



## US Educational Technology Purchasing Alliance

LAN & MAN/WAN Infrastructure (Wired/Wireless) RFP

USETPA RFP Number: 2112024-A

Form 470 # 250005420

12/20/2024

**Funding Year 2025-2026**

Original



**CDW Government LLC  
230 N. Milwaukee Ave.  
Vernon Hills, IL 60061**

12/20/2024



One CDW Way  
230 N. Milwaukee Avenue  
Vernon Hills, IL 60061  
Toll-free: 800.808.4239  
Web: cdwg.com

US Educational Technology Purchasing Alliance  
4438 Glenscape LN SE, Southport, NC, 28461

**RE: RFP #: 2112024-A; LAN & MAN/WAN Infrastructure (Wired/Wireless)**

Dear John Hughes IV,

CDW•G understands that the objective of the RFP is for the US Educational Technology Purchasing Alliance (USETPA) to identify a reliable and experienced supplier partner capable of managing IT equipment and services for all end users benefiting from the partnership. Our response exhibits CDW•G's ability to continue to contribute to the overall success of this initiative. Here are some specific advantages of partnering with us:

**Dedicated E-Rate Team Supporting All States:** USETPA subscribers can continue to rely on CDW•G as an experienced E-Rate partner. Since our inception in 1998, we have been providing E-Rate support to K-12 and library customers. This 28 year dedication has grown us into the largest E-Rate service provider, with over 12% of the addressable market. Our commitment to the E-Rate program aligns with our dedication to education equity nationwide. We have a dedicated internal team that is highly trained and knowledgeable about the E-Rate program, expertly handling both BEAR and SPI E-Rate invoicing.

**Financial Stability and Verticalization Across All USETPA Subscribers:** With over 200 government and education contracts, CDW•G is the nation's largest direct response provider of multi-brand technology products and services. In 2023, CDW achieved \$21.5 billion in net sales. USETPA subscribers can be assured that CDW•G will be a stable partner that continues to grow and keep pace with the right technology solutions for all end users.

**Strong OEM Partnership Levels and Trusted Service Partner Support:** In a market facing continued supply chain constraints, increasing customer demand, and unforeseen challenges, CDW•G's partner status with leading OEMs ensures our customers receive priority. We maintain strong relationships with more than 1,000 vendor partners to provide the best products, services, and support, including leading networking partners well-versed in the categories listed for RFP 2112024-A.

**Business Diversity Capabilities:** CDW launched its Supplier Diversity program in 2007 and continues to evolve it. While CDW•G is not a certified M/WBE company, we have the capabilities to help USETPA members meet their diverse supplier goals. CDW is led by a woman executive, and a majority of our Executive Committee members are women or people of color. Our Business Diversity Team, led by Director Kristin Malek, is committed to connecting our customers with M/WBE certified partners. CDW currently has over 1,500 partnerships with minority, women-owned, and other small, disadvantaged businesses to meet our customers' needs and goals for diverse spend.

**Dedicated Account Team and Program Management Support for USETPA Subscribers:** Subscribers working with CDW•G have access to expertise not available within their organization. In addition to value-added presales consulting and comprehensive lifecycle support, CDW•G has a department solely devoted to managing contracts. This ensures we keep our commitments in reporting, compliance, and education of all potential end users. USETPA's main resources under this contract include Jeff Hagen, Manager, Program Management – K12; Yolanda Blomquist, E-Rate Program Manager; Amy Passow, Sr Mgr, Education Funding Solutions; and Dave LeNard, Business Development Manager.

**Reporting, Competitive Pricing, and Operational Efficiency:** Subscribers can take advantage of key procurement and reporting functions through their cdwg.com account page and generate daily operating reports. Our purchasing and inventory tracking systems allow us to minimize our investment in inventory and reduce the risk of obsolescence. With two state-of-the-art distribution centers, we can meet customer needs quickly. We will continue to enhance our real-time information technology systems to help USETPA subscribers streamline the procurement process.

**Turn-key Solutions and Wide Product Catalog in One Place:** We provide our customers with the broadest range of IT products—over 100,000 from more than 1,000 brands—and the ability to develop customized and fully-integrated, multi-branded technology solutions to orchestrate their deployments. CDW•G will continue to offer complex business solutions and services in data center, mobility, collaboration, security, cloud, and more.

CDW Government LLC is authorized by the original manufacturer to provide sales and support of the products, directly or through certified sub-contractors, in full compliance with all terms and conditions of this contract. This proposal is submitted as confidential and proprietary, subject to the laws of the state of North Carolina regarding public

records disclosure and the exceptions related thereto. No exceptions are waived and shall be taken to the fullest extent allowed by law.

The person authorized to present and bind CDW•G to all commitments made in the response is Dario Bertocchi, VP Contracting Operations, who can be reached by phone at (203) 851-7049 and is located at 2 Corporate Drive, Suite 800, Shelton, CT 06484.

Executive sponsorship for this contract also includes Vice President of Education Sales, Joe Simone, and Vice President of Strategic Programs, David Hutchins. They will monitor the status of the CDW•G-USETPA partnership to ensure your objectives and goals are continually met and will serve as the senior points of escalation for USETPA throughout this engagement.

As always, we strive to exceed your expectations. Should you have any questions regarding our response, please contact Sales Director, Jeff Grey at (866) 833-9532 or via email at [jeffgre@cdwg.com](mailto:jeffgre@cdwg.com). We thank you for the opportunity to participate in USETPA's 470 response process and are confident you will find our offerings advantageous for USETPA subscribers from both a strategic and budgetary standpoint.

Sincerely,

*Justin Schwier* \*

Justin Schwier

Manager-Proposals

CDW Government LLC

\*In this Proposal, CDW Government LLC has included familiar exceptions/clarifications that we have previously proposed to USETPA in the past for review. Should we be awarded here, we request mirroring other previously agreed terms between both parties to remedy any conflicts as seamlessly as possible.

# Bid Documents and Forms

## Addendum to all USETPA RFP's that begin with 2112024

The correct address for deliveries has been changed since we were given the address months ago by the postal service:

**2988** Lake Forest Drive, #295, Tuckasegee, NC 28783  
to

**2998** Lake Forest Drive, #295 Tuckasegee, NC 28783

**NOTE:** FedEx (and possibly some UPS packages) may not have delivered all printed packages to:

**2998** Lake Forest Drive, #295 Tuckasegee, NC 28783

**FedEx** (possibly **UPS**) has informed us to have the original sender use their tracking number (ASAP) to request a change in address:

**NOTE:** Change: **2988** Lake Forest Drive, #295, Tuckasegee, NC 28783

to: **2998** Lake Forest Drive, #295 Tuckasegee, NC 28783

If the package is returned to the sender first, please change the address and resend the printed package. **There will be no penalties for late submission.**

Due to this snafu beyond anyone's control, the USETPA is changing the deadline due dates from:

**December 11, 2024 to December 20, 2024 and all awards will have a deadline for posting to our website from December 18, 2024 to December 27, 2024. The Public opening will be Monday, December 23, 2024.**

## Reference: Page 2 of the 2112024-xxx RFPs

**B.** RFP Response Deadline: 5:00pm, **December 11, 2024** (Any RFP submissions received after 5:00pm will not be considered)

**C.** Public opening of submissions: 1:00pm **December 13, 2024** Address: 412 Lake Forest Drive, Tuckasegee, NC 28783

**D.** Awards Final Posting Date no later than 11:59pm, **December 18, 2024** (posted online at [www.usetpa.org](http://www.usetpa.org))

**SUBMISSION OF PROPOSALS** • One original blue ink signed copy of the proposal must be submitted in a sealed package to the following address.

-Insert Vendor Name for (Vendor Name):

USETPA Attn: (Vendor Name) USETPA RFP #211204-???

**2988** Lake Forest Drive, #295

Tuckasegee, NC 28783

### Change to:

**B.** RFP Response Deadline: 5:00pm, **December 20, 2024** (Any RFP submissions received after 5:00pm will not be considered unless you inform us by email in advance at: [info@usetpa.com](mailto:info@usetpa.com) with a subject heading of "DEADLINE")

**C.** Public opening of submissions: 1:00pm **December 23, 2024** Address: 412 Lake Forest Drive, Tuckasegee, NC 28783

**D.** Awards Final Posting Date no later than **11:59pm, December 27, 2024** (posted online at [www.usetpa.org](http://www.usetpa.org))

**SUBMISSION OF PROPOSALS** • One original blue ink signed copy of the proposal must be submitted in a sealed package to the following address.

-Insert Vendor Name for (Vendor Name):

USETPA Attn: (Vendor Name) USETPA RFP #211204-???

**2998** Lake Forest Drive, #295

Tuckasegee, NC 28783



USETPA RFP Number: 2112024-A

# **US Educational Technology Purchasing Alliance (USETPA) Information Technology Equipment & Services**

## **Request for Proposal**

### **LAN & MAN/WAN Infrastructure (Wired/Wireless):**

**Manufacturer network product/services (quotes) for the following brands are NOT permitted in this RFP. There are separate RFPs for each of these listed manufacturer's or their equivalents:**

**CISCO-MERAKI, DELL, EXTREME, FORTINET, HEWLETT PACKARD ENTERPRISE (HPE, ARUBA, JUNIPER NETWORKS), PALO ALTO, RUCKUS, UBIQUITI)**

**Networks/InfrastructureTransport Products, Network Security Products, Servers, IP/Digital/Hybrid communications platforms, Storage, Cloud Services, Disaster Recovery, Co-Location, Telecom services, Mobile Equipment, Wi-Fi/GPS Mobility, Managed Services, Support Services, Information Technology, End User Devices/Services, Software, Installation, Speaking/Training Services, Hosted Internet Services, Cabling Infrastructure, Data Communications, Security Products and Services, Video/Monitoring, Professional Services for Evaluation, Design, Planning, Installation, and Configuration and all related Products, Services and Solutions and Financial/Leasing Services for IT Equipment/Services**



USETPA RFP Number: 2112024-A

## Official CALENDAR OF EVENTS (all times are Eastern)

### A. Issue Date: 9:00am, November 12, 2024

- 1) Q&A Inquiries (written by email) deadline: 3:00pm, November 20, 2024 to:
  - [info@usetpa.com](mailto:info@usetpa.com) (Subject Heading of: **Q&A #2112024-A Inquiries**)
- 2) Q&A responses posted online (<https://www.usetpa.org/rfps>) 8:00pm November 20, 2024

### Potential Reseller Q&A Session (ZOOM meeting: entirely optional): November 22, 2024, 1:00-3:00pm.

- 1) Advance notice (written) of participation required no later than 3:00pm, November 20, 2024 to:
  - [info@usetpa.com](mailto:info@usetpa.com) (Subject Heading of: **Q&A #2112024-A Session**)
  - The address for the ZOOM meeting will be sent out in response.
- 2) Q&A responses will be posted to (<https://www.usetpa.org/rfps>) no later than 8:00pm, November 28, 2024.

### B. RFP Response Deadline: 5:00pm, December 11, 2024 (Any RFP submissions received after 5:00pm will not be considered)

### C. Public opening of submissions: 1:00pm December 13, 2024 Address: 412 Lake Forest Drive, Tuckasegee, NC 28783

### D. Awards Final Posting Date no later than 11:59pm, December 18, 2024 (posted online at [www.usetpa.org](http://www.usetpa.org))

## SUBMISSION OF PROPOSALS

- **One original blue ink signed** copy of the proposal **must be submitted** in a sealed package to the following address. Insert Vendor Name for (Vendor Name):

#### USETPA

Attn: (Vendor Name) USETPA RFP #211204-A  
2988 Lake Forest Drive, #295  
Tuckasegee, NC 28783

- **One electronic copy** of the complete written proposal must be emailed to the following address:

- [info@usetpa.com](mailto:info@usetpa.com) with a Subject Heading of: **(Vendor Name): RFP 2112024-A Response**



USETPA RFP Number: 2112024-A

## US Educational Technology Purchasing Alliance (USETPA)

November 11, 2024

### Request for Proposals

#### Notice to Proposers of Terms and Conditions

This RFP is co-authored by **Nampa School District (ID)**, and the USETPA on behalf of its Member/Subscriber institutions. The USETPA and the above-mentioned public entity are not currently seeking any goods or services but are conducting this bid for the purpose of accelerating public funding and obtaining advantageous pricing. Any questions regarding the RFP must be made by email (info@usetpa.com) to the USETPA. **Directly contacting any coauthored entity will result in disqualification from the bidding process.** Any questions regarding the RFP must be made by email (see page 2) to the USETPA, not the sponsoring public entity.

The US Educational Technology Purchasing Alliance (USETPA) is a non-profit issuing contracts on behalf of a consortium of Member's/Subscriber's (schools/school systems/libraries/Head Start Agencies/local government units/community colleges/higher educational institutions and other public entities) to obtain the best available pricing for goods/services to be purchased by the Member's/Subscriber's or users of the contracts. The USETPA has Member's/ Subscriber's/Members and users of the contracts in multiple states. The contracts issued by the consortium are used both for securing government funding and for Convenience Contract purposes. The contracts are managed on behalf of the USETPA and its Member's/Subscriber's by Consortia Purchasing Advisors, LLC.

USETPA, a formally organized non-profit entity whose creation was authorized by NC G.S. 143-129(e)(3), has followed procurement procedures, competitively obtained purchasing services, for discounted products and services offered by this Agreement in accordance with NC G.S. 143-129(e)(3). USETPA is permitted to engage in cooperative purchasing pursuant to NC G.S. 143-129(e)(3).

It is the sole responsibility of each Member/Subscriber/Member to follow all state and local procurement statutes and rules as it pertains to cooperative purchasing or joint power Agreements with in-state or out-of-state public agencies. USETPA makes cooperative purchasing contracts available to Members "as is," and is under no obligation to revise the terms, conditions, scope, price, and/or any other conditions of the contract for the benefit of the Member. Members are permitted to negotiate and agree to additional terms and conditions with Vendors directly.

Each party shall be responsible for its acts and the results thereof, to the extent authorized by law, and will not be responsible for the acts of the other party and the results thereof. The Member will be responsible for all aspects of its purchase, including ordering its goods and/or services, inspecting and accepting the goods and/or services, and paying the Vendor who will have directly billed the Member placing the order. The use of each contract by the Member will adhere to the terms and conditions of the



USETPA contract.

Any and all disputes which may arise between the Member and the Vendor are to be resolved between the Member and the Vendor.

This Agreement incorporates all Agreements, covenants and understandings between USETPA and the Member. No prior Agreement or understanding, verbal or otherwise, by the parties or their agents, shall be valid or enforceable unless embodied in this Agreement. This Agreement shall not be altered, changed or amended except by written amendment executed by both parties.

- 1) USETPA contracts are available to all Public and Private Pre-K-12 Schools, Libraries and Government Entities
- 2) Member's/Subscriber's are never charged a fee to use a USETPA Contract
- 3) Membership does not obligate the Member/Subscriber to use a USETPA contract
- 4) E-rate specific: Optional for all Member's/Subscriber's at their discretion

The Universal Service Fund's E-Rate program supports schools, libraries, local governments and hospitals in obtaining telecommunication, broadband services and broadband/networking equipment. Schools and libraries who have formally subscribed to the USETPA and have given the USETPA authorization to seek bids on their behalf are listed on our Form 470. A copy of the 470 may be found at [www.usac.org/sl](http://www.usac.org/sl).

Only Member's /Subscriber's eligible entities will be able to reference the applicable Form 470 for E-Rate application purposes. It is the express intention of the issuing entities that the terms and conditions of this RFP will be made available for cooperative use to all schools, libraries and other public agencies for entities within and without the same states of current USETPA Member's/Subscriber's.

In order to qualify for use under the terms and conditions of this contract, all purchases must be registered on a private online site with the USETPA. This information will be kept confidential, unless required by law or court order. Contact the vendor or the USETPA ([info@usetpa.com](mailto:info@usetpa.com)) with the subject heading of **USETPA PO Registration Address** for the correct and current Registration link/website.

Vendors may have geographical limitations to their response. Appendix G must be completed to indicate in which states the response is to be considered valid. Vendors may further separate pricing into multiple geographic responses if there is a cause for a pricing variance. Please explain, in detail, the reasons in the RFP response. There is a maximum of 5 (five) manufacturer/brand's partners **per state per manufacturer/brand** that will be listed.

**NOTICE: NATIONAL SUPPLY CHAIN SECURITY**

The Public Safety and Homeland Security Bureau (PSHSB) of the Federal Communications Commission (FCC) designated the following companies:

Huawei Technologies Company  
ZTE Corporation  
Hytera Communications Corporation  
Hangzhou Hikvision Digital Technology Company  
Dahua Technology Company  
AO Kaspersky Lab  
China Mobile International USA Inc  
China Telecom (Americas) Corp  
Pacific Networks Corp  
ComNet (USA) LLC  
China Unicom (Americas) Operations Limited  
Kaspersky Lab, Inc

and their affiliates and subsidiaries, as companies that pose a national security threat to the integrity of communications networks.

Vendors are not permitted to include any product (hardware or software) or service the PSHSB has designated as an ineligible company. Reference: (Updated September 3, 2024) <https://www.fcc.gov/supplychain/coveredlist>.

The Supply Chain First Report and Order (DA 19-121) prohibits the use of Universal Service Fund (USF) support to purchase, obtain, maintain, improve, modify, or otherwise support any equipment or services produced or provided by companies that pose a national security threat to the integrity of communications networks or the communications supply chain.



USETPA RFP Number: 2112024-A

Co-authored by the US Educational Technology Purchasing Alliance and Nampa School District (ID), (Any questions regarding the RFP must be made by email ([see page 2](#)) to the USETPA; directly contacting these schools will result in disqualification from the bidding process) and are seeking qualified Vendor(s) to supply the following:

#### Categories List:

### I. CATEGORIES OF PRODUCTS (Detail)

- If Vendor installation is provided, then the Vendor must provide industry standard test results to maximum concurrent capacity after installation.
- **Pricing Discounts: To be considered for an award:**
  - General public discounts **may not be changed** for the duration of the contract.
- A. All awarded proposals must include the following information, in two formats: 1) in Excel format on a thumbdrive/USB drive for sealed proposals and 2) posted online link/web address for the electronic proposal within 5 (five) days of the Posted Award:
  - a. Vendor Name
  - b. USETPA Category
  - c. Applicable SKU numbers
  - d. Easy to comprehend Descriptions of products/services
  - e. Best public General Discount percentages
  - f. The Suggested Advertised Retail Price (may be the manufacturer's listings if desired)
  - g. NOTE: Vendors Suggested Advertised Retail Price may not exceed the Manufacturer's Suggested Advertised Retail Price.
- B. Vendor MUST submit the valid [web address/link of](#) above within 5 days of the Contract Award, containing the best General Discount available, to the following email account:
- [info@usetpa.com](mailto:info@usetpa.com) with the subject heading of: [Suggested Advertised Retail Price Listing](#)

**Yellow Category 1 & 2 will be deleted for General RFP**

**Category 1 (One): LAN Infrastructure/Services:**

- Some Manufacturers/Brands or their equivalents (listed on Page 1) products/services are permitted only on those specific manufacturer/brand RFPs.
- Vendors should provide pricing on all elements from Data Center Switching to small closet switches.
- Vendors must include list of installation/service geographical locations.

**A. Wired LAN Infrastructure: Local Area Network Switching/Routing/ Bridging Devices/etc.**

- Hardware
- Software
- Hosted Solutions
- Professional Services
- Other (List and Describe)

**B. Wireless LAN Infrastructure: Access Points/Controllers/etc.**

- Hardware
- Software
- Hosted Solutions
- Professional Services
- Other (List and Describe)

**Category 2 (Two): MAN/WAN Infrastructure/Services:**

- Some Manufacturers/Brands or their equivalents (listed on Page 1) products/services are permitted only on those specific manufacturer/brand RFPs.
- Vendors will provide a price schedule by category of installation/support rates when equipment is involved if the customer wants the chosen vendor to install and support the equipment.

- A. **Wired MAN/WAN Infrastructure:** Metropolitan Area/Wide Area Network Switching/Routing/Bridging Devices/Services
- B. **Wireless MAN/WAN Infrastructure:** Metropolitan Area/Wide Area Network Switching/Routing/Bridging Devices/Services
- C. **Network** Hardware/Software Installation/Support/Services
- D. **Other** (List and Describe)

**Category 3 (Three): Transport Products/Services**

- A. **Point to Point to Multipoint Wireless Transport Systems** (licensed and unlicensed spectrum), **Optical Transport/Dense Wave Division Multiplexing Systems**, etc.
- B. **Other** (List and Describe)

**Category 4 (Four): Network Security Products/Services**

- A. **Firewalls, Intrusion Detection, Intrusion Protection/Prevention**
- B. **Cloud/Managed Solutions** (meet all requirements contained in the Cloud Computing Requirements Appendix B if applicable)
- C. **Insurance Policies** (provide samples)

**D. Other (List and Describe)****Category 5 (Five): Servers/Services**

- Vendors will provide a concise narrative of what their proposal contains and entails as well as meet all requirements contained in the Cloud Computing Requirements Appendix B if applicable

- A. On Site**
- B. Hosted (Virtual/Cloud)/Remote**
- C. Installation/Training Services**
- D. Software/Operating Systems**
- E. Other (List and Describe)**

**Category 6 (Six): IP/Digital/Hybrid communications platforms/Services**

- A. Site Based**
- B. Hosted/Cloud Based (Hosted VOIP, etc.)**
- C. Video**
- D. Other (List and Describe)**

- Vendors responding to Category 6 (Six) will provide a back-up fail over device in their pricing list.
- Vendors will provide a narrative on supporting E911 in their hosted proposal, and a narrative on how their fail over option works if a customer chooses to go with that as well as meet all requirements contained in the Cloud Computing Requirements Appendix B if applicable.

**Category 7 (Seven): Storage/Services**

- Remote/Cloud will meet all requirements contained in the Cloud Computing Requirements Appendix B.
  - Provide succinct description and provide list of all equipment and services. May be individual case by case basis.
- A. On Premises (SAN/Backup)**
  - B. Off Premises (Cloud)**
  - C. Hybrid (On/Off Premises)**
  - D. Installation/Training Services**
  - E. Other (List and Describe)**

**Category 8 (Eight): Cloud Services**

- Vendors will provide a concise narrative of what their proposal contains and entails as well as meet all requirements contained in the Cloud Computing Contract Requirements, Appendix B.
- Vendors provide price per megabit of disaster recovery
- Vendors provide price to host **X** amount of information in the cloud
- **Other (List and Describe)**

**Category 9 (Nine): Disaster Recovery/Services/CyberSecurity**

- Vendors will provide a concise narrative of what their proposal contains and entails as well as meet all requirements contained in the Cloud Computing Contract Requirements, Appendix B.
- Vendors provide price per megabit of disaster recovery



- Vendors provide price to host **X** amount of information in the cloud
- Insurance Policies (provide samples)
- **Other** (List and Describe)

#### Category 10 (Ten): Co-Location/Services

- Vendors will provide a concise narrative of what their proposal contains and entails as well as meet all requirements contained in the Cloud Computing Contract Requirements, Appendix B.
- Vendors provide price per megabit of disaster recovery
- Vendors provide price to host **X** amount of information in the cloud
- **Other** (List and Describe)

#### Category 11 (Eleven): Telecom services: Basic and Advanced, including but not limited to:

- A. POTS
- B. Data Connectivity (WAN-Ethernet, MPLS)
- C. Internet (or back-up Internet)
- D. Dark Fiber
- E. Maintenance and Management of Fiber
- F. SIP
- G. PRI
- H. Support Services – List and describe services including manufacturers supported.
- I. **Other (List & Describe)**

#### Category 12 (Twelve): Mobile Equipment/Services

- A. Cell phones
- B. Pagers
- C. Walkie-Talkies (must meet all FCC requirements for schools)
- D. **Other (List and Describe)**

#### Category 13 (Thirteen): Wi-Fi/GPS Mobility/Services including but not limited to:

- Vendors will provide a concise narrative of what their proposal contains and entails as well as meet all requirements contained in the Cloud Computing Requirements Appendix B if applicable
  - Vendor will provide list of equipment, software, installation/training/support services and cost for each.
  - Turnkey installation will be performed on a case-by-case basis.
- A. Wi-Fi in system vehicles (Buses, Trucks, etc.)
  - B. Specify Internet connectivity, whether provided by vendor or third party in detail.
  - C. Provide industry standard test results detailing maximum capacity, data throughput, etc. that meets quoted specifications.
  - D. GPS (Fleet) tracking of system vehicles (Buses, Trucks, etc.) • Specify Passive/Active/Combination tracking system
  - E. CCTV Systems (Buses, Trucks, etc.) • Specify remote viewing capabilities and describe method. Provide industry standard test results for capacity and throughput if broadband is utilized.
  - F. Installation/Training Services
  - G. **Other** (List and Describe)

#### Category 14 (Fourteen): Managed Services

- Vendors will clearly spell out what systems they can support and provide credentials (Letter from Manufacturer or Software Company and credentials of applicable support personnel.)
  - List and Describe Service (Servers/Phone Systems, etc.). If Vendor has different tiers, list a pricing schedule for each tier and a description/schedule of what each tier consists of.
  - Meet all requirements contained in the Cloud Computing Requirements Appendix B if applicable
- A. Hosted VOIP
  - B. Hosted WiFi
  - C. Hosted LAN
  - D. **Other** (List and Describe)

#### Category 15 (Fifteen): Support Services

- Vendors will clearly spell out what systems they can support and provide credentials (Letter from Manufacturer or Software Company and credentials of applicable support personnel.)
- A. List and Describe Service (Servers/Phone Systems, etc.). Provide Hourly Rate and Category if Vendor has different tiers, list a pricing schedule for each tier and a description/schedule of what each tier consists of.
  - B. Warranties (Options not provided under other categories)
  - C. **Other** (List and Describe)

#### Category 16 (Sixteen): Information Technology

- This category allows solutions to be more broadly based and streamline procurements that require multiple technology categories providing an integrated solution, including but not limited to:
  - Meet all requirements contained in the Cloud Computing Requirements Appendix B if applicable
- A. Data Center Application Services
  - B. Networking Software
  - C. Network Optimization and Acceleration
  - D. Optical Networking
  - E. Router
  - F. Security
  - G. Storage Networking
  - H. Switches
  - I. Wireless
  - J. Unified Communications
  - K. Services (apply to each category above)
  - L. **Other** (List and Describe)

#### Category 17 (Seventeen) - End User Devices/Services included but not limited to:

**A. Hardware:** Vendor will list specs such as memory, storage, screen size, processor, etc.)

1. Desktops
2. Laptops

3. Chromebooks (must include Google Management Licenses available as an optional item)
4. Tablets
5. Whiteboards
6. Projectors
7. Phones
8. Printers
9. Headphones
10. Headware
11. Hardware
12. **Other** (List and Describe)

**Category 18 (Eighteen) – End User Software/Services including but not limited to:**

**A. Software:** Vendor will list device requirements

1. Operating Systems
2. Electronic Textbooks
3. IT Management
4. Digital Learning
5. Accounting
6. Inventory management
7. **Other** (List and Describe)

**Category 19 (Nineteen) – End User Installation and Configuration/Services:** not included with an original purchase of hardware/software.

**Category 20 (Twenty) – Speaking/Training Services:** not included with an original purchase of hardware/software.

**A. Training/Installation:** Vendor will include a detailed description including any restrictions, target population, prerequisites and include the pricing structure.

- Speaking/Training Services – Technology (Speaking/Training including staff development)
- Training/Installation Services (including staff development)
- **Other** (List and Describe)

**Category 21 (Twenty-One): Hosted Internet Services**

- A. Email
- B. Web Hosting
- C. Communication/Collaboration Services
- D. Other** (List and Describe)

**Category 22 (Twenty-Two): Cabling (Not as part of a branded network infrastructure)**

**A. LAN**

1. Basic drop working off existing or net new infrastructure in a contiguous building, not requiring new fire penetrations etc. Include Price per Drop/Site. Specify type of cabling such as Cat5e/Cat6e/Cat7/Fiber, Plenum/Non-Plenum, etc.
2. Cable service(s) will be done on a case-by-case basis.

3. Cabling must adhere to the State of North Carolina's STS1000 Telecommunications Wiring Guidelines (<http://www.its.nc.gov/library/pdf/STS1000.pdf>) and TIA/EIA (Telecommunications Industry Association/Electronics Industry Alliance) Telecommunications Building Wiring Standards minimally, or any other state's requirements that are more stringent for that specified state.
4. Include installation/service geographical region and vendor(s) locations.
5. Must meet all requirements contained in the Cloud Computing Requirements Appendix B if applicable

## B. WAN/MAN

1. Cable/wireless service will be done on a case-by-case basis.
2. Vendors will provide a concise narrative and pricing guide of what their proposal contains and entails
3. Include installation/service geographical region and vendor(s) locations.
4. Must meet all requirements contained in the Cloud Computing Requirements Appendix B if applicable.
5. **Other** (List and Describe)

## Category 23 (Twenty-Three): Professional Services for Evaluation, Design, Planning, Installation, and Configuration/Services:

- Reseller will the assign the best resource available based on the specific needs of the client, the product(s) being installed, and complexity of the infrastructure.
- A. **Other** (List and Describe)

## Category 24 (Twenty-Four): K-1 Analytics Solution

- Comprehensive data analytics solution for school districts including student performance, whole child, school performance, district performance, and district finance and operations
- Ability to integrate data from multiple sources
- Role-based dashboards
- Predictive and geospatial capabilities
- Should include an easy to understand visualizations and intuitive interface
- Filtering and drilldown capabilities such as; ethnicity, gender, socioeconomic group, special education, homeless, English learner, gifted, foster, and other indicators as requested
- Turnkey solutions are encouraged
- Mobile ready solutions are encouraged
- Ability to be hosted in the cloud, on premises, or hybrid

| Engineering Title       | Description of Support                             | Hourly Rates <i>(May be a Range)</i> |
|-------------------------|----------------------------------------------------|--------------------------------------|
| Project Management      | Project Management                                 |                                      |
| Technician              | AP and Switch Installation                         |                                      |
| Systems Engineer        | AP Configuration & Support, L2 Switching           |                                      |
| Senior Systems Engineer | Advanced Routing/ Wireless, Security, L3 Switching |                                      |

|                          |                                      |  |
|--------------------------|--------------------------------------|--|
| Senior Systems Architect | Project Planning, Design, Consulting |  |
|--------------------------|--------------------------------------|--|

After hours rates will not be charged for any work performed during non-business hours. Rates are determined by the specific resource required and the duration of the project. If travel and lodging are deemed necessary, any charges will be specifically detailed in the Statement of Work and follow a State's General Terms and Conditions for Goods and Services.

The Responder should offer a complete listing of all Manufacturer Maintenance Plans available, by product Category, to include but not necessarily be limited to: drop shipped advanced replacements of parts, software patches and revisions issues to resolved known defects or vulnerabilities, access to online and live body technical assistance, advanced replacement of parts with requires installation/software configuration support to facilitate replacement. The bidder may offer different discounts for manufacturer maintenance plans by product categories offered.

#### Category 25 (Twenty-Five) Financial Services for IT purchases/leasing by:

- 1 Any public entity, including Pre-K–12 schools, Local Governments, Local Government entities.
  - a. Subcategories (designated by the Proposer)
- 2 Private Pre-K/Library educational entities
  - a. Subcategories (designated by the Proposer)
- 3 Non-profit Pre-K-12/Library entities
  - a. Subcategories (designated by the Proposer)
- 4 If restricted to a particular vendor(s) or client(s) specify these entities/restrictions.

for an indefinite quantity contract, for Convenience/Term and E-Rate (if applicable) Purchases. Vendors may subdivide the Categories for pricing discounts.

**Vendors may specify different discount level(s) for volume purchase(s) or offer volume purchase discounts to USETPA and/or USETPA Member's/Subscriber's at any time through this RFP during the contract period.**

**All pricing discounts are made on a 'to not exceed' basis meaning that vendors may elect to offer prices lower than those stated in their bid, but not higher.**

#### Category 26 (Twenty-Six): Any and All Products/Services Not Listed previously.

##### A. **Other** (List and Describe)

Examples may be but are not limited to:

- Cabling/Wiring
- Caching
- Calculators
- Campus Control and Integration
- Carts/Racks/Cases



- Cell Phone Service
- Cloud Services, Storage, Equipment, Software, End User Devices, etc.
- Co-Location
- Computers/End User Devices
- Copiers
- Data Analytics
- Data Management
- GPS Location
- Hosted Hybrid VOIP
- Interactive Boards
- Internet Access
- Local & Long Distance
- Maintenance
- Managed Services
- Mobile Device Management
- Network Security
- Optimization/Acceleration
- PA/Sound Systems
- Point to Point
- Printers
- Professional Services
- Projectors/Cameras
- Refurbished Equipment
- Security/Video/GPS physical/on-site/cloud based
- Servers
- Software
- Storage – Onsite, Offsite
- Telephone Equipment
- Training & Staff Development
- UPS/Power
- Vape Detectors
- Video Streaming
- Virtualization
- List any additional categories not previously listed and define the category.

The purpose of this document is to provide general and specific information for use by Vendor(s) in submitting a proposal to supply the USETPA with information technology goods and services as listed above in accordance with N.C.G.S. 143-1 29.8. The USETPA intends to award an indefinite quantity contract for a five-year term, with the option of an extension in and equal term as a result of this RFP. We will select qualified Vendor(s) with whom we will develop a mutually beneficial contractual relationship. Our decision to award will be based on an evaluation of the proposal that offers the best overall benefit to the USETPA for pricing, maintenance and support, and any value-added services. Multiple vendors may be given contracts for the same products/services.

for an indefinite quantity contract, for Convenience/Term and E-Rate (if applicable) Purchases. Vendors may subdivide the Categories for pricing discounts. **Vendors may specify different discount level(s) for volume purchase(s) or offer volume purchase discounts to USETPA and/or USETPA Subscribers at any time through this RFP during the contract period. All pricing discounts are**



**made on a 'to not exceed' basis.**

The purpose of this document is to provide general and specific information for use by Vendor(s) in submitting a proposal to supply the USETPA with information technology goods and services as listed above in accordance with N.C.G.S. 143-1 29.8. The USETPA intends to award an indefinite quantity contract for a five-year term, with the option of an extension in and equal term as a result of this RFP. We will select a qualified Vendor(s) with whom we will develop a mutually beneficial contractual relationship. Our decision to award will be based on an evaluation of the proposal that offers the best overall benefit to the USETPA for pricing, maintenance and support, and any value-added services.

