evaluated for each set of services to be purchased pursuant to this RFP and groups them into weighted categories. The criteria match the major numbered headings in the RFP, so proposers should be sure to address all the relevant sections. Note that Section 2.7 Cost for Eligible Services is the most heavily weighed category, being allocated 40 out of a total 100 points to be assigned.

### 6.1 Evaluators

The West Virginia Telehealth Alliance ultimately is responsible for making final purchasing decisions. To execute that authority, the Alliance will create Evaluation Committees to score the proposals. Evaluation Committees will consist of representatives of the Alliance and the associated WVTA WAN consortium members as the Alliance appoints them.

### 6.2 Scoring

Each Evaluation Committee will score each qualified proposal for a given set of services using the Scoring Matrix in this section. Scoring shall be based on the evaluators' objective conclusions about the provider's final written response to the RFP. A Committee may elect to have each individual evaluator submit his or her own Scoring Matrix and average the responses. Or, the Committee may discuss the proposals together and submit a single Scoring Matrix that reflects the consensus views of the entire Committee. The Alliance will determine the approach at their discretion.

For a given set of services, the qualified proposer who meets all the mandatory specifications and attains the highest point score of all proposers in the Scoring Matrix (possible maximum score of 100) will be awarded the contract.

In keeping with the requirements of the RFP, price is the most heavily weighted factor and overall awards will go to the proposals with the most cost-effective solutions. The Customers explicitly reserve the right to choose higher-priced proposals that score higher overall than lower-priced proposals based on factors other than price.

Neither evaluators nor Evaluation Committees are required to submit Scoring Matrixes for every combination of services sought in this RFP.

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### 6.3 Scoring Matrices

#### 6.3.1 Scoring Matrix 1 - Dedicated WAN Transport

Evaluation Criteria	Possible Score	Evaluator's Score	Comments
<b>1. General Information/Format of Response</b>	<b>5</b>		
<b>2. Statement of Work</b>  <b>2.1 Technical Requirements for Services</b> 2.1.1 Dedicated WAN Transport <b>2.2 Additional Requirements for All Services</b> 2.2.1 Health Care Network Legal and Privacy Requirements <b>2.3 Project Plan and Schedule</b> 2.3.1 Network Testing and Acceptance Plan 2.3.3 Delivery Service Level Agreements <b>2.4 Business Administration Capabilities</b> 2.4.1 Ease of Accounting 2.4.2 Billing Frequency 2.4.3 Dedicated Account Manager 2.4.4 Adherence to FCC RHCPP Rules <b>2.5 Value Added Services</b> <b>2.6 Other Relevant Information</b>	<b>30</b>		
<b>2.7 Cost for Eligible Services (Attachment 1)</b> 2.7.1 Offer "Proposer's Choice" Pricing, if relevant 2.7.2 Bundling/Unbundling of Services 2.7.3 Future Pricing	<b>40</b>		
<b>3. Proposer's Qualifications</b>  <b>3.1 SPIN</b> <b>3.2 Project Experience</b> <b>3.3 Company Financial Stability</b> <b>3.4 Company Ownership</b> <b>3.5 Reference Accounts</b>	<b>20</b>		
<b>4. Other Requirements</b>  <b>4.1 Contracts</b> <b>4.2 Contract Structure</b>	<b>5</b>		
<b>Total Score</b>	<b>100</b>		

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### 6.3.2 Scoring Matrix 2 - WAN Hub Equipment

Evaluation Criteria	Possible Score	Evaluator's Score	Comments
<b>1. General Information/Format of Response</b>	<b>5</b>		
<b>2. Statement of Work</b>  <b>2.1 Technical Requirements for Services</b> 2.1.2 WAN Hub Equipmnt <b>2.2 Additional Requirements for All Services</b> 2.2.1 Health Care Network Legal and Privacy Requirements <b>2.3 Project Plan and Schedule</b> 2.3.2 WAN Hub Equipment Delivery 2.3.3 Delivery Service Level Agreements <b>2.4 Business Administration Capabilities</b> 2.4.1 Ease of Accounting 2.4.2 Billing Frequency 2.4.3 Dedicated Account Manager 2.4.4 Adherence to FCC RHCPP Rules <b>2.5 Value Added Services</b> <b>2.6 Other Relevant Information</b>	<b>30</b>		
<b>2.7 Cost for Eligible Services (Attachment 2)</b> 2.7.1 Offer "Proposer's Choice" Pricing, if relevant 2.7.2 Bundling/Unbundling of Services 2.7.3 Future Pricing	<b>40</b>		
<b>3. Proposer's Qualifications</b>  <b>3.1 SPIN</b> <b>3.2 Project Experience</b> <b>3.3 Company Financial Stability</b> <b>3.4 Company Ownership</b> <b>3.5 Reference Accounts</b>	<b>20</b>		
<b>4. Other Requirements</b>  <b>4.1 Contracts</b> <b>4.2 Contract Structure</b>	<b>5</b>		
<b>Total Score</b>	<b>100</b>		

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### 6.3.3 Scoring Matrix 3 - WAN Hub Equipment Monitoring, Management, and Maintenance Services

Evaluation Criteria	Possible Score	Evaluator's Score	Comments
<b>1. General Information/Format of Response</b>	<b>5</b>		
<b>2. Statement of Work</b>  <b>2.1 Technical Requirements for Services</b> 2.1.3 WAN Hub Equipment Monitoring, Management and Maintenance Services <b>2.2 Additional Requirements for All Services</b> 2.2.1 Health Care Network Legal and Privacy Requirements <b>2.3 Project Plan and Schedule</b> 2.3.3 Delivery Service Level Agreements <b>2.4 Business Administration Capabilities</b> 2.4.1 Ease of Accounting 2.4.2 Billing Frequency 2.4.3 Dedicated Account Manager 2.4.4 Adherence to FCC RHCPP Rules <b>2.5 Value Added Services</b> <b>2.6 Other Relevant Information</b>	<b>30</b>		
<b>2.7 Cost for Eligible Services (Attachment 1)</b> 2.7.1 Offer "Proposer's Choice" Pricing, if relevant 2.7.2 Bundling/Unbundling of Services 2.7.3 Future Pricing	<b>40</b>		
<b>3. Proposer's Qualifications</b>  <b>3.1 SPIN</b> <b>3.2 Project Experience</b> <b>3.3 Company Financial Stability</b> <b>3.4 Company Ownership</b> <b>3.5 Reference Accounts</b>	<b>20</b>		
<b>4. Other Requirements</b>  <b>4.1 Contracts</b> <b>4.2 Contract Structure</b>	<b>5</b>		
<b>Total Score</b>	<b>100</b>		

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### 6.3.4 Scoring Matrix 4 - WAN Hub Equipment Configuration and Implementation Services

Evaluation Criteria	Possible Score	Evaluator's Score	Comments
<b>1. General Information/Format of Response</b>	<b>5</b>		
<b>2. Statement of Work</b>  <b>2.1 Technical Requirements for Services</b> 2.1.4 WAN Hub Equipment Configuration and Implementation Services <b>2.2 Additional Requirements for All Services</b> 2.2.1 Health Care Network Legal and Privacy Requirements <b>2.3 Project Plan and Schedule</b> 2.3.1 Network Testing and Acceptance Plan 2.3.2 Delivery Service Level Agreements <b>2.4 Business Administration Capabilities</b> 2.4.1 Ease of Accounting 2.4.2 Billing Frequency 2.4.3 Dedicated Account Manager 2.4.4 Adherence to FCC RHCPP Rules <b>2.5 Value Added Services</b> <b>2.6 Other Relevant Information</b>	<b>30</b>		
<b>2.7 Cost for Eligible Services (Attachment 3)</b> 2.7.1 Offer "Proposer's Choice" Pricing, if relevant 2.7.2 Bundling/Unbundling of Services 2.7.3 Future Pricing	<b>40</b>		
<b>3. Proposer's Qualifications</b>  <b>3.1 SPIN</b> <b>3.2 Project Experience</b> <b>3.3 Company Financial Stability</b> <b>3.4 Company Ownership</b> <b>3.5 Reference Accounts</b>	<b>20</b>		
<b>4. Other Requirements</b>  <b>4.1 Contracts</b> <b>4.2 Contract Structure</b>	<b>5</b>		
<b>Total Score</b>	<b>100</b>		

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**6.3.5 Scoring Matrix 5 - WAN Hub Equipment Colocation Services**

Evaluation Criteria	Possible Score	Evaluator's Score	Comments
<b>1. General Information/Format of Response</b>	<b>5</b>		
<b>2. Statement of Work</b>  <b>2.1 Technical Requirements for Services</b> 2.1.5 WAN Hub Equipment Colocation Services  <b>2.2 Additional Requirements for All Services</b> 2.2.1 Health Care Network Legal and Privacy Requirements  <b>2.3 Project Plan and Schedule</b> 2.3.1 Network Testing and Acceptance Plan 2.3.2 Delivery Service Level Agreements  <b>2.4 Business Administration Capabilities</b> 2.4.1 Ease of Accounting 2.4.2 Billing Frequency 2.4.3 Dedicated Account Manager 2.4.4 Adherence to FCC RHCPP Rules  <b>2.5 Value Added Services</b> <b>2.6 Other Relevant Information</b>	<b>30</b>		
<b>2.7 Cost for Eligible Services (Attachment 3)</b> 2.7.1 Offer "Proposer's Choice" Pricing, if relevant 2.7.2 Bundling/Unbundling of Services 2.7.3 Future Pricing	<b>40</b>		
<b>3. Proposer's Qualifications</b>  <b>3.1 SPIN</b> <b>3.2 Project Experience</b> <b>3.3 Company Financial Stability</b> <b>3.4 Company Ownership</b> <b>3.5 Reference Accounts</b>	<b>20</b>		
<b>4. Other Requirements</b>  <b>4.1 Contracts</b> <b>4.2 Contract Structure</b>	<b>5</b>		
<b>Total Score</b>	<b>100</b>		

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## Attachment 1: Pricing Spreadsheets - Dedicated WAN Transport

This section provides step-by-step guidance for correctly submitting Attachment 1- Pricing Spreadsheets - WAN Transport. It is extremely important for proposers to follow these instructions to ensure the accurate evaluation of your responses. Proposers that do not follow this format may have their proposals discarded.