You are being asked to submit a proposal in a sealed envelope at this time in accordance with the attached specifications and within the terms and conditions herein set forth, as well as an electronic version of the same proposal.

Individual manufacturer/distributor certified dealers and/or Original Equipment Manufacturers (OEM) are encouraged to submit bids, even if only a selection of the equipment/services are bid (ex: switches and/or wireless access points) as long as this is specified on the bid page. Do not list items if you are not submitting bids on those items.

For this solicitation the US Educational Technology Purchasing Alliance, will allow school, libraries and other public agencies to purchase under the terms and conditions of the contract established with the selected vendor under the provisions of G.S. 143-129(e)(3).



## **US Educational Technology Purchasing Alliance Request for Proposals**

### **I. SCOPE**

#### **1.1 REQUIREMENT**

The USETPA is soliciting proposals from qualified companies to enter into a Master Agreement for Technology Equipment/Services including but not limited to those specifically mentioned in this RFP. The RFP is subject to USETPA General Conditions and Instructions to Proposers and Special Provisions (Ref. Paragraph 2).

The Vendor(s) must deal directly with any USETPA Subscriber (herein “Participating USETPA Subscriber”) concerning product/service orders, credit applications, purchase and lease documents, collection disputes, invoicing, and payment. USETPA or its Subscribers shall not be held liable for any costs, damages, etc., incurred by any Participating USETPA Subscriber.

This Master Convenience Contract is a result of this Request for Proposal dated June 16, 2016 and shall be construed to be in accordance with and governed by the laws of the State of North Carolina.

Each Participating USETPA Subscriber enters into the Master Convenience Contract that allows the Participating USETPA Subscriber to purchase/finance products from the Vendor(s) in accordance with each participating USETPA Subscriber’s purchasing policies and procedure.

#### **1.2 SCOPE OF PRODUCTS AND SERVICES**

Responder should include all hardware and software provided through OEM agreements with the original manufacturer and included on the bidder’s most recent published price list/catalog.

All new items to be furnished must be the manufacturer’s current state-of-the-art and must be certified to be in current new production. All items delivered under this contract as new must be new. Refurbished items are not acceptable for new purchases.

Bidders may add an optional provision for certified refurbished equipment to be available for procurement under this contract, provided the specific warranties and warrantors are stated. Manufacturer-certified refurbished items must state this in all listings/offerings/contracts. All other certified refurbished items must have the certification agency named in all listings/offerings/contracts. In addition, non-manufacturer warrantors must have the following credentials to be considered:

- Current ISO Certification
- Be a member in good standing of one or both of the (2) primary secondary market industry associations: [ASCDiNATD](#) or [UNEDA](#).
- Have a minimum warranty of 1 year on all certified refurbished equipment and provide a written statement of warranty terms.

### 1.3 DEFINITIONS

#### **Contracted Manufacturer**

1. The original manufacturer awarded the contract to directly provide the products and services solicited in this document or
2. The holder of a re-labeling agreement authorized by the original manufacturer to provide sales and support of the products, directly or through certified sub-contractors.

#### **Distribution/Channel Partner**

1. A third party distributor or channel partner named in the contract held by the original manufacturer as authorized to provide the sales and support of the products solicited in this document or
2. A third party holding the contract and authorized by the original manufacturer to provide sales and support of the products solicited in this document directly or through certified sub-contractors.

**Manufacturer Maintenance-** Manufacturer offered and supported maintenance plans to include access to the manufacturer's technical assistance center, advanced replacement of parts (drop shipped) or advanced replacement of parts with labor, Plans typically will provide the purchaser options related to the level of support and responsiveness/deliver intervals (e.g. 8-5 next business day, 24/7 with 4 hour delivery), etc..

#### **Contracted Financial Services Provider**

1. The original Financial Services Provider awarded the contract to directly provide the products and services solicited in this document or
2. The holder of a re-labeling agreement authorized by the original Financial Services Provider/Manufacturer to provide sales and support of the products, directly or through certified sub-contractors which must be listed, including all contact information.

#### **RFP- Request For Proposal**

### 1.4 RESPONDER RESPONSIBILITIES

For the purposes of this type of contract the responder should identify itself as one of the following:

1. The original manufacturer providing direct sales support of the products/services in full compliance with all terms and conditions of this contract.
2. The original manufacturer choosing to designate authorized distribution/channel partners certified to provide direct sales and support of the products in full compliance with all terms and conditions of this contract.
3. A third party authorized by the original manufacturer to provide sales and support of the products, directly or through certified sub-contractors in full compliance with all terms and conditions of this



contract.

4. Holders of re-labeling agreements authorized by the original manufacturer to provide sales and support of the products, directly or through certified sub-contractors in full compliance with all terms and conditions of this contract.
5. A reseller of distributor authorized original manufacturer products.

The responder **must quote a minimum discount percentage for each category or subcategory.** USETPA reserves the right to delete any items offered and deemed, at the sole discretion of the USETPA, to be outside of the intended scope of this RFP.

The responder should submit with the proposal, a copy of the most recent Manufacturer Suggested Retail Price (MSRP)/Financial Services published price list/catalog and the price list if available **or** must provide an online link to the Price List/Catalog. In the event that the published price list/catalog does not exist, a signed and notarized typed listing of retail prices and minimum discounts of all categories (itemized if necessary) offered in the RFP response must be submitted in Excel format and will be posted online by the USETPA. Any terms and conditions contained therein are not applicable to this agreement. **The Suggested Retail Price list shall be maintained as items are discontinued/added. Discount percentages shall not be changed for the duration of the contract.**

All documentation requested in the invitation to RFP should be submitted with the RFP response. Any documentation, verification or clarification requested during the evaluation must be provided by the date required in the request for additional information. Failure to provide the requested information in the time allowed may result in the rejection of the bid response

**Responder MUST provide proof of financial stability and include the proof letter with their bid response.**

- 1) **The Proof MUST be on the appropriate letterhead stationery, and provided by the account executive responsible for the authorization, dated and signed.**
- 2) **Responder must notify USETPA and all current/future clients immediately** of any change in the authorization.

Each Responder must provide the Name of the Company or branch office(s), Location(s) and Function(s) of the offices that will provide administrative support in the successful execution of this contract, including all contact information including:

1. **complete name**
2. **physical location (complete address)**
3. **phone number including the extension if necessary**
4. **email address.**

**Each responder must provide a list of authorized partners/branch offices and the contact(s) information responsible for maintaining this list.**

USETPA reserves the right to delete any items offered and deemed, at the sole discretion of USETPA, to be outside of the intended scope of this RFP.

The responder should submit with the proposal, a copy of the most recent manufacturer(s) published



price list/catalog and the GSA price list if available. In the event that the published price list/catalog does not exist, a signed and notarized typed listing of retail prices and discounts of all categories (items if necessary) offered in the RFP response should be submitted. Such price list/catalogs shall be for informational purposes only, terms and conditions contained therein are not applicable to this agreement. This price list and discount shall be updated as prices/discounts are changed or discontinued/added.

The responder should submit with the proposal, a copy of the current warranty offered by the manufacturer for each category of hardware/software bid(s).

- a. If not the original manufacturer, the responder should submit with proposal, documentation from the manufacturer certifying that the responding company is authorized to sell and support the products proposed.
- b. If the responder is not authorized to service the products, the responder shall list the name(s), address(s) and phone number(s) of the manufacturer authorized/certified third party that will be utilized for service in full compliance with the terms and conditions of this contract and provide documentation of the agreement with the said third party.

The responder shall quote an hourly rate schedule for two (2) types of initial support upon request, or provide a fixed price Statements of Work (SOW) for deliverable-based services to the client..

- 1) Equipment Installation
- 2) Initial Software Configuration.

Both types of support shall only be made available by the responder and purchased by the Subscriber in direct support of, and in conjunction with a release order for the purchase of the hardware and software.

All documentation requested in the invitation to RFP should be submitted with the RFP response. Any documentation, verification or clarification requested during the evaluation must be provided by the date required in the request for additional information. Failure to provide the requested information in the time allowed may result in the rejection of the bid response

Responder MUST obtain a Letter of Authorization from the manufacturer/distributor and MUST include the letter with their bid response.

- 1) The Letter of Authorization MUST be on the Manufacturer's Letterhead stationery, dated and be signed by the Manufacturer's account executive responsible for the authorization.
- 2) The Letter of Authorization MUST certify that the bidder is an authorized manufacturer's representative/reseller and that an agreement exists between the Responder and manufacturer to supply the manufacture's line of products to the USETPA Subscriber Purchasing Group.
- 3) Responder must notify USETPA and all current/future clients immediately of any change in the manufacturer authorization.



The Responder MUST be able to provide full time sales and repair/warranty staff and should have it be available a minimum of 8 hours per business day. The USETPA Subscriber(s) desire that each Responder provide a toll free 1-800 telephone number for this Help Desk Service. Each Responder must provide the Name of Dealer(s) or branch office(s), Location(s) and Function(s) (sales, help desk, installation, inventory, warranty, etc.) of the offices that will provide technical and administrative support in the successful execution of this contract. Each Responder MUST provide a list of certified installation/maintenance/warranty technicians, including their certifications, on staff at the time of the response, upon the client's request.

Responders MUST be actively merchandising the manufacturer's products, which will be evidenced by sales, finished goods inventory in warehouse facilities and installed products in the field, and warranty/repair facilities to service the contract.

Each Responder MUST provide a Letter of Line of Credit or equivalent from a reputable third party financing corporation which clearly states the Responder has a minimum Line of Credit or equivalent of at least Five hundred thousand dollars (\$500,000.00) or equivalent.

Each OEM responder must provide a list of authorized partner/distributors.

## **1.5 CALENDAR OF EVENTS**

Reference pages 2

## **1.6 RESPONDER INQUIRIES**

No negotiations, decisions, or actions shall be executed by any responder as a result of any oral discussions with any USETPA/USETPA Subscriber Employee, or USETPA Consultant. Only those transactions, which are in writing, issued and an Addendum and/ or Informational Notice from USETPA Purchasing may be considered as valid. Likewise, USETPA shall only consider communications from responders which are signed and on company letterhead and/or submitted and an attachment via email. USETPA will accept inquiries via mail, certified mail, email or fax and telephone as indicated in the RFP.

## **1.7 SIGNATURE AUTHORITY**

The person signing the response must:

1. Be a current corporate officer, partnership Member/Subscriber or other individuals specifically authorized to submit a bid as reflected in the appropriate records on file with the Secretary of State; or:
2. Be an individual authorized to bind the vendor as reflected by a corporate resolution, certificate or affidavit; or
3. Submit other documents indicating authority which are acceptable to the public entity.
4. Documentation must be provided in the RFP response.



1. Be an individual authorized to bind the vendor as reflected by a corporate resolution, certificate or affidavit: or
2. Submit other documents indicating authority which are acceptable to the public entity.

### 1.8 SIGNATURE

At least one copy of the RFP shall be signed in **original blue ink** by the authorized employee, agent, or representative of the bidder (see 1.7 above).

### 1.9 NUMBERS OF COPIES OF RESPONSE

- One (1) paper Bidder authorized, original blue signature RFP, response is required.
- One (1) additional electronic copy of the RFP response is also required. The digital copy may be digitally emailed to [info@usetpa.com](mailto:info@usetpa.com) with the subject heading of:

#### **USETPA RFP 2112024-5 Response**

- USB Flash/Thumb drives will be accepted as an alternative.
- One (1) watermarked, draft proposed contract with USETPA must be included with the response if different from the attached Appendix C. (This contract response may be rejected if not approved in advance by the USETPA and the response will be disqualified.)
- **Response Date: see page 2**

### 1.10 DELIVERY OF RESPONSES

Responder is solely responsible for ensuring that its courier service provider makes inside deliveries to the USETPA physical location. USETPA is not responsible for any delays caused by the responder's chosen means of delivery.

Responder is solely responsible for the timely delivery of its RFP. Failure to meet the RFP opening and deadline shall result in the rejection of the RFP.

**ALL RESPONSES TO RFP REQUEST BECOME A MATTER OF PUBLIC RECORD AT THAT TIME. BY SUBMITTING AN RFP, RESPONDER SPECIFICALLY ASSUMES ANY AND ALL RISKS AND LIABILITY ASSOCIATED WITH INFORMATION MARKED CONFIDENTIAL IN THE RFP AND THE RELEASE OF ANY INFORMATION.**

### 1.11 NON-EXCLUSIVE CONTRACT

This contract is non-exclusive and shall not in any way preclude the USETPA/USETPA Subscriber from entering into any similar contracts and/or arrangements with other vendors or from acquiring similar equal or like goods and/or service from other entities or sources.

### 1.12 CHANGES, ADDENDA, WITHDRAWALS OF RFP RESPONSE

If the responder needs to submit changes or addenda, such shall be submitted in writing, signed in original ink by an official representative of the responder, cross-referenced clearly to the relevant bid



section, in a sealed envelope, prior to the RFP opening. Such shall meet all requirements for the RFP, if the responder chooses to withdraw his RFP response; the withdrawal notice shall be in writing and received prior to the RFP opening.

### 1.13 COOPERATIVE PURCHASE

#### US EDUCATIONAL TECHNOLOGY PURCHASING ALLIANCE

The US Educational Technology Purchasing Alliance (USETPA), in accordance with North Carolina General Statute 143-129 e(3), operates a “competitive bidding group purchasing program, which is a formally organized program that offers competitively obtained purchasing services at discount prices to two or more public agencies”.

Contracts are issued on behalf of USETPA Member’s/Subscriber’s but are issued with the express intent to allow for cooperative purchasing and/or piggybacking as allowed by individual state law. Ensuring compliance with the terms and conditions of USETPA contracts, and state purchasing regulations:

- **Registration of Purchase Orders:** required to be registered with the USETPA in order to meet the expectations of auditors by one of two methods:
  - a) **Copy of Purchase Order** emailed to: [po@usetpa.com](mailto:po@usetpa.com)
  - b) **Online Registration:** Short Online Form (Client Name, Address, PO Number, Date, Vendor Name)
    - To obtain the Registration address, contact by email: USETPA ([info@usetpa.com](mailto:info@usetpa.com)) with the subject heading of **USETPA PO Registration Address**. This address will be given to all Awarded Vendors/Manufacturers.

### 1.14 SUBSCRIBER STATUS IN USETPA PURCHASING GROUP

Participation in the US Educational Technology Purchasing Alliance is open to all PreK-12 schools, LEAs, Libraries, Head Start organizations, state and local government agencies, community colleges, higher education institutions, and other public agencies, non-profits and PreK-12 educational institutions.

These objectives do not preempt Participating Member’s/Subscriber’s from using other contract vehicles or competitive processes as required by law

### 1.15 INVOICE

Invoices will be submitted by the Contractor upon presentation of properly executed invoice after goods have been received, inspected and accepted. Invoices will be paid within 30 days or receipt of properly executed invoice, or receipt of goods, whichever is later.

**PAYMENTS WILL BE PAID TO VENDOR(S) AND ADDRESS AS SHOWN ON THE PURCHASE ORDER. ADVANCED PAYMENTS WILL NOT BE ALLOWED IN THIS CONTRACT.**



### 1.16 CONTRACT PERIOD

The USETPA intends to award an indefinite quantity contract for a five-year term, with the option of one additional five (5) year extension, as a result of this RFP. We will select a qualified Vendor(s) with whom we will develop a mutually beneficial contractual relationship. Our decision to award will be based on an evaluation of the proposal that offers the best overall benefit to the USETPA for pricing, maintenance and support, and any value-added services.

### 1.17 RENEWAL

At the option of the USETPA and acceptance of the contractor(s), this contract may be extended for 4 (four) additional 2 (two) year terms, conditions and discount (or greater) structure.

### 1.18 MULTI VENDOR AWARD

USETPA contracts may be awarded to multiple Entities. Awards will be based upon respondents meeting a minimum score on the USETPA bid-scoring matrix.

### 1.19 AWARD EVALUATION CRITERIA

It is the intention of the USETPA to award this contract all-or-none to the responsive and responsible responder, meeting the requirements of the RFP specifications and offering the overall greatest discount percentages for each category. The discount percentage quoted by the Contractor shall establish the minimum level of reduced pricing offered to the USETPA in each of the categories from the manufacturer's most recent published price list catalog or on the notarized typed listing of retail prices. The discount shall apply to any updated items or new items added throughout the life of the new contract, in accordance with the specification requirements.

Net prices may not exceed the current advertised price. If not, the USETPA does not intend to award or to maintain any item in any group that is offered at a price equal to or above the Suggested Advertised Retail Price. **An online link to the current Suggested Advertised Retail Price must be provided with the vendor proposal.**

An award may be made to all responsive and responsible submissions to the USETPA's request for competitive fixed price bidding. However, not every representative of a line of products/services may be awarded a contract.

### 1.20 IT PRODUCT CATEGORIES

The broad product categories included herein are established to provide bidder the flexibility of offering different discounts by category of products. The descriptions of each category are not intended to limit the products offered by the bidder however, the USETPA reserves the right, at its sole discretion, to exclude /remove any products deemed beyond the intended scope of this contract.

### 1.21 USETPA FEES

In order to maintain and enhance the quality and quantity of USETPA contracts, all vendors agree to pay a 1.0-1.75% fee of all purchases made by the Subscribers to the Consortia Purchasing Advisors, LLC for expenses related to the maintenance and management of the USETPA. This 1.0-1.75% fee is not to be included in the pricing structure submitted for the bid. USETPA Subscribers may not be



USETPA RFP Number: 2112024-A

charged this fee in any manner.

## II. GENERAL TERMS AND CONDITIONS

**1.1 Award:** Any contract resulting from this Request for Proposals shall be awarded to the Vendor(s) that submits the best overall proposal as determined by the USETPA in accordance with N.C.G.S. 143-129.8. The USETPA may negotiate with any Vendor(s) in order to obtain a final contract that best meets the needs of the USETPA.

**1.2 Questions:** See Page 2

**1.3 Documentation:** All documentation submitted by Vendor(s) is voluntary and becomes the property of the USETPA who is under no obligation to return or pay for any of the material submitted by a Vendor in response to this RFP.

**1.4 Acceptance:** The USETPA reserves the right to accept or reject any or all of the proposals submitted, and to waive informalities and accept that proposal which appears to be in the USETPA's best interest.

**1.5 Proposal Review:** The USETPA will review and analyze each proposal, and reserves the right to select the Vendor(s) who offers the best value. The USETPA shall select the Vendor(s), which in the USETPA's opinion, has made a proposal best suited to the needs and goals of the USETPA and deemed to be in compliance with the terms of this RFP.

**1.6 Contract Transfer:** The Vendor(s) shall not assign, transfer, sublet, convey or otherwise dispose of any contract which results from this RFP or its right, title or interest therein or its power to execute the same to any other person, firm, partnership, company or corporation without the previous written consent of the USETPA. The USETPA reserves the right to declare the Vendor(s) in default and terminate the contract for cause.

**1.6.1 Contract Assignment/Transfer:** The Vendor(s) shall not assign or in any way transfer any interest in the contract without the prior written consent of the USETPA, provided, however, that the claims for money due or to become due to the Vendor(s) from the USETPA may be assigned to a bank, trust company or other financial institution without such consent so long as notice of such assignment shall be expressly made subject to all defenses, setoffs, or counterclaims which would have been available to the USETPA against the Vendor(s) in the absence of such assignment.

**1.6.2 Equipment/Services Subcontract/Transfer:** None of the equipment/services to be provided by the Vendor(s) pursuant to the contract shall be subcontracted or delegated to any other organization, association, individual, corporation, partnership, or other such entity without the prior written consent of the USETPA. No subcontract or delegation shall relieve or discharge the Vendor(s) from any obligation or liability under the contract.



**1.7 Insurance Requirements:** The Vendor(s) shall obtain and maintain in force at all times during the term of the contract derived from this RFP, insurance coverage pertaining to Comprehensive General Liability, Comprehensive Automobile Liability, and Workers Compensation in the following amounts and types:

**1.7.1 Comprehensive General Liability** – Vendor(s) to supply the USETPA with original certificates of insurance covering public liability in an amount not less than \$1,000,000 per accident.

**1.7.2 Comprehensive Automobile Liability** – Vendor(s) to supply the USETPA original certificates of insurance in an amount not less than \$1,000,000 and shall cover property damage, and operation on or off the site of all motor vehicles licensed for highway use, whether they are owned, non-owned, or hired.

**1.7.3 Workers' Compensation/Employers Liability Insurance** - The Vendor(s) shall furnish the USETPA with original certificates showing that all its employees who are engaged in any work under this Contract are protected under Worker's Compensation insurance policies with a limit no less than the minimum required by North Carolina state statutes.

**1.7.4 Insurance for USETPA:** The Vendor(s) shall carry insurance with an insurance company authorized to do business in NC and satisfactory to the USETPA so as to hold the USETPA harmless from any and all claims for damages arising out of bodily injury to or death of any person or persons, and for all claims for damages arising out of injury to or destruction of property caused by accident resulting from the use of implements, equipment or labor used in the performance of the contract or from any neglect, default or omission, or want of proper care, or misconduct on the part of the Vendor(s) or for anyone in Vendor's employ during the execution of the contract derived from this RFP.

**1.7.5 Insurance Certificates:** Prior to starting on the contract derived from this RFP, the Vendor(s) shall deposit with the USETPA original certificates from the insurer to the effect that the insurance policies required in the above paragraph have been issued to the Vendor. The certificates must be on a form satisfactory to the USETPA.

**1.8 Sales Taxes:** Please include appropriate Sales tax or other applicable taxes, if any, as a separate line item in your proposal. Sales tax records and certified statements may be required for all materials and supplies that are purchased in the fulfillment of this project.

**1.9 Amendments:** No amendment to the contract shall be effective unless it is in writing and signed by authorized representatives of both parties and is accepted by the USETPA.

**1.10 Causes Beyond Reasonable Control:** Neither party will be liable to the other or be deemed to be in breach of the contract for any failure or delay in rendering performance arising out of causes beyond its reasonable control and without its fault or negligence. Such causes may include, but are not limited to, acts of God or the public enemy, fires, floods, epidemics, quarantine restrictions, strikes, freight embargoes and unusually severe weather. Dates or times of performance will be extended to the extent of delays excused in this section, provided that the party whose performance is affected notifies the other promptly of the existence and nature of such delay.

**1.11 Outside Contract Fees:** The Vendor(s) represents that no other person other than the bonafide employees working solely for the Vendor(s) have been employed or retained to solicit or secure this agreement upon an arrangement or understanding for a commission, percentage, brokerage fee, gift or



any other consideration contingent upon the award for making of this contract. For breach or violation of the representation, the contract price, consideration, or otherwise, the USETPA may recover the full amount of such commission, percentage, brokerage fee or other consideration.

**1.12 Outside Contract Fees:** The Vendor(s) represents that no other person other than the bonafide employees working solely for the Vendor(s) have been employed or retained to solicit or secure this agreement upon an arrangement or understanding for a commission, percentage, brokerage fee, gift or any other consideration contingent upon the award for making of this contract. For breach or violation of the representation, the contract price, consideration, or otherwise, the USETPA may recover the full amount of such commission, percentage, brokerage fee or other consideration.

**1.13 Product Delivery:** Unless otherwise stated, all items shall be quoted and delivered F.O.B. destination (i.e. at a specific USETPA Member/Subscriber address), and delivery cost and charges (if any) shall be included in bid price.

**1.14 Contract Duration:** Any contract which results from this Request for Proposal shall be for the duration of the proposal, contingent upon USETPA satisfaction and Vendor(s) adherence to Terms and Conditions. Purchase Orders issued by the USETPA Member/Subscriber shall serve as the USETPA Member's/Subscriber's only commitment to purchase. The contract resulting from this RFP may be used as a Convenience Contract (with the exception of E-Rate Pricing) available for use by any current or future USETPA Member's/Subscriber's at any time during the term of the contract. All purchase orders shall reference this Agreement.

**1.15 Contract Situs:** The place of this contract, its situs and forum, shall be Brunswick County, North Carolina, where all matters, whether sounding in contract or tort, relating to its validity, construction, interpretation and enforcement shall be determined.

**1.16 Value-Added Services:** Contract related value added services may be provided by the Vendors/Dealers. Value added services may be, but are not limited to, training, installation, asset tagging or imaging, planning, etc.. These additional services will be negotiated by the Subscriber with the contract holder.

**1.17 Delivery:** Delivery of products/services shall be completed within 30 days from the date of the original Purchase Order, unless agreed to by the USETPA Member/Subscriber. Purchase Orders may be cancelled by the USETPA Member/Subscriber, in writing, with no penalty or expenses to the USETPA Member/Subscriber if the order is not delivered by the Vendor within 30 days from the original order, or the additional time limit as agreed to by the USETPA Member/Subscriber.

## Part 2: Submission of Proposals

### 1.18 RFP Evaluation

- Award(s) will be based on the lowest and best bid (most advantageous to USETPA Member's/Subscriber's) as determined by consideration of:
  - a. Prices offered: 30%
  - b. Quality of item(s) offered and suitability for intended use: 20%
  - c. General Reputation and performance capabilities of vendor: 20%
  - d. Conformity with specifications herein: 20%
  - e. M/WBE participation: 10%
- The USETPA will perform a full and complete evaluation of all submittals. The Senior Contract Administrator (SCA) will be responsible for all final decisions on behalf of the USETPA and its Member's/Subscriber's.
- Recommendation for award will be based upon the most advantageous proposal(s) received considering product pricing discounts, maintenance pricing discounts, and any and all other value-added services proposed by the Vendor to the USETPA.
- Value-added services will be given special consideration by the USETPA

## INTRODUCTION TO RFP REQUIREMENTS

### A. GENERAL CONSIDERATIONS

1. Costs for developing responses to this RFP are entirely the obligation of the Vendor(s) and shall not be chargeable in any manner to the USETPA. Submission of a sealed response to the RFP will signify the Vendor's agreement that their response and the contents thereof are valid for 90 days.
2. The USETPA reserves the right to negotiate with any Vendor(s) in order to obtain a final contract that best meets the need of the USETPA/Member/Subscriber. Additionally, the USETPA reserves the right to reject any and all RFP responses if it is determined to be in the best interests of the USETPA to do so.
3. Responses received after the due date and time specified in this RFP will not be considered.
4. Winning Vendor(s) must agree to provide a complete searchable electronic price list with discounts in Excel format to USETPA within five (5) business days, if not included with the original bid or posted online, and may be emailed to [landon@usetpa.org](mailto:landon@usetpa.org)
5. **Proposed Vendor contracts that differ from the Appendix C must be noted and must be included with the written response to this RFP and approved in advance of the submission.**

### B. EVALUATION CRITERIA

- The USETPA will evaluate all properly submitted responses.
- The following general criteria will be used to evaluate the responses:
  1. Prices offered: 30%
  2. Quality of item(s) offered and suitability for intended use: 20%
  3. General Reputation and performance capabilities of vendor: 20%
  4. Conformity with specifications herein: 20%
  5. M/WBE status: 10%
- USETPA Member's/Subscriber's reserve the right to reject any bid on the basis of function, compatibility with user requirements of utility as well as costs.

### C. FORMAT FOR RESPONSE TO RFP

This section serves as a checklist for the expected format of the Vendors' response to the RFP. Any supporting documentation should be included in an appendix or attachment.

All appropriate Appendices must be completed and attached.

The evaluation process will provide credit only for the capabilities and advantages, which are presented by the Vendor in the written response. One original signed response must be submitted, and three additional copies are requested. One proposed contract with USETPA must be included with the response, if different from the Appendix C.



#### **D. COVER LETTER**

A letter of introduction, including the name and address of the Vendor(s) submitting the proposal and the name, address, and phone number of the person(s) to contact who will be authorized to present and bind the Vendor(s) to all commitments made in the response.

#### **E. VENDOR PROFILE**

Provide a company profile including the organization which will directly support the USETPA. The bidder **MUST** submit a letter on their letterhead certifying that they are authorized to operate contractually and sell within the State of North Carolina.

#### **F. REFERENCES**

Provide a list of the three most recent, comparable contracts, if any, which you have performed, and include references for each. The Bidder should provide/demonstrate a record of past performance indicating its ability to fulfill this contract. Each Bidder will include company name, point of contact/individual's name, individual's title and phone number for each reference provided and year and type of service provided. Include a list of failed projects, suspensions, debarments, and significant litigations, if any. In addition provide additional information as requested.

#### **G. PROPOSAL**

Provide your proposal in such a way that is clear, concise, and according to the business/technical specifications and pricing requirements.

#### **H. APPENDIX OR ATTACHMENT TO PROPOSAL, (optional)**

Provide additional supporting literature

#### **I. ADDITIONAL REQUIREMENTS**

All submitted equipment/services must be identified as E-RATE eligible if the Vendor wishes to bid for E-Rate discounts to USETPA Subscribers. This will be identified by listing an E-Rate discount in the appropriate column(s) of the response.

#### **J. DOCUMENTATION**

The successful Vendor (s) shall provide complete technical documentation of all products.

#### **K. WARRANTY**

The successful Vendor(s) shall warrant that all new equipment is **NEW**, in good working order, free from defects and in conformance to specifications. All equipment must conform to the manufacturer's official published specifications. The successful Vendor(s) shall agree to repair, adjust and/or replace any defective equipment within the warranty period at the successful Vendor's sole expense.

Bidders may add an optional provision for certified (refer to section I, subsection 1.2) refurbished equipment to be available for procurement under this contract, providing the Subscriber agrees in writing to accept warrantied refurbished equipment. All equipment must conform to the manufacturer's official published specifications. The successful Vendor(s) shall agree to repair, adjust and/or replace (as determined by the USETPA Subscriber to be in its best interest) any defective equipment within the warranty period at the successful Vendor's sole expense.

#### **L. MAINTENANCE AND SUPPORT**

Each Vendor(s) must provide a complete maintenance and support plan including emergency and non-emergency intervals, as well as periodic routine schedules. Routine maintenance and associated costs should be included. Routine maintenance shall include, but is not limited to: Error or defect correction, Updates, and Telephone Assistance.

#### **M. GENERAL REQUIREMENTS**

All equipment and material must be NEW and of the highest quality and reliability. Bidders may add an optional provision for certified (refer to section I, subsection 1.2) refurbished equipment to be available for procurement under this contract, providing the Subscriber(s) agree in writing to accept warrantied refurbished equipment.

USETPA objects to and will not evaluate or consider any additional terms and conditions submitted with a bidder response unless written approval is obtained in advance of official submission. This applies to any language appearing in or attached to the document or contract as part of the bidder's response. Do not attach any additional terms and conditions. By execution and delivery of this document, including Appendix C, the bidder agrees that any additional terms and conditions, whether submitted purposely or inadvertently, shall have no force or effect.

#### **N. INDEMNIFICATION**

In carrying out these works, the Vendor(s) will act as an independent contractor and must agree to keep the USETPA/USETPA Subscriber indemnified against any and all claims, actions or demands that may be brought, made, or arise in respect of anything done, or omitted to be done by its employees who shall be and remain at all times and for all purposes, the servants or employees of the Vendor(s).

#### **O. CANCELLATION**

The USETPA, reserves the right to cancel the contract resulting from this Request for Proposal if, in the USETPA's opinion, the service provided is not satisfactory or Vendor attempts to circumvent this RFP/Contract. In the event of cancellation, the Vendor(s) will have no right of action against the USETPA/USETPA Subscriber for damages; however, cancellation would not, in any manner, limit the USETPA's right to bring action against the Vendor(s) for damages for breach of contract. Ten days written notice of cancellation will be provided.

#### **P. INQUIRIES**

All inquiries regarding this Request for Proposal must be in written form and directed to Senior Contract Administrator, via email, [info@usetpa.com](mailto:info@usetpa.com) .

All questions should be submitted, in writing, at least seven (7) business days prior to the closing time and date.

No verbal representations, promises, statements or advice made by any employee of the USETPA/USETPA Subscriber should be relied on.

All questions and answers will be posted on the USETPA website at [USETPA.org](http://USETPA.org) .

#### Q. E-RATE REQUIREMENTS

- If applicable, Vendor/Dealers/Resellers, should participate in the Federal Communication Commission's E-Rate discount program established under authority of the Federal Telecommunications Commission Act of 1996. The Vendor/Dealer's participation and implementation of this program **must not include any service or administration fee**. The submitted bids may be used to apply for E-Rate funding by schools/libraries.
- Equipment/services included in the bid must be noted if they **are/are not/partially (specify) E-Rate eligible**. Vendor/Dealer/Reseller SLD SPIN numbers must be provided if Vendor/Dealer/Reseller is E-RATE eligible.

- **MINI-BIDS FOR THE PURPOSE OF E-RATE**

Schools and libraries are required to conduct a mini-bid of all vendors listed on this contract in order to qualify for E-Rate funding. Vendors shall review the mini-bid and provide best and final pricing to the school or library within the time period requested by the school or library.

#### R. AVAILABILITY OF FUNDS

Any and all payments to Vendor are expressly contingent upon and subject to the appropriation, allocation and availability of funds to the USETPA Member/Subscriber for the purposes set forth in this Contract. If this Contract or any Purchase Order issued hereunder is funded in whole or in part by federal/state funds, the USETPA Member's/Subscriber's performance and payment shall be subject to and contingent upon the continuing availability of said federal/state funds for the purposes of the Contract or Purchase Order. If the term of this Contract extends into fiscal years subsequent to that in which it is approved, such continuation of the Contract is expressly contingent upon the appropriation, allocation and availability of funds by the State Legislature/Local School Board for the purposes set forth in the Contract. If funds to effect payment are not available, the USETPA Member/Subscriber will provide written notification to Vendor. If the Contract is terminated under this paragraph, Vendor agrees to take back any affected deliverables and software not yet delivered under this Contract, terminate any services supplied to the USETPA Member/Subscriber under this Contract, and relieve the USETPA Member/Subscriber of any further obligation thereof. The USETPA Member/Subscriber shall remit payment for deliverables and services accepted prior to the date of the aforesaid notice in conformance with the payment terms.