The spreadsheet cells are color-coded. Grey cells provide information for the proposers. Green cells need to be filled-in by the proposers. White cells are calculated automatically based on the proposer's inputs.

Attachment 1 includes four spreadsheets as noted below:

- Site ID information
- Response A is for Dedicated WAN Hub Transport - 36 months;
- Response B is for Dedicated WAN Hub Transport - 24 months;
- Response C is for Dedicated WAN Hub Transport - Proposer's Choice;

Note that proposers may include as many Proposer's Choice spreadsheets as necessary to accurately present pricing for creative scenarios. Instructions are the same for each spreadsheet except as explained below.

### Column-By-Column Instructions

Column	Instructions
<b>A</b>	This is the reference circuit ID to keep track of each circuit being proposed.
<b>B</b>	This is the Site ID of the A end of each circuit.
<b>C</b>	This is the Site ID of the Z end of each circuit.
<b>D</b>	This is the start date for service. Note that some locations may seek to start at a later date due to existing service arrangements that are due to expire. All contracts are to be coterminous.
<b>E</b>	This is the total number of months that each site will be served under the coterminous contracts.
<b>F</b>	This is the amount of transport bandwidth sought in Mbps from the site to the WAN Hub Backbone.
<b>G</b>	Proposers should indicate the transport medium for the link (i.e. fiber, copper, licensed wireless, unlicensed wireless).
<b>H</b>	Proposers should indicate the type of transport for the link (e.g Metro Ethernet, Frame Relay).
<b>I</b>	Provide the NRC for the transport link. Providers must disclose the actual NRC for installing the new service.
<b>J</b>	Provide the MRC for the transport link.
<b>K</b>	If there is any additional NRC associated with a managed network offering not already included in Column I's pricing, disclose it here (i.e. extra charge for Layer 3 option).
<b>L</b>	Any additional MRC for managed network services.
<b>M</b>	Proposers must disclose any and all additional NRCs associated with the services they are offering. This includes all taxes and fees. At minimum, providers must disclose taxes and fees at current rates for all the specific services offered.

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<b>N</b>	In this Column, proposers must disclose all the MRC for taxes, fees or additional charges not previously disclosed.
<b>O</b>	The sum of all NRCs, calculated automatically.
<b>P</b>	The sum of all MRCs, calculated automatically.
<b>Q</b>	The total project cost for all services, calculated automatically based on the number of months.
<b>R</b>	This optional column is for proposers to offer any useful clarifying information.

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## Attachment 2: Pricing Spreadsheets - WAN Hub Equipment

This section provides step-by-step guidance for correctly submitting Attachment 2- Pricing Spreadsheets - WAN Hub Equipment. It is extremely important for proposers to follow these instructions to ensure the accurate evaluation of your responses. Proposers that do not follow this format may have their proposals discarded.

The spreadsheet cells are color-coded. Grey cells provide information for the proposers. Green cells need to be filled-in by the proposers. White cells are calculated automatically based on the proposer's inputs.

Attachment 2 includes three spreadsheets as noted below:

Site ID information

Response A is for WAN Hub Equipment - Cisco;

Response B is for WAN Hub Equipment - Proposer's Choice;

Note that proposers may include as many Proposer's Choice spreadsheets as necessary to accurately present pricing for creative scenarios. Instructions are the same for each spreadsheet except as explained below.

### Column-By-Column Instructions

Column	Instructions
A	Site ID
B	Quantity for this line item
C	Cisco product number
D	Description of Cisco product number
E	List Price - From Cisco's pricing sheet as of 11/27/2011
F	Qty x List - Extended List Price calculated as follows: Value in column A * Value in column D
G	Discount (%) - Proposers need to enter the percentage discount being offered for each line item.
H	Extended Price - Calculated as follows: Value in column E * (1-value represented in Column F)

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### **Attachment 3: Pricing Spreadsheets - WAN Hub Equipment Monitoring, Management, and Maintenance Services**

This section provides step-by-step guidance for correctly submitting Attachment 3- Pricing Spreadsheets - WAN Hub Equipment Monitoring, Management, and Maintenance Services. It is extremely important for proposers to follow these instructions to ensure the accurate evaluation of your responses. Proposers that do not follow this format may have their proposals discarded.

The spreadsheet cells are color-coded. Grey cells provide information for the proposers. Green cells need to be filled-in by the proposers. White cells are calculated automatically based on the proposer’s inputs.

Attachment 3 includes four spreadsheets as noted below:

Site ID information

Response A is for WAN Hub Equipment Monitoring, Management, and Maintenance Services - 36 months;

Response B is for WAN Hub Equipment Monitoring, Management, and Maintenance Services - 24 months ;

Response C is for WAN Hub Equipment Monitoring, Management, and Maintenance Services - Proposer’s Choice;

Note that proposers may include as many Proposer’s Choice spreadsheets as necessary to accurately present pricing for creative scenarios. Instructions are the same for each spreadsheet except as explained below.

#### **Column-By-Column Instructions**

<b>Column</b>	<b>Instructions</b>
<b>A</b>	Site ID
<b>B</b>	Cisco Device Type to be monitored, managed, and maintained
<b>C</b>	Description of Cisco product number
<b>D</b>	This is the total number of months that each site will be served under the coterminous contracts.
<b>E</b>	NRC for WAN Hub Equipment Monitoring
<b>F</b>	NRC for WAN Hub Equipment Management - completely vendor managed option
<b>G</b>	NRC for WAN Hub Equipment Management - co-managed (vendor and customer) option
<b>H</b>	NRC for WAN Hub Equipment Maintenance
<b>I</b>	MRC for WAN Hub Equipment Monitoring
<b>J</b>	MRC for WAN Hub Equipment Management - completely vendor managed option
<b>K</b>	MRC for WAN Hub Equipment Management - co-managed (vendor and customer) option
<b>L</b>	MRC for WAN Hub Equipment Maintenance
<b>M</b>	Total Cost of Scenario 1 (Monitoring and Full Management) Sum of Columns E, F, I, and J for term specified in Column D.
<b>N</b>	Total Cost of Scenario 2 (Monitoring and Co- Management) Sum of Columns E, G, I, and K for term specified in Column D.
<b>O</b>	Total Cost of Scenario 3 (Monitoring, Full Management, and Maint) Sum of Columns E, F, H, I, J, and L for term specified in Column D.
<b>P</b>	Total Cost of Scenario 4 (Monitoring, Co- Management, and Maint) Sum of Columns E, G, H, I, K, and L for term specified in Column D.
<b>Q</b>	This optional column is for proposers to offer any useful clarifying information.

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## **Attachment 4: Pricing Spreadsheets - WAN Hub Equipment Configuration and Implementation Services**

This section provides step-by-step guidance for correctly submitting Attachment 4- Pricing Spreadsheets - WAN Hub Equipment Configuration and Implementation Services. It is extremely important for proposers to follow these instructions to ensure the accurate evaluation of your responses. Proposers that do not follow this format may have their proposals discarded.

The spreadsheet cells are color-coded. Grey cells provide information for the proposers. Green cells need to be filled-in by the proposers. White cells are calculated automatically based on the proposer's inputs.

Attachment 4 includes three spreadsheets as noted below:

Site ID information

Response A is for WAN Hub Equipment Configuration and Implementation Services;

Response B is for WAN Hub Equipment Configuration and Implementation Services - Proposer's Choice;

Note that proposers may include as many Proposer's Choice spreadsheets as necessary to accurately present pricing for creative scenarios. Instructions are the same for each spreadsheet except as explained below.

### **Column-By-Column Instructions**

<b>Column</b>	<b>Instructions</b>
<b>A</b>	Site ID
<b>B</b>	Cisco Device Type to be configured and implemented
<b>C</b>	Description of Cisco product number
<b>D</b>	Price for WAN Hub Equipment Configuration Services
<b>E</b>	Price for WAN Hub Equipment Implementation Services
<b>F</b>	Price for Both WAN Hub Equipment Configuration and Implementation Services
<b>G</b>	This optional column is for proposers to offer any useful clarifying information.

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## **Attachment 5: Pricing Spreadsheets - WAN Hub Equipment Colocation Services**

This section provides step-by-step guidance for correctly submitting Attachment 5- Pricing Spreadsheets - WAN Hub Equipment Colocation Services. It is extremely important for proposers to follow these instructions to ensure the accurate evaluation of your responses. Proposers that do not follow this format may have their proposals discarded.

The spreadsheet cells are color-coded. Grey cells provide information for the proposers. Green cells need to be filled-in by the proposers. White cells are calculated automatically based on the proposer's inputs.

Attachment 5 includes two spreadsheets as noted below:

- Response A is for WAN Hub Equipment Colocation Services - 36 months;
- Response B is for WAN Hub Equipment Colocation Services - 24 months;
- Response C is for WAN Hub Equipment Colocation Services - Proposer's Choice;

Note that proposers may include as many Proposer's Choice spreadsheets as necessary to accurately present pricing for creative scenarios. Instructions are the same for each spreadsheet except as explained below.

### **Column-By-Column Instructions**

<b>Column</b>	<b>Instructions</b>
<b>A</b>	Site ID
<b>B</b>	Cisco Device Type to be collocated
<b>C</b>	Description of Cisco product number
<b>D</b>	This is the total number of months that each site will be served under the coterminous contracts.
<b>E</b>	NRC for WAN Hub Equipment Colocation Services
<b>F</b>	MRC for WAN Hub Equipment Colocation Services
<b>G</b>	Total Cost for WAN Hub Equipment Colocation Services for term specified in Column D.
<b>H</b>	This optional column is for proposers to offer any useful clarifying information.

WVTA RHCPP WAN Internet RFP- Attachement 1: Pricing Spreadsheets

	A	B	C	D	E	F	G
	Site ID	Site Name	Site Street Address	City	State	Zip Code	Location Phone Number
1							
2	WANHub1 (WVUHS1)	Ruby	1 Medical Center Drive	Morgantown	WV	26505	304-598-4000
3	WANHub2 (CHNWV5)	Community Health Network of WV - Colocation Facility	500 Summers St	Charleston	WV	25301	304-201-5700
4	WANHub3 (Marshall1)	Marshall University Drinko Library	410 Hal Greer Blvd	Huntington	WV	25755	304-696-6706
5	CAMC63	CAMC - General Hospital	501 Morris Street	Charleston	WV	25301	304-388-5432
6	MHHS1	Minnie Hamilton Health System	186 Hospital Dr	Grantsville	WV	26147	304-354-9244
7	VHSI6	Valley Health Systems, Inc.	2585 Third Avenue	Huntington	WV	25703	304-525-3334
8	WHI1	Wheeling Hospital, Inc.	1 Medical Park	Wheeling	WV	26003	304-243-3000

	A	H
	Site ID	Notes
1		
2	WANHub1 (WVUHS1)	
3	WANHub2 (CHNWV5)	
4	WANHub3 (Marshall1)	
5	CAMC63	
6	MHHS1	
7	VHSI6	
8	WHI1	

WVTA RHCPP WAN Internet RFP- Attachement 1: Pricing Spreadsheets

	A	B	C	D	E	F	G	H	I	J
1	Option 1.	Dedicated WAN Transport - 36 Months			Transport Parameters				Charges for Transport Services	
2	RFP Circuit Reference ID	Site ID - Circuit A End	Site ID - Circuit Z End	Service Start Date	Term of Service (Months)	WAN Bandwidth (Mbps)	Transport Medium	Transport Type	Non-Recurring Charge	Monthly Recurring Charge
3	WANHub-ckt01	CHNWV5	WANHub2	1-May-12	36	10.0			0	0
4	WANHub-ckt02	WANHub2	CHNWV Verizon MPLS WAN	1-May-12	36	100.0				
5	WANHub-ckt03	CAMC63	WANHub2	1-May-12	36	100.0				
6	WANHub-ckt04	VHSI6	WANHub3	1-May-12	36	10.0				
7	WANHub-ckt05	WVUHS1	WANHub1	1-May-12	36	100.0			0	0
8	WANHub-ckt06	MHHS1	WANHub1	1-May-12	36	100.0				
9	WANHub-ckt07	WHI1	WANHub1	1-May-12	36	10.0				
10	WANHub-ckt08	Marshall1	WANHub3	1-May-12	36	100.0			0	0
11	WANHub-ckt09	WANHub1	WANHub2	1-May-12	36	100.0				
12	WANHub-ckt10	WANHub2	WANHub3	1-May-12	36	100.0				
13	WANHub-ckt11	WANHub3	WANHub1	1-May-12	36	100.0				
14	<b>Total</b>				<b>396</b>	<b>830.0</b>			<b>\$ -</b>	<b>\$ -</b>

	A	K	L	M	N	O
1	<b>Option 1.</b>	<b>Additional Charges for Managed Network Services (If Applicable)</b>		<b>Other Additional Costs (i.e. Taxes and Fees)</b>		
2	<b>RFP Circuit Reference ID</b>	<b>Non-Recurring Charge</b>	<b>Monthly Recurring Charge</b>	<b>Non-Recurring Charge</b>	<b>Monthly Recurring Charge</b>	<b>Sum of Non-Recurring Charges</b>
3	WANHub-ckt01	0	0	0	0	\$ -
4	WANHub-ckt02					\$ -
5	WANHub-ckt03					\$ -
6	WANHub-ckt04					\$ -
7	WANHub-ckt05	0	0	0	0	\$ -
8	WANHub-ckt06					\$ -
9	WANHub-ckt07					\$ -
10	WANHub-ckt08	0	0	0	0	\$ -
11	WANHub-ckt09					\$ -
12	WANHub-ckt10					\$ -
13	WANHub-ckt11					\$ -
14	<b>Total</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>

	A	P	Q	R
1	<b>Option 1.</b>	<b>Cost Summary</b>		
2	<b>RFP Circuit Reference ID</b>	<b>Sum of Monthly Recurring Charges</b>	<b>Total Charges All Services Full Term</b>	<b>Provider Notes</b>
3	WANHub-ckt01	\$ -	\$ -	Internal Connection from Site Customer Equipment to WAN Hub Equipment
4	WANHub-ckt02	\$ -	\$ -	
5	WANHub-ckt03	\$ -	\$ -	
6	WANHub-ckt04	\$ -	\$ -	
7	WANHub-ckt05	\$ -	\$ -	Internal Connection from Site Customer Equipment to WAN Hub Equipment
8	WANHub-ckt06	\$ -	\$ -	
9	WANHub-ckt07	\$ -	\$ -	
10	WANHub-ckt08	\$ -	\$ -	Internal Connection from Site Customer Equipment to WAN Hub Equipment
11	WANHub-ckt09	\$ -	\$ -	
12	WANHub-ckt10	\$ -	\$ -	
13	WANHub-ckt11	\$ -	\$ -	
14	<b>Total</b>	\$ -	\$ -	

	A	S
1	Option 1.	
2	RFP Circuit Reference ID	
3	WANHub-ckt01	
4	WANHub-ckt02	
5	WANHub-ckt03	
6	WANHub-ckt04	
7	WANHub-ckt05	
8	WANHub-ckt06	
9	WANHub-ckt07	
10	WANHub-ckt08	
11	WANHub-ckt09	
12	WANHub-ckt10	
13	WANHub-ckt11	
14	<b>Total</b>	

WVTA RHCPP WAN Internet RFP- Attachement 1: Pricing Spreadsheets

	A	B	C	D	E	F	G	H	I	J
1	Option 2.	Dedicated WAN Transport - 24 Months			Transport Parameters				Charges for Transport Services	
2	RFP Circuit Reference ID	Site ID - Circuit A End	Site ID - Circuit Z End	Service Start Date	Term of Service (Months)	WAN Bandwidth (Mbps)	Transport Medium	Transport Type	Non-Recurring Charge	Monthly Recurring Charge
3	WANHub-ckt01	CHNWV5	WANHub2	1-May-12	24	10.0			0	0
4	WANHub-ckt02	WANHub2	CHNWV Verizon MPLS WAN	1-May-12	24	100.0				
5	WANHub-ckt03	CAMC63	WANHub2	1-May-12	24	100.0				
6	WANHub-ckt04	VHSI6	WANHub3	1-May-12	24	10.0				
7	WANHub-ckt05	WVUHS1	WANHub1	1-May-12	24	100.0			0	0
8	WANHub-ckt06	MHHS1	WANHub1	1-May-12	24	100.0				
9	WANHub-ckt07	WHI1	WANHub1	1-May-12	24	10.0				
10	WANHub-ckt08	Marshall1	WANHub3	1-May-12	24	100.0			0	0
11	WANHub-ckt09	WANHub1	WANHub2	1-May-12	24	100.0				
12	WANHub-ckt10	WANHub2	WANHub3	1-May-12	24	100.0				
13	WANHub-ckt11	WANHub3	WANHub1	1-May-12	24	100.0				
14	<b>Total</b>				<b>264</b>	<b>830.0</b>			<b>\$ -</b>	<b>\$ -</b>

	A	K	L	M	N	O
1	<b>Option 2.</b>	<b>Additional Charges for Managed Network Services (If Applicable)</b>		<b>Other Additional Costs (i.e. Taxes and Fees)</b>		
2	<b>RFP Circuit Reference ID</b>	<b>Non-Recurring Charge</b>	<b>Monthly Recurring Charge</b>	<b>Non-Recurring Charge</b>	<b>Monthly Recurring Charge</b>	<b>Sum of Non-Recurring Charges</b>
3	WANHub-ckt01	0	0	0	0	\$ -
4	WANHub-ckt02					\$ -
5	WANHub-ckt03					\$ -
6	WANHub-ckt04					\$ -
7	WANHub-ckt05	0	0	0	0	\$ -
8	WANHub-ckt06					\$ -
9	WANHub-ckt07					\$ -
10	WANHub-ckt08	0	0	0	0	\$ -
11	WANHub-ckt09					\$ -
12	WANHub-ckt10					\$ -
13	WANHub-ckt11					\$ -
14	<b>Total</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>