#### S. FIRM PRICE DISCOUNT

Pricing applies to purchases made under the terms and conditions set forth in this document and are firm for the stated Agreement term. The pricing discounts will be applied against Manufacturer's/Vendor's then current, Suggested Advertised Retail Price at the time of acceptance of the Purchase Order by Vendor/Dealer to determine the net price to be paid by the USETPA Member/Subscriber for Products and Services under the Agreement. USETPA requires that dealers

sell Products or Services at not less than the stated pricing discounts set forth in the Agreement, and dealer may offer additional incremental discounts, in their sole discretion to USETPA Member's/Subscriber's. To the extent that an USETPA Member/Subscriber proposes additional requirements or a change to the stated terms and conditions set forth in the Agreement, both Vendor/Dealer and the USETPA Member/Subscriber may mutually agree to such change in writing in a separate addendum.

#### **T. LUNS福德 ACT/CRIMINAL BACKGROUND CHECKS**

- 1 The Provider shall conduct at its own expense sexual offender registry checks on each of its employees, agents, ownership personnel, or vendor/dealers ("contractual personnel") who will engage in any service on or delivery of goods to USETPA Member/Subscriber property or at a USETPA Member/Subscriber sponsored event.
- 2 The checks shall include at a minimum, checks of the State Sex Offender and Public Protection Registration Program,
- 3 the State Sexually Violent Predator Registration Program, and
- 4 the National Sex Offender Registry ("the Registries").
- 5 The Provider shall provide certification on Sexual Offender Registry Check Certification Form that the registry checks were conducted on each of its contractual personnel providing services or delivering goods under this Agreement prior to the commencement of such services or the delivery of such goods.
- 6 The Provider shall conduct a current initial check of the registries (a check done more than 30 days prior to the date of this Agreement shall not satisfy this contractual obligation).
- 7 In addition, Provider agrees to conduct the registry checks and provide a supplemental certification form before any additional contractual personnel are used to deliver goods or provide services pursuant to this Agreement.
- 8 Provider further agrees to conduct annual registry checks of all contractual personnel and provide annual certifications at each anniversary date of this Agreement.
- 9 Provider shall not assign any individual to deliver goods or provide services pursuant to this Agreement if said individual appears on any of the listed registries.
- 10 Provider agrees that it will maintain all records and documents necessary to demonstrate that it has conducted a thorough check of the registries as to each contractual personnel, and agrees to provide such records and documents to the USETPA Member/Subscriber upon request.
- 11 Provider specifically acknowledges that the USETPA Member/Subscriber retains the right to audit these records to ensure compliance with this section at any time in the USETPA's effective sole discretion.
- 12 Failure to comply with the terms of this provision shall be grounds for immediate termination of the Agreement.
- 13 In addition, the USETPA Member/Subscriber may conduct additional criminal records checks at Provider's expense. If the USETPA Member/Subscriber exercises this right to conduct additional criminal records checks, Provider agrees to provide within seven (7) days of request the full name, date of birth, state of residency for the past ten years, and any additional information requested by the USETPA Member/Subscriber for all contractual personnel who may deliver goods or perform services under this Agreement.

- 14 Provider further agrees that it has an ongoing obligation to provide the USETPA Member/Subscriber with the name of any new contractual personnel who may deliver goods or provide services under the Agreement. USETPA Member's/Subscriber's reserves the right to prohibit any contractual personnel of Provider from delivering goods or providing services under this Agreement if USETPA Member's/Subscriber's determines, in its sole discretion, that such contractual personnel may pose a threat to the safety or well-being of students, school personnel or others.

#### **U. DISPUTE RESOLUTION:**

The parties agree that it is in their mutual interest to resolve disputes informally. A claim by the Vendor shall be submitted in writing to the USETPA Member Contract Administrator for decision. A claim by the USETPA shall be submitted in writing to the Vendor's Contract Administrator for decision. The Parties shall negotiate in good faith and use all reasonable efforts to resolve such dispute(s). During the time the Parties are attempting to resolve any dispute, each shall proceed diligently to perform their respective duties and responsibilities under this Contract. If a dispute cannot be resolved between the Parties within thirty (30) days after delivery of notice, either Party may elect to exercise any other remedies available under this Contract, or at law. This term shall not constitute an agreement by either party to mediate or arbitrate any dispute.

#### **V. FEDERAL FUNDS**

If the source of funds for a purchase are federal funds, the following federal provisions apply, as applicable:

1. the Davis-Bacon Act (40 U.S.C. § 276a / 29 CFR Part 5),
2. the Copeland "Anti- Kickback" Act (18 U.S.C. § 874 / 29 CFR Part 5),
3. the Equal Opportunity Employment requirements (Executive Orders 11246 and 11375 / 41 CFR Chapter 60),
4. the McNamara- O'Hara Service Contract Act (41 U.S.C. 351),
5. Section 306 of the Clean Air Act (42 U.S.C. § 1857h,
6. Section 508 of the Clean Water Act (33 U.S.C. § 1368),
7. Executive Order 11738,
8. Environmental Protection Agency regulations (40 CFR Part 15),
9. the Contract Work Hours and Safety Act (40 U.S.C. § 3701-3708; 29 C.F.R. Part 5),
10. Byrd Anti-Lobbying Amendment (31 U.S.C. 1352),
11. Debarment and Suspension (Executive Orders 12549 and 12689),
12. the Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards (2 CFR Part 200),
13. the Education Department General Administrative Regulations, 2 C.F.R. Parts 200 and 3474, and 34 C.F.R. Parts 75-77 and 81 ("EDGAR"),

14. and mandatory standards and policies contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act (Pub. L. 94-163, 89 Stat. 871),
15. Title VI of the Education Amendments of 1972;
16. Section 504 of the Rehabilitation Act of 1973;
17. the Age Discrimination Act of 1975;
18. Title 7 CFR Parts 15,15a,and 15b;
19. the Americans with Disabilities Act;
20. CFR Ch. II (1–1–15 Edition) § 200.322 Procurement of recovered materials.

#### **W. COMPLIANCE WITH FEDERAL FUNDS PURCHASES**

In accordance with 2 CFR Part 200, Subpart E, Cost Principles, all purchases made with federal funds, regardless of the method of purchase, must be determined to be:  
Reasonable in cost (comparable to current fair market value) necessary to carry out the objectives of the federal program allowable under the federal cost principles and the terms and conditions of the award allocable (chargeable or assignable) to the grant program based on the relative benefits received.

#### **X. EDGAR (Education Department General Administrative Regulations) Compliance**

The following provisions in the appendix are required and apply when federal funds are expended by an Approved Entity for any contract resulting from this procurement process. The Approved Entity is the sub grantee or sub recipient by definition.

Reference Education Department General Administrative Regulations (EDGAR) and Other Applicable Grant Regulations <https://www2.ed.gov/policy/fund/reg/edgarReg/edgar.html>

#### **Y. CLOUD COMPUTING: Contracting Inclusions**

Minimal list of items that must be included in any cloud contract that applies to any public entity. Each entity may have additional requirements that must be included in any contract. Vendor is responsible for verification with the entity.

#### **Z. TERM OF CONTRACT - EFFECTIVE DATE / INITIAL CONTRACT PERIOD**

The effective date of this contract is the first day of the Contract Period as specified on the posted statement of award. The initial term of this agreement is two (2) years from the effective date. Regardless, this contract expires no later than the last date stated on the final statement of award.



**AA. TERM OF CONTRACT - OPTION TO RENEW**

At the end of the initial term, and at the end of each renewal term, this contract shall automatically renew for a period of 2 years, for a maximum total of up to 10 years.

If the Vendor or the USETPA notifies the other party, in writing (email attachment on Vendor letterhead) that it elects not to renew the contract at least sixty (60) days prior to the date of renewal, then the automatic renewal is cancelled.

Regardless, this contract expires no later than the last date stated on the final statement of award.



## Appendices Index:

**Appendix A:** E-Rate Universal Fund Discount Spin Number Form **(Required from all Bidders participating in the SLD E-Rate Program)**

**Appendix B:** Cloud Data

**Appendix C:** Bidder Cover Form/Contract **(Required for all bids)**

**Appendix F:** Piggyback Clause **(Required for all bids)**

**Appendix G:** States where vendor wishes to offer services and where vendor maintains a physical location **(Required for all bids)**

**Appendix H:** M/WBE/SB certification **(Required for all bids)**

**Appendix I:** USETPA Administration Fees

**Appendix J:** USETPA Summary

**Appendix M:** Drug Free Workplace

**Appendix O:** Edgar Compliance **(Required for Contracts using Fed \$)**

**Appendix S:** National Supply Chain Security



## Appendix A: ERATE

- **E-RATE UNIVERSAL SERVICE FUND DISCOUNT SPIN NUMBER**

Products being procured under this solicitation may be eligible for Universal Service Fund Discounts. Bidders desiring to participate in the Universal Service Discounts programs must comply with all applicable Federal Communications Commission and State laws/regulations/rules that apply to these programs. Vendors should indicate their willingness to participate in these programs by signing below:

- **MINI-BIDS FOR THE PURPOSE OF E-RATE**

Schools and libraries are required to conduct a mini-bid of all vendors listed on this contract in order to qualify for E-Rate funding. Vendors shall review the mini-bid and provide best and final pricing to the school or library within the time period requested by the school or library.

- **NATIONAL SUPPLY CHAIN SECURITY ([review appendix S](#))**

The Supply Chain First Report and Order (DA 19-121) prohibits the use of the Universal Service Fund (USF) support to purchase, obtain, maintain, improve, modify, or otherwise support any equipment or services produced or provided by companies that pose a national security threat to the integrity of communications networks or the communications supply chain. (See Appendix S)

|                                                                                     |                    |   |             |
|-------------------------------------------------------------------------------------|--------------------|---|-------------|
| Name of E-Rate Registered Vendor:                                                   | CDW Government LLC |   |             |
|  | /                  | / | 143005588   |
| Authorized Signature                                                                | 12/10/2024         |   | SPIN Number |
| Justin Schwier . Manager, Proposals                                                 |                    |   |             |

## Appendix B: Cloud Data

### Cloud Computing: Contracting Inclusions

**NOTE:** (Required for all contracts involving off-premise Subscriber data; contracts must adhere to all included considerations)

#### I. Pricing:

- The contract will include specific price caps to eliminate ballooning costs after the initial investment. For example, a fee increase cap of 3% is commonly used in such contracts, along with a provision to ensure that if the service is offered to other customers at a lower cost, the USETPA Subscriber will receive that lowest cost pricing. An effective method of monitoring the pricing must be provided by the cloud provider.

#### II. Data Assurances:

- A. **Ownership:** The contract shall clearly state that the USETPA Subscriber owns all data residing within the cloud environment. Typically, the contract language will include rights to USETPA Subscriber data ownership related to issues such as intellectual property as well as disallow accessing the data for corporate gain by the cloud provider or organizations other than the USETPA Subscriber.
- B. **Access to Data:** The contract shall mandate that the USETPA Subscriber be able to access and retrieve its data stored in the cloud at its sole discretion. The USETPA Subscriber shall have the right to access all data, regardless of who created the content and for what purpose, in order to ensure that individual USETPA Subscriber employees cannot prevent access to data that would have traditionally resided on USETPA Subscriber servers, etc. Furthermore, the contract shall specify how the data will be retrieved from the cloud in the event of an emergency or time-sensitive situation, with specific procedures and timelines noted. In all cases involving data access and retrieval requests, the contract shall specify the process by which the USETPA Subscriber will validate the request, including positions within the USETPA Subscriber authorized to make such a request and to whom within the cloud provider.
- C. **Disposition of Data Upon Request:** The contract shall provide a mechanism for the USETPA Subscriber to require the cloud provider to destroy specified records as requested. The purpose of this mechanism is to allow the USETPA Subscriber to destroy records when allowed by law (i.e. according to the retention schedule) and not have additional copies of the records residing in other locations, such as the cloud, then making the records subject to disclosure upon public records requests or in the event of litigation.
- D. **Disposition of Data Upon Contract Termination:** The contract shall provide clear instructions on how USETPA Subscriber data will be returned or retrieved in the event of contract termination. It is important to include the timeframe for such provision of all data, the process, and the exact format of the data. It is important to note that most cloud services involve

proprietary or non-standard formats of data, which upon exporting to the USETPA Subscriber, would render it useless. Therefore, the contract shall specify a common format for data return/retrieval, such as XML. The contract shall also include specifications requiring the vendor to destroy all USETPA Subscriber data after contract termination, along with the USETPA Subscriber's right to conduct an audit to ensure the data has been destroyed.

- E. **Data Breaches:** The contract shall specify the cloud vendor's obligations in the event of data breach or unauthorized access. It is important to include reporting/notification requirements related to the breach within a specified timeline, as well as details about the breach such as its nature, the data compromised, the involved parties, mitigation efforts, and corrective actions to be taken by the vendor. The contract shall also specify indemnification in the event of the breach, as the data breach relates to specific legal, regulatory, and operating agreement provisions. In other words, the cloud provider shall be responsible for all damages, fines, etc. including litigation costs related to a breach. Many cloud providers avoid putting this type of language in their contracts, which makes the USETPA Subscriber liable for costs associated with breaches.
- F. **Data Storage Location:** The legal system cannot keep pace with technology and, currently, most courts are holding that the legal jurisdiction over a contract dispute involving data takes place in the state where the data physically resides. North Carolina has a law (G.S. 22B-3) which voids contract provisions that require disputes under the contract to be litigated outside of the state, but it is important to consider the inclusion of statements about the physical storage location of USETPA Subscriber data (particularly requiring the data to remain within the United States).
- G. **Legal Data Holds/Public Record Requests:** The contract shall include provisions related to litigation holds on data (also called litigation cooperation clause). First, the contract shall specify the communication process for informing either the cloud provider or the USETPA Subscriber of any legal requests (including public records requests), as well as mechanisms to ensure that the data is preserved in its entirety during the duration of the litigation. A legal hold also requires maintaining any media that was used for backup of the data which must be available for searching. Furthermore, the contract shall specify that the cloud provider will not provide data to individuals, groups, or organizations making records requests unless directed to do so by an authorized USETPA Subscriber official. The contract shall also include a provision indicated the process by which the data requested will be reviewed and potentially redacted or removed from provision by authorized USETPA Subscriber officials, in order to ensure compliance with NC General Statutes minimally, and any other states requirements that are more stringent.
- H. **Right to Audit and Inspect:**
- Multiple audit formats to be specified in the contract:

- a. The USETPA Subscriber has the right to request third-party audits and/or certifications related to infrastructure and security, including penetration testing and vulnerability assessments. In addition, any reports produced from these audits and certifications will be provided to the USETPA Subscriber for review.
- b. The USETPA Subscriber (or a third-party provider selected by the USETPA Subscriber) has a right to perform an onsite inspection of the cloud vendor's infrastructure and security practices on a specified basis.
- c. The USETPA Subscriber has the right to review the infrastructure and security specifications in written format if it so chooses.
- d. The USETPA Subscriber shall have a right to audit the performance records of the cloud provider, as well as access to daily and weekly service quality statistics.

**I. Service Level Agreements (SLA):**

The contract shall specify service level parameters, minimum levels, and specific remedies and penalties for non-compliance with SLAs.

- Always include:
  - 1) Uptime,
  - 2) Performance and response time,
  - 3) Error correction time, and
  - 4) Infrastructure and security.

Ensure that the SLA clearly defines the pertinent terms, such as downtime, scheduled downtime, etc. These definitions eliminate ambiguity in contract enforcement, as well as provide specific mechanisms for calculating compliance with the SLA.

**J. Remediation/Penalties:**

Remedies for violation of the SLA shall include corrections and/or penalties. Both corrections and penalties shall be specific (such as "Service credit will be rendered when SLA is not met by Vendor. The service credit will be applied as liquidated damages against the following quarter of service costs." It is important to document how the credit will be provided and when it will be provided. Ideally, the financial penalty shall be 10-20 percent of the contract, per Gartner, in order to motivate the vendor to avoid violations. These penalties shall be related to SLA performance, while fines and costs associated with data breaches shall be covered under the Data Assurances section of the contract.

**K. Disaster Recovery/Business Continuity**

The contract shall specify minimum disaster recovery and business continuity requirements and ensure that the cloud provider meets the minimums through inspection of documentation, etc. Furthermore, the contract shall specify penalties for failures in complying with the minimum requirements, as discovered through onsite inspections, audits, or actual disasters.



**L. Outsourced Services**

The contract shall require the vendor to inform the USETPA Subscriber of any outsourced functionality and its provider. The contract shall also require the cloud vendor specify with whom the contract is signed to remain directly responsible for all terms of the contract, regardless of outsourced functions. The contract shall also specify that no assignment of the contract or components of the contract can occur without explicit, written agreement from the USETPA Subscriber.

**M. Termination**

The contract shall state that the USETPA Subscriber can terminate the contract “at any time with 30 days notice without having to show cause and without additional fees or penalties.” The contract shall require the cloud provider to provide advance notice at a set time, e.g., 60 days before service discontinuation. As previously noted, the contract shall specify how data will be retrieved/returned upon termination by either party. Escrow language shall also be included in the event of a cloud vendor going out of business.

**Signature:** Justin Schwier

**Printed Name:** Justin Schwier

**Position/Title:** Manager, Proposals Teams

**Dated:** 12/9/2024

**Vendor:** CDW Government LLC



**Appendix C: Bidder Cover Form/Contract Page 1 of 2**

Bidder Cover Form/USETPA Contract

In compliance with this Invitation for Bids, and subject to all the conditions herein, the undersigned offers and agrees to furnish and deliver any or all items upon which prices are bid, at the prices set within the time specified herein. By executing this bid, I certify that this bid is submitted competitively and without collusion (N.C.G.S. 143-54), that none of our officers, directors, or owners of an unincorporated business entity has been convicted of any violations of Chapter 78A of the NC General Statutes, the Securities Act of 1933, or the Securities Exchange Act of 1934 (N.C.G.S. 143-59.2), and that we are not an ineligible vendor as set forth in N.C.G.S. 143-59.1. False certification is a Class I felony. By signing this proposal, upon an award of contract, bidder is bound by the terms and conditions of contracts as submitted to with response or in subsequent negotiations, except Appendix I is a nonnegotiable addendum to any contract that changes the original RFP. By execution and delivery of this document, the bidder agrees that any additional terms and conditions, whether submitted purposely or inadvertently, shall have no force or effect on Appendix I. The countersigned contract will be posted online and may be downloaded. Sales Contact and an Accounting Contact information must be listed, and kept current through letterhead email.



USETPA RFP Number: 2112024-A

Appendix C: Continued, Page 2 of 2

|                                                                                                                                                                                                           |                                                      |                                                                                                              |                                                 |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------|--------------------------------------------------------------------------------------------------------------|-------------------------------------------------|
| <b>Bidder/Vendor:</b><br><br>CDW Government LLC<br>(full legal name of business submitting the offer and must be a single and distinct legal entity, not a branch office or division of a larger entity.) |                                                      | FEDERAL ID OR SOCIAL SECURITY NO.<br><br>36-4230110                                                          |                                                 |
| Street Address:<br><br>230 N. Milwaukee Ave.                                                                                                                                                              |                                                      | P.O. Box<br><br>N/A                                                                                          | Zip:<br><br>N/A                                 |
| City, State, Zip:<br><br>Vernon Hills, IL 60061                                                                                                                                                           |                                                      | Telephone Number:<br>(203) 851-7111*<br><br>Fax Number:<br>(732) 380-6651*<br><br>*Sales Contact noted below | Toll Free Telephone Number:<br><br>800-808-4239 |
| PRINCIPAL PLACE OF BUSINESS ADDRESS IF DIFFERENT FROM ABOVE<br><br>same as above                                                                                                                          |                                                      |                                                                                                              |                                                 |
| <b>TYPE OR PRINT NAME OF AUTHORIZED PERSON SIGNING BELOW:</b><br><br>Justin Schwier<br><br>(Person must be authorized to submit binding contract on behalf of Bidder/Vendor)                              |                                                      | <b>TITLE OF AUTHORIZED PERSON SIGNING</b><br><br>Manager-Proposals                                           |                                                 |
| <b>AUTHORIZED SIGNATURE:</b><br><br>                                                                                   | <b>Date:</b><br><br>12/9/2024                        | Email:<br><br>jusschw@cdw.com                                                                                |                                                 |
| <b>Sales Contact Name:</b><br><br>Jeff Grey                                                                                                                                                               | Sales Contact Phone Number:<br><br>(203) 851-7111    | Sales Contact Email:<br><br>jeffgre@cdwg.com                                                                 |                                                 |
| <b>Accounting Contact Name:</b><br><br>Yolanda Blomquist                                                                                                                                                  | Accounting Contact Phone Number:<br><br>630-531-5478 | Accounting Contact Email:<br><br>470Award@cdwg.com                                                           |                                                 |



**Appendix F: Piggyback Clause:**

Indicate on document if vendor agrees that other state and local public agencies may purchase under this bid at the same prices, terms and conditions stated in these bid documents, at the discretion of the successful bidder. Sales territories where piggybacking is approved for should be defined in Appendix G.

Agencies participating in this bid shall be responsible for obtaining approval from their approving body of authority when necessary and shall hold USETPA harmless from any disputes, disagreements or action, which may arise as a result of using this bid.

\_\_\_\_\_ My firm is agreeable to allowing piggybacking at the same price, terms and conditions

✓ \_\_\_\_\_ Sorry, I am unable to allow piggybacking for other state(s) and local agencies

**Signature:** Justin Schwier

**Printed Name:** Justin Schwier

**Position/Title:** Manager, Proposals Teams

**Dated:** 12/9/2024

**Vendor:** CDW Government LLC

**Appendix G**

Please place a check next to the States for which you wish to be approved for the use of USETPA contracts. Also, indicate the States in which you certify that you maintain a physical location.

| State/Territory | Approved | Location | State/Territory | Approved | Location |
|-----------------|----------|----------|-----------------|----------|----------|
| USA             | x        | x*       | New Hampshire   | x        |          |
| Alabama         | x        |          | New Jersey      | x        | x*       |
| Alaska          | x        |          | New Mexico      | x        |          |
| Arizona         | x        | x*       | New York        | x        | x*       |
| California      | x        | x*       | North Carolina  | x        | x*       |
| Colorado        | x        | x*       | North Dakota    | x        |          |
| Connecticut     | x        | x*       | Ohio            | x        | x*       |
| Delaware        | x        |          | Oklahoma        | x        |          |
| Florida         | x        | x*       | Oregon          | x        | x*       |
| Georgia         | x        |          | Pennsylvania    | x        |          |
| Hawaii          | x        |          | Rhode Island    | x        |          |
| Idaho           | x        |          | South Carolina  | x        |          |
| Illinois        | x        | x*       | Tennessee       | x        | x*       |
| Indiana         | x        | x*       | Texas           | x        | x*       |
| Iowa            | x        | x*       | Utah            | x        |          |
| Kansas          | x        | x*       | Vermont         | x        |          |
| Kentucky        | x        |          | Virginia        | x        | x*       |
| Louisiana       | x        |          | Washington      | x        | x*       |
| Maine           | x        |          | West Virginia   | x        |          |
| Maryland        | x        | x*       | Wisconsin       | x        | x*       |
| Massachusetts   | x        |          | Wyoming         | x        |          |
| Michigan        | x        | x*       | Washington DC   | x        |          |
| Minnesota       | x        | x*       | Puerto Rico     |          |          |
| Mississippi     | x        |          | American Samoa  |          |          |
| Missouri        | x        | x*       | Guam            |          |          |
| Montana         | x        |          | American V.I.s  |          |          |
| Nebraska        | x        | x*       | South Dakota    | x        | x*       |
| Nevada          | x        |          |                 |          |          |

\*All US CDW locations can be found here: <https://www.cdw.com/content/cdw/en/solutions/international/north-america-locations.html>

**Signature:** Justin Schwier

**Dated:** 12/9/2024

**Printed Name:** Justin Schwier

**Vendor:** CDW Government LLC

**Position/Title:** Manager, Proposals Teams



Appendix H: Business Category

Business Category Certification

M/WBE

Please initial all that apply and sign below.

As defined by the US Equal Employment Opportunity (EEO), I certify that my Vendor qualifies as the following;

Minority Business Enterprise: \_\_\_\_\_

Women Business Enterprise: \_\_\_\_\_ **NOT APPLICABLE**

As defined by the US Small Business Administration (SBA), my Vendor qualifies as;

Certified Small Business; \_\_\_\_\_ **NOT APPLICABLE**

The U.S. Small Business Administration (SBA) certifies Veteran-Owned Small Businesses (VOSBs) and Service-Disabled Veteran-Owned Small Businesses (SDVOSBs)

My Vendor qualifies as a Veteran Owned or a Service Disabled Veteran Owned Business.

Veteran Owned: \_\_\_\_\_ **NOT APPLICABLE**

Service Disabled Veteran Owned: \_\_\_\_\_

**Signature:** Justin Schwier

**Printed Name:** Justin Schwier

**Position/Title:** Manager, Proposals Teams

**Dated:** 12/9/2024

**Vendor:** CDW Government LLC



## Appendix I: USETPA Fees

**USETPA FEES:** In order to maintain and enhance the quality and quantity of USETPA contracts, all vendors agree to pay a 1.0-1.75% fee of all purchases made by the Member's/Subscriber's to the Consortia Purchasing Advisors, LLC (CPA) for expenses related to the maintenance and management of the USETPA. This 1.0-1.75% fee is not to be included in the pricing structure submitted for the bid. USETPA Member's/Subscriber's may not be charged this fee in any manner.

- Vendor shall pay the USETPA Administrative Fee in the amount of one to one and three fourths percent (1.0-1.75%) in accordance with the conditions of the Agreement. The USETPA Administration Fee is calculated by multiplying the one to one and three fourths percent (1.0-1.75%) times the "Net Purchase Price". The "Net Purchase Price" is defined as Vendor's product list price, minus all applicable contract discounts (the 1.0-1.75% Administrative Fee may not be included), rebates or value added incentives, and excluding sales, use or other applicable taxes.
- Manufacturers responding to RFP may elect to pay fee on behalf of Channel Partners or require that approved Channel Partners be responsible for the fee.
- The Administrative Fee percentage shall be calculated as 1.75% for the first \$10,000,000 per calendar year for all categories of services and equipment procured through a USETPA Master Contract. For every \$10,000,000 in additional sales a Vendor sells in a single calendar year, the fee shall be reduced by .25% on those sales until the lowest rate of 1% is achieved. The fee structure shall be as follows;

| Sales                     | Fees  |
|---------------------------|-------|
| \$0-\$10,000,000          | 1.75% |
| \$10,000,001-\$20,000,000 | 1.50% |
| \$20,000,001-\$30,000,000 | 1.25% |
| \$30,000,001 and above    | 1.00% |

- The USETPA Administration Fee, along with a corresponding sales report, will be remitted quarterly in the form of a check or electronic payment (*Contact the USETPA for the electronic payment information*) to:
- **Payment Address:**
  - **Consortia Purchasing Advisors**  
**Attn: Reports Manager**  
**PO Box 295**  
**Tuckasegee, NC 28783**  
**Email Address: [reports@cpadv.info](mailto:reports@cpadv.info)** (Submission of Monthly Reports)



- Each remittance will include the time period covered including either a copy of the USEPTA Member's/Subscriber's correct invoice(s) or a data file including with all sales, dates, amounts and invoice numbers. The quarterly (calendar based) administrative fee shall be submitted by the last business day of the month following the previous quarter's actual sales (see table below). For example, the administrative fee for sales made in January-March is due by the end of April. A 1.5 percent (1.5%) per month charge will be added after the account is more than 30 days in arrears.

| Sales Quarter    | Report/Admin Fee Due Date |
|------------------|---------------------------|
| January-March    | April 30                  |
| April-June       | July 31                   |
| July-September   | October 31                |
| October-December | January 31                |

- CONTRACT REPORTING REQUIREMENTS:** The Vendor/Dealer will be required to process quarterly usage reports via email to the CPA Reports Manager for all contracts. Report must be completed by the end of the month following the "sales" quarter. All "sales" must be reported. If "No Sales" are achieved for a specific quarter, then "Zero" (0) must be reported for that specific quarter. Failure to report the monthly activity by the 30th of the following month is grounds for cancellation of the contract, while not waiving any fees owed at that time or for the duration of any existing agreement between clients/Member's/Subscriber's and vendors. USETPA reserves the right to collect all owed fees at the expense of the vendor. If personal assistance is required, please contact the USETPA.
- Some contracts may require more stringent and timely reporting requirements, which must be met as specified separately

**Signature:** Justin Schwier

**Printed Name:** Justin Schwier

**Position/Title:** Manager, Proposals Teams

**Dated:** 12/9/2024

**Vendor:** CDW Government LLC



## Appendix J: USETPA Summary

### US Educational Technology Purchasing Alliance Summary

#### **Mission:**

To aggregate the demand for technology goods/services on behalf of K12 public and private schools, Head Start organizations, libraries, local government entities and all other public agencies and private PreK-12 schools to bargain for lower prices and better terms than most of these entities can achieve on their own and to lessen the time and expense of conducting local bids for good/services.

#### **Member/Subscriber status:**

USETPA has issued RFPs and awarded convenience/master contracts to multiple vendors for the same service in order to achieve wide geographical coverage and to allow for vendor preference. Member/Subscriber status is open to all eligible schools, libraries and public agencies at no cost. There is no legal obligation on behalf of any Member/Subscriber to the alliance and there is no mandatory requirement on behalf of any Member/Subscriber to use the contracts offered by the Alliance. Initially, bids were conducted in association with numerous professional organizations on behalf of all North Carolina K-12 public and private schools, Head Start organizations, and public libraries. The contracts have since been expanded to include local government agencies and used in over half of the separate states. This RFP is specifically targeted to expanding the number of qualified vendors in additional sales territories as well as provide terms and conditions that comply with additional state purchasing laws.

When using USETPA contracts only, Member's/Subscriber's will not have to conduct their own bids for goods/services and will not have to file their own E-Rate Form 470's. This will save them considerable time and insure local boards that all proper bidding requirements have been met, including the best possible pricing for goods/services. Non-Member/Subscriber entities are eligible to use the contract and be in compliance with the terms and conditions of the convenience contract providing that the sale is registered with the USETPA on the USETPA website address and copies of all purchase orders are remitted to the USETPA. Only formal Member/'s/Member/Subscriber's may use the USETPA Form 470 for E-Rate purposes.



**Appendix J: USETPA Summary (continued p2)**

**Products:**

USETPA issues bids on behalf of its Member's/Subscriber's for a comprehensive array of technology goods/services that include both E-Rate eligible and non-eligible goods/services.

The items covered include telephone, cellular, internet access, wide area network, hosted email, web hosting, and hosted VoIP telephone recurring services as well as equipment including computers, servers, switches, wireless and wired local area networks, cabling/wiring, tablets, and maintenance.

Individual RFP(s) have been issued to cover a broad category of products. Vendors are encouraged to respond to all or parts of each RFP. USETPA expects demand to be in excess of \$10,000,000 for most categories. Additional goods/services will be added as Member/Subscriber status identifies new products for which they would like to receive bids. Future RFPs are planned for other goods and services.

To be apprised of future opportunities and receive RFP notifications, vendors are encouraged to register at <https://www.usetpa.org/register>

**Signature:** Justin Schwier  
**Printed Name:** Justin Schwier  
**Position/Title:** Manager, Proposals Teams

**Dated:** 12/9/2024  
**Vendor:** CDW Government LLC



## Appendix M: Drug free Workplace

I hereby swear or affirm that this company has established a drug-free work place program by completing the following requirements;

1. Published a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the work place and specifying the actions that will be taken against employees for violation of such prohibition.
2. Informed employees about the dangers of drug use in the work place, the business's policy of maintaining a drug-free work place, any available drug counseling, rehabilitation, & employee assistance programs, and the penalties that may be imposed for drug abuse violations.
3. In the statement specified in subsection 1 (one), notified the employees that, as a condition of working on services that are under bid, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contender to, any violation of any controlled substance law of the United States or any state, for a violation occurring in the work place no later than 5 (five) days after such conviction.
4. Imposed a sanction on, or required the satisfactory participation in a drug abuse or rehabilitation program if such is available in the employee's community, by any employee who is so convicted.
5. Make a good faith effort to maintain drug-free work place through implementation of this section.

As the person authorized to sign the statement, I certify that this firm complies with the above requirements.

**Signature:** Justin Schwier

**Printed Name:** Justin Schwier

**Position/Title:** Manager-Proposals

**Dated:** 12/9/2024

**Vendor:** CDW Government LLC

## Appendix O: Edgar Compliance

The following provisions are required and apply when federal funds are expended by USETPA Approved Entity for any contract resulting from this procurement process. The USETPA Approved Entity is the sub grantee or sub recipient by definition.

In addition to other provisions required by the federal agency or non-Federal entity, all contracts made by the non-Federal entity under the Federal award must contain provisions covering the following, is applicable.

- (A) **Contracts for more than the simplified acquisition threshold currently set at \$150,000 which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Regulations Council (Councils) as authorized by 41 U.S.C. 1908, must address administrative, contractual, or legal remedies in instances where contractors violate or breach contract terms, and provide such sanctions and penalties as appropriate.**

Pursuant to Federal Rules (A) above, when federal funds are expended by Approved Entity, Approved Entity reserves all rights and privileges under the applicable laws and regulations with respect to this procurement in the event of breach of contract by either party.

**Does Vendor Agree? Yes** JS **initials of authorized representative**

- (B) **Termination or cause and for convenience by the grantee or sub grantee including the manner by which it will be effected and the basis for settlement. (All contracts in excess of \$10,000)**

Pursuant to Federal Rules (B) above, when federal funds are expended by Approved Entity, Approved Entity reserves all rights and to immediately terminate any agreement in excess of \$10,000 resulting from this procurement process in the event of a breach or default of the agreement by Vendor, in the event vendors fails to: (1) meet schedules, deadlines, and/or delivery dates within the time specified in the procurement solicitation, contract, and/or a purchase order; (2) make any payments owed; or (3) otherwise perform in accordance with the contract and/or the procurement solicitation. Approved Entity also reserves the right to terminate the contract immediately, with written notice to vendor, for convenience, if Approved Entity believes, in its sole discretion that it is in the best interest of approved Entity to do so. The vendor will be compensated for work performed and accepted and goods accepted by Approved Entity as of the termination date if the contract is terminated for convenience of Approved Entity. Any award under this procurement process is not exclusive and Approved Entity reserves the right to



purchase goods and services from other vendors when it is in the best interest of Approved Entity.