	A	P	Q	R
1	<b>Option 2.</b>	<b>Cost Summary</b>		
2	<b>RFP Circuit Reference ID</b>	<b>Sum of Monthly Recurring Charges</b>	<b>Total Charges All Services Full Term</b>	<b>Provider Notes</b>
3	WANHub-ckt01	\$ -	\$ -	Internal Connection from Site Customer Equipment to WAN Hub Equipment
4	WANHub-ckt02	\$ -	\$ -	
5	WANHub-ckt03	\$ -	\$ -	
6	WANHub-ckt04	\$ -	\$ -	
7	WANHub-ckt05	\$ -	\$ -	Internal Connection from Site Customer Equipment to WAN Hub Equipment
8	WANHub-ckt06	\$ -	\$ -	
9	WANHub-ckt07	\$ -	\$ -	
10	WANHub-ckt08	\$ -	\$ -	Internal Connection from Site Customer Equipment to WAN Hub Equipment
11	WANHub-ckt09	\$ -	\$ -	
12	WANHub-ckt10	\$ -	\$ -	
13	WANHub-ckt11	\$ -	\$ -	
14	<b>Total</b>	\$ -	\$ -	

	A	S
1	Option 2.	
2	RFP Circuit Reference ID	
3	WANHub-ckt01	
4	WANHub-ckt02	
5	WANHub-ckt03	
6	WANHub-ckt04	
7	WANHub-ckt05	
8	WANHub-ckt06	
9	WANHub-ckt07	
10	WANHub-ckt08	
11	WANHub-ckt09	
12	WANHub-ckt10	
13	WANHub-ckt11	
14	<b>Total</b>	

WVTA RHCPP WAN Internet RFP- Attachement 1: Pricing Spreadsheets

	A	B	C	D	E	F	G	H	I	J
1	Option 3.	Dedicated WAN Transport - Proposer's Choice			Transport Parameters				Charges for Transport Services	
2	RFP Circuit Reference ID	Site ID - Circuit A End	Site ID - Circuit Z End	Service Start Date	Term of Service (Months)	WAN Bandwidth (Mbps)	Transport Medium	Transport Type	Non-Recurring Charge	Monthly Recurring Charge
3	WANHub-ckt01	CHNWV5	WANHub2	1-May-12					0	0
4	WANHub-ckt02	WANHub2	CHNWV Verizon MPLS WAN	1-May-12						
5	WANHub-ckt03	CAMC63	WANHub2	1-May-12						
6	WANHub-ckt04	VHSI6	WANHub3	1-May-12						
7	WANHub-ckt05	WVUHS1	WANHub1	1-May-12					0	0
8	WANHub-ckt06	MHHS1	WANHub1	1-May-12						
9	WANHub-ckt07	WHI1	WANHub1	1-May-12						
10	WANHub-ckt08	Marshall1	WANHub3	1-May-12					0	0
11	WANHub-ckt09	WANHub1	WANHub2	1-May-12						
12	WANHub-ckt10	WANHub2	WANHub3	1-May-12						
13	WANHub-ckt11	WANHub3	WANHub1	1-May-12						
14	<b>Total</b>				<b>0</b>	<b>0.0</b>			<b>\$ -</b>	<b>\$ -</b>

	A	K	L	M	N	O
1	<b>Option 3.</b>	<b>Additional Charges for Managed Network Services (If Applicable)</b>		<b>Other Additional Costs (i.e. Taxes and Fees)</b>		
2	<b>RFP Circuit Reference ID</b>	<b>Non-Recurring Charge</b>	<b>Monthly Recurring Charge</b>	<b>Non-Recurring Charge</b>	<b>Monthly Recurring Charge</b>	<b>Sum of Non-Recurring Charges</b>
3	WANHub-ckt01	0	0	0	0	\$ -
4	WANHub-ckt02					\$ -
5	WANHub-ckt03					\$ -
6	WANHub-ckt04					\$ -
7	WANHub-ckt05	0	0	0	0	\$ -
8	WANHub-ckt06					\$ -
9	WANHub-ckt07					\$ -
10	WANHub-ckt08	0	0	0	0	\$ -
11	WANHub-ckt09					\$ -
12	WANHub-ckt10					\$ -
13	WANHub-ckt11					\$ -
14	<b>Total</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>

	A	P	Q	R
1	<b>Option 3.</b>	<b>Cost Summary</b>		
2	<b>RFP Circuit Reference ID</b>	<b>Sum of Monthly Recurring Charges</b>	<b>Total Charges All Services Full Term</b>	<b>Provider Notes</b>
3	WANHub-ckt01	\$ -	\$ -	Internal Connection from Site Customer Equipment to WAN Hub Equipment
4	WANHub-ckt02	\$ -	\$ -	
5	WANHub-ckt03	\$ -	\$ -	
6	WANHub-ckt04	\$ -	\$ -	
7	WANHub-ckt05	\$ -	\$ -	Internal Connection from Site Customer Equipment to WAN Hub Equipment
8	WANHub-ckt06	\$ -	\$ -	
9	WANHub-ckt07	\$ -	\$ -	
10	WANHub-ckt08	\$ -	\$ -	Internal Connection from Site Customer Equipment to WAN Hub Equipment
11	WANHub-ckt09	\$ -	\$ -	
12	WANHub-ckt10	\$ -	\$ -	
13	WANHub-ckt11	\$ -	\$ -	
14	<b>Total</b>	\$ -	\$ -	

	A	S
1	Option 3.	
2	RFP Circuit Reference ID	
3	WANHub-ckt01	
4	WANHub-ckt02	
5	WANHub-ckt03	
6	WANHub-ckt04	
7	WANHub-ckt05	
8	WANHub-ckt06	
9	WANHub-ckt07	
10	WANHub-ckt08	
11	WANHub-ckt09	
12	WANHub-ckt10	
13	WANHub-ckt11	
14	<b>Total</b>	

WVTA RHCPP WAN Internet RFP- Attachement 1: Pricing Spreadsheets

	A	B	C	D	E	F	G
	Site ID	Site Name	Site Street Address	City	State	Zip Code	Location Phone Number
1							
2	WANHub1 (WVUHS1)	Ruby	1 Medical Center Drive	Morgantown	WV	26505	304-598-4000
3	WANHub2 (CHNWV5)	Community Health Network of WV - Colocation Facility	500 Summers St	Charleston	WV	25301	304-201-5700
4	WANHub3 (Marshall1)	Marshall University Drinko Library	410 Hal Greer Blvd	Huntington	WV	25755	304-696-6706
5	CAMC63	CAMC - General Hospital	501 Morris Street	Charleston	WV	25301	304-388-5432
6	MHHS1	Minnie Hamilton Health System	186 Hospital Dr	Grantsville	WV	26147	304-354-9244
7	VHSI6	Valley Health Systems, Inc.	2585 Third Avenue	Huntington	WV	25703	304-525-3334
8	WHI1	Wheeling Hospital, Inc.	1 Medical Park	Wheeling	WV	26003	304-243-3000

	A	H
	Site ID	Notes
1		
2	WANHub1 (WVUHS1)	
3	WANHub2 (CHNWV5)	
4	WANHub3 (Marshall1)	
5	CAMC63	
6	MHHS1	
7	VHSI6	
8	WHI1	

## Equipment Option 1 - Cisco Equipment

### Equipment for WANHub1

Quantity	Product Number
1	ASR1006-10G-HA/K9
1	ASR1000-RP1-BUN
1	M-ASR1K-RP1-4GB
1	M-ASR1K-HDD-40GB
1	ASR1000-RP1-BUN
1	M-ASR1K-RP1-4GB
1	M-ASR1K-HDD-40GB
1	ASR1000-SIP10-BUN
2	ASR1006-PWR-AC
2	CAB-9K20A-NA
1	Included: ASR1000-SPA
1	Included: ASR1000-SPA
2	Included: ASR1000-ESP10
1	Included: SASR1R1-AESK9-31S
1	SPA-2X1GE-V2
1	SFP-GE-T
1	SFP-GE-S
1	SPA-8X1FE-TX-V2
1	FLASR1-IPSEC-RTU
1	FLASR1-FW-RTU
6	CON-SNTE-ASRESP10
3	CON-SNTE-ASRRP1B
3	CON-SNTE-ASRRP1B
3	CON-SNTE-ASRSIPB
3	CON-SNTE-610GHAK9
3	CON-SNTE-SASR1R11
3	CON-SNTE-2X1GEV2
3	CON-SNTE-8X1FETV2

### Equipment for WANHub2

Quantity	Product Number
1	ASR1006-10G-HA/K9
1	ASR1000-RP1-BUN
1	M-ASR1K-RP1-4GB
1	M-ASR1K-HDD-40GB
1	ASR1000-RP1-BUN
1	M-ASR1K-RP1-4GB
1	M-ASR1K-HDD-40GB
1	ASR1000-SIP10-BUN
2	ASR1006-PWR-AC
2	CAB-9K20A-NA
1	Included: ASR1000-SPA
1	Included: ASR1000-SPA

2	Included: ASR1000-ESP10
1	Included: SASR1R1-AESK9-31S
1	SPA-2X1GE-V2
1	SFP-GE-T
1	SFP-GE-S
1	SPA-8X1FE-TX-V2
1	FLASR1-IPSEC-RTU
1	FLASR1-FW-RTU
6	CON-SNTE-ASRESP10
3	CON-SNTE-ASRRP1B
3	CON-SNTE-ASRRP1B
3	CON-SNTE-ASRSIPB
3	CON-SNTE-610GHAK9
3	CON-SNTE-SASR1R11
3	CON-SNTE-2X1GEV2
3	CON-SNTE-8X1FETV2