**Does Vendor Agree? Yes** JS **Initials of authorized representative**

(C) **Rights to Inventions Made Under a Contract Agreement.** If the Federal award meets the definition of “funding agreement” under 37 CFR §401.2(a) and the recipient or sub recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that “funding agreement,”; the recipient or sub recipient must comply with the requirements of 37 CFR Part 401, “Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements,” and any implementing regulations issued by the awarding agency.

**Does Vendor Agree? Yes** JS **Initials of authorized representative**

(D) **Where applicable (see 40 U.S.C. § 3701), all contracts awarded by the non-Federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. §§ 3702 and 3704, as supplemented by Department of Labor regulations at 29 C.F.R. Part 5. See 2 C.F.R. Part 200, Appendix II, ¶ E. Compliance with the Contract Work Hours and Safety Standards Act require;**

(1) Overtime requirements. No contractor or subcontractor contracting for any part of the contract work which may require or involve the employment of laborers or mechanics shall require or permit any such laborer or mechanic in any workweek in which he or she is employed on such work to work in excess of forty hours in such workweek unless such laborer or mechanic receives compensation at a rate not less than one and one-half times the basic rate of pay for all hours worked in excess of forty hours in such workweek.

(2) Violation; liability for unpaid wages; liquidated damages. In the event of any violation of the clause set forth in paragraph (1) of this section the contractor and any subcontractor responsible therefor shall be liable for the unpaid wages. In addition, such contractor and subcontractor shall be liable to the United States (in the case of work done under contract for the District of Columbia or a territory, to such District or to such territory), for liquidated damages. Such liquidated damages shall be computed with respect to each individual laborer or mechanic, including watchmen and guards, employed in violation of the clause set forth in paragraph (1) of this section, in the sum of \$10 for each calendar day on which such individual was required or permitted to work in excess of the standard workweek of forty hours without payment of the overtime wages required by the clause set forth in paragraph (1) of this section.

(3) Withholding for unpaid wages and liquidated damages. The (write in the name of the Federal agency or the loan or grant recipient) shall upon its own action or upon written request of an

authorized representative of the Department of Labor withhold or cause to be withheld, from any moneys payable on account of work performed by the contractor or subcontractor under any such contract or any other Federal contract with the same prime contractor, or any other federally-assisted contract subject to the Contract Work Hours and Safety Standards Act, which is held by the same prime contractor, such sums as may be determined to be necessary to satisfy any liabilities of such contractor or subcontractor for unpaid wages and liquidated damages as provided in the clause set forth in paragraph (2) of this section.

(4) Subcontracts. The contractor or subcontractor shall insert in any subcontracts the clauses set forth in paragraph (1) through (4) of this section and also a clause requiring the subcontractors to include these clauses in any lower tier subcontracts. The prime contractor shall be responsible for compliance by any subcontractor or lower tier subcontractor with the clauses set forth in paragraphs (1) through (4) of this section.

**Does Vendor Agree? Yes** JS **Initials of authorized representative**

(E) **Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended – Contracts and sub grants of amounts in excess of \$150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).**

Pursuant to Federal Rule (G) above, when federal funds are expended by Authorized Entity, the vendor certifies that during the term of an award for all contracts by Authorized Entity resulting from this procurement process, the vendor agrees to comply with all applicable requirements as referenced in Federal Rule (G) above.

**Does Vendor Agree? Yes** JS **Initials of authorized representative**

(F) **Debarment and Suspension (Executive Orders 12549 and 12689) – A contract award (see 2 CFR 180.220) must not be made to parties listed on the government wide exclusions in the system for Award Management (SAM), in accordance with the OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR part 1986 Comp., p. 189) and 12689 (3 CFR part 1989 Comp., p.235), “Debarment and Suspension”. SAM exclusions contain the names of parties debarred, suspended or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549.**

Pursuant to Federal Rule (H) above, when federal funds are expended by Authorized Entity, the vendor certifies that during the term of an award for all contracts by Authorized Entity resulting from this procurement process, the vendor certifies that neither it nor its principals is presently



debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency.

**Does Vendor Agree? Yes** JS **Initials of authorized representative**

(G) **Byrd Anti-Lobbying Amendment (31 U.S.C. 1352) – Contractors that apply or bid for an award exceeding \$100,000 must file the required certification. Each tier certified to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that take place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.**

Pursuant to Federal Rule (I) above, when federal funds are expended by Authorized Entity, the vendor certifies that during the term and after the awarded term of an award for all contracts by Authorized Entity resulting from this procurement process, the vendor certifies that it is in compliance with all applicable provisions of the Byrd Anti-Lobbying Amendment (31 U.S.C. 1352). The undersigned further certifies that:

- No Federal appropriated funds have been paid or will be paid for on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, the making of a Federal grant, the making of a Federal loan, the entering into a cooperative agreement, and the extension, continuation, renewal, amendment, or modification of a Federal contract, grant, loan, or cooperative agreement.
- If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with this Federal grant or cooperative agreement, the undersigned shall complete and submit Stand Form-LLL, "Disclosure Form to Report Lobbying", in accordance with its instructions.
- The undersigned shall require that the language of this certification be included in the award documents for all covered sub- awards exceeding \$100,000 in Federal funds to all appropriate tiers and that all sub recipients shall certify and disclose accordingly.

**Does Vendor Agree? Yes** JS **Initials of authorized representative**

## (H) Record Retention- 2 CFR § 200.333

When federal funds are expended by Approved Entity for any contract resulting from this procurement process, the vendor certifies that it will comply with the record retention requirements detailed in 2 CFR § 200.333. The vendor further certifies that vendor will retain all records as required by 2 CFR § 200.333 for a period of three years after grantees or sub grantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed. Note that record retention requirements may be longer as per state or local law and/or E-Rate regulations and vendor should meet the most restrictive requirements.

**Does Vendor Agree? Yes** JS **Initials of authorized representative**

(I) **Davis Bacon Act & Copeland Anti-Kickback Act. The Davis-Bacon Act only applies to the emergency Management Preparedness Grant Program, Homeland Security Grant Program, Nonprofit Security Grant Program, Tribal Homeland Security Grant Program, Port Security Grant Program, and Transit Security Grant Program. It does not apply to other FEMA grant and cooperative agreement programs, including the Public Assistance Program.**

Compliance with the Copeland "Anti-Kickback" Act requires;

- (1) Contractor. The contractor shall comply with 18 U.S.C. § 874, 40 U.S.C. § 3145, and the requirements of 29 C.F.R. pt. 3 as may be applicable, which are incorporated by reference into this contract.
- (2) Subcontracts. The contractor or subcontractor shall insert in any subcontracts the clause above and such other clauses as the FEMA may by appropriate instructions require, and also a clause requiring the subcontractors to include these clauses in any lower tier subcontracts. The prime contractor shall be responsible for the compliance by any subcontractor or lower tier subcontractor with all of these contract clauses.
- (3) Breach. A breach of the contract clauses above may be grounds for termination of the contract, and for debarment as a contractor and subcontractor as provided in 29 C.F.R. § 5.12."

**Does Vendor Agree? Yes** JS **Initials of authorized representative**

(J) **Equal Employment Opportunity-Except as otherwise provided under CFR Part 60, all contracts that meet the definition of "federally assisted construction contract" in CFR § 60-1.3 will include the EOC provided under CFR § 60-1.3.**

During the performance of this contract, the contractor agrees as follows;

- (1) The contractor will not discriminate against any employee or applicant for employment because of race, color, religion, sex, or national origin. The contractor will take affirmative action to ensure that applicants are employed, and that employees are treated during employment without regard to their race, color, religion, sex, or national origin. Such action shall include, but not be limited to the following: Employment, upgrading, demotion, or transfer; recruitment or recruitment advertising; layoff or termination; rates of pay or other forms of compensation; and selection for training, including apprenticeship. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices to be provided setting forth the provisions of this nondiscrimination clause.
- (2) The contractor will, in all solicitations or advertisements for employees placed by or on behalf of the contractor, state that all qualified applicants will receive considerations for employment without regard to race, color, religion, sex, or national origin
- (3) The contractor will send to each labor union or representative of workers with which he has a collective bargaining agreement or other contract or understanding, a notice to be provided advising the said labor union or workers' representatives of the contractor's commitments under this section, and shall post copies of the notice in conspicuous places available to employees and applicants for employment.
- (4) The contractor will comply with all provisions of Executive Order 11246 of September 24, 1965, and of the rules, regulations, and relevant orders of the Secretary of Labor
- (5) The contractor will furnish all information and reports required by Executive Order 11246 of September 24, 1965, and by rules, regulations, and orders of the Secretary of Labor, or pursuant thereto, and will permit access to his books, records, and accounts by the administering agency and the Secretary of Labor for purposes of investigation to ascertain compliance with such rules, regulations, and orders
- (6) In the event of the contractor's noncompliance with the nondiscrimination clauses of this contract or with any of the said rules, regulations, or orders, this contract may be canceled, terminated, or suspended in whole or in part and the contractor may be declared ineligible for further Government contracts or federally assisted construction contracts in accordance with procedures authorized in Executive Order 11246 of September 24, 1965, and such other sanctions as may be imposed and remedies invoked as provided in Executive Order 11246 of September 24, 1965, or by rule, regulation, or order of the Secretary of Labor, or as otherwise provided by law.
- (7) The contractor will include the portion of the sentence immediately preceding paragraph (1) and the provisions of paragraphs (1) through (7) in every subcontract or purchase order unless exempted by rules, regulations, or orders of the Secretary of Labor issued pursuant to section 204 of Executive Order 11246 of September 24, 1965, so that such provisions will be binding upon



each subcontractor or vendor. The contractor will take such action with respect to any subcontract or purchase order as the administering agency may direct as a means of enforcing such provisions, including sanctions for noncompliance: Provided, however, That in the event a contractor becomes involved in, or is threatened with, litigation with a subcontractor or vendor as a result of such direction by the administering agency the contractor may request the United States to enter into such litigation to protect the interests of the United States.”

**Does Vendor Agree? Yes** JS **Initials of authorized representative**

**(K) Additional FEMA Certifications - Vendor to certify if they wish to be considered eligible for contracts containing federal FEMA assistance.**

**1) Access to records;**

(1) The contractor agrees to provide (insert name of state agency or local or Indian tribal government), (insert name of recipient), the FEMA Administrator, the Comptroller General of the United States, or any of their authorized representatives access to any books, documents, papers, and records of the Contractor which are directly pertinent to this contract for the purposes of making audits, examinations, excerpts, and transcriptions.

(2) The Contractor agrees to permit any of the foregoing parties to reproduce by any means whatsoever or to copy excerpts and transcriptions as reasonably needed.

(3) The contractor agrees to provide the FEMA Administrator or his authorized representatives’ access to construction or other work sites pertaining to the work being completed under the contract

**2) DHS Seal Logo and Flags**

The contractor shall not use the DHS seal(s), logos, crests, or reproductions of flags or likenesses of DHS agency officials without specific FEMA pre- approval

**3) Compliance with Federal Law, Regulations, and Executive Orders**

This is an acknowledgement that FEMA financial assistance will be used to fund the contract only. The contractor will comply will all applicable federal law, regulations, executive orders, FEMA policies, procedures, and directives

**4) No Obligation by Federal Government**

The Federal Government is not a party to this contract and is not subject to any obligations or liabilities to the non-Federal entity, contractor, or any other party pertaining to any matter resulting from the contract



USETPA RFP Number: 2112024-A

5) Program Fraud & False or Fraudulent Statements or Related Acts

The contractor acknowledges that 31 U.S.C. Chap. 38 (Administrative Remedies for False Claims and Statements) applies to the contractor's actions pertaining to this contract

**Does Vendor Agree?** Yes JS **Initials of authorized representative**

**Signature:** Justin Schvier

**Dated:** 12/9/2024

**Printed Name:** Justin Schvier

**Vendor:** CDW Government LLC

**Position/Title:** Manager, Proposals Teams



## Appendix S: NATIONAL SUPPLY CHAIN SECURITY

The Public Safety and Homeland Security Bureau (PSHSB) of the Federal Communications Commission (FCC) have designated:

1. Huawei Technologies Vendor
2. ZTE Corporation
3. Hytera Communications Corporation
4. Hangzhou Hikvision Digital Technology Vendor
5. Dahua Technology Vendor
6. AO Kaspersky Lab
7. China Mobile International USA Inc
8. China Telecom (Americas) Corp
9. Pacific Networks Corp
10. ComNet (USA) LLC
11. China Unicom (Americas) Operations Limited
12. Kaspersky Lab, Inc

and their affiliates and subsidiaries, as companies that pose a national security threat to the integrity of communications networks.

Vendors **are not permitted** to include any product (hardware, software or service) the PSHSB/FCC has designated as an ineligible Vendor.

**Online Reference:** <https://www.fcc.gov/supplychain/coveredlist>

**NOTE: Vendors must notify the USETPA of any changes in their product lines based on any changes in the list that is posted by the PSHSB / FCC.**

**NOTE:** The Supply Chain First Report and Order (DA 19-121) prohibits the use of the Universal Service Fund (USF) support to purchase, obtain, maintain, improve, modify, or otherwise support any equipment or services produced or provided by companies that pose a national security threat to the integrity of communications networks or the communications supply chain.

**Signature:** Justin Schvier

**Dated:** 12/9/2024

**Printed Name:** Justin Schvier

**Vendor:** CDW Government LLC

**Position/Title:** Manager, Proposals Teams

# Sample Pricing Offer and E-Rate Purchase Agreement

Upon award, to facilitate contract execution with our countersignature, please sign the enclosed E-Rate agreement and send to [AM email] and [470award@cdwg.com](mailto:470award@cdwg.com).

Before the Services are to be performed, CDW•G will provide a Statement of Work (SOW) detailing the exact scoping and pricing of the services to be provided, which will be executed by both parties prior to the start of services. The SOW will reflect the terms and conditions as negotiated between the parties during the bidding and contracting process.

**Bidder Name: CDW Government LLC Bid Number: RFP 2112024-A**

| USETPA Category # | Description          | Price List             | CDW•G Category                     | Minimum Contract Discount % from Price List | E-Rate Eligibility (Y/N/Partial/Varies ) | Minimum E-Rate Discount % from Price List* |
|-------------------|----------------------|------------------------|------------------------------------|---------------------------------------------|------------------------------------------|--------------------------------------------|
| Varies            | CDW Catalog Offering | CDW•G Advertised Price | Accessories (A)                    | 4.00%                                       | Varies                                   | 4.00%                                      |
| Varies            | CDW Catalog Offering | CDW•G Advertised Price | Power, Cooling & Racks (B)         | 3.25%                                       | Varies                                   | 3.25%                                      |
| Varies            | CDW Catalog Offering | CDW•G Advertised Price | Desktop Computers (C)              | 2.00%                                       | Varies                                   | 2.00%                                      |
| Varies            | CDW Catalog Offering | CDW•G Advertised Price | Data Storage/Drives (D)            | 5.00%                                       | Varies                                   | 5.00%                                      |
| Varies            | CDW Catalog Offering | CDW•G Advertised Price | Enterprise Storage (E)             | 5.00%                                       | Varies                                   | 5.00%                                      |
| Varies            | CDW Catalog Offering | CDW•G Advertised Price | Point of Sale/Data Capture (F)     | 3.00%                                       | Varies                                   | 3.00%                                      |
| Varies            | CDW Catalog Offering | CDW•G Advertised Price | Servers & Server Management (H)    | 3.00%                                       | Varies                                   | 3.00%                                      |
| Varies            | CDW Catalog Offering | CDW•G Advertised Price | Notebook/Mobile Devices (L)        | 3.00%                                       | Varies                                   | 3.00%                                      |
| Varies            | CDW Catalog Offering | CDW•G Advertised Price | Notebook Computers (NB)            | 0.50%                                       | Varies                                   | 0.50%                                      |
| Varies            | CDW Catalog Offering | CDW•G Advertised Price | NetComm Products (N)               | 7.00%                                       | Varies                                   | 7.00%                                      |
| Varies            | CDW Catalog Offering | CDW•G Advertised Price | Carts and Furniture (O)            | 6.50%                                       | Varies                                   | 6.50%                                      |
| Varies            | CDW Catalog Offering | CDW•G Advertised Price | Printing & Document Scanning (P)   | 3.25%                                       | Varies                                   | 3.25%                                      |
| Varies            | CDW Catalog Offering | CDW•G Advertised Price | Services (Partner Delivered) (Q)** | 5.00%                                       | Varies                                   | 5.00%                                      |
| Varies            | CDW Catalog Offering | CDW•G Advertised Price | Client Configure-to-Order (R)      | 2.00%                                       | Varies                                   | 2.00%                                      |
| Varies            | CDW Catalog Offering | CDW•G Advertised Price | Software (S)                       | 3.00%                                       | Varies                                   | 3.00%                                      |
| Varies            | CDW Catalog Offering | CDW•G Advertised Price | Collaboration Hardware (T)         | 6.00%                                       | Varies                                   | 6.00%                                      |
| Varies            | CDW Catalog Offering | CDW•G Advertised Price | Video & Audio (V)                  | 3.00%                                       | Varies                                   | 3.00%                                      |
| Varies            | CDW Catalog Offering | CDW•G Advertised Price | Cables (W)                         | 10.00%                                      | Varies                                   | 10.00%                                     |
| Varies            | CDW Catalog Offering | CDW•G Advertised Price | Services (CDW Delivered) (J)       | 0.00%                                       | Varies                                   | 0.00%                                      |
| Varies            | All Products         | MSRP                   | Dell                               | 0.00%                                       | Varies                                   | 0.00%                                      |
| Varies            | All Products         | MSRP                   | Fortinet                           | 46.50%                                      | Varies                                   | 46.50%                                     |
| Varies            | All Products         | MSRP                   | Palo Alto - Hardware &             | 10.00%                                      | Varies                                   | 10.00%                                     |
| Varies            | All Products         | MSRP                   | Palo Alto - Support                | 5.00%                                       | Varies                                   | 5.00%                                      |
| Varies            | All Products         | MSRP                   | Ruckus                             | 15%-50%                                     | Varies                                   | 15%-50%                                    |
| Varies            | All Products         | MSRP                   | Ubiquiti                           | 0.00%                                       | Varies                                   | 0.00%                                      |
| Varies            | All Products         | MSRP                   | Xirrus                             | 0.00%                                       | Varies                                   | 0.00%                                      |
| Varies            | All Products         | MSRP                   | Extreme - Hardware                 | 55.00%                                      | Varies                                   | 55.00%                                     |
| Varies            | All Products         | MSRP                   | Extreme - Cloud Subscription       | 45.00%                                      | Varies                                   | 45.00%                                     |
| Varies            | All Products         | MSRP                   | Juniper                            | 25-68%                                      | Varies                                   | 25-68%                                     |
| Varies            | All Products         | MSRP                   | HP-ARUBA                           | 40.00%                                      | Varies                                   | 40.00%                                     |
| Varies            | All Products         | MSRP                   | CISCO - SMARTNet                   | 32.00%                                      | Varies                                   | 32.00%                                     |
| Varies            | All Products         | MSRP                   | CISCO - All Other                  | 42.00%                                      | Varies                                   | 42.00%                                     |
| Varies            | All Products         | MSRP                   | Cloud***                           | 0.00%                                       | Varies                                   | 0.00%                                      |

CDW•G has conformed to the Pricing structure aligning to Category taxonomy, however, CDW•G will manage the resultant contract according to CDW•G's Product Category taxonomy indicated above, which shall govern all purchases and provides more breadth and a more complete representation of the CDW•G Catalog. All discounts will be applied to product category listed above to CDW•G's Nationally Advertised Pricing which is publicly verifiable at [www.cdwg.com](http://www.cdwg.com).

\*E-rate eligible items are dependent on OEM approval of E-rate eligible items by USAC and inclusion into USAC's Eligible services list (ESL). E-rate pricing varies by OEM and is updated every year after USAC releases the Eligible Services List. Due to the pricing variables, CDW is offering a minimum percentage off. Additional discounts may be applied.

\*\*For custom service engagements the pricing will be based on CDW•G quoted price in a mutually executed Statement of Work (SOW) as these are based on the scope and customer's needs. The SOW can be firm fixed or Time & Materials basis, as required.

\*\*\*Cloud offerings are constantly evolving and increasingly complex, with a range of subscription and consumption-based offerings, SaaS, IaaS, PaaS, among others. CDW•G's pricing is based on publisher list price (MSRP), where available to CDW•G. In cases, where MSRP pricing is not available and/or the offering is unique, pricing will be based on CDW•G quoted price. This structure provides the necessary flexibility, to enable USETPA members to make purchases offerings, as cloud offerings evolve, through life of our contract. USETPA and its Members acknowledge that CDW•G is not the provider of the Cloud Services and in purchasing the Cloud Services, USETPA and its members rely only on the Cloud Service Provider's service descriptions and the terms and conditions set forth in the Cloud Provider's Services Terms and Conditions. Accordingly, USETPA shall consider the Cloud Service Provider to be the party responsible for providing the Cloud Services and USETPA and/or its members, may be required to execute additional agreements, prior to provisioning/purchase of certain cloud offering.

| Bidder Name: CDW Government LLC |      |                                         |                  |            |
|---------------------------------|------|-----------------------------------------|------------------|------------|
| Bid Number: 2112024-A           |      |                                         |                  |            |
| Category                        | Item | Description                             | Standard Rate \$ | Discount % |
|                                 | WE1  | WAN Engineer Level I                    | 100              | 10%        |
|                                 | WE2  | WAN Engineer Level II                   | 150              | 10%        |
|                                 | WE3  | WAN Engineer Level III                  | 200              | 15%        |
|                                 | TL2  | Technician Level II                     | 50               | 5%         |
|                                 | RE1  | Router Engineer Level I                 | 110              | 8%         |
|                                 | RE2  | Router Engineer Level II                | 135              | 8%         |
|                                 | ST3  | Software Certified Technician Level III | 95               | 7%         |
|                                 |      |                                         |                  |            |

Note: It is highly recommended that all vendors provide a link to a website with the pricing information posted online. Please list the Standard Rate & Minimum Discount Percentage offered. If different percentages for e-Rate, Educational Institutions, Local Government, please specify the different discount percentages for each category..

Before the Services are to be performed, CDW•G will provide a Statement of Work (SOW) detailing the exact scoping and pricing of the services to be provided, which will be executed by both parties prior to the start of services. The SOW will reflect the terms and conditions as negotiated between the parties during the bidding and contracting process.

This E-Rate Customer Purchase Agreement (this “Agreement”) is entered into the date the contract is signed, and effective on April 1, 2025 (“Effective Date”) and is made by and between CDW Government LLC an Illinois limited liability corporation with an office at 230 N. Milwaukee Ave., Vernon Hills, Illinois 60061 (“Seller”), and US Educational Technology Purchasing Alliance a non-profit school or library eligible for Universal Service funding, as defined below.

|                               |                                                                                                                   |                                     |                                                                         |
|-------------------------------|-------------------------------------------------------------------------------------------------------------------|-------------------------------------|-------------------------------------------------------------------------|
| <b>E-Rate Contract Number</b> | 134341-A                                                                                                          | <b>Spin #</b>                       | 143005588                                                               |
| <b>E-Rate Funding Year</b>    | 2025                                                                                                              | <b>FCC Registration #</b>           | 0012123287                                                              |
| <b>Customer</b>               | US Educational Technology Purchasing Alliance<br>(aka USETPA)<br><br>4438 Glenscape LN SE<br>Southport, NC, 28461 | <b>Seller</b>                       | CDW Government LLC<br>230 N. Milwaukee Avenue<br>Vernon Hills, IL 60061 |
| <b>Effective Date</b>         | April 1, 2025                                                                                                     | <b>Quoted Items (see exhibit 1)</b> | 470# 250005420                                                          |

## 1. DEFINITIONS

As used in the Agreement, the following terms shall have the meanings set forth below:

- A. “Universal Service Administrative Co.” or “USAC” – The not for profit organization designated by the U.S. Federal Communications Commission (“FCC”) to administer and ensure compliance with the Universal Services Fund.
- B. “SLP” - The Schools and Libraries Program of the Universal Service Fund, which includes the E-Rate Program and that is administered by USAC under the direction of the FCC.
- C. “E-Rate” – The education rate funding program that is a part of SLP that provides discounts to keep students and library patrons connected to broadband and voice services and which is one of the programs that form the Universal Service Program.
- D. “Funding Commitment Decision Letter” or “FCDL” – A letter that a Customer receives from USAC which indicates the applicable discount amount for a specific funding year.
- E. “Products” – E-Rate eligible products or services that include computer related hardware but are not limited to caching servers, routers, switches, wireless access points, installation, and warranty maintenance and other items which are eligible for E-Rate discounts in accordance with the rules issued by USAC.
- F. “Funding Year” – The specific calendar period, as defined by the SLP, during which the Customer is approved for funding or discounts on Products. FY 2025 is in reference to the program year.

## 2. TERMS AND CONDITIONS

All orders submitted to Seller by Customer for Products under this Agreement are subject to the terms and conditions on Seller’s website at <https://www.cdwg.com/content/cdwg/en/terms-conditions/sales-and-service-projects.html> (the “Sales and Service Projects”), unless otherwise stated herein.

## 3. PURCHASE AUTHORIZATIONS

### A. E-Rate Status

- i. Customer represents and warrants that it qualifies as eligible under the SLP to receive E-Rate funding.
- ii. CUSTOMER FURTHER ACKNOWLEDGES AND AGREES THAT THIS AGREEMENT, WHEN EXECUTED, CONSTITUTES A CONTRACT AS REQUIRED BY FCC.

**B. E-Rate Purchases**

- i. Customer represents and warrants that all purchases made under this Agreement shall be for its own use and that it is eligible to receive E-Rate funding as specified by USAC.
- ii. IN ACCORDANCE WITH FCC REQUIREMENTS, THE CUSTOMER SHALL SUBMIT A COMPLETED AND SIGNED FCC FORM 486 TO USAC. The Form 486 shall be approved by USAC prior to order placement with Seller. See Payment Terms for details.

**4. ORDERING AND ASSISTANCE****A. Ordering**

Purchase orders shall be submitted through electronic means (email, electronic data interchange (EDI), etc.) directly to Customer's dedicated account manager. Alternatively, if a copy must be sent via mail, common courier, etc., please reach out to your account manager for the appropriate mailing address.

**B. Other Requirements**

- i. All purchase orders shall include 1) a contact name; 2) phone number; 3) purchase order number; 4) CDW Part Number and OEM Part Number; 5) Product description; 6) original and discounted Product price 7) percentage Customer owes and percentage SLP owes (if applicable) 8) ship to location; 9) bill to location; 10) BEAR or SPI Order; and 11) FCC Form 471 and Funding Request Number (FRN) number for each part number. SEPARATE PURCHASE ORDERS SHALL BE SUBMITTED FOR PRODUCTS THAT ARE NOT ELIGIBLE FOR E-RATE FUNDING. ALL ORDERS SHALL BE SUBJECT TO ACCEPTANCE BY SELLER.

- ii. If the Customer is unable to commit the full purchase order amount, any balance remaining that was not funded or approved for payment by USAC will be the responsibility of the Customer. The Customer must add the following language to its purchase order:

"The total cost of this purchase order is \$\_\_\_\_\_. The E-Rate portion is \$\_\_\_\_\_, and is committed by USAC. If there is any reduction or denial of payment with the E-Rate portion, US Educational Technology Purchasing Alliance accepts full responsibility for the cost of this purchase, \$\_\_\_\_\_."

- iii. Should Customer choose to add Product or make substitutions to the Products originally sought, following USAC's funding decision, Customer agrees it will be responsible for the amounts owed for the added or substituted Products in excess of its committed funding from USAC.
- iv. Customer must complete installation of Products ordered pursuant to this Agreement within thirty (30) days of delivery. In the event Customer, or a third party hired by Customer to complete the installation, fails to install the Products within the timeframe provided herein, the Parties acknowledge and agree that Customer will begin to accrue interest on the amounts owed for such Products in an amount of one and one-half percent (1.5%) per month, or the maximum rate permitted by applicable law.

### C. Assistance with Order

- i. Customer may call 1-800-328-4239 to get assistance on any purchase order. Any terms or conditions stated in or on the Customer's purchase order which are inconsistent with or in addition to the terms and conditions in this Agreement or the Product Sales Terms and Conditions shall not be valid, are considered null and void and shall not be applicable to or binding on Seller.
- ii. FOR PRODUCTS WHICH ARE DISCONTINUED AFTER A CUSTOMER ORDER HAS BEEN ACCEPTED BY SELLER BUT BEFORE THE PRODUCT HAS SHIPPED, SELLER WILL MAKE REASONABLE EFFORTS TO OFFER A COMPARABLE OR BETTER PRODUCT AT THE SAME OR LESSER PRICE, IF AVAILABLE, UPON SLP'S APPROVAL OF THE PRODUCT SUBSTITUTION. ANY INCREASE IN PRICE THAT CANNOT BE ABSORBED BY THE SELLER WILL BE THE RESPONSIBILITY OF US EDUCATIONAL TECHNOLOGY PURCHASING ALLIANCE.

## 5. PRICE AND PAYMENT TERMS

- i. Payment terms are subject to continuing credit approval by Seller. Seller may change credit or payment terms at any time when, in Seller's opinion, Customer's financial condition, previous payment record, or the nature of Customer's relationship with Seller so warrants.
- ii. Seller may discontinue performance under this Agreement (i) if Customer fails to pay any sum when due under this Agreement or any other agreement with Seller until payment is received or (ii) if Customer is in violation of applicable laws and regulations.

### A. Price

The Price shall be as set forth on the Customer's quote from Seller and which is in the form attached hereto as Exhibit I, and as amended from time to time. All prices are exclusive of federal, state, local, or other taxes, which shall be the responsibility of the Customer.

### Payment Terms

- i. All payments, regardless of method, shall be submitted to “Accounts Receivable,” please contact your account manager for payment method options.
- ii. CUSTOMER MAY EITHER WAIT TO PLACE AN ORDER PRIOR TO OR AFTER RECEIPT OF ITS FCDL. IN THE EVENT THAT CUSTOMER PLACES AN ORDER PRIOR TO RECEIPT OF THE FCDL, CUSTOMER SHALL BE RESPONSIBLE FOR PAYMENT OF THE ENTIRE PURCHASE PRICE WITHOUT REGARD TO SLP FUNDING.
- iii. Customer must choose one of the following payment methods. However, Customers that choose to order Products prior to receiving their FCDL must follow the BEAR payment method.

☐ **Form 474 Service Provider Invoice (SPI) Method**

Seller will invoice the Customer for the Product price, as set forth on the Product quote, net of the FCDL amount. Customer shall be responsible for making payment within thirty (30) days from date of invoice. There must be an approved FCC Form 486 prior to placing the SPI order.

☐ **Form 472 Billed Entity Applicant Reimbursement (BEAR) Method**

Seller will invoice Customer, upon Product shipment, for the total purchase price without regard to any SLP funding applied to that purchase price for the Products. Customer shall pay the invoiced amount within thirty (30) days from the date of invoice.

- iv. Seller accepts BEAR orders beginning April 1 before the beginning of the Funding Year. Seller accepts SPI orders beginning July 1 of the Funding Year when Customer has received its FCDL and completed the FCC Form 486, Seller DOES NOT accept SPI orders before July 1 of the Funding Year, or prior to the Form 486 approval by USAC.

## 6. NON-ASSIGNABILITY AGREEMENT

Customer shall not assign or otherwise transfer its rights or delegate its obligations under this Agreement without Seller’s advance written consent. Any attempted assignment, transfer or delegation without such consent shall be void.

The term of this Agreement shall commence on April 1, 2025 (“Effective Date”) and be valid through the later of the Funding Year 2025 or 9/30/2026.

- i. Seller may terminate this Agreement at any time for any reason upon thirty (30) days prior written notice to the Customer.

Customer may terminate this Agreement or withdraw an order upon written notice to Seller if: (a) funds are not appropriated to Customer under this program, or (b) Customer’s School Board rejects this Agreement (“Termination Notice”). In the event that Customer terminates this Agreement due to non-appropriation of funds, or termination for convenience, then Seller may immediately cease performance. However, the Customer shall remain liable for any Products that have shipped or services, already provided, or have been subscribed or purchased prior to Seller’s

receipt of the Termination Notice. Customer shall also be responsible for any of Seller's out-of-pocket costs arising as a result of any such termination.

- ii. In the event Customer receives an extension of funding from SLP, Customer will notify Seller in writing and the parties may agree to execute an amendment to extend this Agreement.

## 7. NOTICES

All notices and other communications required or permitted under this Agreement shall be served in person or sent by U.S. mail, Federal Express, or equivalent carrier to the party's address listed above

## 8. GENERAL

If any term or provision herein is determined to be illegal or unenforceable, the validity or enforceability of the remainder of the terms or provisions herein will remain in full force and effect.

## 9. ENTIRE AGREEMENT

This Agreement constitutes the entire agreement between Seller and Customer and supersedes and replaces any and all previous and contemporaneous communications, representations or agreements between the parties, whether oral or written, regarding transactions hereunder. No provision of this Agreement may be waived or modified except by an amendment signed by an authorized representative of each party.

## 10. GOVERNING LAW

This Agreement will be governed by the laws of NC, without regard to conflicts of law rules. Any litigation will be brought exclusively in a federal or state court located in the state or commonwealth where Customer's location identified above, and the parties consent to the jurisdiction of the federal and state courts located therein, submit to the jurisdiction thereof. The parties further consent to the exercise of personal jurisdiction.

## 11. DOCUMENT RETENTION

All documents related to this Agreement will be kept on file by both parties for a period of ten (10) years after the project completion in accordance with the rules of the SLP.

IN WITNESS WHEREOF, the parties hereto have executed this Agreement the day and year first above written.

**CDW Government LLC**

\_\_\_\_\_  
(Authorized Signature)

**US Educational Technology Purchasing  
Alliance**

\_\_\_\_\_  
(Authorized Signature)

---

*Printed Name*Title: 

---

Date: 

---

---

*Printed Name*Title: 

---

Date: 

---

**\*\* Upon award, to facilitate contract execution with our countersignature, please sign the enclosed E-Rate agreement and send to [AM email] and [470award@cdwg.com](mailto:470award@cdwg.com)**

## EXHIBIT I – Pricing Offer

SAMPLE

## E-Rate Order Process

1. **Ordering:** Purchase orders shall be submitted through electronic means (email, EDI, etc.) directly to Customer's dedicated account manager. Alternatively, if a copy must be sent via mail, common courier, etc., please reach out to your account manager for the appropriate mailing address.
2. **Required Information:** All orders must include:
  - a. Contact name, Phone number
  - b. Purchase order number
  - c. Part number, Product description
  - d. Pre-discount and discounted product price
  - e. Percentage Customer owes and percentage SLD owes (SPI – Form 474 Method)
  - f. Ship to location, Bill to location
  - g. FCC Form 471 Number (also known as Application Number)
  - h. FRN for each part number
  - i. Billing method (BEAR – Form 472 or SPI – Form 474)
  - j. "Net 30 Terms"

**SEPARATE PURCHASE ORDERS SHOULD BE SUBMITTED FOR PRODUCTS THAT ARE NOT ELIGIBLE FOR E- RATE FUNDING. ALL ORDERS ARE SUBJECT TO ACCEPTANCE BY SELLER. PO TOTAL SHOULD REFLECT FULL PURCHASE PRICE OF ORDER.**

3. **Assistance With Order:** Customer may call 1-800-328-4239 for assistance on any purchase order. Any terms or conditions stated in or on the Customer's purchase order which are not consistent with or in addition to the terms and conditions in this Agreement or the Product Sales Terms and Conditions shall be null and void and shall not be applicable hereto or binding on Seller.

**IN THE CASE OF CHANGES TO PRODUCTS AFTER A CUSTOMER ORDER HAS BEEN ACCEPTED BUT BEFORE THE PRODUCT HAS SHIPPED, SELLER WILL MAKE**

**REASONABLE EFFORTS TO MAKE AVAILABLE TO THE CUSTOMER A COMPARABLE OR BETTER PRODUCT AT THE SAME OR LESSER PRICE WHEN OR IF AVAILABLE, UPON APPROVAL FROM SLD ON PRODUCT SUBSTITUTION.**

#### **4. Price and Payment Terms**

##### **a. Price**

Price shall be as stated in the quotation attached hereto as Exhibit I by CDW-G account manager. Prices are exclusive of federal, state, local, or other taxes, which shall be the responsibility of the Customer. Any taxes will be listed separately on the invoice.

##### **b. Payment Terms (Customer must choose one)**

###### **i. Form 474 Service Provider Invoice (SPI) Method**

➤ Seller will invoice Customer for their portion of the Products upon shipment of Product and Customer shall pay the invoiced amount (discounted amount owed by Customer) within thirty (30) days from date of invoice

###### **ii. Form 472 BEAR Method**

➤ Seller will invoice Customer for pre-discount portion of the Products upon shipment of Product and Customer shall pay the invoiced amount (full amount owed by Customer) within thirty (30) days from the date of invoice.

**5. Payment Method:** In adherence to Federal E-Rate compliance regulations, CDW-G's quoted price is all-inclusive of any and all discounts, if applicable. No further discounts will be applied during time of invoice. All payments for both methods shall be submitted to the address presented below WHERE APPLICABLE:

|                                                                                             |                                |
|---------------------------------------------------------------------------------------------|--------------------------------|
| ACH PAYMENT INFORMATION:                                                                    | CHECK PAYMENT INFORMATION:     |
| E-mail Remittance To:<br><a href="mailto:gachremittance@cdw.com">gachremittance@cdw.com</a> | CDW Government                 |
| THE NORTHERN TRUST                                                                          | 75 Remittance Drive Suite 1515 |
| 50 SOUTH LASALLE STREET                                                                     | Chicago, IL 60675-1515         |
| CHICAGO, IL 60675                                                                           |                                |
| ROUTING NO.: 071000152                                                                      |                                |
| ACCOUNT NAME: CDW GOVERNMENT                                                                |                                |
| ACCOUNT NO.: 91057                                                                          |                                |

- i. Payment terms are subject to continuing credit approval by Seller. Seller may change credit or payment terms at any time when, in Seller's opinion, Customer's financial condition, previous payment record, or the nature of Customer's relationship with Seller so warrants.
- ii. Seller may discontinue performance under this Agreement (i) if Customer fails to pay any sum when due under this Agreement or any other agreement with Seller until payment is received or (ii) if Customer is in violation of applicable regulations.

**NOTWITHSTANDING ANYTHING TO THE CONTRARY, CUSTOMER IS RESPONSIBLE FOR PAYMENT OF 100% THE PRICE OF PRODUCTS IN THE CASE WHERE CUSTOMER PLACES ORDER FOR PRODUCTS SLD DISALLOWS CUSTOMER'S REQUEST FOR DISCOUNT AND REFUSES PAYMENT TO SELLER OF THE DISCOUNT AMOUNT FOR PRODUCTS. IF SLD DISALLOWS CUSTOMER'S REQUEST FOR DISCOUNT CUSTOMER IS IN NO WAY REQUIRED TO PLACE ORDER FOR PRODUCTS.**

# CDW Narrative responses:

## 1.4 RESPONDER RESPONSIBILITIES

- CDW•G acknowledges.

## 1.5 CALENDAR OF EVENTS

- CDW•G acknowledges.

## 1.6 RESPONDER INQUIRIES

- CDW•G acknowledges.

## 1.7 SIGNATURE AUTHORITY

- CDW•G acknowledges, letter of authorization is included in this response.

## 1.8 SIGNATURE

- CDW•G acknowledges.

## 1.9 NUMBERS OF COPIES OF RESPONSE

- CDW•G acknowledges.

## 1.10 DELIVERY OF RESPONSES

- CDW•G acknowledges.

## 1.11 NON-EXCLUSIVE CONTRACT

- CDW•G acknowledges.

## 1.12 CHANGES, ADDENDA, WITHDRAWALS OF RFP RESPONSE

- CDW•G acknowledges.

## 1.13 COOPERATIVE PURCHASE

- CDW•G acknowledges.

## **1.14 SUBSCRIBER STATUS IN USETPA PURCHASING GROUP**

- CDW•G acknowledges.

## **1.15 INVOICE**

- CDW•G acknowledges.

## **1.16 CONTRACT PERIOD**

- CDW•G acknowledges.

## **1.17 RENEWAL**

- CDW•G acknowledges.

## **1.18 MULTI VENDOR AWARD**

- CDW•G acknowledges.

## **1.19 AWARD EVALUATION CRITERIA**

- CDW•G acknowledges.

## **1.20 IT PRODUCT CATEGORIES**

- CDW•G acknowledges.

## **1.21 USETPA FEES**

- CDW•G acknowledges.

## **II. GENERAL TERMS AND CONDITIONS**

### **1.1 Award**

### **1.2 Questions**

### **1.3 Documentation**

### **1.4 Acceptance**

### **1.5 Proposal Review**

### **1.6 Contract Transfer (1.6.1 through 1.6.2)**

### **1.7 Insurance Requirements (1.7.1 through 1.7.4)**

CDW•G acknowledges and complies with this requirement.

1.8 Sales Taxes

CDWG Response: Local tax rates may vary by state and CDW•G will comply with all local sales tax rates and other applicable taxes.

1.9 Amendments

CDW•G acknowledges and complies with this requirement.

1.10 Causes Beyond Reasonable Control

CDW•G acknowledges and complies with this requirement.

1.11 Outside Contract Fees

CDW•G acknowledges and complies with this requirement.

1.12 Outside Contract Fees

CDW•G acknowledges and complies with this requirement.

1.13 Product Delivery

CDW•G acknowledges and complies with this requirement.

1.14 Contract Duration

CDW•G acknowledges and complies with this requirement.

1.15 Contract Situs

CDW•G acknowledges and complies with this requirement.

1.16 Value-Added Services

Value-Added Services and Benefits

CDW’s vast range of products, technology services, and comprehensive solutions are combined with quick and accurate product-fulfilment capabilities and highly skilled technical resources to provide the best total solution for your organization’s specific needs. In addition, our valuable partner relationships, comprehensive and flexible online tools, dedicated resources to support your account, and customer focused philosophy lay the foundation for a strong business partnership. We are committed to running our business with honesty, integrity, and the highest level of customer service. The table below outlines value-added services that CDW provides resulting in additional benefits for your organization.

| Value-Added Service                                                                                                                 | Benefit                                                                           |
|-------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------|
| Customer Service, Consulting, Support, and Advocacy                                                                                 | Responsiveness<br>Ongoing Guidance<br>Aggressive Pricing<br>Customer Satisfaction |
| Account Manager is primary point of contact for all requests and issues, coordinating your needs with our expert resources.         |                                                                                   |
| Highly trained and experienced Technology Specialists and Solution Architects provide expert consulting advice and ongoing support. |                                                                                   |

|                                                                                                                                                                                                     |                                                                              |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------|
| Strong relationships with manufacturers enable Account Team to provide pre-sales consultation, technology roadmaps and other assistance quickly. Major vendor partners have dedicated staff at CDW. |                                                                              |
| CDW's size and clout within the marketplace enables us to take advantage of volume discounts, exclusive pricing, and special promotions on behalf of our customers.                                 |                                                                              |
| Exceptional technical support and customer relations departments help minimize downtime.                                                                                                            |                                                                              |
| Quarterly Business Reviews provide an opportunity to review performance and strategically forecast and plan for future initiatives.                                                                 |                                                                              |
| We regularly measure customer loyalty and satisfaction through customer surveys.                                                                                                                    |                                                                              |
| <b>Streamlined Procurement Process &amp; Program Management</b>                                                                                                                                     | <b>Streamlined Processes<br/>Standardized Purchasing<br/>Cost Management</b> |
| Your customizable CDW web portal (aka Rubi) is available to authorized users 24 hours per day. Rubi provides real-time information, and facilitates researching, ordering, and tracking purchases.  |                                                                              |
| CDW's asset management tools and flexible reporting capabilities facilitate cost-effective purchasing decisions.                                                                                    |                                                                              |
| Your Rubi portal can help you maintain customized catalog(s) and manage user purchasing.                                                                                                            |                                                                              |
| We upload contract pricing to your Rubi portal to ensure correct, consistent pricing across the enterprise.                                                                                         |                                                                              |
| CDW has extensive experience interfacing with Electronic Data Interchange (EDI) and more than 50 leading eProcurement applications.                                                                 |                                                                              |
| A dedicated Program Manager manages the contract and ensures compliance.                                                                                                                            |                                                                              |
| <b>Product Fulfillment and Quality Initiatives</b>                                                                                                                                                  | <b>Quick Turnaround<br/>Reliability<br/>Quality<br/>Greater Productivity</b> |
| CDW's two ISO 9001:2015, 14001:2015 and 28000-certified distribution centers, in Illinois and Nevada, are strategically located to easily serve our customers across the United States.             |                                                                              |
| We provide convenient one-stop shopping with access to more than 100,000 products from more than 1,000 manufacturers enabling us to easily customize multi-vendor solutions.                        |                                                                              |
| Our delivery model combines manufacturers, distribution channel partners, and leading carriers to facilitate quick product turnaround.                                                              |                                                                              |
| Multiple versions of a customer's images can be maintained on our secure image servers so they are available for immediate deployment.                                                              |                                                                              |
| Comprehensive quality assurance checks are performed on all products before they leave the configuration center.                                                                                    |                                                                              |

|                                                                                                          |  |
|----------------------------------------------------------------------------------------------------------|--|
| Our Operational Excellence Group drives process improvement initiatives to optimize customer experience. |  |
|----------------------------------------------------------------------------------------------------------|--|

### 1.17 Delivery

CDW•G acknowledges and complies with this requirement.

### 1.18 RFP Evaluation

CDW•G acknowledges and complies with this requirement.

## INTRODUCTION TO RFP REQUIREMENTS

### A. GENERAL CONSIDERATIONS

- CDW•G acknowledges and complies with this requirement.

### B. EVALUATION CRITERIA

- CDW•G acknowledges and complies with this requirement.

### C. FORMAT FOR RESPONSE TO RFP

- CDW•G acknowledges and complies with this requirement.

### D. COVER LETTER

- CDW•G acknowledges and complies with this requirement.

### E. VENDOR PROFILE

- CDW•G acknowledges and complies with this requirement.

### F. REFERENCES

- CDW•G acknowledges and complies with this requirement.

### G. PROPOSAL

- CDW•G acknowledges and complies with this requirement.

### H. APPENDIX OR ATTACHMENT TO PROPOSAL, (optional)

- CDW•G acknowledges and complies with this requirement.

### I. ADDITIONAL REQUIREMENTS

- CDW•G acknowledges and complies with this requirement.

### J. DOCUMENTATION

- All product documentation can be obtained at <http://www.cdwg.com>. Any additional details can be provided upon request.

### K. WARRANTY

Please see proposed language below:

The successful Vendor(s) shall warrant that all new equipment is **NEW**, in good working order, free from defects and in conformance to specifications. All equipment must conform to the manufacturer's official published specifications. The successful Vendor(s) shall agree to repair, adjust and/or replace any defective equipment within the acceptance period at the successful Vendor's sole expense.

For equipment repair, adjustment and/or replacement after the acceptance period the

manufacturer's warranty process shall be followed. Seller does not manufacture Products and offers no warranty on any Products beyond the manufacturer's warranty. Vendor warrants that the Services will be performed in a good and workmanlike manner. Subscriber's sole and exclusive remedy and Vendor's entire liability with respect to this warranty will be, at the sole option of Vendor, to either (a) use its reasonable commercial efforts to reperform or cause to be reperformed any Services not in substantial compliance with this warranty, or (b) refund amounts paid by Subscriber related to the portion of the Services not in substantial compliance; provided, in each case, Subscriber notifies Vendor in writing within **five (5) business** days after performance of the applicable Services. EXCEPT AS SET FORTH HEREIN OR IN ANY STATEMENT OF WORK THAT EXPRESSLY AMENDS VENDOR'S WARRANTY, AND SUBJECT TO APPLICABLE LAW, VENDOR MAKES NO OTHER, AND EXPRESSLY DISCLAIMS ALL OTHER, REPRESENTATIONS, WARRANTIES, CONDITIONS OR COVENANTS, EITHER EXPRESS OR IMPLIED (INCLUDING WITHOUT LIMITATION, ANY EXPRESS OR IMPLIED WARRANTIES OR CONDITIONS OF FITNESS FOR A PARTICULAR PURPOSE, MERCHANTABILITY, DURABILITY, ACCURACY OR NON-INFRINGEMENT) ARISING OUT OF OR RELATED TO THE PERFORMANCE OR NON-PERFORMANCE OF THE SERVICES, INCLUDING BUT NOT LIMITED TO ANY WARRANTY RELATING TO THIRD PARTY SERVICES, ANY WARRANTY WITH RESPECT TO THE PERFORMANCE OF ANY HARDWARE OR SOFTWARE USED IN PERFORMING SERVICES AND ANY WARRANTY CONCERNING THE RESULTS TO BE OBTAINED FROM THE SERVICES. THIS DISCLAIMER AND EXCLUSION SHALL APPLY EVEN IF THE EXPRESS WARRANTY AND LIMITED REMEDY SET FORTH HEREIN FAILS OF ITS ESSENTIAL PURPOSE. SUBSCRIBER ACKNOWLEDGES THAT NO REPRESENTATIVE OR VENDOR OF ITS AFFILIATE IS AUTHORIZED TO MAKE ANY REPRESENTATION OR WARRANTY ON BEHALF OF VENDOR OR ANY OF ITS AFFILIATES THAT IS NOT IN THIS AGREEMENT OR IN A STATEMENT OF WORK EXPRESSLY AMENDING VENDOR'S WARRANTY.

#### **L. MAINTENANCE AND SUPPORT**

- CDW•G acknowledges and complies with this requirement. Please see below overview:

## **Technical Support Process**

For technical support, the customer can call Technical Support at 800-383-4239. The agent will verify product and problem and will then warm transfer the customer to an experienced technician or set up for callback when a technician becomes available. The technician will verify the case notes and will troubleshoot the problem.

- If the issue is resolved, the customer receives the case number and the call ends. If the issue requires follow up, the technician will contact the customer at a specified time. If the issue does not require follow up, then the technician will close the case.
- If an issue is not resolved it will be escalated to the OEM's technical support. If the issue has been resolved the technician will close the case.

When warranty support is needed, the technician will guide the customer in the direction best suited to resolve the issue. If the customer has onsite support through the manufacturer or service company, the technician will be able to view that online and direct the customer to call the appropriate company. CDW no longer performs repairs.

If the customer purchased maintenance/onsite support contracts through CDW's Technology Services, the customer should call the toll free number indicated on the services contract instead of CDW's technical support.

## Help Desk / Technical Support Overview

### Hours of Operation

CDW provides post sales customer support Monday – Friday from 7am – 7pm Central. Support is U.S. based. Our technicians must have a minimum of two years help desk experience and one year customer service experience in lieu of certifications before they are qualified to provide technical support to customers. Most are CompTIA certified and hold — at a minimum — A+ and Network+ certifications. Many technicians are also accredited in various engineering and manufacturing training courses. We offer Mac OS X and iPad support

### CDW Technical Support Services

- Toll-free availability – 800-383-4239 - 7am – 7pm Central; Monday - Friday
- Live chat and E-support options available
- Remote Support capabilities via LogMeIn (U.S. only)
- Best effort support is offered for most hardware and Operating Systems
- Post support survey follow up on every case closed
- Value Add Support is defined as:
  - CDW will make sure the product is working as the manufacturer intended.
  - Product is supported for up to 2 years or manufacturers end of life; whichever comes first.

### CDW Technical Certifications

|                     |                     |
|---------------------|---------------------|
| Apple ACHDS         | Microsoft MCSA 2008 |
| MS Windows 7        | Microsoft MCSA 2012 |
| MS Windows 8        | CompTIA A+          |
| MS Windows 10       | CompTIA Network+    |
| Microsoft MCSA 2003 | Microsoft MCDST     |

## Live chat and E-support

Our technicians are trained to quickly address questions, open technical support incidents and provide responses to technical challenges through a variety of communication methods. To supplement our industry leading toll-free technical support, CDW provides access to an online live chat feature that is accessible from the CDW website. This live chat feature is staffed by our trained technicians from 7am to 6pm CST.

## Remote Login

Our technicians have access to LogMeIn, a remote login utility which allows them to connect to the end users computer for more in-depth troubleshooting and quicker resolution.

## Warranty Support

If the customer purchased maintenance/onsite support contracts through CDW's Technology Services, the customer should call the toll-free number indicated on the services contract instead of CDW Technical Support.

Customers who did not purchase maintenance/onsite support contracts through CDW's Technology Services should call CDW Technical Support for issues with products that are under warranty. The technician will guide the customer in the appropriate direction for resolution of the issue.

## CDW Technology Support (CTS)

CDW Technology Support (CTS) provides cost-effective, high-value alternatives to Cisco, Microsoft, NetApp, and Palo Alto technology support plans. CTS provides an enhanced client warranty support experience with one contract offering incident management for covered devices. CDW engineers troubleshoot issues and escalate to the manufacturer (OEM) as needed, for faster resolution and a more personal experience at a competitive price. We provide a single solution for manufacturer support, saving internal IT staff time.

Some of the features and benefits of CTS include:

- **Single Point of Contact (POC):** CTS provides a single POC for your product, licensing, support, and service needs. We own incidents from inception to final resolution and provide a personalized experience from beginning to end.
- **24x7x365:** Our service desk is available all year, whenever you need us. You can contact us via portal, portal chat, email, or phone. Engineers are available from

7am to 7pm CST on business days, however, for priority one issues, engineers will work around the clock until resolution.

- **First Call Response and Escalations:** All incidents are routed through the CDW Service Desk to certified support engineers. If we determine escalation to the OEM is needed, CDW will do this on your behalf.
- **OEM Certified Engineers:** Our team has been delivering OEM-certified support for more than 20 years. We can connect you with an elite support engineer with fewer transfers.
- **OEM Integration:** The CTS Service Desk seamlessly augments the OEM's support capability on your behalf and is fully backed by the OEMs.
- **ITSM Best Practices:** Our ITIL-certified engineers and ServiceNow Services Portal help you maintain IT Service Management (ITSM) best practices and systems.

Following are some of the most common customer pain points that CTS can solve.

| Customer Pain Point                                          | CTS Solution                                                                                                                                                                                                                                             |
|--------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Needing to call multiple numbers to find a resolution</b> | CTS provides a Single Point of Contact for OEM Warranty/Technical Support for hardware and software including end to end ownership of all incidents, service requests, and hardware replacement (RMA's).                                                 |
| <b>Inadequate access to support</b>                          | CTS provides support via a dedicated service desk 24x7x365. You can contact our CTS support number, email address, or via your ServiceNow login to open and view case status online.                                                                     |
| <b>Inaccurate priority assignments</b>                       | CTS will work with you to confirm and set the priority level based on the impact to your business.                                                                                                                                                       |
| <b>Difficulty reaching resolutions</b>                       | CTS Customers are given top priority for incident resolution and are provided with a defined escalation path and process. CDW constantly monitors our cases and holds regular calls to ensure quick resolution, case closure, and customer satisfaction. |
| <b>Timely OEM response</b>                                   | With CTS, CDW will be your advocate when OEM escalation is required. We also give you direct access to top level OEM-certified engineers resulting in a quicker resolution.                                                                              |

|                                                                     |                                                                                                                                                                                                                                                                                                         |
|---------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                                                                     |                                                                                                                                                                                                                                                                                                         |
| <b>Disjointed and/or Siloed Support</b>                             | CTS provides an integrated customer experience. Your account team and service delivery engineers collaborate to offer you the best experience. Should any issues outside of CTS be identified as part of resolution, the engineering team works with you and your account team to recommend a solution. |
| <b>Challenges Navigating Multiple Contracts</b>                     | CTS provides one contract for all devices and tracks all of your OEM contracts for you.                                                                                                                                                                                                                 |
| <b>Varying End Dates</b>                                            | CTS can provide co-term contracts allowing the customer to synch end of support dates and resulting in an easier renewal and budgeting process.                                                                                                                                                         |
| <b>Challenges Navigating the Entitlement Process</b>                | CTS provides an easier entitlement process by managing all the back-end warranty contracts, so you are not required to know all the specific contract numbers.                                                                                                                                          |
| <b>Finding Fully Backed Third Party Alternatives to OEM Support</b> | We purchase our support contract from the OEMs, so you will still have access to the latest software upgrades/patches, bug fixes, etc. and obtain an OEM backed support solution.                                                                                                                       |
| <b>Invoice Reconciliation Challenges</b>                            | CTS provides a simple invoice based on a fixed price and is broken out by location for tax purposes, so your teams will not need to go through a complicated line-item detail invoice to be sure all charges are correct.                                                                               |

## Incident Prioritization

Incident priority definitions are based on the CDW standard service definitions, as follows:

| Priority Level | Description                                                                                                                                                                                        | Response Effort                                                                                                                |
|----------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------|
| Priority 1     | An existing network or environment is down or there is a critical impact to your business operation.                                                                                               | CDW and your organization commit full-time resources to resolve.                                                               |
| Priority 2     | Operation of an existing network or environment is severely degraded or significant aspects of your business operation are negatively impacted by unacceptable network or environment performance. | CDW and your organization commit full-time resources to resolve during standard business hours.*                               |
| Priority 3     | Operational performance of the network or environment is impaired, although most business operations remain functional.                                                                            | CDW and your organization commit resources during standard business hours.*                                                    |
| Priority 4     | Information is required on product capabilities, installation or configuration. There is little or no impact to your business operation.                                                           | CDW and your organization provide resources during standard business hours to provide information or assistance as requested.* |

\*Standard business hours are 7 a.m. to 7 p.m. CST Monday through Friday, excluding holidays.

## Service Availability

| Service                  | Availability                                                                                                     |
|--------------------------|------------------------------------------------------------------------------------------------------------------|
| Service Desk             | 24x7x365 via phone, email or portal                                                                              |
| Hardware Replacement     | Contracted Replacement Coverage                                                                                  |
| Incident Support         | Priority 1 tickets: 24x7x365<br>All other tickets: 7 a.m. to 7 p.m. CT Monday through Friday, excluding holidays |
| Software Download Rights | 24x7x365                                                                                                         |

### M. GENERAL REQUIREMENTS

- CDW•G acknowledges and complies with this requirement.

### N. INDEMNIFICATION

- Please see proposed language below:
- Each Party (“Indemnifying Party”) shall defend the other Party and the other Party’s officers, directors and employees (each, an “Indemnified Party”) from and against any claims, demands, actions, lawsuits, and proceedings asserted or made against the Indemnified Party (each, a “Claim”) and shall indemnify and hold harmless the Indemnified Party from and against any loss, damage, cost, and expense (including reasonable attorneys' fees) finally awarded by a court of competent
- jurisdiction or included as part of a final settlement to the extent that the Claim is proximately caused by the gross negligence or willful misconduct of the Indemnifying Party during the performance of the Services and that the Claim arises either from an action brought by an unaffiliated third party for death or personal physical injury, or from damage to tangible personal property suffered or incurred by the Indemnified Party. Claims do not include any damages or liability that are otherwise excluded from this Agreement or that arise from the Product(s) or software or from the data

processed thereby. The obligation of the Indemnifying Party under this Section is contingent upon the Indemnified Party providing the Indemnifying Party with: (i) sole authority in any Claim's defense or settlement; (ii) all reasonable assistance, at the Indemnifying Party's expense, in any such defense; and (iii) prompt written notice of and description of each Claim.

- Limitation of Liability (Products): NEITHER VENDOR NOR ITS AFFILIATES WILL BE LIABLE FOR LOST PROFITS, LOSS OF BUSINESS OR ANY CONSEQUENTIAL, SPECIAL, INDIRECT OR PUNITIVE DAMAGES, EVEN IF ADVISED OF THE POSSIBILITY OF SUCH DAMAGES, OR FOR ANY CLAIM BY ANY THIRD PARTY, WHETHER A CLAIM FOR ANY SUCH LIABILITY IS PREMISED UPON BREACH OF CONTRACT, WARRANTY, NEGLIGENCE, STRICT LIABILITY OR OTHER THEORY OF LIABILITY. NEITHER CDW NOR ITS AFFILIATES WILL BE LIABLE FOR PRODUCTS NOT BEING AVAILABLE FOR USE OR FOR LOST OR CORRUPTED
- DATA OR SOFTWARE. CUSTOMER AGREES THAT FOR ANY LIABILITY RELATED TO THE PURCHASE, DELIVERY OR USE OF PRODUCTS , NEITHER CDW NOR ITS AFFILIATES WILL BE LIABLE OR RESPONSIBLE FOR ANY AMOUNT OF DAMAGES IN EXCESS OF THE LESSER OF: (A) THE DOLLAR AMOUNT PAID BY CUSTOMER FOR THE PRODUCT(S) GIVING RISE TO THE CLAIM; OR (B) \$50,000.
- Limitation of Liability (Services): UNDER NO CIRCUMSTANCES WILL VENDOR, ITS AFFILIATES, SUPPLIERS, SUBCONTRACTORS OR AGENTS BE LIABLE FOR: (A) ANY INCIDENTAL, INDIRECT, SPECIAL, PUNITIVE OR CONSEQUENTIAL DAMAGES WHICH INCLUDES BUT IS NOT LIMITED TO, LOSS OF PROFITS, REVENUES OR SAVINGS, EVEN IF CDW HAS BEEN ADVISED OF THE POSSIBILITIES OF SUCH DAMAGES, WHETHER A CLAIM FOR ANY SUCH LIABILITY IS PREMISED UPON BREACH OF CONTRACT, WARRANTY, NEGLIGENCE, STRICT LIABILITY OR OTHER THEORY OF LIABILITY; (B) CLAIMS, DEMANDS OR ACTIONS AGAINST CUSTOMER BY ANY THIRD PARTY; (C) ANY LOSS OR CLAIM ARISING OUT OF OR IN CONNECTION WITH CUSTOMER'S IMPLEMENTATION OF ANY CONCLUSIONS OR RECOMMENDATIONS BASED ON, RESULTING FROM, ARISING OUT OF OR OTHERWISE RELATED TO THE SERVICES; OR (D) LOSS OF OR DAMAGE TO CUSTOMER DATA. NOTWITHSTANDING THE FOREGOING, IN THE EVENT OF ANY LIABILITY INCURRED BY CDW, CDW'S ENTIRE LIABILITY FOR DAMAGES FROM ANY CAUSE WHATSOEVER WILL NOT EXCEED THE AMOUNT OF FEES PAID BY CUSTOMER FOR THE SPECIFIC SERVICE DURING THE SIX (6) MONTHS IMMEDIATELY PRECEDING THE CLAIM.

#### **O. CANCELLATION**

- CDW•G acknowledges and complies with this requirement.

#### **P. INQUIRIES**

- CDW•G acknowledges and complies with this requirement.

**Q. ERATE REQUIREMENTS**

- CDW•G acknowledges and complies with this requirement with the clarification below:
- CDW•G has conformed to the Pricing structure aligning to Category taxonomy, however, CDW•G will manage the resultant contract according to CDW•G's Product Category taxonomy indicated in the Appendix D pricing response which shall govern all purchases and provides more breadth and a more complete representation of the CDW•G Catalog. All discounts will be applied to product category listed in the Appendix D pricing response to CDW•G's Nationally Advertised Pricing which is publicly verifiable at [www.cdwg.com](http://www.cdwg.com).
- E-rate eligible items are dependent on OEM approval of E-rate eligible items by USAC and inclusion into USAC's Eligible services list (ESL). E-rate pricing varies by OEM and is updated every year after USAC releases the Eligible Services List. Due to the pricing variables, CDW is offering a minimum percentage off. Additional discounts may be applied.

**R. AVAILABILITY OF FUNDS**

- CDW•G acknowledges and complies with this requirement.

**S. FIRM PRICE DISCOUNT**

- CDW•G acknowledges and complies with this requirement.

**T. LUNSFORD ACT/CRIMINAL BACKGROUND CHECKS**

- CDW•G acknowledges and complies with this requirement.

**U. DISPUTE RESOLUTION**

- CDW•G acknowledges and complies with this requirement.

**V. FEDERAL FUNDS**

- CDW•G acknowledges and complies with this requirement.

**W. COMPLIANCE WITH FEDERAL FUNDS PURCHASES**

- CDW•G acknowledges and complies with this requirement.

**X. EDGAR (Education Department General Administrative Regulations) Compliance**

- CDW•G acknowledges and complies with this requirement.

**Y. CLOUD COMPUTING: Contracting Inclusions**

- Please see proposed language below:
- (THE TERMS AND CONDITIONS OF CUSTOMER'S PURCHASE OF THIRD PARTY CLOUD SERVICES ("CLOUD SERVICES") FROM SELLER ARE LIMITED TO THOSE CONTAINED AT <https://www.cdw.com/content/cdw/en/terms-conditions/third-party-cloud-services.html>. ANY ADDITIONAL OR DIFFERENT TERMS OR CONDITIONS IN ANY FORM DELIVERED BY YOU ("CUSTOMER") ARE HEREBY DEEMED TO BE MATERIAL ALTERATIONS AND NOTICE OF OBJECTION TO THEM AND REJECTION OF THEM IS HEREBY GIVEN.

- BY RECEIVING THE CLOUD SERVICE DIRECTLY FROM THE THIRD PARTY SERVICE PROVIDER ("CLOUD SERVICE PROVIDER") OR BY MAKING PAYMENT TO THE CDW AFFILIATE IDENTIFIED ON THE SERVICE ORDER FORM ("SELLER"), CUSTOMER AGREES TO BE BOUND BY AND ACCEPTS THESE TERMS AND CONDITIONS UNLESS CUSTOMER AND SELLER HAVE SIGNED A SEPARATE AGREEMENT WHICH EXPRESSLY GOVERNS THE RECEIPT OF CLOUD SERVICES, IN WHICH CASE THE SEPARATE AGREEMENT WILL GOVERN.
- ANY GENERAL DESCRIPTION OF THE CLOUD SERVICE AND/OR THE RESULTS THEREOF POSTED ON ANY SELLER WEBSITE OR MOBILE APPLICATION DO NOT CONSTITUTE PART OF THE AGREEMENT BETWEEN SELLER AND CUSTOMER.)

**Z. TERM OF CONTRACT - EFFECTIVE DATE / INITIAL CONTRACT PERIOD**

- CDW•G acknowledges and complies with this requirement.

**AA. AA.TERM OF CONTRACT - OPTION TO RENEW**

- CDW•G acknowledges and complies with this requirement.

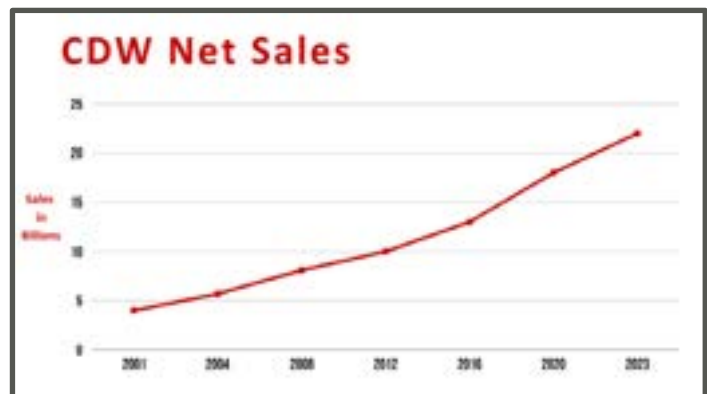
# CDW Government Overview

| CDW QUICK FACTS       |                  |
|-----------------------|------------------|
| HQ                    | Vernon Hills, IL |
| 2023 Net Sales        | \$21B            |
| Coworkers             | 15,100           |
| U.S. Offices          | 43               |
| Customers             | 250,000+         |
| 2023 Fortune 500 Rank | 166              |

CDW Government LLC (CDW•G) is the wholly owned subsidiary of CDW LLC, a leading multi-brand technology solutions provider to corporate and public sector customers in the U.S., U.K., and Canada. Founded in 1984, CDW currently employs 15,100 coworkers worldwide. Our broad array of offerings ranges from discrete hardware and software products to integrated IT solutions. We provide our products and solutions through our sales and service delivery teams, who are broken down by segment, and further organized into geographic regions. We have an expansive network of offices near major cities and a large team of customer-facing coworkers - including field sellers, technology specialists, and advanced delivery engineers - across the country.

| Products and Partnerships                                                                                                                                                                                           | Total E-Rate Solutions                                                                                                                                                                                                                                                                                                                  |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| More than 100,000 products from more than 1,000 vendors including leading networking OEMs such as: APC, Cisco, Cradlepoint, Extreme, Fortinet, HP Aruba, IBM, Juniper, Kajeet, Leibert, Palo Alto, Rukus, and more. | <ul style="list-style-type: none"><li>Category One<ul style="list-style-type: none"><li>Bus Wi-Fi</li><li>Wireless Hot Spots</li></ul></li><li>Category Two<ul style="list-style-type: none"><li>Internal Connections</li><li>Basic Maintenance of Internal Connections</li><li>Managed Internal Broadband Services</li></ul></li></ul> |

Our sustainable growth and continued financial stability serve to assure US Educational Technology Purchasing Alliance that we are here to stay and can support you through the life of this contract and beyond. Of note, CDW is number four on CRN's 2023 Solution Provider 500 list that ranks the top integrators, service providers, and IT consultants in North America by services revenue.