**er for WANHub3**

<b>Quantity</b>	<b>Product Number</b>
1	ASR1006-10G-HA/K9
1	ASR1000-RP1-BUN
1	M-ASR1K-RP1-4GB
1	M-ASR1K-HDD-40GB
1	ASR1000-RP1-BUN
1	M-ASR1K-RP1-4GB
1	M-ASR1K-HDD-40GB
1	ASR1000-SIP10-BUN
2	ASR1006-PWR-AC
2	CAB-9K20A-NA
1	Included: ASR1000-SPA
1	Included: ASR1000-SPA
2	Included: ASR1000-ESP10
1	Included: SASR1R1-AESK9-31S
1	SPA-2X1GE-V2
1	SFP-GE-T
1	SFP-GE-S
1	SPA-8X1FE-TX-V2
1	FLASR1-IPSEC-RTU
1	FLASR1-FW-RTU
6	CON-SNTE-ASRESP10
3	CON-SNTE-ASRRP1B
3	CON-SNTE-ASRRP1B
3	CON-SNTE-ASRSIPB
3	CON-SNTE-610GHAK9
3	CON-SNTE-SASR1R11
3	CON-SNTE-2X1GEV2
3	CON-SNTE-8X1FETV2

**VANHub2 VPN Terminations**

Quantity	Product Number
1	ASA5520-BUN-K9
1	CAB-AC
1	SF-ASA-8.4-K8
1	ASA-AC-E-5520
1	ASA5520-VPN-PL
1	ASA5500-ENCR-K9
1	ASA-VPN-CLNT-K9
1	SSM-BLANK
1	ASA-180W-PWR-AC
1	ASA-ANYCONN-CSD-K9
3	CON-SNTE-AS2BUNK9

**Community Health Network WV (CHNWV)**

Quantity	Product Number
1	ASA5520-BUN-K9
1	CAB-AC
1	SF-ASA-8.4-K8
1	ASA5520-VPN-PL
1	ASA5500-ENCR-K9
1	ASA-VPN-CLNT-K9
1	SSM-BLANK
1	ASA-180W-PWR-AC
1	ASA-ANYCONN-CSD-K9
3	CON-SNTE-AS2BUNK9

**Charleston Area Medical Center (CAMC)**

Quantity	Product Number
1	ASA5520-BUN-K9
1	CAB-AC
1	SF-ASA-8.4-K8
1	ASA5520-VPN-PL
1	ASA5500-ENCR-K9
1	ASA-VPN-CLNT-K9
1	SSM-BLANK
1	ASA-180W-PWR-AC
1	ASA-ANYCONN-CSD-K9
3	CON-SNTE-AS2BUNK9

**Valley Health Systems Inc. (VHSI)**

Quantity	Product Number
1	ASA5520-BUN-K9
1	CAB-AC
1	SF-ASA-8.4-K8
1	ASA5520-VPN-PL

1	ASA5500-ENCR-K9
1	ASA-VPN-CLNT-K9
1	SSM-BLANK
1	ASA-180W-PWR-AC
1	ASA-ANYCONN-CSD-K9
3	CON-SNTE-AS2BUNK9

**VV United Health System/WV University Health Associates (WVUHS/UHA)**

Quantity	Product Number
1	ASA5520-BUN-K9
1	CAB-AC
1	SF-ASA-8.4-K8
1	ASA5520-VPN-PL
1	ASA5500-ENCR-K9
1	ASA-VPN-CLNT-K9
1	SSM-BLANK
1	ASA-180W-PWR-AC
1	ASA-ANYCONN-CSD-K9
3	CON-SNTE-AS2BUNK9

**Minnie Hamilton Health System (MHHS)**

Quantity	Product Number
1	ASA5520-BUN-K9
1	CAB-AC
1	SF-ASA-8.4-K8
1	ASA5520-VPN-PL
1	ASA5500-ENCR-K9
1	ASA-VPN-CLNT-K9
1	SSM-BLANK
1	ASA-180W-PWR-AC
1	ASA-ANYCONN-CSD-K9
3	CON-SNTE-AS2BUNK9

**Wheeling Hospital Inc. (WHI)**

Quantity	Product Number
1	ASA5520-BUN-K9
1	CAB-AC
1	SF-ASA-8.4-K8
1	ASA5520-VPN-PL
1	ASA5500-ENCR-K9
1	ASA-VPN-CLNT-K9
1	SSM-BLANK
1	ASA-180W-PWR-AC
1	ASA-ANYCONN-CSD-K9
3	CON-SNTE-AS2BUNK9

Quantity	Product Number
1	ASA5520-BUN-K9
1	CAB-AC
1	SF-ASA-8.4-K8
1	ASA5520-VPN-PL
1	ASA5500-ENCR-K9
1	ASA-VPN-CLNT-K9
1	SSM-BLANK
1	ASA-180W-PWR-AC
1	ASA-ANYCONN-CSD-K9
3	CON-SNTE-AS2BUNK9

**Independent Site 1 - Beckley Health Right Clinic**

Quantity	Product Number
1	ASA5505-50-BUN-K9
1	CAB-AC-C5
1	SF-ASA5505-8.4-K8
1	ASA-AC-E-5505
1	ASA5505-PWR-AC
1	SSC-BLANK
1	ASA-ANYCONN-CSD-K9
1	ASA5500-ENCR-K9
1	ASA5505-SW-50
3	CON-SNTE-AS5B50K9

**Independent Site 2 - WV Health Right, Inc**

Quantity	Product Number
1	ASA5505-50-BUN-K9
1	CAB-AC-C5
1	SF-ASA5505-8.4-K8
1	ASA-AC-E-5505
1	ASA5505-PWR-AC
1	SSC-BLANK
1	ASA-ANYCONN-CSD-K9
1	ASA5500-ENCR-K9
1	ASA5505-SW-50
3	CON-SNTE-AS5B50K9

<b>Description</b>	<b>List Price</b>	<b>Qty x List</b>
ASR1006 HA Bundle w/ 2xESP-10G,2xRP1, SIP10,AESK9	\$112,000.00	\$112,000.00
Cisco ASR1000 Route Processor 1, 4GB DRAM,Bundle Component	\$0.00	\$0.00
Cisco ASR1000 RP1 4GB DRAM	\$0.00	\$0.00
Cisco ASR1000 RP1 40GB HDD	\$0.00	\$0.00
Cisco ASR1000 Route Processor 1, 4GB DRAM,Bundle Component	\$0.00	\$0.00
Cisco ASR1000 RP1 4GB DRAM	\$0.00	\$0.00
Cisco ASR1000 RP1 40GB HDD	\$0.00	\$0.00
Cisco ASR1000 SPA Interface Processor 10, Bundle Component	\$0.00	\$0.00
Cisco ASR1006 AC Power Supply	\$0.00	\$0.00
Power Cord, 125VAC 20A NEMA 5-20 Plug, North America/Japan	\$0.00	\$0.00
SPA for ASR1000; No Physical Part; For Tracking Only	\$0.00	\$0.00
SPA for ASR1000; No Physical Part; For Tracking Only	\$0.00	\$0.00
Cisco ASR1000 Embedded Services Processor, 10G	\$0.00	\$0.00
Cisco ASR 1000 Series RP1 ADVANCED ENTERPRISE SERVICES	\$0.00	\$0.00
Cisco 2-Port Gigabit Ethernet Shared Port Adapter	\$10,000.00	\$10,000.00
1000BASE-T SFP (NEBS 3 ESD)	\$440.00	\$440.00
1000BASE-SX SFP (DOM)	\$550.00	\$550.00
Cisco 8-Port Fast Ethernet (TX) Shared Port Adapter	\$15,000.00	\$15,000.00
Encryption Right-To-Use Feature Lic for ASR1000 Series	\$10,000.00	\$10,000.00
Firewall Right-To-Use Feature Lic for ASR1000 Series	\$10,000.00	\$10,000.00
SMARTNET 8X5X4 Cisco ASR1000 Embedded Services Processo	\$5,012.00	\$30,072.00
SMARTNET 8X5X4 Cisco ASR1000 Route Processor 1	\$1,114.00	\$3,342.00
SMARTNET 8X5X4 Cisco ASR1000 Route Processor 1	\$1,114.00	\$3,342.00
SMARTNET 8X5X4 Cisco ASR1000 SPA Interface Processor	\$742.00	\$2,226.00
SMARTNET 8X5X4 ASR1006 HA Bundle w/2xESP-10G,2xRP1	\$1,485.00	\$4,455.00
SMARTNET 8X5X4 Cisco ASR 1000 Series RP1 ADVANCED ENT	\$640.00	\$1,920.00
SMARTNET 8X5X4 2-Pt Gigabit Enet Shard Pt Adptr	\$580.00	\$1,740.00
SMARTNET 8X5X4 8-Pt Fast Enet TX Shared Pt Adptr	\$870.00	\$2,610.00

<b>Description</b>	<b>List Price</b>	<b>Qty x List</b>
ASR1006 HA Bundle w/ 2xESP-10G,2xRP1, SIP10,AESK9	\$112,000.00	\$112,000.00
Cisco ASR1000 Route Processor 1, 4GB DRAM,Bundle Component	\$0.00	\$0.00
Cisco ASR1000 RP1 4GB DRAM	\$0.00	\$0.00
Cisco ASR1000 RP1 40GB HDD	\$0.00	\$0.00
Cisco ASR1000 Route Processor 1, 4GB DRAM,Bundle Component	\$0.00	\$0.00
Cisco ASR1000 RP1 4GB DRAM	\$0.00	\$0.00
Cisco ASR1000 RP1 40GB HDD	\$0.00	\$0.00
Cisco ASR1000 SPA Interface Processor 10, Bundle Component	\$0.00	\$0.00
Cisco ASR1006 AC Power Supply	\$0.00	\$0.00
Power Cord, 125VAC 20A NEMA 5-20 Plug, North America/Japan	\$0.00	\$0.00
SPA for ASR1000; No Physical Part; For Tracking Only	\$0.00	\$0.00
SPA for ASR1000; No Physical Part; For Tracking Only	\$0.00	\$0.00

Cisco ASR1000 Embedded Services Processor, 10G	\$0.00	\$0.00
Cisco ASR 1000 Series RP1 ADVANCED ENTERPRISE SERVICES	\$0.00	\$0.00
Cisco 2-Port Gigabit Ethernet Shared Port Adapter	\$10,000.00	\$10,000.00
1000BASE-T SFP (NEBS 3 ESD)	\$440.00	\$440.00
1000BASE-SX SFP (DOM)	\$550.00	\$550.00
Cisco 8-Port Fast Ethernet (TX) Shared Port Adapter	\$15,000.00	\$15,000.00
Encryption Right-To-Use Feature Lic for ASR1000 Series	\$10,000.00	\$10,000.00
Firewall Right-To-Use Feature Lic for ASR1000 Series	\$10,000.00	\$10,000.00
SMARTNET 8X5X4 Cisco ASR1000 Embedded Services Processo	\$5,012.00	\$30,072.00
SMARTNET 8X5X4 Cisco ASR1000 Route Processor 1	\$1,114.00	\$3,342.00
SMARTNET 8X5X4 Cisco ASR1000 Route Processor 1	\$1,114.00	\$3,342.00
SMARTNET 8X5X4 Cisco ASR1000 SPA Interface Processor	\$742.00	\$2,226.00
SMARTNET 8X5X4 ASR1006 HA Bundle w/2xESP-10G,2xRP1	\$1,485.00	\$4,455.00
SMARTNET 8X5X4 Cisco ASR 1000 Series RP1 ADVANCED ENT	\$640.00	\$1,920.00
SMARTNET 8X5X4 2-Pt Gigabit Enet Shard Pt Adptr	\$580.00	\$1,740.00
SMARTNET 8X5X4 8-Pt Fast Enet TX Shared Pt Adptr	\$870.00	\$2,610.00

Description	List Price	Qty x List
ASR1006 HA Bundle w/ 2xESP-10G,2xRP1, SIP10,AESK9	\$112,000.00	\$112,000.00
Cisco ASR1000 Route Processor 1, 4GB DRAM,Bundle Component	\$0.00	\$0.00
Cisco ASR1000 RP1 4GB DRAM	\$0.00	\$0.00
Cisco ASR1000 RP1 40GB HDD	\$0.00	\$0.00
Cisco ASR1000 Route Processor 1, 4GB DRAM,Bundle Component	\$0.00	\$0.00
Cisco ASR1000 RP1 4GB DRAM	\$0.00	\$0.00
Cisco ASR1000 RP1 40GB HDD	\$0.00	\$0.00
Cisco ASR1000 SPA Interface Processor 10, Bundle Component	\$0.00	\$0.00
Cisco ASR1006 AC Power Supply	\$0.00	\$0.00
Power Cord, 125VAC 20A NEMA 5-20 Plug, North America/Japan	\$0.00	\$0.00
SPA for ASR1000; No Physical Part; For Tracking Only	\$0.00	\$0.00
SPA for ASR1000; No Physical Part; For Tracking Only	\$0.00	\$0.00
Cisco ASR1000 Embedded Services Processor, 10G	\$0.00	\$0.00
Cisco ASR 1000 Series RP1 ADVANCED ENTERPRISE SERVICES	\$0.00	\$0.00
Cisco 2-Port Gigabit Ethernet Shared Port Adapter	\$10,000.00	\$10,000.00
1000BASE-T SFP (NEBS 3 ESD)	\$440.00	\$440.00
1000BASE-SX SFP (DOM)	\$550.00	\$550.00
Cisco 8-Port Fast Ethernet (TX) Shared Port Adapter	\$15,000.00	\$15,000.00
Encryption Right-To-Use Feature Lic for ASR1000 Series	\$10,000.00	\$10,000.00
Firewall Right-To-Use Feature Lic for ASR1000 Series	\$10,000.00	\$10,000.00
SMARTNET 8X5X4 Cisco ASR1000 Embedded Services Processo	\$5,012.00	\$30,072.00
SMARTNET 8X5X4 Cisco ASR1000 Route Processor 1	\$1,114.00	\$3,342.00
SMARTNET 8X5X4 Cisco ASR1000 Route Processor 1	\$1,114.00	\$3,342.00
SMARTNET 8X5X4 Cisco ASR1000 SPA Interface Processor	\$742.00	\$2,226.00
SMARTNET 8X5X4 ASR1006 HA Bundle w/2xESP-10G,2xRP1	\$1,485.00	\$4,455.00
SMARTNET 8X5X4 Cisco ASR 1000 Series RP1 ADVANCED ENT	\$640.00	\$1,920.00
SMARTNET 8X5X4 2-Pt Gigabit Enet Shard Pt Adptr	\$580.00	\$1,740.00
SMARTNET 8X5X4 8-Pt Fast Enet TX Shared Pt Adptr	\$870.00	\$2,610.00

<b>Description</b>	<b>List Price</b>	<b>Qty x List</b>
ASA 5520 Appliance with SW, HA, 4GE+1FE, 3DES/AES	\$7,995.00	\$7,995.00
AC Power Cord (North America), C13, NEMA 5-15P, 2.1m	\$0.00	\$0.00
ASA 5500 Series Software Version 8.4 for ASA 5510-5550, DES	\$0.00	\$0.00
AnyConnect Essentials VPN License - ASA 5520 (750 Users)	\$250.00	\$250.00
ASA 5520 VPN Plus 750 IPsec User License (7.0 Only)	\$0.00	\$0.00
ASA 5500 Strong Encryption License (3DES/AES)	\$0.00	\$0.00
Cisco VPN Client Software (Windows, Solaris, Linux, Mac)	\$0.00	\$0.00
ASA/IPS SSM Slot Cover	\$0.00	\$0.00
ASA 180W AC Power Supply	\$0.00	\$0.00
ASA 5500 AnyConnect Client + Cisco Security Desktop Software	\$0.00	\$0.00
SMARTNET 8X5X4 ASA5520 w/300 VPN Prs, 4GE+1FE,3DES/AES	\$1,247.00	\$3,741.00

<b>Description</b>	<b>List Price</b>	<b>Qty x List</b>
ASA 5520 Appliance with SW, HA, 4GE+1FE, 3DES/AES	\$7,995.00	\$7,995.00
AC Power Cord (North America), C13, NEMA 5-15P, 2.1m	\$0.00	\$0.00
ASA 5500 Series Software Version 8.4 for ASA 5510-5550, DES	\$0.00	\$0.00
ASA 5520 VPN Plus 750 IPsec User License (7.0 Only)	\$0.00	\$0.00
ASA 5500 Strong Encryption License (3DES/AES)	\$0.00	\$0.00
Cisco VPN Client Software (Windows, Solaris, Linux, Mac)	\$0.00	\$0.00
ASA/IPS SSM Slot Cover	\$0.00	\$0.00
ASA 180W AC Power Supply	\$0.00	\$0.00
ASA 5500 AnyConnect Client + Cisco Security Desktop Software	\$0.00	\$0.00
SMARTNET 8X5X4 ASA5520 w/300 VPN Prs, 4GE+1FE,3DES/AES	\$1,247.00	\$3,741.00

<b>Description</b>	<b>List Price</b>	<b>Qty x List</b>
ASA 5520 Appliance with SW, HA, 4GE+1FE, 3DES/AES	\$7,995.00	\$7,995.00
AC Power Cord (North America), C13, NEMA 5-15P, 2.1m	\$0.00	\$0.00
ASA 5500 Series Software Version 8.4 for ASA 5510-5550, DES	\$0.00	\$0.00
ASA 5520 VPN Plus 750 IPsec User License (7.0 Only)	\$0.00	\$0.00
ASA 5500 Strong Encryption License (3DES/AES)	\$0.00	\$0.00
Cisco VPN Client Software (Windows, Solaris, Linux, Mac)	\$0.00	\$0.00
ASA/IPS SSM Slot Cover	\$0.00	\$0.00
ASA 180W AC Power Supply	\$0.00	\$0.00
ASA 5500 AnyConnect Client + Cisco Security Desktop Software	\$0.00	\$0.00
SMARTNET 8X5X4 ASA5520 w/300 VPN Prs, 4GE+1FE,3DES/AES	\$1,247.00	\$3,741.00

<b>Description</b>	<b>List Price</b>	<b>Qty x List</b>
ASA 5520 Appliance with SW, HA, 4GE+1FE, 3DES/AES	\$7,995.00	\$7,995.00
AC Power Cord (North America), C13, NEMA 5-15P, 2.1m	\$0.00	\$0.00
ASA 5500 Series Software Version 8.4 for ASA 5510-5550, DES	\$0.00	\$0.00
ASA 5520 VPN Plus 750 IPsec User License (7.0 Only)	\$0.00	\$0.00