## K-12 Education Expertise

CDW•G helps schools leverage technology to achieve great educational outcomes. With more than 200 government and education contracts, we are one of the nation's largest direct-response providers of multi-brand technology products and services. For more than 30 years, we have closely monitored emerging technologies to ensure our solutions are at the forefront of innovation. We proactively expand our offerings and certifications to support your evolving needs. We invest in the solutions that matter most to you, like classroom transformation, device ecosystem, cybersecurity, AI, and school safety.

**We are a trusted technology partner to more than 15,000 K-12 schools.**

### **Resources - Education Strategy Team**

**Education Strategists** work with you to understand your district's vision and goals to create customized solutions that improve teaching and learning.

**Classroom Modernization Specialists**, focused on audiovisual solutions and classroom design, can support you through trainings, consultative calls, webinars, and more.

We guide customers through decisions on the platforms that run your districts and drive transformation. We have dedicated in-house technical resources aligned to K-12 solution areas to help you better understand and integrate technology into your educational goals. Our K-12 Education Strategy Team – comprised of former leaders in education – support districts in implementing digitally-enhanced education and can help you develop a vision for lasting change.

**We are a premier provider of Chromebooks to K-12 schools in the U.S.**

In 2023, CDW•G deployed 1 out of every 3 Chromebooks into K-12 classrooms in the U.S. for a total of 2.5 million devices. We can support your full device lifecycle management needs and have experience handling complex deployments for the largest school districts in the country, even in adverse conditions.

### **A Partner You Can Trust – Even in Adverse Conditions**

During a time of significant supply chain constraints, CDW•G delivered. One of the largest school districts in the country, Chicago Public Schools (CPS), relies on CDW Education to provide their students with Chromebooks. Like so many other districts across the nation, CPS needed to pivot to distance learning with the onset of COVID-19. To serve the needs of nearly 330,000 students, CPS required 1,000s of Chromebooks. Despite worldwide shortages, CDW•G was able to deliver 20,000 devices over four months on-site and on-time.

## A Powerful E-Rate Partner

We have nearly 30 years of experience delivering successful outcomes for E-Rate funded projects. Participating in E-Rate since our founding in 1998, we are the largest Category 2 provider nationwide, delivering two-times the amount of Category 2 E-Rate projects than our next closest competitor. Since the E-Rate Modernization in 2015, we have been awarded over 19,550 E-Rate projects totalling over \$790M in total equipment delivered to schools throughout the United States.



## Proven Management Approach

Due to our streamlined and best-practice system of checks and balances, **we have never lost funding for a school**, as substantiated by countless audits. Our dedicated internal K-12 and E-Rate resources help ensure accurate invoicing and contract compliance, as well as provide knowledgeable resources and guidance as you navigate your E-Rate journey.

- **E-Rate Program Management Team** offers knowledge, assistance, and advisement, as well as ensures contract compliance.
- **E-Rate Funding Team** ensures expert handling of both BEAR and SPI E-Rate invoicing by accounts receivable specialists.
- **K-12 Education Strategists** focus on helping you implement solutions attuned to your needs, with realistic budget constraints in mind, often in conjunction with E-Rate funding initiatives.

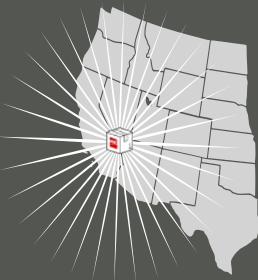
## Strengths, Best Practices, and Value

By aligning with CDW•G, your organization can take advantage of our strengths, best practices, and value-added services.



## Inventory Access and In-House Services

A significant advantage we offer US Educational Technology Purchasing Alliance is our ability to deliver the right products, at the right value, right when you need them. CDW has two large, strategically located distribution and configuration centers that ensure speed and accuracy throughout the procurement process. In addition, to supplement our direct purchasing model, CDW has strong affiliations with principal channel distributors, enabling us to quickly obtain competitively priced, non-stocked items.



**LAS VEGAS, NV**  
513k square feet  
Capacity for up to 10K+ configurations per day



**VERNON HILLS, IL**  
450k square feet  
Capacity for up to 10K+ configurations per day

ISO 9001 Quality | ISO 14001 Environment | ISO 20243 Risk Management  
ISO 27001 Information Security | ISO 2800 Secure Supply Chain

CDW Government LLC

SPIN #143005588

12/20/2024

To the extent allowable, all information and documents hereby submitted in response to FCC 470# 250005420 furnished by US Educational Technology Purchasing Alliance are the Proprietary and Confidential property of CDW Government LLC ("CDW•G").

© CDW Government LLC 2024

## Support Resources for US Educational Technology Purchasing Alliance

When you work with CDW•G, you have access to expertise that is not available within your organization. Our team of technology experts and dedicated account managers will tailor a piece of equipment or an entire network to deliver the most effective and sustainable results. The below org chart demonstrates the outline of the sales teams, but given the variability of customer locations, the Sales representatives will vary. CDW is happy to provide a custom org charts with all of the pertinent contact information upon award.

| Account Management Resources                                                                   |                                                                                      |
|------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------|
| <b>[Account Manager]</b><br>[Account Manager TITLE]<br>111-111-1111<br>[Account Manager email] | <b>[Sales Manager]</b><br>Sales Manager<br>222-222-2222<br>[Sales Manager Email]     |
| <b>[ATAE Name]</b><br>Advanced Technology Account Executive<br>ATAE Phone<br>[ATAE Email]      | <b>[Director Name]</b><br>Director, Area Sales<br>Director Phone<br>[Director Email] |

### E-Rate Program Management and Funding Solutions Team

Our **E-Rate Program Management** team offers eligible entities their knowledge, assistance, and advisement on E-Rate matters, including program compliance and adherence. The team prepares contract deliverable reports and makes modifications, as necessary, including price reductions, additions, discontinued products, replacements, and version changes. They ensure that price and supply agreements are in place from award through completion and that the E-Rate bidding, ordering, invoicing, and funding are all seamless and easy for you to complete.

| E-Rate Resources                                                                                                                                   |                                                                                                                                        |
|----------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------|
| <b>Yolanda Blomquist</b><br>Program Manager – E-Rate<br>630-531-5478<br><a href="mailto:yolanda.blomquist@cdwg.com">yolanda.blomquist@cdwg.com</a> | <b>Jeff Hagen</b><br>Manager, Program Management – K12<br>813-462-4055<br><a href="mailto:jeff.hagen@cdwg.com">jeff.hagen@cdwg.com</a> |

Our **Funding Solutions** team, and dedicated Education Funding Solutions Manager, can help E-Rate applicants understand compliance with rules and regulations throughout the process. They advise on the appropriate engagement after Form 470 filings and work with our operations teams to ensure E-Rate ordering, invoicing, and delivery are compliant.

Additionally, our E-Rate Manager assists applicants with PIA reviews, preparation of Bulk Upload Attachments, and product eligibility reviews as part of the Form 471 process.

#### Additional E-Rate Resources

**Dave LeNard**, Business Development Manager, E-Rate  
**Amy Passow**, Senior Manager, Education Funding Solutions  
**Deb Orts**, Contract Analyst  
**Kim Klaus**, Account Receivable Consultant

## FCC FRN E-Rate Display System Status

FCC Registration > Manage Existing FRNs > FRN Financial

FRN Financial

Manage FRNs

FRN Financial

Show 10 entries

| FRN        | FRN Name           | Red Light Status |
|------------|--------------------|------------------|
| 0012123287 | CDW Government LLC | Green Light      |

The above screen shot is from **July 10, 2024**. CDW•G remains in **Green Light Status**.

Upon request, CDW•G can provide an updated screenshot.

Spin #143005588

FCC Registration #0012123287

## Helpful Hints for Preparing Form 471

Things to consider when preparing your funding request (Form 471):

- Enter only one manufacturer part number per line item (do not bundle part numbers)
  - All software should be requested under IC, Software
- Even when bundled with warranty support from manufacturer for purchase, as long as warranty cannot be purchased on its own
- If you live in a state that has applicable taxes, such as AR, NC, CA, AZ, WA, make sure to include those taxes on your FCC Form 471.
- If warranty can be purchased separately, then it should be separated for funding request, and warranty funding requested under Basic Maintenance
- Warranty only part numbers should be requested under Basic Maintenance
  - List months of service, should only be for coverage July 1 – June 30 (Funding Year)
  - List hardware supported part number
  - List site where hardware sits

CDW•G can complete Bulk Submission Forms if chosen as the service provider for your funding request. Please email [E-Rate@cdw.com](mailto:E-Rate@cdw.com) for assistance.

Additionally, **please note** - upon award, to facilitate contract execution with our countersignature, please sign the enclosed E-Rate agreement and send to [470award@cdwg.com](mailto:470award@cdwg.com). Please see “E-Rate Order Process” information on the following page for further details.

## Appendix

# Implementation Plan

## Tasks for First Two Weeks (Sample Version)

Upon award, your Account Management Team will remain in constant contact with key employee(s) at each location to implement the contract and ensure total satisfaction. CDW•G will make this process as seamless as possible and will follow the work plan that has been developed. In addition, if requested, CDW•G will facilitate any necessary meetings via teleconference, videoconference, or in person, pending appointment, at your location or ours, to ensure that the process meets your expectations.

While there can be challenges to implementing a project of any scale, CDW•G tries to minimize potential problems upfront. We will need US Educational Technology Purchasing Alliance to provide the following in a timely manner in order to facilitate the implementation process:

- Updated contact information for all key personnel
- Information regarding product forecasts
- Standardized product list
- List of authorized users and restrictions
- Imaging specifications
- Specific reporting requirements
- Permission for CDW•G to be listed on manufacturer agreements.

During the implementation process, any problems or concerns should be directed to your account manager for immediate resolution. The following implementation plan demonstrates how CDWG will work with you to successfully implement this project.

| Task                                                                                                                                                                                                                  | Week 1 | Week 2 |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------|--------|
| Account Management Set Up                                                                                                                                                                                             |        |        |
| <ul style="list-style-type: none"><li>• Introduce key customer contacts to CDW•G Account Team</li><li>• Introductory letter/phone contact/ site visit</li></ul>                                                       | X      |        |
| <ul style="list-style-type: none"><li>• Gather/confirm general customer information</li><li>• Contacts: phone, email, fax</li><li>• US Educational Technology Purchasing Alliance’s locations and addresses</li></ul> | X      |        |

|                                                                                                                                                                                                                                                      |   |   |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|---|
| <ul style="list-style-type: none"> <li>Outline customer's procedures and requirements, i.e. <ul style="list-style-type: none"> <li>Frequency of contact/schedule</li> <li>Turnaround expectations (quotes)</li> <li>Reporting</li> </ul> </li> </ul> | X |   |
| <ul style="list-style-type: none"> <li>Conduct walkthrough or webinar: Account Center</li> </ul>                                                                                                                                                     |   | X |
| <b>CDW•G Capabilities and Support</b>                                                                                                                                                                                                                |   |   |
| <ul style="list-style-type: none"> <li>Make contact with Account Specialists, as needed</li> </ul>                                                                                                                                                   |   | X |
| <ul style="list-style-type: none"> <li>Review technical support options</li> </ul>                                                                                                                                                                   | X |   |
| <ul style="list-style-type: none"> <li>Review customer service processes (i.e., returns)</li> </ul>                                                                                                                                                  | X |   |
| <b>Customer Financial Arrangements</b>                                                                                                                                                                                                               |   |   |
| <ul style="list-style-type: none"> <li>Complete forms for credit approval</li> </ul>                                                                                                                                                                 | X |   |
| <ul style="list-style-type: none"> <li>Complete financing application</li> </ul>                                                                                                                                                                     |   | X |
| <b>Product Specific Needs and Services</b>                                                                                                                                                                                                           |   |   |
| <ul style="list-style-type: none"> <li>Arrange conference call(s) with manufacturer(s)</li> </ul>                                                                                                                                                    | X |   |
| <ul style="list-style-type: none"> <li>Develop product forecasts</li> </ul>                                                                                                                                                                          | X |   |
| <ul style="list-style-type: none"> <li>Process and test image(s)</li> </ul>                                                                                                                                                                          |   | X |
| <ul style="list-style-type: none"> <li>Customize asset tag/schedule asset tagging</li> </ul>                                                                                                                                                         |   | X |
| <ul style="list-style-type: none"> <li>Input customer installation/configuration specifications</li> </ul>                                                                                                                                           |   | X |
| <b>Procurement and Management Systems</b>                                                                                                                                                                                                            |   |   |
| <ul style="list-style-type: none"> <li>Standardize products through your Account Center</li> </ul>                                                                                                                                                   |   | X |
| <ul style="list-style-type: none"> <li>Create bundles</li> </ul>                                                                                                                                                                                     |   |   |
| <ul style="list-style-type: none"> <li>Set up purchase authorizations and controls</li> </ul>                                                                                                                                                        |   | X |
| <ul style="list-style-type: none"> <li>Establish account linking</li> </ul>                                                                                                                                                                          |   | X |
| <ul style="list-style-type: none"> <li>Set up software license tracking system</li> </ul>                                                                                                                                                            |   | X |
| <ul style="list-style-type: none"> <li>Implement asset tracking system</li> </ul>                                                                                                                                                                    |   | X |
| <ul style="list-style-type: none"> <li>Investigate or link with e-procurement programs and third parties</li> </ul>                                                                                                                                  |   | X |
| <ul style="list-style-type: none"> <li>Utilize EDI for invoicing and/or ordering functions</li> </ul>                                                                                                                                                |   | X |
| <b>Pricing</b>                                                                                                                                                                                                                                       |   |   |
| <ul style="list-style-type: none"> <li>Have CDW•G listed on all manufacturer contracts</li> </ul>                                                                                                                                                    |   | X |
| <ul style="list-style-type: none"> <li>Enter pricing information into contract management system</li> </ul>                                                                                                                                          |   | X |
| <b>Optional Systems/Services</b>                                                                                                                                                                                                                     |   |   |
| <ul style="list-style-type: none"> <li>Finalize staging agreement</li> </ul>                                                                                                                                                                         |   | X |
| <ul style="list-style-type: none"> <li>Finalize minority/disabled small business partnership</li> </ul>                                                                                                                                              |   | X |
| <ul style="list-style-type: none"> <li>Arrange for onsite services</li> </ul>                                                                                                                                                                        |   | X |
| <ul style="list-style-type: none"> <li>Select appropriate training programs</li> </ul>                                                                                                                                                               |   | X |
| <ul style="list-style-type: none"> <li>Set up Employee Purchase Program</li> </ul>                                                                                                                                                                   |   | X |

## K-12 Funding and Other Resources

We know your need for vendor support does not stop at deployment completion. Maintaining technology program innovativeness and alignment with your education goals is a continuous and daunting task. In fact, in a year, your program will look very different. You need a vendor that does more than meet your RFP's technology requirements; you need a vendor partner that shares a passion for education and continued development. Our teams, and our partners, are dedicated to supporting the full scope of US Educational Technology Purchasing Alliance's technology and all your program goals. Following are highlights of the value-adds we offer our education customers.

### Get Ed Funding Overview

CDW•G sponsors [GetEdFunding.com](https://www.getedfunding.com), a free grant-finding resource, providing access to billions of dollars' worth of educational funding opportunities. Through sponsoring this resource, CDW•G's mission is to help educators and institutions discover the funds they need to supplement tight budgets to achieve your goals and take learning to the next level.

Monitored daily, [GetEdFunding.com](https://www.getedfunding.com) can reduce the energy your teachers are spending to search for programs and money. You can finetune your search based on key concepts and 21<sup>st</sup> century skills and themes. Once you are registered on the site, you can save the grants of greatest interest to return to later. The funding opportunities listed are already available and applicable to standard learning paths. For example, there are more than 60 STEM specific programs currently available for application. Please reach out to your account manager for more information.

# Appendix



**Make amazing happen.**

**Business Diversity. Local Impact. Global Influence.**

## WE ARE CDW

**CDW is a leading provider of multi-brand technology solutions to business, government, education and healthcare customers in the United States, United Kingdom and Canada. We offer everything from hardware and software to integrated IT solutions, such as security, cloud, data center and networking.**

## WE ARE COMMITTED TO SUPPLIER DIVERSITY

Our supplier diversity program exists for one reason: to facilitate direct and indirect spending with small and diverse-owned businesses. But it is not about expenditure targets or handouts. It means working with an extensive network of creative, innovative and competitive suppliers to deliver the best solutions and experiences at the best value for our customers.



## WE MAKE DIVERSITY WORK FOR YOU

As well as helping drive economic growth in underrepresented communities, our supplier diversity program gives your organization instant access to a trusted pool of diverse suppliers whenever and wherever you need them.



Meet your small, minority-owned supplier goals without having to invest time and resources into finding, evaluating and engaging them yourself.



Enjoy first-mover advantage when it comes to new, cutting-edge technologies.



Diversify your supply chain, boosting your resilience and agility in an unpredictable world.



Benefit from our strong supplier relationships and global procurement capabilities.



2023 Supplier Diversity Program of the Decade by MBNUSA and WEUSA



**Members of the Billion Dollar Roundtable**, a group of U.S.-based companies that have procured more than \$1 billion annually from minority- and women-owned businesses on a first-tier basis.



**1,500+**

partnerships with small and diverse suppliers



**\$27+ billion**

spent with small and diverse suppliers since 2007



**2023 Platinum Top Global SD&I Champion**

This recognition represents the top level of commitment to global supplier diversity and inclusion regarding inclusive spend, policies and procedures.

**CDW is the example of supplier diversity and what can happen when you go above and beyond checking a box. CDW helps entrepreneurs expand into different sectors and helps its customers by bringing these suppliers to share their skills.**



**Ralph Moore**  
RGMA Founder and President  
Supplier Diversity Innovator

**Companies can work with diverse and small businesses as strategic partners, rather than simply as suppliers.**



**Ray Nair**  
Vice President of Supply Chain, CDW

**DISCOVER HOW WE CAN MAKE DIVERSITY WORK FOR YOU**

[CDW.com/diversity](https://cdw.com/diversity)

[businessdiversity@cdw.com](mailto:businessdiversity@cdw.com)

## IN 2024, CDW'S COMMITMENT TO SUPPLIER DIVERSITY IS **STRONGER THAN EVER.**



**1,500+**

Certified small, diverse partners



**\$3.2**  
Billion

Purchases from small and diverse business



**\$4.8**  
Billion

**Total economic production** generated through CDW's Supplier Diversity program



**\$1.5**  
Billion

**Total wages** by workers earned from the resulting economic activity



**24,474**

**Total jobs** supported

Business Diversity. Local Impact. Global Influence.



### AWARDS



U.S. Veterans Magazine Best of the Best Supplier Diversity Program



Professional Woman's Magazine Best of the Best Supplier Diversity Program



Black EOE Journal Best of the Best Supplier Diversity Program



DIVERSEability Magazine Best of the Best Disability Supplier Inclusion Program



HISPANIC Network Magazine Best of the Best Supplier Diversity Program



WEConnect International Platinum Global Champion for Supplier Diversity & Inclusion



Excellence in Supplier Diversity Recognized by Billion Dollar Roundtable



One of America's Top Corporations for Women's Business Enterprises

See how we're making **diversity work** for your clients at

[CDW.com/diversity](https://www.cdw.com/diversity)

### **Appointment of Authorized Representative with Limited Signing Authority**

In accordance with the authority delegated to the undersigned, Robert F. Kirby, President, CDW Government LLC ("**Company**"), the undersigned hereby delegates to Justin Schwier ("**Authorized Representative**") holding the title, Manager, Proposals ("**Authorized Title**"), of Company or its affiliate, the authority solely to review and execute certain Contract documents, subject to certain limitations, as set forth in the table below ("**Restricted Authority**").

|                                                                                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |
|---------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Contract Types:</b><br><i>select type of agreement<br/>(one or more may apply)</i> | <input type="checkbox"/> Agreements and purchase orders related to marketing.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|                                                                                       | <input type="checkbox"/> Nondisclosure and other forms of confidentiality agreements and non-binding letters of intent in connection with potential M&A opportunities.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
|                                                                                       | <input type="checkbox"/> Non-disclosure and other forms of confidentiality agreements with customers and partners.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
|                                                                                       | <input type="checkbox"/> Agreements with customers to provide IT products and professional services (to the extent such services are authorized by the undersigned), and all such accompanying forms (attestations and disclosures) that are generally required to form a complete contract including memorandums of understanding, and subcontracts with partners on the Agreements described above, but excluding software beta test and early adoptee agreements, and any agreements out of the ordinary course of Company's business.                                                                                                                                                                                    |
|                                                                                       | <input checked="" type="checkbox"/> Bids & Proposals to provide IT products and professional services, (to the extent such services are authorized by the undersigned), and all such accompanying forms (attestations and disclosures) that are generally required to form a complete offer for contract package, but excluding software beta test and early adoptee offers, and any offer out of the ordinary course of Company's business.                                                                                                                                                                                                                                                                                 |
|                                                                                       | <input type="checkbox"/> SOWs and Change Orders with customers to provide IT professional services (to the extent such services are authorized by the undersigned), but excluding software beta test and early adoptee contracts, and any contracts out of the ordinary course of Company's business.                                                                                                                                                                                                                                                                                                                                                                                                                        |
|                                                                                       | <input type="checkbox"/> Agreements with partners to purchase IT products and professional services (to the extent such services are authorized by the undersigned), but excluding software beta test and early adoptee agreements, and any agreements out of the ordinary course of Company's business.                                                                                                                                                                                                                                                                                                                                                                                                                     |
|                                                                                       | <input type="checkbox"/> Agreements, including but not limited to, Participation Agreements and Teaming Agreements with Partners/Vendors to provide IT products and professional services to customers (to the extent such services are authorized by the undersigned), but excluding agreements for software beta test and early adoptee agreements, and any agreements out of the ordinary course of Company's business.                                                                                                                                                                                                                                                                                                   |
|                                                                                       | <input type="checkbox"/> SOWs with Partners/Vendors to provide IT professional services to Customers (to the extent such services are authorized by the undersigned), but excluding agreements for software beta test and early adoptee agreements, and any agreements out of the ordinary course of Company's business.                                                                                                                                                                                                                                                                                                                                                                                                     |
| <b>Check other:</b>                                                                   | <input type="checkbox"/> [Click to fill in description]                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| <b>Territorial Limit</b>                                                              | U.S. Only                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
| <b>Not to Exceed Dollar Value Limit</b>                                               | Up to <u>\$5,000,000</u> . (This is total value, not annual value, of a contract.)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| <b>Not to Exceed Contract Duration for Services</b>                                   | Up to three (3) year(s)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| <b>Required Approvals and Other Conditions</b>                                        | <ul style="list-style-type: none"><li>• Compliance with Company Legal Department mandated contract review process.</li><li>• Compliance with Company policies.</li><li>• Capital expenditures approval, if applicable.</li><li>• General Counsel review if Contract is with any principal stockholder, director or officer (or immediate family member) of a CDW company.</li><li>• Treasurer review of any grant of a security interest or lien.</li><li>• Legal approval of any contract with a foreign entity.</li><li>• Delegation in the Agiloft tool as backup for you while out must only be provided to an individual coworker with the same title and level of signing authority as you, or your manager.</li></ul> |

**[Signature Page Follows]**

Authorized Representative shall use the following signature block, or one that indicates in a substantially similar manner that the Authorized Representative is authorized when executing Contracts on behalf of Company:

CDW Government LLC

By: Justin Schwier, its Authorized Representative

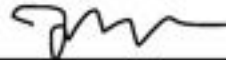
This appointment is effective on the date specified below and shall remain in effect until the earliest of: (a) the date, December 31, 2023, when this Restricted Authority expires; (b) the date when the Authorized Representative no longer holds the Authorized Title; or (c) the date when the Restricted Authority is terminated by the undersigned. Authorized Representative may not assign or delegate the Restricted Authority to any other person.

Effective Date January 1, 2023:



Robert F. Kirby  
President  
CDW Government LLC

Received and Approved by Corporate Paralegal:



Janell Nelsen

Received and Approved by the Corporate Secretary's Office:



April Hanes-Dowd



April 25, 2017

To Whom It May Concern,

This letter is to certify that CDW Government LLC (CDW•G) is a Cisco authorized reseller, installer and maintenance provider. As a result, CDW•G is authorized to resell Cisco products to education, healthcare, state/local, and federal customers throughout the United States.

CDW is a Cisco Gold partner, which is reserved for only our highest partners globally. For more information on Cisco's partner ecosystem, please see the following link to the Cisco partner site: <http://www.cisco.com/c/en/us/partners.html>. Please contact me directly if there is any additional information required to support CDW•G's response to your RFP.

Sincerely,

A handwritten signature in black ink, appearing to read "Blake Benney", with a long, sweeping horizontal line extending to the right.

Blake Benney  
Regional Manager  
Cisco Systems  
469-420-4708  
[bbenney@cisco.com](mailto:bbenney@cisco.com)

1/26/2022

CDW Logistics, Inc.  
200 N. Milwaukee Avenues  
Vernon Hills, IL 60061

Subject: Authorized Reseller/Partner Status Validation

As of the date of this letter, we confirm that the above named firm is an authorized Dell Federal Reseller/Partner and is approved to procure currently available hardware and software products from Dell Federal Systems LP's segment or Dell's Authorized Federal Distributors for resale to the Federal Government. Their authorization is in accordance with the terms and conditions of their existing Certified Reseller Agreement in effect as of the date of this letter.

Please note; Dell Resellers are not authorized to sell to other Resellers without express written permission and this is not a GSA Schedule Letter of Supply.

Should you require any additional information please contact the undersigned at 512-651-1398 or direct email at Margaret\_Daley@Dell.com.

Regards,


Digitally signed by  
Margaret Daley  
Date: 2022.01.26  
14:42:42 -06'00'

Margaret Daley  
Government Contracts Advisor  
**Dell Technologies | U.S. Federal Contracts**  
Office +512 651 1398

May 27, 2022

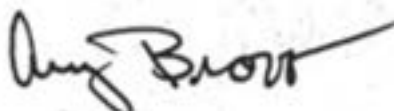
Reseller: CDW  
Authorized Territory: United States and Canada  
Partner Level: Diamond

To Whom It May Concern,

This letter confirms that as of the letter date, the above-identified reseller, is currently enrolled in Extreme's Channel partner program and is authorized to resell Extreme-branded products and services to sell into end-users in the above identified Authorized Territory.

If you require additional information, please contact your Extreme Sales account executive.

Best regards,



Amy Bravo  
Director, Channel Sales  
Extreme Networks, Inc



# *Certificate of Authorized Reseller*

Date: 06/28/2022

Fortinet, Inc. operates through a channel of independent distributors and resellers. Therefore, Fortinet hereby confirms that: CDW Government LLC

Having its registered place of business at:  
230 N Milwaukee Ave, Vernon Hills, Illinois 60061, United States;

is currently an authorized FortiPartner and is currently authorized throughout US to sell Fortinet products as a partner with the following designations:

- Level of Engagement: Expert
- Business Model: Integrator

This certificate is issued as of the date shown above, and is valid for 180 days from this date.

Provided the FortiPartner identified above has purchased applicable support services from Fortinet and the applicable support services have been effectively registered and contracted with Fortinet, Fortinet agrees and undertakes that Fortinet would provide support for the applicable Fortinet products according to the terms of the support agreement, available at <https://support.fortinet.com>. Fortinet Products are shipped subject to the terms of its then-current End User License Agreement, available at <http://www.fortinet.com/doc/legal/EULA.pdf>, which sets forth Fortinet's warranty.

This certificate is subject to the FortiPartner maintaining its FortiPartner Agreement with Fortinet and to Fortinet's FortiPartner guidelines. Fortinet's partner program and its guidelines are available for review at [http://www.fortinet.com/partners/partner\\_program/fpp.html](http://www.fortinet.com/partners/partner_program/fpp.html). Notwithstanding anything to the contrary herein, authorized FortiPartners do not represent Fortinet and can not make statements that are binding on behalf of Fortinet.



Manufacturer Confirmation  
Gonzalo Ruiz  
VP of Legal and Compliance Americas

FORTINET, INC.  
899 Kifer Road  
Sunnyvale, CA 94086

Telephone: +1-866-868-3678  
Email: [sales@fortinet.com](mailto:sales@fortinet.com)  
Website: [www.fortinet.com](http://www.fortinet.com)



## Hewlett Packard Enterprise

Hewlett Packard Enterprise Company  
1701 E Mossy Oaks Road  
Spring, Texas, 77389  
U.S.A.



December 18, 2023

### **CDW LOGISTICS INC.**

200 N Milwaukee Ave  
Vernon Hills, IL, 60061-1577  
U.S.A.  
HPE Partner Agreement #: **58AXR**

To whom it may concern:

**CDW LOGISTICS INC.** is an HP Enterprise / Aruba Authorized Partner in the US, which includes access to all commercial products and the services associated with them – not requiring additional authorization and includes all Open products from an authorized HPE US Commercial Distributor, for resale to end user customers in the USA.

**CDW LOGISTICS INC.** has been an HPE Enterprise Group (EG) Service Delivery Partner since **11/1/2013**.

HPE EG Service Delivery Partners are authorized to deliver warranty and HPE Care Pack Services on Industry Standard Servers, HPE Storage and Networking products, provided that the technicians performing the Services hold the appropriate service and/or solution qualifications.

HPE Point of Contacts for Partner Authorization verification are listed below:  
Support Team: [AMSPartnersupport@hpe.com](mailto:AMSPartnersupport@hpe.com)

Customers can also locate or confirm partners through the HPE Partner Locator at <http://findapartner.hpe.com/>

Sincerely,

**Shelly D. Deal**

AMS Lead, PFS BRM Global Partner Contracts  
Sales Operations

June 4, 2015

To Whom It May Concern:

Juniper Networks (US), Inc. is pleased to confirm that CDW Direct is at Elite Portfolio level within Juniper Networks Partner Advantage Program and is authorized to resell Juniper's products, maintenance contracts and training.

CDW Direct is a federal authorized partner to provide pricing in support of an opportunity with the Federal government.

If you have any questions regarding our partnership, please contact:

Shirleen O'Connor  
Partner Account Manager, CDW  
seoconnor@juniper.net  
708-560-6249

Very truly yours,



Jonathan Belcher, Vice President  
Americas Partner & Commercial Sales  
Juniper Networks



June 27, 2022

To Whom It May Concern:

On behalf of the Global NextWave Partner Programs team at Palo Alto Networks, this is to inform you of the partnership between Palo Alto Networks, Inc. and:

**CDWG**  
**230 N. Milwaukee Ave**  
**Vernon Hills, IL 60061**  
**USA**

At the time of this communication, **CDWG** is classified as a **Diamond Innovator** in the Palo Alto Networks NextWave Partner Program and is in good standing.

Thank you,

A handwritten signature in black ink, appearing to read "Karl Soderlund", written over a large, faint, light gray diamond-shaped graphic that serves as a background for the signature area.

Karl Soderlund  
SVP, Worldwide Channels  
Palo Alto Networks

June 01, 2022

Subject: PartnerPRO Network Authorized Partner

---

To Whom It May Concern,

CommScope (NASDAQ: COMM) and the recently acquired Ruckus Networks are redefining tomorrow by shaping the future of wired and wireless communications. Our combined global team of employees, innovators and technologists have empowered customers in all regions of the world to anticipate what's next and push the boundaries of what's possible.

This serves to confirm that as of the date of this letter, CDW LOGISTICS, INC is a member of the PartnerPRO® Network. As a Elite partner, CDW LOGISTICS, INC is able to prepare and submit proposals in response to bids, to the extent the proposal submitted includes Ruckus brand products and solutions. This authorization does not guarantee special pricing. All special pricing must be authorized by CommScope, and final pricing shall be as agreed between the customer and CDW LOGISTICS, INC.

Sincerely,

A handwritten signature in black ink, appearing to be "Dieter Verdegem", is located below the "Sincerely," text.

Dieter Verdegem  
Vice President, Global Customer Experience



February 22, 2017

To Whom It May Concern:

This letter is to certify that CDW Government LLC (CDW•G) is Ubiquiti Networks authorized reseller. As a result, CDW•G is authorized to resell Ubiquiti's products to education, healthcare, state/local, and federal customers throughout the United States.

Please contact me directly if there is any additional information required to support CDW•G's response to your RFP.

Sincerely,

Ubiquiti Networks Inc.

---

By: Tony Rassavong- Business Channel Manager  
tony@ubnt.com

January 6, 2016

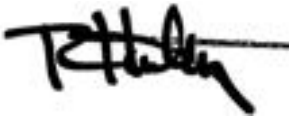
**Letter of Authorization**

To Whom It May Concern,

This letter is to certify that **CDW Government LLC (CDW•G)** is a **Xirrus Authorized Premier** reseller. As a result, CDW•G is authorized to resell Xirrus products and services to education, healthcare, state/local, and federal customers throughout the United States.

Please accept this as a fully executed Letter of Authorization for your purposes. Please contact me directly if there is any additional information required to support CDW•G's response to your RFP.

Best regards,



Rick Hartley  
*Director of Channel Development*  
**Xirrus, Inc.**  
[rick.hartley@xirrus.com](mailto:rick.hartley@xirrus.com)  
408-641-0450



1759 Wehrle Drive  
Williamsville, NY 14221

## DISTRIBUTOR AUTHORIZATION FORM

Date: *Wednesday, August 01, 2018*

End User:

Reseller: *CDW Logistics INC - Hardware and Software*

Street Address: *200 N MILWAUKEE AVE*

City, State & Zip Code: *VERNON HILLS IL 60061-1577*

Contact Name: *Justin Schwier*

Phone Number: *312.705.8919*

Email Address:

Fax Number:

*Reseller is authorized to purchase, receive standard warranty support and to resell products from manufacturers listed below. This is not a commitment of product availability. Manufacturer's purchasing restrictions and authorizations may apply. For clarification as to depth and or requirements of manufacturer authorizations for Reseller account and upon ordering, Reseller should contact their Ingram Micro account representative.*

### Manufacturers:

See Attached pdf for reference of manufacturers.