ASA 5500 Strong Encryption License (3DES/AES)	\$0.00	\$0.00
Cisco VPN Client Software (Windows, Solaris, Linux, Mac)	\$0.00	\$0.00
ASA/IPS SSM Slot Cover	\$0.00	\$0.00
ASA 180W AC Power Supply	\$0.00	\$0.00
ASA 5500 AnyConnect Client + Cisco Security Desktop Software	\$0.00	\$0.00
SMARTNET 8X5X4 ASA5520 w/300 VPN Prs, 4GE+1FE,3DES/AES	\$1,247.00	\$3,741.00

Description	List Price	Qty x List
ASA 5520 Appliance with SW, HA, 4GE+1FE, 3DES/AES	\$7,995.00	\$7,995.00
AC Power Cord (North America), C13, NEMA 5-15P, 2.1m	\$0.00	\$0.00
ASA 5500 Series Software Version 8.4 for ASA 5510-5550, DES	\$0.00	\$0.00
ASA 5520 VPN Plus 750 IPsec User License (7.0 Only)	\$0.00	\$0.00
ASA 5500 Strong Encryption License (3DES/AES)	\$0.00	\$0.00
Cisco VPN Client Software (Windows, Solaris, Linux, Mac)	\$0.00	\$0.00
ASA/IPS SSM Slot Cover	\$0.00	\$0.00
ASA 180W AC Power Supply	\$0.00	\$0.00
ASA 5500 AnyConnect Client + Cisco Security Desktop Software	\$0.00	\$0.00
SMARTNET 8X5X4 ASA5520 w/300 VPN Prs, 4GE+1FE,3DES/AES	\$1,247.00	\$3,741.00

Description	List Price	Qty x List
ASA 5520 Appliance with SW, HA, 4GE+1FE, 3DES/AES	\$7,995.00	\$7,995.00
AC Power Cord (North America), C13, NEMA 5-15P, 2.1m	\$0.00	\$0.00
ASA 5500 Series Software Version 8.4 for ASA 5510-5550, DES	\$0.00	\$0.00
ASA 5520 VPN Plus 750 IPsec User License (7.0 Only)	\$0.00	\$0.00
ASA 5500 Strong Encryption License (3DES/AES)	\$0.00	\$0.00
Cisco VPN Client Software (Windows, Solaris, Linux, Mac)	\$0.00	\$0.00
ASA/IPS SSM Slot Cover	\$0.00	\$0.00
ASA 180W AC Power Supply	\$0.00	\$0.00
ASA 5500 AnyConnect Client + Cisco Security Desktop Software	\$0.00	\$0.00
SMARTNET 8X5X4 ASA5520 w/300 VPN Prs, 4GE+1FE,3DES/AES	\$1,247.00	\$3,741.00

Description	List Price	Qty x List
ASA 5520 Appliance with SW, HA, 4GE+1FE, 3DES/AES	\$7,995.00	\$7,995.00
AC Power Cord (North America), C13, NEMA 5-15P, 2.1m	\$0.00	\$0.00
ASA 5500 Series Software Version 8.4 for ASA 5510-5550, DES	\$0.00	\$0.00
ASA 5520 VPN Plus 750 IPsec User License (7.0 Only)	\$0.00	\$0.00
ASA 5500 Strong Encryption License (3DES/AES)	\$0.00	\$0.00
Cisco VPN Client Software (Windows, Solaris, Linux, Mac)	\$0.00	\$0.00
ASA/IPS SSM Slot Cover	\$0.00	\$0.00
ASA 180W AC Power Supply	\$0.00	\$0.00
ASA 5500 AnyConnect Client + Cisco Security Desktop Software	\$0.00	\$0.00
SMARTNET 8X5X4 ASA5520 w/300 VPN Prs, 4GE+1FE,3DES/AES	\$1,247.00	\$3,741.00

Description	List Price	Qty x List
ASA 5520 Appliance with SW, HA, 4GE+1FE, 3DES/AES	\$7,995.00	\$7,995.00
AC Power Cord (North America), C13, NEMA 5-15P, 2.1m	\$0.00	\$0.00
ASA 5500 Series Software Version 8.4 for ASA 5510-5550, DES	\$0.00	\$0.00
ASA 5520 VPN Plus 750 IPsec User License (7.0 Only)	\$0.00	\$0.00
ASA 5500 Strong Encryption License (3DES/AES)	\$0.00	\$0.00
Cisco VPN Client Software (Windows, Solaris, Linux, Mac)	\$0.00	\$0.00
ASA/IPS SSM Slot Cover	\$0.00	\$0.00
ASA 180W AC Power Supply	\$0.00	\$0.00
ASA 5500 AnyConnect Client + Cisco Security Desktop Software	\$0.00	\$0.00
SMARTNET 8X5X4 ASA5520 w/300 VPN Prs, 4GE+1FE,3DES/AES	\$1,247.00	\$3,741.00

Description	List Price	Qty x List
ASA 5505 Appliance with SW, 50 Users, 8 ports, 3DES/AES	\$845.00	\$845.00
AC Power Cord, Type C5, US	\$0.00	\$0.00
ASA 5500 Series Software Version 8.4 for ASA 5505, DES	\$0.00	\$0.00
AnyConnect Essentials VPN License - ASA 5505 (25 Users)	\$100.00	\$100.00
ASA 5505 AC Power Supply Adapter	\$0.00	\$0.00
ASA 5505 SSC Blank Slot Cover	\$0.00	\$0.00
ASA 5500 AnyConnect Client + Cisco Security Desktop Software	\$0.00	\$0.00
ASA 5500 Strong Encryption License (3DES/AES)	\$0.00	\$0.00
ASA 5505 50 User software license	\$0.00	\$0.00
SMARTNET 8X5X4 ASA5505-50-BUN-K9	\$132.00	\$396.00

Description	List Price	Qty x List
ASA 5505 Appliance with SW, 50 Users, 8 ports, 3DES/AES	\$845.00	\$845.00
AC Power Cord, Type C5, US	\$0.00	\$0.00
ASA 5500 Series Software Version 8.4 for ASA 5505, DES	\$0.00	\$0.00
AnyConnect Essentials VPN License - ASA 5505 (25 Users)	\$100.00	\$100.00
ASA 5505 AC Power Supply Adapter	\$0.00	\$0.00
ASA 5505 SSC Blank Slot Cover	\$0.00	\$0.00
ASA 5500 AnyConnect Client + Cisco Security Desktop Software	\$0.00	\$0.00
ASA 5500 Strong Encryption License (3DES/AES)	\$0.00	\$0.00
ASA 5505 50 User software license	\$0.00	\$0.00
SMARTNET 8X5X4 ASA5505-50-BUN-K9	\$132.00	\$396.00



	\$0.00
	\$0.00
	\$10,000.00
	\$440.00
	\$550.00
	\$15,000.00
	\$10,000.00
	\$10,000.00
	\$30,072.00
	\$3,342.00
	\$3,342.00
	\$2,226.00
	\$4,455.00
	\$1,920.00
	\$1,740.00
	\$2,610.00

Discount (%)	Extended Price
	\$112,000.00
	\$0.00
	\$0.00
	\$0.00
	\$0.00
	\$0.00
	\$0.00
	\$0.00
	\$0.00
	\$0.00
	\$0.00
	\$0.00
	\$0.00
	\$0.00
	\$0.00
	\$0.00
	\$10,000.00
	\$440.00
	\$550.00
	\$15,000.00
	\$10,000.00
	\$10,000.00
	\$30,072.00
	\$3,342.00
	\$3,342.00
	\$2,226.00
	\$4,455.00
	\$1,920.00
	\$1,740.00
	\$2,610.00

Discount (%)	Extended Price
	\$7,995.00
	\$0.00
	\$0.00
	\$250.00
	\$0.00
	\$0.00
	\$0.00
	\$0.00
	\$0.00
	\$0.00
	\$3,741.00

Discount (%)	Extended Price
	\$7,995.00
	\$0.00
	\$0.00
	\$0.00
	\$0.00
	\$0.00
	\$0.00
	\$0.00
	\$0.00
	\$0.00
	\$3,741.00

Discount (%)	Extended Price
	\$7,995.00
	\$0.00
	\$0.00
	\$0.00
	\$0.00
	\$0.00
	\$0.00
	\$0.00
	\$0.00
	\$3,741.00

Discount (%)	Extended Price
	\$7,995.00
	\$0.00
	\$0.00
	\$0.00



Discount (%)	Extended Price
	\$7,995.00
	\$0.00
	\$0.00
	\$0.00
	\$0.00
	\$0.00
	\$0.00
	\$0.00
	\$0.00
	\$3,741.00

Discount (%)	Extended Price
	\$845.00
	\$0.00
	\$0.00
	\$100.00
	\$0.00
	\$0.00
	\$0.00
	\$0.00
	\$0.00
	\$0.00
	\$396.00

Discount (%)	Extended Price
	\$845.00
	\$0.00
	\$0.00
	\$100.00
	\$0.00
	\$0.00
	\$0.00
	\$0.00
	\$0.00
	\$0.00
	\$396.00

<b>TOTAL</b>	<b>\$719,911.00</b>
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**ipment Option 2 - Proposer's Choice**