GOVT AGENCIES: For confirming of product authorizations through **Ingram Micro, Inc.**, please contact:

*Mike Carletta, Manager*



## DISTRIBUTOR AUTHORIZATION FORM

### Manufacturers:

|                               |                                    |                                  |
|-------------------------------|------------------------------------|----------------------------------|
| 365 SERVICES                  | EXACQ TECHNOLOGIES                 | NETGEAR CONSUMER                 |
| 3D SYSTEMS                    | F5 - BIG                           | NETGEAR SERVICES                 |
| 3M - OPTICAL SYSTEMS DIVISION | F5 - GOVERNMENT SOLUTIONS RENEWALS | NETPATIBLES                      |
| 3M - WORKSPACE SOLUTIONS      | F5 RENEWALS                        | NETPATIBLES- DS                  |
| 4E PROJECT/ACME MADE          | FABRIQUE                           | NETSCOUT HARDWARE AND SOFTWARE   |
| 4XEM                          | FELLOWES                           | NETSCOUT HH TOOLS HW-SW-SUPPORT  |
| AAXA-PROJECTORS               | FILEMAKER                          | NETWORK ALLIES                   |
| ABSOLUTE LICENSE              | FILEMAKER INC. ED VLA              | NEXSAN- SPARE PARTS              |
| ACCELERATED                   | FILEMAKER INC. VLA                 | NEXTIVITY                        |
| ACCELL                        | FIREEYE - HARDWARE                 | NIGHT OWL                        |
| ACECAD                        | FIREEYE - SUB&SUPPORT              | NIXEUS TECHNOLOGY                |
| ACER - TABLETS                | FLASHFORGE USA                     | NORTH STATES                     |
| ACER AMERICA - DESKTOPS       | FLEXTRONICS                        | NOVELL - NSPP (OEM)              |
| ACER AMERICA - DISPLAYS       | FLUKE NETWORKS CORE                | NOVELL - SERVICES                |
| ACER AMERICA - NOTEBOOKS      | FLUKE NETWORKS CORE SERVICES       | NOVELL - VLA LICENSING           |
| ACER AMERICA - OPTIONS        | FORCEPOINT - NETWORK SECURITY      | NP / MEMORY                      |
| ACER AMERICA - PROJECTORS     | FORCEPOINT HARDWARE                | NUANCE - CORP LICENSING          |
| ACER- CFM                     | FORCEPOINT MSP                     | NUANCE - DRAGON MEDICAL BOX      |
| ACER- CHROME PRODUCTS         | FORCEPOINT SERVICES                | NUANCE - GOVT LICENSING          |
| ACER CTO                      | FORCEPOINT SOFTWARE                | NUANCE DOCUMENT IMAGING - BOX    |
| ACER WARRANTIES & SERVICES    | FORCEPOINT SUPPORT                 | NUANCE DOCUMENT IMAGING - RETAIL |
| ACRONIS - ACCESS              | FREEDOMPOP                         | NUANCE DRAGON                    |
| ACRONIS - CONSUMER            | FREEVISIONTECH                     | NUANCE DRAGON MEDICAL POWERMIC   |
| ACRONIS - FEDERAL ACCESS      | FRONTIER SECURE                    | NUTANIX                          |
| ACRONIS - FEDERAL PHYSICAL    | F-SECURE                           | NUTONE-CUSTOM INSTALL            |
| ACRONIS - FEDERAL RENEWALS    | FUJIFILM - BINOCULARS              | NVIDIA                           |
| ACRONIS - PHYSICAL            | FUJIFILM - DIGITAL                 | NYL HOLDINGS LLC                 |
| ACRONIS - RENEWALS            | FUJIFILM - FILM                    | OBIHAI TECHNOLOGY                |
| ACRONIS - VIRTUAL             | FUJIFILM - PRO SERIES CAMERAS      | OCCIPITAL INC                    |
| ACRONIS CLOUD                 | FUJITSU COMPUTER PRODUCTS          | ODYSSEY                          |
| ACRONIS CLOUD BACKUP          | FUJITSU CONSUMABLES                | ODYSSEY TOYS                     |
| ACRONIS DRAAS                 | FUJITSU IMAGING (SCANNERS)         | OKLAHOMA SOUND CORP              |
| ACTIONTEC                     | GADGET GUARD                       | OKLAHOMA SOUND CORP - DS         |
| ACTIVATIONDESK                | GEAR HEAD-COMPUTER                 | OMNITRON SYSTEMS                 |
| ACTION                        | GEFEN                              | ONKYO-HOME AUDIO/VIDEO           |



## DISTRIBUTOR AUTHORIZATION FORM

### Manufacturers:

|                                     |                               |                                     |
|-------------------------------------|-------------------------------|-------------------------------------|
| ADDON                               | GEIST                         | OPEN TEXT INC                       |
| ADDON - PRIVATE                     | GENETEC NETWORK SECURITY      | OPEN TEXT RENEWALS                  |
| ADDONICS                            | GENOVATION                    | OPENGear                            |
| ADESSO                              | GETWIRELESS                   | OPLINK                              |
| ADESSO - POS                        | GIGABYTE                      | OPTOMA                              |
| ADOBE BOX                           | GIGABYTE - AMD                | OPTOMA PROAV                        |
| ADOBE CLOUD SERVICES                | GIGABYTE - NVIDIA             | OTTERBOX                            |
| ADOBE COMMERCIAL TLP                | GIZMAC ACCESSORIES            | OTTERBOX - 10002972                 |
| ADOBE GOVT TLP                      | GLOBALSCAPE INC               | OVERLAND - V3                       |
| ADOBE STUDENT TEACHER BOX           | GN NETCOM                     | OVERLAND STORAGE                    |
| ADONIT                              | GOLDTOUCH                     | PANASONIC - HEADPHONES              |
| ADTRAN - BLUESOCKET                 | GOOGLE CHROME FOR EDU         | PANASONIC ACCESSORIES               |
| ADTRAN - BLUESOCKET SERVICES        | GOOGLE CHROME FOR WORK        | PANASONIC ARBITRATORS               |
| ADTRAN ACCESSORIES F                | GOOGLE CHROMEBOX FOR MEETINGS | PANASONIC BATTERY                   |
| ADTRAN ACES E                       | GORILLADIGITAL                | PANASONIC FLAT PANEL DISPLAYS       |
| ADTRAN GENERAL HARDWARE A ACN       | GRANDSTREAM                   | PANASONIC FLAT PANEL DISPLAYS BSTOC |
| ADTRAN GENERAL HARDWARE REFURB      | GRANDTEC USA                  | PANASONIC HANDHELD                  |
| ADTRAN MV                           | GREEN PROJECT INC.            | PANASONIC PANABOARDS                |
| ADTRAN NETVANTA INTERNETWORKING B K | GREENAIR                      | PANASONIC PROJECTORS                |
| ADTRAN PROCLOUD                     | GRYPHON MOBILE ELECTRONICS    | PANASONIC PROJECTORS - PRO AV       |
| ADTRAN REFURB OTHER                 | GUILLEMOT                     | PANASONIC SCANNERS                  |
| ADVANCETEC LA                       | GUMDROP CASES                 | PANASONIC TELECOM                   |
| ADVANING                            | GUNNAR OPTICS                 | PANASONIC TOUGH BOOKS               |
| ADVANTECH/B+B SMARTWORX             | HAUCK                         | PANASONIC TOUGHBOOK BUNDLES         |
| ADVENTURE LABS                      | HAUPPAUGE                     | PANASONIC WARRANTY                  |
| AEROHIVE                            | HAVIS                         | PANASONIC-PERSONAL CARE             |
| AKASO                               | HAWKING                       | PANASONIC-SMALL APPLIANCES          |
| AKRACING AMERICA                    | HEALTHICITY                   | PANDUIT                             |
| ALERATEC                            | HGST - ACTIVE ARCHIVE         | PANORAMA ANTENNAS                   |
| ALERT LOGIC CB                      | HGST - BRANDED                | PARA SYSTEMS DBA MINUTEMAN UPS      |
| ALEVA NATURALS                      | HGST - ENTERPRISE             | PARROT                              |
| ALIENVault - LICENSING              | HGST - IMSOURCING             | PATHWAY INNOVATIONS (HOVERCAM)      |
| ALLIED - NET.COVER                  | HGST - IMSOURCING DS          | PEERLESS ET                         |
| ALLIED TELESIS                      | HGST - MOBILE                 | PEERLESS INDUSTRIES                 |
| ALLIED TELESIS BOX                  | HGST - SINGLE                 | PELCO INC                           |



## DISTRIBUTOR AUTHORIZATION FORM

### Manufacturers:

|                                     |                                |                                  |
|-------------------------------------|--------------------------------|----------------------------------|
| ALPHA MINER                         | HGST - SSD                     | PELICAN PRODUCTS- CASES          |
| ALTRONIX                            | HGST STORAGE PLATFORMS         | PENPOWER                         |
| ALURATEK INC                        | HID GLOBAL - FARGO ELECTRONICS | PERLE SYSTEMS                    |
| AMBIR                               | HIGHFIVE TECHNOLOGIES          | PHILIPS - MONITORS               |
| AMC OPTICS                          | HIGHPOINT TECHNOLOGIES         | PHILIPS SPEECH PROCESSING        |
| AMD                                 | HIKVISION                      | PHOENIX AUDIO TECHNOLOGIES       |
| AMD (LA)                            | HITACHI PROJECTORS             | PICO INTERACTIVE                 |
| AMD PRO GRAPHICS                    | HITACHI PROJECTORS PROAV       | PIVOT3 STORAGE                   |
| AMER NETWORKS                       | HONEYWELL ACCESSORIES          | PLANAR DIGITAL SIGNAGE           |
| AMER.COM - DS                       | HONEYWELL DM PORTABLE          | PLANAR SYSTEMS INC.              |
| AMERICAN BATTERY                    | HONEYWELL DM SERVICES          | PLANAR TOUCH SCREENS             |
| AMERICAN POWER (LA)                 | HONEYWELL IM GSA               | PLANTRONICS INC                  |
| AMPED WIRELESS                      | HONEYWELL IM MOBILITY          | PLANTRONICS MOBILE               |
| AMPLIVOX                            | HONEYWELL IM SERVICES          | PLANTRONICS-SAAS                 |
| AMPLIVOX SOUND SYSTEMS              | HONEYWELL IM SOFTWARE          | PLASMART                         |
| AMT                                 | HONEYWELL LA - SERVICES        | PLENOM AMERICAS                  |
| ANONABOX                            | HONEYWELL LA DM E-CLASS        | PLUGABLE TECHNOLOGIES            |
| ANTEC                               | HONEYWELL LA DM I-CLASS        | PLUGABLE TECHNOLOGIES DS         |
| ANYWHERE CART                       | HONEYWELL LA SERVICES          | PLUSTEK                          |
| AOC                                 | HONEYWELL LA SPARE PARTS       | PNY MEMORY                       |
| AOPEN - SOLUTIONS                   | HONEYWELL LA STOCK MEDIA       | PNY QUADRO                       |
| APC SCHNEIDER ELEC IT MISSION CRITI | HONEYWELL LA TPPP              | PNY VIDEO GRAPHICS               |
| APC SCHNEIDER ELECT IT DIRECT SHIP  | HONEYWELL LATIN AMERICA        | POIN2 LAB                        |
| APC SCHNEIDER ELECTRIC IT CONTAINER | HONEYWELL MEDIA                | POLYCOM - INGRAM CPO DS          |
| APC SCHNEIDER ELECTRIC IT DELL      | HONEYWELL MOBILE PRINTERS      | PORTSMITH                        |
| APC SCHNEIDER ELECTRIC IT ISX DELL  | HONEYWELL MOBILITY             | POS-X                            |
| APC SCHNEIDER ELECTRIC IT USA       | HONEYWELL PRINTHEADS           | POWERMAX                         |
| APC SCHNEIDER ELECTRIC IT WARRANTY  | HONEYWELL PRODUCT LINKS        | PREMIER MOUNTS                   |
| APG                                 | HONEYWELL SCANNING             | PREMIERTEK                       |
| APG - CONTAINER/SP                  | HONEYWELL SERVICES             | PRIMERA TECHNOLOGY (PRINTERS)    |
| APPLE CTO SYSTEMS                   | HONEYWELL SOFTWARE             | PRINTRONIX/TALLYGENICOM SUPPLIES |
| APPLE IPHONE                        | HONEYWELL SOFTWARE MAINTENANCE | PROMARK PROFESSIONAL SERVICES    |
| APPLE OPTIONS                       | HONEYWELL SOTI                 | PROMISE - WARRANTY               |
| APPOSITE                            | HONEYWELL STATIONARY PRINTERS  | PROMISE TECHNOLOGY               |
| APPROVED MEMORY CORP                | HP - IMSOURCING                | PROOFPOINT - SECURITY            |



## DISTRIBUTOR AUTHORIZATION FORM

### Manufacturers:

|                              |                                |                              |
|------------------------------|--------------------------------|------------------------------|
| APPROVED MEMORY CORP.        | HP INC LA - IPG SUPPLIES       | PROOFPOINT ESSENTIALS ANNUAL |
| APRICORN MASS STORAGE        | HP INC LA - PSG COMM NOTEBOOKS | PROSTORAGE LLC               |
| ARCSERVE                     | HP INC. - CHROMEBOOKS          | PTC                          |
| ARCSERVE - APPLIANCES        | HP INC. - CTO                  | PULSE SECURE                 |
| ARCSERVE - MSP               | HP INC. - DESK JETS            | PULSE SECURE - LICENSING     |
| ARCSERVE - RENEWALS          | HP INC. - INK SAP              | PULSE SECURE - PAR           |
| ARISTA NETWORKS HARDWARE     | HP INC. - IPG CAREPACKS        | PULSE SECURE - PROSERVICES   |
| AROZZI NORTH AMERICA         | HP INC. - IPG MFP              | PULSE SECURE - RENEWALS      |
| ASANTE                       | HP INC. - LASER ACCESSORIES    | PULSE SECURE - SUPPORT       |
| ASUS                         | HP INC. - LASER JET TONERS     | PYLE - PRO SOUND             |
| ASUS - AMD                   | HP INC. - LASER JETS           | PYLE AUDIO - HOME A/V        |
| ASUS - CHROMEBOOK            | HP INC. - NSB COMPLEX SPECIAL  | PYLE-CAR AUDIO/VIDEO         |
| ASUS - COMPONENTS            | HP INC. - NSB DESKTOPS         | PYRAMID TIME SYSTEMS         |
| ASUS - DISPLAY               | HP INC. - NSB DISPLAYS         | QIRX USA                     |
| ASUS - GAMING NOTEBOOK       | HP INC. - NSB MOBILE WKS       | QNAP                         |
| ASUS - MOTHERBOARDS          | HP INC. - NSB NOTEBOOKS        | QNAP WARRANTIES              |
| ASUS - NOTEBOOK ACCESSORIES  | HP INC. - NSB OPTIONS          | Q-SEE                        |
| ASUS - NOTEBOOKS             | HP INC. - NSB THINCLIENTS      | Q-SEE DS                     |
| ASUS - SERVER                | HP INC. - NSB WORKSTATIONS     | QUANTA COMPUTER USA          |
| ASUS - SFF                   | HP INC. - OFFICEJET PRO/ENT X  | QUANTUM - DLT                |
| ASUS - SYSTEMS               | HP INC. - PLOTTERS             | QUANTUM MEDIA AND TAPES      |
| ASUS - TABLETS               | HP INC. - POS- CTO BDL         | QUANTUM P-SERIES (SSG)       |
| ASUS - VGA NVIDIA            | HP INC. - POS- NON SMARTBUY    | QUANTUM -QXS                 |
| ASUS - WARRANTY              | HP INC. - POS -OEM             | QUANTUM SOFTWARE             |
| ASUSTOR                      | HP INC. - POS -SMART BUY PERI  | QVS                          |
| AT&T                         | HP INC. - POS- SMARTBUY        | RACHIO                       |
| AT&T WIRELESS                | HP INC. - POS- SVS WRNTY       | RAIN DESIGN                  |
| ATDEC                        | HP INC. - PPS LICENSING        | RANTNETWORK                  |
| ATEN TECHNOLOGIES            | HP INC. - PSG CAREPACKS        | RARITAN - DC TRACK           |
| ATLANTIC-PERSONAL & PORTABLE | HP INC. - SB DESKTOP DISPLAYS  | RARITAN - POWER              |
| ATLASIED                     | HP INC. - SB DESKTOP OPTIONS   | RARITAN COMPUTER             |
| ATO                          | HP INC. - SB DESKTOPS          | RARITAN POWER IQ             |
| ATTACHMATE                   | HP INC. - SB MOBILE WKS        | RAZER - GAMING               |
| ATTACHMATE - GSA             | HP INC. - SB MOBILITY          | RED HAT (LICENSE)            |
| ATTACHMATE - VPA             | HP INC. - SB NOTEBOOK OPTIONS  | RED HAT RHX                  |



## DISTRIBUTOR AUTHORIZATION FORM

### Manufacturers:

|                                  |                                   |                               |
|----------------------------------|-----------------------------------|-------------------------------|
| ATTO TECHNOLOGY                  | HP INC. - SB NOTEBOOKS            | RED HAT-JBOSS                 |
| AUDIO TECHNICA -PRO SOUND        | HP INC. - SB THINCLIENTS          | RED HAT-RHEV                  |
| AUDIO VIDEO FURNITURE            | HP INC. - SB WORKSTATION DISPLAYS | REDBEAM                       |
| AUTODESK VCP COMMERCIAL BASE API | HP INC. - SB WORKSTATION OPTIONS  | REJUVLIFE                     |
| AUTOTASK                         | HP INC. - SB WORKSTATIONS         | RELAMPIT                      |
| AVER INFORMATION                 | HP INC. - SCANNERS                | RELIABRAND                    |
| AVERMEDIA                        | HP INC. - SERVICES (SAP)          | RES - RSP SERVICES            |
| AVG BOX                          | HP- INGRAM CPO DS                 | RES PROFESSIONAL SERVICES     |
| AVG GOV                          | HP IPG CTO/OPG/PROMO LA           | RES RENEWALS                  |
| AVG LICENSE                      | HP IPG OEM                        | RETROSPECT - LICENSING        |
| AVG OEM                          | HPE - ARUBA CARE AND SERVICES     | REVO                          |
| AVG-ED                           | HPE - ARUBA INSTANT               | REVO AMERICA                  |
| AVISION LABS INC                 | HPE - ARUBA LICENSING/SOFTWARE    | RICOH - A3 SUPPLIES           |
| AVOCENT - CYCLADES               | HPE - ARUBA NON-INSTANT           | RICOH LASER (PRINTERS)        |
| AVOCENT - PROAV                  | HPE - BCS                         | RICOH PROJECTORS              |
| AVOCENT - PROAV MAINTENANCE      | HPE - BLADE OPTIONS               | RICOH SUPPLIES                |
| AVOCENT - SECURE PRODUCTS        | HPE - BLADE SERVERS               | RILEE AND LO                  |
| AVOCENT AND CYCLADES SERVICES    | HPE - BUSINESS CLASS STORAGE      | RIOTORO INC                   |
| AVOCENT DIGITAL PRODUCTS         | HPE - IMS CPO                     | RITTAL                        |
| AVOCENT HUNTSVILLE CORP.         | HPE - IMSOURCING                  | ROBERT BOSCH TOOL - DREMEL    |
| AVOCENT SOFTWARE & MAINTENANCE   | HPE - IMSOURCING DS               | ROBOTIS INC                   |
| AVTEQ                            | HPE - INTEGRITY CTO               | ROCCAT INC.                   |
| AVUE                             | HPE - MEDIA 7A                    | ROCSTOR                       |
| AWINGU INC                       | HPE - MOONSHOT                    | ROCSTORAGE - DS               |
| AXIAD                            | HPE - NET CLOUD & ARISTA          | ROYAL SOVEREIGN INTERNATIONAL |
| AXIOM                            | HPE - PROLIANT SERVERS            | ROYAL SOVEREIGN LAMINATOR     |
| AXIOM (INACTIVE VENDOR CODE)     | HPE - SERVER OPTIONS              | RSA - ASOC ECAT MNT           |
| AXIS COMMUNICATION INC           | HPE - SERVER SMART BUY            | RSA - ASOC ECAT SW            |
| AXIS- COMPANION                  | HPE - SERVICES CTO                | RSA - ASOC SEC MNT            |
| AXIS ELICENSING                  | HPE - SUPPORT SERVICES            | RSA - CUSTOM SERVICES         |
| BABY                             | HPE - SWITCHING                   | RSA - GRC ARCHER SW           |
| BABYROUES                        | HPE - TOP OF RACK                 | RSA - IAM SECURID HW/SW       |
| BARCO                            | HPE - VISTA                       | RSA - IAM SECURID MNT         |
| BARKAN                           | HPE - WLAN                        | RSA - IAM VIA                 |
| BATTERY TECHNOLOGY               | HPE ISS ELECTRONIC LICS           | RSA - IAM VIA MNT             |



## DISTRIBUTOR AUTHORIZATION FORM

### Manufacturers:

|                             |                                     |                                     |
|-----------------------------|-------------------------------------|-------------------------------------|
| BATTERY TECHNOLOGY INC.     | HPE LA ARUBA SWITCHING              | RSA - SERVICES / EDUCATION          |
| BELKIN                      | HPE LA ARUBA US AND SOFTWARE        | RSA - VIRTUAL KEY                   |
| BELKIN - CABLES             | HPE LA ARUBA WLAN                   | SABRENT                             |
| BELKIN - EDUCATION          | HPE LA COMPUTE                      | SAKAR KIDS                          |
| BELKIN - POWER              | HPE LA STORAGE                      | SALAMANDER DESIGNS                  |
| BELKIN MOBILE               | HPE ROUTING                         | SAM LABS                            |
| BELKIN-KVM                  | HPE SOURCING                        | SAMSON ELECTRONICS                  |
| BEM WIRELESS                | HPI - IMS CPO                       | SAMSUNG - COMMERCIAL REFURB         |
| BENQ                        | HUDDLY                              | SAMSUNG - COMMERCIAL B-STOCK        |
| BENQ DISPLAYS               | HYCU 3-YEAR SUPPORT                 | SAMSUNG - CONSUMER B-STOCK          |
| BENQ PROAV                  | HYCU INC                            | SAMSUNG - CONSUMER REFURB           |
| BIC-HOME AUDIO/VIDEO        | HYCU SOFTWARE                       | SAMSUNG - CONSUMER TV               |
| BIO-KEY INC                 | HYCU TRADE LIC SUPPORT              | SAMSUNG - IMSOURCING                |
| BITDEFENDER                 | HYPERSIGN                           | SAMSUNG - TABLET ACCESSORIES        |
| BIXOLON                     | HYUNDAI TECHNOLOGY                  | SAMSUNG COMMERCIAL HOSPITALITY LCD  |
| BIXOLON AMERICA LA          | I/O MAGIC CORP                      | SAMSUNG COMMERCIAL INFORMATION SYS  |
| BLACK BOX - (EA)            | I3INTERNATIONAL                     | SAMSUNG COMMERCIAL MEMORY           |
| BLACK BOX CARTS             | IBABY                               | SAMSUNG COMMERCIAL NOTEBOOKS        |
| BLACK BOX CORPORATION       | I-BLADES                            | SAMSUNG COMMERCIAL TABLET           |
| BLACKBERRY                  | IBM - BRANDED VMWARE                | SAMSUNG COMMERCIAL WARRANTY/SERVICE |
| BLACKBERRY 12 VAS           | IBM - ENTERPRISE STORAGE            | SAMSUNG COMMERCIAL LARGE FORMAT     |
| BLACKBERRY GOVERNMENT SALES | IBM - IMS CPO                       | SAMSUNG COMMERCIAL PRO AV           |
| BLACKBERRY GOVT 12 VAS      | IBM - IMSOURCING                    | SAMSUNG DIRECT VIEW LED             |
| BLOODY GAMING               | IBM - INGRAM CPO DS                 | SAMSUNG ELECTRONICS AMERICA INC     |
| BLU                         | IBM - POWER SYSTEM                  | SAMSUNG- HOME APPLIANCE             |
| BMG                         | IBM - SERVICE ELITE PAYMENTS        | SAMSUNG MOBILE WARRANTIES           |
| BOSCH PRO AUDIO             | IBM - SERVICEELITE CONTRACTS        | SAMSUNG SOLUTION SOFTWARE           |
| BOSCH SECURITY AL           | IBM EDGE                            | SAMSUNG WLAN                        |
| BOSCH SECURITY VIDEO        | IBM- IMSOURCING DS                  | SAMSUNG WLAN - LICENSES AND SERVICE |
| BOSS AUDIO-CAR AUDIO/VIDEO  | IBM LABOR PSS                       | SAMSUNG-GALAXY GEAR 2               |
| BOYTONE                     | IBM PCDPs                           | SAMSUNG-UNLOCKED MOBILE PHONES      |
| BRAINBOXES                  | IBM SERVICES BILL ONLY              | SANDISK LA                          |
| BRAWN CONSULTING            | IBM SOFTWARE - SAAS PARTIAL BILLING | SANGEAN-PERSONAL & PORTABLE         |
| BREATHABLEBABY              | IBM SOFTWARE DOC/MEDIA              | SANGOMA                             |
| BRETFORD MANUFACTURING      | IBM-GARS                            | SANS DIGITAL TECHNOLOGIES           |



## DISTRIBUTOR AUTHORIZATION FORM

### Manufacturers:

|                                     |                                    |                                     |
|-------------------------------------|------------------------------------|-------------------------------------|
| BRIGHT COMPUTING                    | ID TECH                            | SANS TECHNOLOGY                     |
| BROTHER INT L (SUPPLIES)            | IDEAL IND-CUSTOM INSTALL           | SANUS                               |
| BROTHER INTERNATIONAL               | IDOL MEMORY                        | SAPPHIRE                            |
| BROTHER INTL (LABELS)               | IGEL AMERICA SERVICES              | SCALE COMPUTING                     |
| BROTHER INTL (PRINTERS)             | ILUMINAR INC.                      | SCANSAFE SERVICES LLC/CISCO         |
| BROTHER INTL (PTOUCH)               | IM CB TV                           | SCHOOL ZONE                         |
| BROTHER MOBILE - MEDIA              | IM CHOICE ADVANTAGE - GOVED        | SCOCLOUD MSP                        |
| BROTHER MOBILE SOLUTIONS            | IM CHOICE ADVANTAGE - TECH SUPPORT | SEAGATE - DATA RECOVERY             |
| BROTHER MOBILE SOLUTIONS - MEDIA    | IM ITAD SERVICES                   | SEAGATE - DESKTOP                   |
| BROTHER MOBILE SOLUTIONS - TD2000   | IM LINK US                         | SEAGATE - DESKTOP SINGLE            |
| BROTHER MPRINT HARDWARE             | IM MOBILITY TEST SUB 2             | SEAGATE - ENTERPRISE                |
| BROTHER PJ6 HARDWARE                | IMCE SERVICES                      | SEAGATE - ENTERPRISE SINGLE         |
| BROTHER RJ4 HARDWARE                | IMPULSE POINT DIRECTSHIP           | SEAGATE - IMS CPO                   |
| BROTHER WARRANTY AND PRINTER MOUNTS | IMSOURCING                         | SEAGATE - IMSOURCING                |
| BRUSH BUDDIES                       | IMSOURCING - DS                    | SEAGATE - IMSOURCING DS             |
| BUDDY PLATFORM                      | IMSOURCING (EA)                    | SEAGATE - INGRAM CPO DS             |
| BUFFALO AMERICAS - CONSUMER NAS     | IMSOURCING CPO                     | SEAGATE - MOBILE                    |
| BUFFALO AMERICAS - DAS              | INCIPIO                            | SEAGATE - MOBILE SINGLE             |
| BUFFALO AMERICAS - NETWORKING       | INFOCUS                            | SEAGATE - RETAIL                    |
| BUFFALO AMERICAS INC                | INFOCUS DISPLAYS                   | SECURE CHANNELS INC DIRECT SHIP     |
| BUSLINK MEDIA                       | INFOCUS PRO AV                     | SEH TECHNOLOGY                      |
| C2G                                 | INFOCUS PROJECTOR AMAZON           | SEIKO INSTRUMENTS HW                |
| C2G - AV LINE                       | INFOLOCK TECHNOLOGIES INC.         | SEIKO INSTRUMENTS LABELS            |
| C2G - BULK                          | INFORTREND                         | SENNHEISER                          |
| C2G - DIGITAL SIGNAGE               | INFRAGISTICS                       | SENTINELONE                         |
| C2G - KVM & NETWORKING              | INGENICO                           | SHARP ELECT - LARGE FORMAT DISPLAYS |
| C2G - PHYSICAL INFRASTRUCTURE       | INGRAM - CPO SYSTEMS DS            | SHARP PROSUMER                      |
| C2G CUSTOM                          | INGRAM CPO - JS                    | SHARP WARRANTIES                    |
| C2G TRANSCEIVERS                    | INGRAM CPO - LM                    | SHARPER IMAGE                       |
| CA - CLOUD                          | INGRAM CPO - NV                    | SHUTTLE COMPUTER                    |
| CALERO SOFTWARE DIRECT SHIP         | INGRAM CPO - OPTIONS DS            | SIERRA WIRELESS                     |
| CALIFONE                            | INGRAM CPO MOBILE                  | SIERRA WIRELESS ACCESSORIES         |
| CALREPS                             | INGRAM MICRO - DELL CPO            | SIERRA WIRELESS SUPPORT             |
| CANON                               | INGRAM MICRO - HP CPO              | SIGNAGE VALET                       |
| CANON - ACCESSORIES                 | INGRAM MICRO - LENOVO CPO          | SIGNAGELIVE                         |



## DISTRIBUTOR AUTHORIZATION FORM

### Manufacturers:

|                                     |                                     |                                     |
|-------------------------------------|-------------------------------------|-------------------------------------|
| CANON - INK SUPPLIES                | INGRAM MICRO COATES BTO             | SIIG INC                            |
| CANON - SOHO AND INK                | INGRAM MICRO CONTENT CREATION SERVI | SIIG-PROAV                          |
| CANON - WF SUPPLIES AND MEDIA       | INGRAM MICRO TRAINING - F5          | SILEX TECHNOLOGY                    |
| CANON LASER - CONSUMABLES           | INGRAM MICRO TRAINING - SOPHOS      | SILHOUETTE AMERICA                  |
| CANON USA - PRINTERS                | INGRAM MICRO TRAINING - VMWARE      | SILVER PEAK - PRIMARY               |
| CANON USA - SCANNERS                | INNODSIGN INC                       | SIMA-PHOTO VIDEO                    |
| CANON WARRANTIES                    | INNOVATION FIRST / RACK SOLUTIONS   | SKB PRODUCTS - STEPHEN GOULD        |
| CANON-PHOTO VIDEO                   | INNOVATIVE                          | SKECH                               |
| CAPTOGLOVE LLC                      | INNOVATIVE VIDEO TECHNOLOGY         | SMART                               |
| CASE LOGIC-PERSONAL & PORTABLE      | INTEL                               | SMART EDUCATION                     |
| CASIO ECR-COMPUTER                  | INTEL - DESKTOP TRAY CPU            | SMARTAVI                            |
| CASIO-COMPUTER                      | INTEL - ESG                         | SMK (GYRATION/MOVEA)                |
| CASIO-TELEVISIONS & PROJECTORS      | INTEL - IMS CPO                     | SMK-LINK                            |
| CBT SUPPLY                          | INTEL - IMSOURCING                  | SMOOTH TALKER                       |
| CENOIRE                             | INTEL - IMSOURCING DS               | SOCKET MOBILE                       |
| CENTERITY                           | INTEL - NETWORKING                  | SOCKET MOBILE - ACCESSORIES         |
| CENVEO                              | INTEL - SERVER CPU                  | SOCKET MOBILE - WARRANTY & SERVICES |
| CHANNEL SOURCES                     | INTEL - SERVER CPU -TRAY            | SOLARFLARE COMMUNICATION            |
| CHECK POINT SOFTWARE                | INTEL - SPARES/ACCESSORIES          | SONASOFT                            |
| CHECK POINT-CAT SS                  | INTEL - SSD                         | SONICWALL - HARDWARE                |
| CHECK POINT-SMALL APPLIANCE         | INTEL COMPUTE STICK                 | SONICWALL - NSA HARDWARE            |
| CHECKPOINT                          | INTEL ENTERPRISE SSD                | SONICWALL - NSA LICENSING           |
| CHELSIO                             | INTEL -EXP (LA)                     | SONICWALL - SOFTWARE                |
| CHERRY                              | INTEL L9 CONFIG                     | SONICWALL NFR AND HA PRODUCTS       |
| CHERRY DESKTOP                      | INTEL NETWORKING - QLOGIC/INFINIBAN | SONNET TECHNOLOGIES                 |
| CHERRY NRNC                         | INTEL NUC MOTHERBOARDS              | SOPHOS - MSP CONNECT                |
| CHIEF                               | INTEL RAID                          | SOPHOS MM ENT UTM                   |
| CHIP PC                             | INTEL SERVER LA                     | SPARKLE POWER                       |
| CHIP PC DIRECTSHIP                  | INTUIT                              | SPECK                               |
| CIRCUS WORLD DISPLAY LIMITED        | INTUIT ACADEMIC                     | SPIN MASTER                         |
| CISCO - CCW LEARNING CREDITS        | INTUIT POS HW BUNDLES               | SPRACHT                             |
| CISCO - CCW MULTI YEAR              | IOGEAR                              | STAR MICRONICS                      |
| CISCO - CDW ONLY MULTIYEAR SMARTNET | I-ON TECH                           | STAR MICRONICS LA                   |
| CISCO - CISCO CCW SERVICES          | IOSAFE                              | STAR MICRONICS NC_NR                |
| CISCO - DATA CENTER                 | IOSAFE DIRECT SHIP                  | STAR MICRONICS SPARES               |



## DISTRIBUTOR AUTHORIZATION FORM

### Manufacturers:

|                                     |                                   |                                |
|-------------------------------------|-----------------------------------|--------------------------------|
| CISCO - EDELIVERY                   | IPCONFIGURE                       | STAR MICRONICS-SVC             |
| CISCO - EDELIVERY BORDERLESS NTRKS  | IPVIDEO CORPORATION               | STARTECH.COM                   |
| CISCO - EDELIVERY DATA CENTER       | IRIS                              | STEELSERIES                    |
| CISCO - HW APP NETWRK SERVICES      | ISTARUSA                          | STM GOODS                      |
| CISCO - HW CABLES AND TRANSCEIVERS  | ITSENCLUSURES DIRECTSHIP          | STORIX                         |
| CISCO - HW DATA CENTER SWITCHING    | IVANTI                            | STORMBOARD DIRECT SHIP         |
| CISCO - HW DIRECT SHIP              | IVIEW SYSTEMS                     | STUDIO PROPER PTY              |
| CISCO - HW GATEWAYS AND ACCESS SVRS | JACKERY INC                       | SUMMER INFANT                  |
| CISCO - HW HIGH END ROUTERS         | JAMF SOFTWARE                     | SUNCRAFT SOLUTIONS             |
| CISCO - HW NETWORK MGMT/IOS         | JATON                             | SUNVALLEYTEK INTERNATIONAL     |
| CISCO - HW NEXUS                    | JAYBIRD LLC                       | SUPER MICRO - NUTANIX          |
| CISCO - HW OPTICAL NETWORKING       | JELCO                             | SUPERMICRO - COMPONENTS        |
| CISCO - HW PHYSICAL SEC (SYPIXX)    | JUNIPER - CONFIGURATIONS          | SUPERMICRO - CTO               |
| CISCO - HW REFURB                   | JUNIPER - IMS CPO                 | SUPERMICRO - MOTHERBOARDS      |
| CISCO - HW RELICENSING              | JUNIPER 500/5000                  | SWANN                          |
| CISCO - HW ROUTERS - HR             | JUNIPER APAC SUPPORT              | SWANN DIRECTSHIP               |
| CISCO - HW ROUTERS L/M              | JUNIPER CONTENT SUBS AND FUNK SBR | SWANN PROFESSIONAL             |
| CISCO - HW SECURITY                 | JUNIPER CTP                       | SYBA                           |
| CISCO - HW SERVICE EXCHANGE         | JUNIPER EMEA SUPPORT              | SYBA MULTIMEDIA INC            |
| CISCO - HW STORAGE                  | JUNIPER ENTERPRISE ROUTING        | SYMANTEC                       |
| CISCO - HW SWITCHES CHS             | JUNIPER EX SERIES SWITCHING       | SYMANTEC - OEM                 |
| CISCO - HW SWITCHES DT              | JUNIPER H/E SW SRX BRANCH SRX LIC | SYMANTEC ENTERPRISE TRAINING   |
| CISCO HW TANDBERG VIDEO             | JUNIPER- IMSOURCING               | SYMANTEC MEDIA                 |
| CISCO - HW UNIFIED COMM             | JUNIPER NETWORKING                | SYMANTEC SUPPORT/MAINTENANCE   |
| CISCO - HW UNIFIED COMM RESTRICTED  | JUNIPER NEW SUPPORT               | SYMANTEC WEB SECURITY CORP NEW |
| CISCO HW VIDEO                      | JUNIPER PAR SERVICES              | SYMANTEC-SEP. CLOUD. ML        |
| CISCO - HW VIDEO CONTENT DELIVERY   | JUNIPER RENEWALS                  | SYNCPLOCITY                    |
| CISCO - HW WIRELESS                 | JUNIPER UK SUPPORT                | SYNOLOGY                       |
| CISCO - HW WIRELESS REFURB          | JUNIPER WLAN LICENSES             | T1 VISIONS                     |
| CISCO - IRONPORT SERVICE            | JUNIPER-IMSOURCING                | TANGENT                        |
| CISCO - MERAKI                      | JVC-HEADPHONES                    | TAOGLAS USA                    |
| CISCO - PROAV                       | KANGURU                           | TARGUS                         |
| CISCO - SMART CARE                  | KANGURU DIRECT SHIP               | TECHLINK INTERNATIONAL         |
| CISCO - SOURCEFIRE                  | KANTEK                            | TEGILE SYSTEMS                 |
| CISCO - SV - SMART CARE             | KASPERSKY - BOX                   | TEKLYNX                        |



## DISTRIBUTOR AUTHORIZATION FORM

### Manufacturers:

|                                    |                                    |                                   |
|------------------------------------|------------------------------------|-----------------------------------|
| CISCO - SV - SMART CARE TAKE OVER  | KASPERSKY - LIC/MAINT              | TEK-REPUBLIC                      |
| CISCO - SV DIRECT SHIP             | KEMP - DS                          | TEK-REPUBLIC DIRECT SHIP          |
| CISCO - SV PACKAGE SERVICES        | KEMP - DS DEAL REGISTRATION        | TENABLE TRAINING                  |
| CISCO - SV PROMO                   | KEMP - SUPPORT                     | TENDA TECHNOLOGY                  |
| CISCO - SV SMS-3                   | KEMP TECHNOLOGIES                  | TEO TECH - CONTACT CENTER         |
| CISCO - TAKEOVER ENTERPRISE SKUS   | KENSINGTON TECHNOLOGY - SECURITY   | TEO TECH - UNIFIED COMMUNICATIONS |
| CISCO - TAKEOVER SMS DOLLAR BASED  | KENSINGTON TECHNOLOGY GROUP        | TEST VENDOR NUMBER 6              |
| CISCO - UCS                        | KEY DIGITAL                        | THE JOY FACTORY                   |
| CISCO - UCS BTO                    | KEYTRONIC                          | TIBCO SOFTWARE                    |
| CISCO - UNIFIED COMM DS            | KIDS                               | TIC AUDIO INC                     |
| CISCO CCW SERVICES                 | KINEMATICS GMBH DBA TINKERBOTS     | TICKERCOM                         |
| CISCO DIGITAL MEDIA                | KINGSMAN WEARABLES                 | TMS                               |
| CISCO HW-ENERGYWISE                | KINGSTON                           | TOSHIBA - IMSOURCING              |
| CISCO LA - SERVICES                | KINGSTON - VALUE RAM               | TOSHIBA - IMSOURCING DS           |
| CISCO SMALL BUSINESS 2             | KINGSTON MOBILE                    | TOTAL MERCHANT SERVICES           |
| CISCO SMALL BUSINESS 3             | KINGSTON SSD                       | TOUCHSYSTEMS                      |
| CISCO SMARTNET PSS - TAKEOVER      | KINGSTON TECHNOLOGY                | TOYS                              |
| CISCO SMARTNET PSS SHARED SUPPORT  | KINGSTON TECHNOLOGY DT & NOTEBOOKS | TP LINK                           |
| CISCO SPARK                        | KINGSTON TECHNOLOGY FLASH          | TPG - INGENICO I                  |
| CISCO-IRONPRT SRCEFIRE HPRFLEX SUB | KINGSTON TECHNOLOGY SERVER         | TPG - SERVICES                    |
| CISCO-SCANSAFE CCW                 | KLEIN ELECTRONICS INC.             | TPG - VERIFONE                    |
| CITRIX - CALC                      | KNECTEK                            | TPG- ISV                          |
| CITRIX - MISC                      | KOAMTAC                            | TRAKK TECH                        |
| CITRIX - NETSCALER                 | KOAMTAC DIRECT SHIP                | TRANSCEND                         |
| CITRIX - TRAINING                  | KODAK - EMA SERVICES               | TRANSCEND LAT                     |
| CITRIX - WORKSPACE SUITE           | KODAK SCANNERS                     | TRANSITION NETWORKS               |
| CITRIX - XENMOBILE                 | KODAK SERVICES                     | TREND MICRO - ACAD / GOVT         |
| CITRIX LA                          | KOFAX                              | TREND MICRO - BOX                 |
| CITRIX WANSICALER                  | KONFTEL                            | TREND MICRO - DEEP SECURITY       |
| CLARITY-TELECOM                    | KONICA MINOLTA - SUPPLIES          | TREND MICRO - LICENSING           |
| CLEARONE                           | KONICA MINOLTA PRINTING            | TREND MICRO MAINTENANCE           |
| CLUB 3D                            | KOSS-HEADPHONES                    | TREND MICRO TIPPINGPOINT HARDWAR  |
| CMS PRODUCTS                       | KURIO                              | TREND MICRO TIPPINGPOINT MAINTEN  |
| CMT NETWORKING                     | LACROSSE                           | TREND MICRO WORRY FREE NEW        |
| COBRA                              | LANCOPE INC                        | TREND MICRO WORRY FREE RNWL       |



## DISTRIBUTOR AUTHORIZATION FORM

### Manufacturers:

|                                 |                                     |                                |
|---------------------------------|-------------------------------------|--------------------------------|
| COCOON INNOVATIONS              | LANCOPE INC. - MAINT AND SUPPORT 3Y | TRENDNET - BUSINESS CLASS      |
| COMNET                          | LANCOPE INC. - SRVC AND TRAINING    | TRICOLOR                       |
| COMPLY                          | LANCOPE INC.- MAINT AND SUPPORT     | TRIDENT - TEK MOBILE           |
| COMPREHENSIVE CABLE             | LANDER                              | TRIDENT CASE                   |
| COMPULOCKS                      | LANTRONIX                           | TRIPP LITE                     |
| COMPUTER SECURITY PRODUCT       | LANTRONIX DEVICE NETWORKING         | TRIPP LITE - PRO AV            |
| COMQUIP COMMUNICATIONS          | LANTRONIX SERVICES                  | TROY JAMES BOYS                |
| COMTREND                        | LAPLINK SOFTWARE INC.               | TRYTEN TECHNOLOGIES INC        |
| CONTROL CORP.                   | LENOVO - CORPORATE MONITORS         | TSITOUCH LLC                   |
| CONAIR HOSPITALITY              | LENOVO - DESKTOP OPTIONS            | TWELVE SOUTH                   |
| CONAIR-CUISINART                | LENOVO - IMS CPO                    | UAG                            |
| CONAIR-PERSONAL CARE            | LENOVO - IMSOURCING                 | UBIQUITI - NETWORKS            |
| CONAIR-TRAVEL SMART             | LENOVO - IMSOURCING DS              | UBIQUITI - US                  |
| CONDUSIV TECHNOLOGIES           | LENOVO - INGRAM CPO DS              | ULTIMATE EARS                  |
| CONDUSIV TECHNOLOGIES LICENSING | LENOVO - NOTEBOOKS AND DESKTOPS     | UNIDEN 2-WAY RADIO             |
| CONFIG 6                        | LENOVO - OPEN SOURCE                | UNIFORM INDUSTRIAL CORPORATION |
| CONNECTPRO                      | LENOVO - THINKPAD OPTIONS           | UNITECH                        |
| CONNECTWISE                     | LENOVO - TOPSELLER MONITORS         | UPGUARD INC                    |
| CONTOUR DESIGN INC.             | LENOVO - TOPSELLER THINK            | URBAN FACTORY                  |
| CONVERGENCE                     | LENOVO CONSUMER                     | US ROBOTICS - ACCESSORIES      |
| COOLER MASTER USA               | LENOVO CONTRACT SERVICES            | US ROBOTICS - BRANDED DESKTOP  |
| COREL                           | LENOVO CTO THINKSTATIONS            | UTILITY ASSOCIATES             |
| COREL - ACADEMIC PRODUCT        | LENOVO CUSTOM TP AND DT             | V2 TECHNOLOGIES DIRECT SHIP    |
| COREL - GOVT                    | LENOVO DCG BTO SERVER               | V7 AUDIO                       |
| COREL LICENSING ACADEMIC        | LENOVO DCG BTO STORAGE              | V7 CHARGE CART                 |
| COREL LICENSING COMMERCIAL      | LENOVO DCG CUSTOM SERVER            | V7 KEYBOARDS & MICE            |
| CORSAIR VALUE SELECT            | LENOVO DCG CUSTOM SERVER(SIDA)      | V7 LCD MONITORS                |
| CORSAIR XMS                     | LENOVO DCG CUSTOM STORAGE           | V7 MEMORY                      |
| CP TECHNOLOGIES                 | LENOVO DCG FOD LICENSES             | V7 MOBILITY ACCESSORIES        |
| CRADLEPOINT BUNDLES             | LENOVO DCG HYPERCONVERGED           | V7 MOUNTS AND STANDS           |
| CRAYOLA                         | LENOVO DCG MS ROK                   | V7 NETWORKING                  |
| CREATIVE MOUNTING SOLUTIONS     | LENOVO DCG NETWORKING               | V7 NOTEBOOK CARRYING CASES     |
| CRU                             | LENOVO DCG POST WARRANTY SUPPORT    | V7 POWER                       |
| CRUCIAL BY MICRON - DRAM        | LENOVO DCG SERVER OPTIONS           | V7 PROJECTOR LAMPS             |
| CRUCIAL BY MICRON - SSD         | LENOVO DCG SERVER SW                | V7 RACKS                       |



## DISTRIBUTOR AUTHORIZATION FORM

### Manufacturers:

|                              |                                 |                                   |
|------------------------------|---------------------------------|-----------------------------------|
| CTA DIGITAL                  | LENOVO DCG SERVERS              | V7 SCREEN FILTERS                 |
| CTL CORP                     | LENOVO DCG STORAGE              | V7 SECURITY ACCESSORIES           |
| CTL DIRECT SHIP              | LENOVO DCG THINKSERV SERVICES   | V7 TONER                          |
| CYBER ACOUSTICS              | LENOVO DCG THINKSYSTEM SERVICES | V7 UPS                            |
| CYBER POWER SYSTEMS DS       | LENOVO DCG VMWARE SW            | V7-BATTERIES                      |
| CYBERDATA                    | LENOVO HX NUTANIX               | V7-CABLES                         |
| CYBERLINK                    | LENOVO IDEAPAD AND IDEACENTRE   | V7G-REFURBISH                     |
| CYBERNET                     | LENOVO NUTANIX CTO              | VCE COMPANY                       |
| CYBERPOWER SYSTEMS USA       | LENOVO PC LA                    | VCE ISG RENEWALS                  |
| CYGNETT                      | LENOVO POS                      | VEEAM CONFIGURATION               |
| DA-LITE                      | LENOVO PREMIUM                  | VEEAM GSA                         |
| DANE ELEC-MEMORY/BLANK MEDIA | LENOVO RETAIL OPTIONS           | VEEAM GSA MAINT                   |
| DANNY P                      | LENOVO SERVICES                 | VEEAM HOSTING                     |
| DASCOM                       | LENOVO- SOFTWARE                | VEEAM INTERNAL USE                |
| DATA LOCKER                  | LENOVO STORAGE SERVICES         | VEEAM MIGRATION                   |
| DATACORE                     | LENOVO SYSTEMS                  | VEEAM NEW LICENSES LA             |
| DATACORE SERVICES            | LENOVO TOPSELLER DT             | VEEAM SOFTWARE                    |
| DATALOCKER DIRECTSHIP        | LENOVO TOPSELLER THINKSTATION   | VEEAM SUBSCRIPTION                |
| DATALOGIC BIOPTICS           | LEPATEK CORPORATION             | VEEAM SUPPORT                     |
| DATALOGIC HEALTH CARE        | LEXIBOOKS                       | VERBATIM CORPORATION              |
| DATALOGIC HH GENERAL         | LEXMARK - BPD SUPPLIES          | VERIFONE                          |
| DATALOGIC HH INDUSTRIAL      | LEXMARK - IMS CPO               | VERIFONE- ACCESSORIES             |
| DATALOGIC LA                 | LEXMARK - SERVICES              | VERITAS BACKUPEX - RENEW          |
| DATALOGIC LOSS PREVENTION    | LEXMARK PARTS                   | VERITAS BACKUPEX NEW              |
| DATALOGIC MOBILE             | LEXMARK PRINTERS                | VERITAS- BOX                      |
| DATALOGIC PRESENTATION       | LEXMARK SOLUTIONS               | VERITAS BUYING PROGRAMS - NEW     |
| DATALOGIC SERVICES           | LG - B-STOCK                    | VERITAS BUYING PROGRAMS - RENEWAL |
| DATALOGIC SINGLE PLANE       | LG - NETWORK ATTACHED STORAGE   | VERITAS EXSP                      |
| DATALOGIC SOFTWARE           | LG COMMERCIAL PRODUCTS          | VERITAS HARDWARE                  |
| DATALOGIC STORE AUTOMATION   | LG DIGITAL/AUDIO/VIDEO          | VERITAS INSTALLMENTS/SFAS         |
| DATALOGIC USA                | LG ELECTRONICS                  | VERITAS SPECIAL PROGRAMS          |
| DATAMATION                   | LG HOSPITALITY                  | VERTAGEAR                         |
| DATARAM                      | LG IT SOLUTIONS                 | VICTORINOX SWISS ARMY INC.        |
| DATASTOR                     | LG WARRANTIES                   | VIEWSONIC PROAV DISPLAYS          |
| DELL - AVOCENT WARRANTY      | LIEBERT - CUSTOM SKU/NON-EDI    | VIEWSONIC PROAV PROJECTORS        |



## DISTRIBUTOR AUTHORIZATION FORM

### Manufacturers:

|                                     |                                 |                                 |
|-------------------------------------|---------------------------------|---------------------------------|
| DELL - FEDERAL                      | LIEBERT - EP1                   | VIEWSONIC PROJECTORS            |
| DELL - IMS CPO                      | LIEBERT - EP1 WARR/SERV         | VIEWSONIC SF DISPLAYS           |
| DELL - IMSOURCING                   | LIEBERT - LES PRODUCTS          | VIEWSONIC UCC                   |
| DELL - IMSOURCING DS                | LIEBERT - SOFTWARE              | VIEWSONIC VA                    |
| DELL - INGRAM CPO DS                | LIEBERT - SP1                   | VIEWZ                           |
| DELL ACCESSORIES                    | LIEBERT - SP1 WARR/SERV         | VINPOWER DIGITAL DIRECTSHIP     |
| DELL CHROMEBOOKS                    | LIFI LABS DBA LIFX              | VINTAGE HOME                    |
| DELL CLIENT CONSUMER                | LIGHTSPEED SYSTEM INC           | VISION SYSTEMS - GEOVISION      |
| DELL CSG CTO                        | LIMINEX INC. - GOGUARDIAN       | VISIONEER (SCANNERS)            |
| DELL CSG FEDERAL                    | LINKSYS - COMMERCIAL            | VISIONTEK                       |
| DELL EMC FEDERAL NETWORKING CTO     | LINKSYS - CONSUMER              | VIVITEK                         |
| DELL EMC FEDERAL SERVER CTO         | LINKSYS LA                      | VIZIO - B-STOCK                 |
| DELL EMC FEDERAL STORAGE CTO (DELL) | LIVEVAULT                       | VIZIO - REFURB                  |
| DELL EMC ISG CTO PARTS              | LOGIC CONTROLS                  | VIZIO - WARRANTIES              |
| DELL EMC NETWORKING CTO             | LOGIC INSTRUMENT - LA           | VMWARE - FEDERAL                |
| DELL EMC SERVER CTO                 | LOGICO LLC                      | VMWARE - FEDERAL PSO            |
| DELL EMC STORAGE CTO                | LOGITECH - COMPUTER ACCESSORIES | VMWARE - FEDERAL RENEWAL        |
| DELL ESG WARRANTIES                 | LOGITECH - IMSOURCING           | VMWARE RENEWAL                  |
| DELL ISG APOS WARRANTY              | LOGITECH (LA)                   | VMWARE VSPP                     |
| DELL LATITUDE                       | LOOKOUT                         | VOXX - ACCESSORIES              |
| DELL MONITORS                       | LUCID AUDIO                     | VTECH                           |
| DELL NETWORKING                     | LUMA HOME                       | VULCAN ELECTRONICS              |
| DELL OPTIPLEX                       | LUMULABS INC                    | VXI                             |
| DELL PERIPHERALS                    | M&S ACCESSORY NETWORK           | VXI - TELEPHONY                 |
| DELL PRECISION                      | MACALLY PERIPHERALS             | WAL-MART.COM USA LLC            |
| DELL PRINTER ACCESSORIES            | MAGLITE                         | WASP BARCODE TECHNOLOGIES       |
| DELL PRINTERS                       | MAGTEK NR                       | WASP FAST START/SILVER PARTNERS |
| DELL PROJECTORS                     | MAKERBOT                        | WASP PLATINUM PARTNERS          |
| DELL SERVERS                        | MAKERBOT ACC                    | WATCHGUARD - RENEWALS           |
| DELL- STORAGE                       | MAN&WOOD                        | WATCHGUARD - VIRTUAL SOLUTIONS  |
| DELL SW WARR PARTS                  | MANAGE ENGINE                   | WATCHGUARD SERVICES             |
| DELL THIN CLIENT HARDWARE           | MARSHALL ELECTRONICS            | WATCHGUARD SOHO & SOFTWARE      |
| DELTA CHILDREN                      | MAX CASES                       | WATCHGUARD SOHO SERVICES        |
| DEPARTMENT 60                       | MAX CASES DS                    | WATCHGUARD TECHNOLOGIES         |
| DEVICEWEAR                          | MAXELL                          | WATCHGUARD TECHNOLOGIES INC     |



## DISTRIBUTOR AUTHORIZATION FORM

### Manufacturers:

|                                    |                                    |                                     |
|------------------------------------|------------------------------------|-------------------------------------|
| DIALOGIC HARDWARE                  | MCAFFEE HARDWARE GSA               | WATCHGUARD TRADEUP & HIGH AVAIL     |
| DIALOGIC SERVICES                  | MCAFFEE HARDWARE SUPPORT GHE       | WATCHGUARD XTM HARDWARE             |
| DIAMOND MULTIMEDIA                 | MCAFFEE HARDWARE SUPPORT GSA       | WATCHGUARD XTM LICENSING            |
| DIAMOND MULTIMEDIA SYSTEMS INC.    | MCAFFEE LIC SUPPORT GHE            | WD - IMS CPO                        |
| DIGI INTERNATIONAL                 | MCAFFEE NEW LIC GHE                | WDT - INFINIFLASH                   |
| DISTINOW                           | MCAFFEE PREMIUM SUP&SVS CORP       | WDT - OEM DESKTOP SSD               |
| DISTINOW - DIRECT SHIP             | MCAFFEE PREMIUM SUPP&SVC GHE       | WDT - OEM ENTERPRISE SSD            |
| DISTINOW - SVA                     | MCAFFEE PREMIUM SUPP&SVC GSA       | WDT - RETAIL B35 USB FLASH          |
| DISTINOW CONSIGNMENT               | MCAFFEE RETAIL BOX                 | WDT - RETAIL FLASH CARDS            |
| DISTINOW-NUIX                      | MCAFFEE SUBSCR LIC CORP            | WDT - RETAIL FLASH USB              |
| DISTINOW-SANSITECH                 | MCAFFEE SUBSCRIPTION LIC GSA       | WDT - RETAIL MOBILE                 |
| D-LINK BUSINESS PRODUCTS SOLUTIONS | MCAFFEE SUBSCRIPTION LIC GHE       | WDT - RETAIL MP3                    |
| D-LINK SERVICE & MAINTENANCE       | MCAFFEE WEB SECURE GHE             | WDT - RETAIL SOLID STATE DRIVE      |
| D-LINK SYSTEMS INC                 | MCKLEIN COMPANY LLC                | WEBTRENDS - LICENSING               |
| DOUBLESIGHT DISPLAYS               | MEDIPLAY                           | WEIGH-TRONIX                        |
| DPI INC/GPX-PERSONAL & PORTABLE    | MELISSA & DOUG                     | WESTERN DIGITAL - AV                |
| DRAPER                             | MELLANOX SW                        | WESTERN DIGITAL - AV SINGLE         |
| DRAPER - DS                        | MELLANOX TECHNOLOGIES              | WESTERN DIGITAL - CONTENT SOLUTIONS |
| DREAMBABY                          | MERAKI - LEGACY                    | WESTERN DIGITAL - CSDCARD           |
| DROBO                              | METAL WARE - NESCO                 | WESTERN DIGITAL - CSSD              |
| DROPBOX                            | METROPOLITAN VACUUM CLEANER CO     | WESTERN DIGITAL - DESKTOP           |
| DUN & BRADSTREET                   | MEURAL                             | WESTERN DIGITAL - IMSOURCING        |
| DUVOICE                            | MICRO FOCUS (PREVIOUSLY NETMANAGE) | WESTERN DIGITAL - STORAGE SOLUTIONS |
| DYMO                               | MICRO FOCUS SOFTWARE INC - IF MGMT | WESTERN DIGITAL- IMSOURCING DS      |
| DYMO CORPORATION                   | MICRON                             | WESTERN DIGITAL LA-AV & DESKTOP     |
| DYNASCAN                           | MICRONET                           | WESTERN DIGITAL LA-MOBILE & SSD     |
| EATON                              | MICROSEMI FTD                      | WESTERN DIGITAL-DESKTOP SINGLE      |
| EC LINE                            | MICROSEMI POE SYSTEMS              | WESTERN DIGITAL-ENTERPRISE          |
| ECO STYLE                          | MICROSEMI SOLUTIONS SDN BHD        | WESTERN DIGITAL-ENTERPRISE SINGLE   |
| EDGE MEMORY                        | MICROSOFT                          | WESTERN DIGITAL-MOBILE              |
| EIZO INC                           | MICROSOFT - IMSOURCING DS          | WESTERN DIGITAL-MOBILE SINGLE       |
| EIZO INC.                          | MICROSOFT - OPEN VALUE OFFICE365 E | WETKEYS                             |
| EIZO PHYSICAL SECURITY             | MICROSOFT SURFACE HUB              | WHISTLER-CAR AV                     |
| ELEMENT CASE                       | MICROSOFT CAMPUS AGREEMENT         | WHOOSH!                             |
| ELEXA                              | MICROSOFT- ESD                     | WORKSPOT                            |



## DISTRIBUTOR AUTHORIZATION FORM

### Manufacturers:

|                                  |                                    |                                  |
|----------------------------------|------------------------------------|----------------------------------|
| ELEXA - LEVELMOUNT               | MICROSOFT HARDWARE                 | WORRYFREE GADGETS                |
| ELGATO SYSTEMS                   | MICROSOFT- IMSOURCING              | WOWWEE                           |
| ELITE SCREENS                    | MICROSOFT LICENSING GE             | XEROX                            |
| ELITE SCREENS DIRECTSHIP         | MICROSOFT MENTOR MEDIA             | XEROX - COLOR PRINTERS           |
| ELLI AND NOOLI                   | MICROSOFT OFFICE PKC               | XEROX - MONO PRINTERS            |
| ELO                              | MICROSOFT OPEN ACADEMIC            | XEROX A3                         |
| ELO - ALL-IN-ONE SYSTEMS         | MICROSOFT OPEN BUSINESS 500+POINTS | XEROX A4 CONFIGS                 |
| ELO - PAYPOINT                   | MICROSOFT OPEN GOVERNMENT          | XEROX ESERVICES                  |
| ELO - PRO AV                     | MICROSOFT- OPEN OFFICE365 E        | XEROX SUPPLIES                   |
| ELO - TOUCHSCREENS               | MICROSOFT OVS-ES PROGRAM ACAD      | XEROX SUPPLIES A3                |
| ELO- ACCESSORIES                 | MICROSOFT SCHOOL AGREEMENT         | XFX                              |
| ELO WARRANTIES & SERVICES        | MICROSOFT SURFACE                  | YAMAHA UNIFIED COMMUNICATIONS    |
| ELUNEVISION                      | MICROSOFT SURFACE ACCESSORIES      | YEALINK                          |
| ELUNEVISION DS                   | MICROSOFT SURFACE WARRANTY         | YEALINK - VIDEO                  |
| ENABLE - IT                      | MIDLAND-2 WAY RADIOS               | YES TO                           |
| ENERGIZER-BATTERIES              | MILESTONE SYSTEMS                  | YI TECHNOLOGY                    |
| ENET                             | MIMO MONITORS                      | ZAGG                             |
| ENET - CABLES                    | MIONIX INC                         | ZCOVER                           |
| ENET - CABLES DS                 | MITAC-MAGELLAN                     | ZEBRA - IMS CPO                  |
| ENET - DIRECT ATTACH CABLES      | MMF                                | ZEBRA ENTERPRISE ADC-A4          |
| ENET - NICS                      | MOBILE COMMUNICATION S - CONS      | ZEBRA ENTERPRISE ADC-A4 (LA)     |
| ENET - OTHER NETWORK HARDWARE    | MOBILE COMMUNICATIONS - SMOOTHALKE | ZEBRA ENTERPRISE ADC-A5          |
| ENET - TRANSCEIVERS              | MOBILE EDGE                        | ZEBRA ENTERPRISE ADC-A5 (LA)     |
| ENGENIUS                         | MOBILEISTIC                        | ZEBRA ENTERPRISE IMC-A1 (LA)     |
| ENMOTUS INC                      | MOFF INC.                          | ZEBRA ENTERPRISE MC-A7           |
| ENPLUG                           | MOONLIGHT SLUMBER                  | ZEBRA ENTERPRISE MCD D/S-A1      |
| EPADLINK                         | MOPHIE                             | ZEBRA ENTERPRISE MCD D/S-A1 (LA) |
| EPIPHAN SYSTEMS                  | MOPHIE CUSTOM ORDERS               | ZEBRA ENTERPRISE MCD-A1          |
| EPSON                            | MOSHI                              | ZEBRA ENTERPRISE MCD-A1 (LA)     |
| EPSON - CLOSED PRINTERS AND INK  | MOTA GROUP INC.                    | ZEBRA ENTERPRISE OEM-E2          |
| EPSON - DOT MATRIX               | MOTIO INC                          | ZEBRA ENTERPRISE ONECARE-Z1 (LA) |
| EPSON - EXTENDED SERVICE PLAN    | MOTOROLA                           | ZEBRA ENTERPRISE RFID-R1         |
| EPSON - OPEN PRINTERS AND INK    | MS LA OPEN BUSINESS                | ZEBRA ENTERPRISE RFID-R1 (LA)    |
| EPSON - PHOTO IMAGING            | MS LA OPEN VALUE                   | ZEBRA ENTERPRISE SELECTIVE HD A8 |
| EPSON - PROJECTOR ACC & HOME ENT | MS LA OPEN VALUE SUSCRPTION        | ZEBRA ENTERPRISE SVCS-Z3         |



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### Manufacturers:

|                                |                                    |                                     |
|--------------------------------|------------------------------------|-------------------------------------|
| EPSON - PROJECTORS             | MS OV AZURE                        | ZEBRA ENTERPRISE SVCS-Z3 (LA)       |
| EPSON (SS-MET)                 | MS- OV2.0 ANNUITY OPTION           | ZEBRA ENTERPRISE WLAN-W1            |
| EPSON LA - PRINTERS            | MS SPLA                            | ZEBRA ENTERPRISE-X1                 |
| EPSON LA - SUPPLIES            | MSI - AMD                          | ZEBRA INTL - MOBILE                 |
| EPSON POS                      | MSI - COMPONENTS                   | ZEBRA PRINT - CUSTOM MEDIA          |
| EPSON PRO AV                   | MSI - NVIDIA                       | ZEBRA PRINT A1 - DIFFERENTIATED     |
| EREPLACEMENT                   | MSI - SYSTEMS                      | ZEBRA PRINT A2- DIFFERENTIATED HD   |
| EREPLACEMENTS                  | MS-OPEN VALUE SUBSCRIPTION         | ZEBRA PRINT A3 -XTRA DIFFERENTIATED |
| ERGO DESKTOP                   | MULTI-TECH SYSTEMS                 | ZEBRA PRINT A4 - SELECTIVE          |
| ERGOGUYS                       | MULTI-TECH WARRANTIES              | ZEBRA PRINT A5 - LEVEL              |
| ERGOTECH                       | MW PRODUCTS                        | ZEBRA PRINT C1-CARD HIGHEND PRINTER |
| ERGOTRON                       | MYGICA TV                          | ZEBRA PRINT C2-MIDTIER CARD PRINTER |
| ERGOTRON EDUCATION             | NANONATION                         | ZEBRA PRINT C3 - HIGH CARD SUPPLIES |
| ERGOTRON FURNITURE             | NATIVE UNION                       | ZEBRA PRINT C4 - MED CARD SUPPLIES  |
| ERGOTRON HEALTHCARE            | NAVORI INC                         | ZEBRA PRINT C5 - LOW CARD SUPPLIES  |
| ERGOTRON SERVICES              | NCH SOFTWARE                       | ZEBRA PRINT C6 - CARD SOFTWARE      |
| ERWIN                          | NCOMPUTING GLOBAL INC              | ZEBRA PRINT R1 - RFID               |
| ERWIN - DM ONLINE EDUCATION    | NCS TECHNOLOGIES INC.              | ZEBRA PRINT S1 - SUPPLIES           |
| ERWIN - HOSTING NEW            | NEC DISPLAY SOLUTION -LARGE FORMAT | ZEBRA PRINT S2 - WRISTBANDS         |
| ERWIN - HOSTING RENEWAL        | NEC DISPLAYS                       | ZEBRA PRINT X1 - OTHER              |
| ERWIN - RENEWALS               | NEC DVLED SOLUTIONS                | ZEBRA PRINT Z2 - ZASP               |
| ESENTIRE                       | NEC PROJECTORS                     | ZEBRA PRINT Z3-PROFESSIONAL SERVICE |
| ESET - DESLOCK                 | NEC PROJECTORS PROAV               | ZENTERA SYSTEMS                     |
| ESET - INITIAL                 | NEC WARRANTIES AND SERVICES        | ZERO TECH - RAPOO                   |
| ESET - RENEWALS                | NEMESIS                            | ZIOTECH CORP                        |
| ESET - SUPPORT                 | NEONODE - AIRBAR INC               | ZOOM TELEPHONICS                    |
| ESHIELDS - ISHIELDS            | NEST LABS                          | ZOOM VIDEO                          |
| ETRONICS4U INC. DBA RIVIERA RC | NETGEAR - ARLO                     | ZOOMSWITCH                          |
| EVGA                           | NETGEAR - BASIC CBU                | ZOTAC                               |
| EVOLIS                         | NETGEAR BUSINESS CLASS             | ZULUDESK                            |
|                                |                                    | ZYNSTRA                             |
|                                |                                    | ZYXEL                               |