WVTA RHCPP WAN Internet RFP- Attachement 1: Pricing Spreadsheets

	A	B	C	D	E	F	G
1	Site ID	Site Name	Site Street Address	City	State	Zip Code	Location Phone Number
2	WANHub1 (WVUHS1)	Ruby	1 Stadium Drive	Morgantown	WV	26505	304-598-4000
3	WANHub2 (CHNWV5)	Community Health Network of WV - Colocation Facility	500 Summers St	Charleston	WV	25301	304-201-5700
4	WANHub3 (Marshall1)	Marshall University Drinko Library	410 Hal Greer Blvd	Huntington	WV	25755	304-696-6706

	A	H
	Site ID	Notes
1		
2	WANHub1 (WVUHS1)	
3	WANHub2 (CHNWV5)	
4	WANHub3 (Marshall1)	

**VAN Hub Equipment Monitoring, Management, and Maintenance Services - 36 Months**

<b>Cisco Device Type</b>	<b>Description of Cisco product number</b>
ASR1006-10G-HA/K9	ASR1006 HA Bundle w/ 2xESP-10G,2xRP1, SIP10,AESK9
ASR1006-10G-HA/K9	ASR1006 HA Bundle w/ 2xESP-10G,2xRP1, SIP10,AESK9
ASR1006-10G-HA/K9	ASR1006 HA Bundle w/ 2xESP-10G,2xRP1, SIP10,AESK9
ASA5520-BUN-K9	ASA 5520 Appliance with SW, HA, 4GE+1FE, 3DES/AES

Term of Service (Months)	NRC for WAN Hub Equipment Monitoring	NRC for WAN Hub Equipment Management - completely vendor managed option	NRC for WAN Hub Equipment Management - co-managed (vendor and customer) option	NRC for WAN Hub Equipment Maintenance
36				
36				
36				
36				

**WAN Hub Equipment Monitoring, Management, and Maintenance Services - 24 Months**

<b>Cisco Device Type</b>	<b>Description of Cisco product number</b>
ASR1006-10G-HA/K9	ASR1006 HA Bundle w/ 2xESP-10G,2xRP1, SIP10,AESK9
ASR1006-10G-HA/K9	ASR1006 HA Bundle w/ 2xESP-10G,2xRP1, SIP10,AESK9
ASR1006-10G-HA/K9	ASR1006 HA Bundle w/ 2xESP-10G,2xRP1, SIP10,AESK9
ASA5520-BUN-K9	ASA 5520 Appliance with SW, HA, 4GE+1FE, 3DES/AES

Term of Service (Months)	NRC for WAN Hub Equipment Monitoring	NRC for WAN Hub Equipment Management - completely vendor managed option	NRC for WAN Hub Equipment Management - co-managed (vendor and customer) option	NRC for WAN Hub Equipment Maintenance
24				
24				
24				
24				

**WAN Hub Equipment Monitoring, Management, and Maintenance Services - Proposer's Choice**

<b>Cisco Device Type</b>	<b>Description of Cisco product number</b>
ASR1006-10G-HA/K9	ASR1006 HA Bundle w/ 2xESP-10G,2xRP1, SIP10,AESK9
ASR1006-10G-HA/K9	ASR1006 HA Bundle w/ 2xESP-10G,2xRP1, SIP10,AESK9
ASR1006-10G-HA/K9	ASR1006 HA Bundle w/ 2xESP-10G,2xRP1, SIP10,AESK9
ASA5520-BUN-K9	ASA 5520 Appliance with SW, HA, 4GE+1FE, 3DES/AES

Term of Service (Months)	NRC for WAN Hub Equipment Monitoring	NRC for WAN Hub Equipment Management - completely vendor managed option	NRC for WAN Hub Equipment Management - co-managed (vendor and customer) option	NRC for WAN Hub Equipment Maintenance

WVTA RHCPP WAN Internet RFP- Attachement 1: Pricing Spreadsheets

	A	B	C	D	E	F	G
1	Site ID	Site Name	Site Street Address	City	State	Zip Code	Location Phone Number
2	WANHub1 (WVUHS1)	Ruby	1 Medical Center Drive	Morgantown	WV	26505	304-598-4000
3	WANHub2 (CHNWV5)	Community Health Network of WV - Colocation Facility	500 Summers St	Charleston	WV	25301	304-201-5700
4	WANHub3 (Marshall1)	Marshall University Drinko Library	410 Hal Greer Blvd	Huntington	WV	25755	304-696-6706

	A	H
	Site ID	Notes
1		
2	WANHub1 (WVUHS1)	
3	WANHub2 (CHNWV5)	
4	WANHub3 (Marshall1)	

## VAN Hub Equipment Configuration and Implementation Services

Cisco Device Type	Description of Cisco product number
ASR1006-10G-HA/K9	ASR1006 HA Bundle w/ 2xESP-10G,2xRP1, SIP10,AESK9
ASR1006-10G-HA/K9	ASR1006 HA Bundle w/ 2xESP-10G,2xRP1, SIP10,AESK9
ASR1006-10G-HA/K9	ASR1006 HA Bundle w/ 2xESP-10G,2xRP1, SIP10,AESK9
ASA5520-BUN-K9	ASA 5520 Appliance with SW, HA, 4GE+1FE, 3DES/AES

Price for WAN Hub Equipment Configuration Services	Price for WAN Hub Equipment Implementation Services	Price for Both WAN Hub Equipment Configuration and Implementation Services

**WAN Hub Equipment Configuration and Implementation Services - Proposer's Choice**

<b>Cisco Device Type</b>	<b>Description of Cisco product number</b>
ASR1006-10G-HA/K9	ASR1006 HA Bundle w/ 2xESP-10G,2xRP1, SIP10,AESK9
ASR1006-10G-HA/K9	ASR1006 HA Bundle w/ 2xESP-10G,2xRP1, SIP10,AESK9
ASR1006-10G-HA/K9	ASR1006 HA Bundle w/ 2xESP-10G,2xRP1, SIP10,AESK9
ASA5520-BUN-K9	ASA 5520 Appliance with SW, HA, 4GE+1FE, 3DES/AES

Price for WAN Hub Equipment Configuration Services	Price for WAN Hub Equipment Implementation Services	Price for Both WAN Hub Equipment Configuration and Implementation Services

WVTA RHCPP WAN Internet RFP- Attachement 1: Pricing Spreadsheets

	A	B	C	D	E	F	G
1	Site ID	Site Name	Site Street Address	City	State	Zip Code	Location Phone Number
2	WANHub1 (WVUHS1)	Ruby	1 Medical Center Drive	Morgantown	WV	26505	304-598-4000
3	WANHub2 (CHNWV5)	Community Health Network of WV - Colocation Facility	500 Summers St	Charleston	WV	25301	304-201-5700
4	WANHub3 (Marshall1)	Marshall University Drinko Library	410 Hal Greer Blvd	Huntington	WV	25755	304-696-6706

	A	H
	Site ID	Notes
1		
2	WANHub1 (WVUHS1)	
3	WANHub2 (CHNWV5)	
4	WANHub3 (Marshall1)	

**VAN Hub Equipment Colocation Services- 36 Months**

<b>Cisco Device Type</b>	<b>Description of Cisco product number</b>
ASR1006-10G-HA/K9	ASR1006 HA Bundle w/ 2xESP-10G,2xRP1, SIP10,AESK9
ASR1006-10G-HA/K9	ASR1006 HA Bundle w/ 2xESP-10G,2xRP1, SIP10,AESK9
ASR1006-10G-HA/K9	ASR1006 HA Bundle w/ 2xESP-10G,2xRP1, SIP10,AESK9
ASA5520-BUN-K9	ASA 5520 Appliance with SW, HA, 4GE+1FE, 3DES/AES

<b>Term of Service (Months)</b>	<b>NRC for WAN Hub Equipment Colocation Services</b>	<b>MRC for WAN Hub Equipment Colocation Services</b>
36		
36		
36		
36		

**WAN Hub Equipment Colocation Services- 24 Months**

<b>Cisco Device Type</b>	<b>Description of Cisco product number</b>
ASR1006-10G-HA/K9	ASR1006 HA Bundle w/ 2xESP-10G,2xRP1, SIP10,AESK9
ASR1006-10G-HA/K9	ASR1006 HA Bundle w/ 2xESP-10G,2xRP1, SIP10,AESK9
ASR1006-10G-HA/K9	ASR1006 HA Bundle w/ 2xESP-10G,2xRP1, SIP10,AESK9
ASA5520-BUN-K9	ASA 5520 Appliance with SW, HA, 4GE+1FE, 3DES/AES

<b>Term of Service (Months)</b>	<b>NRC for WAN Hub Equipment Colocation Services</b>	<b>MRC for WAN Hub Equipment Colocation Services</b>
24		
24		
24		
24		

**WAN Hub Equipment Colocation Services- Proposer's Choice**

<b>Cisco Device Type</b>	<b>Description of Cisco product number</b>
ASR1006-10G-HA/K9	ASR1006 HA Bundle w/ 2xESP-10G,2xRP1, SIP10,AESK9
ASR1006-10G-HA/K9	ASR1006 HA Bundle w/ 2xESP-10G,2xRP1, SIP10,AESK9
ASR1006-10G-HA/K9	ASR1006 HA Bundle w/ 2xESP-10G,2xRP1, SIP10,AESK9
ASA5520-BUN-K9	ASA 5520 Appliance with SW, HA, 4GE+1FE, 3DES/AES

<b>Term of Service (Months)</b>	<b>NRC for WAN Hub Equipment Colocation Services</b>	<b>MRC for WAN Hub Equipment Colocation Services</b>