November 18, 2019

EDUCATION SERVICE CENTER, REGION 10
Ms. Sue Hayes
400 E Spring Valley Rd
Richardson, Tx 75081

GTS thanks you for the opportunity to bid on RFP EQ-101519-05. GTS carries several similar contracts with Texas DIR, TIPS/TAPS USA, and Buyboard.   GTS has the experience to choose the right device for the various projects, aid in the implementation, and help the education centers to achieve thier goals.

GTS has been actively working with State and Local Governments, K-12 and Higher Ed for over 34 years. Understanding the missions of the organizations, solving problems, and bringing solutions to meet the needs of our customers is the crux of our existence. We have accomplished this by providing experienced resources. Our quality of service second to none, because of our own employees and partnering with the best in class service providers. GTS's integration facility is located at 3250 Story Rd W #108, Irving, TX 75038. GTS is also a registered HUB in the State of Texas.

GTS leverages several key differentiators that are identified within our response:

> Over 30 years of public sector and education experience
> A strong focus on customer service
> Dedicated local team with public sector experience
> Customer references with projects of similar size and scope

In this response, GTS is partnering with several manufacturers to provide best in class solutions. This includes Dell and Panasonic for the rugged computing devices. In the modem space we are bidding Cradlepoint and Sierra wireless. Parsec and Panorama antennas are accessories to the modems. Vigilant Technologies is another best in class product. They provide license plate recognition products and have a package for schools. The final products come from Kajeet. Kajeet provides schools and districts with connectivity solutions that make ed tech more accessible & simpler to manage.

We look forward to the opportunity of working with Equalis on this co-operative purchasing agreement.

Ryan Grant
President

GTS Executive Team

LAURA GRANT
CEO and Owner

Laura Grant is a native Texan, born and raised in Houston. After graduating from Texas A&M with a degree in Communications and Business Administration, Laura soon began her career in the public sector. Laura worked under Speaker of the House Tom Craddick. During her years at the Texas Capital, Laura gained a vast knowledge in legislation and policy. With her background, Laura was able to move into the private sector and call on Texas Cities, Counties, and State Government, helping communities with quality economic and population growth through education, planning policies, and effective ordinances. Laura is a pride-filled Texan and a Daughter of the Republic of Texas. She brings a family-first philosophy to GTS and is the proud mother of two girls with her husband, Ryan.

RYAN GRANT
President

Ryan Grant began his career with GTS in 2004. Ryan has taken on many roles within the organization throughout the years and is currently serving the organization as President. He brings a new outlook to a mature business model, and with a strong management team in place, plans to explore new market sectors and move GTS outside of the Texas border. Ryan has a Bachelor of Arts degree from Texas Tech University. He has combined his strategic ability, team building mentality, and natural people skills to create long-term relationships with customers, partners, and coworkers.

BRITTA BUTLER
VP – Sales and Staffing

As Vice President of Sales and Staffing, Britta manages GTS's sales strategy and sales team. She is also responsible for GTS's staffing division that places contract, contract-to-hire, and permanent IT positions. Britta joined GTS in January of 2011 and has over 15 years of experience in the K-12 and higher education space. She has been on both sides of classroom – starting her career as a teacher, moving into an Instructional Technology Director for Georgetown Independent School District, and finally influencing and helping administrators and teachers by selling technology solutions at Dell and GTS. Britta's passion for helping customers succeed shines through in every interaction. She works with the Sales and Staffing teams to find the right technology provider and solution for their customers' goals and objectives. Whether it be technology hardware, software, or IT personnel, her expertise and commitment to providing technology to Education entities, Government agencies, or private companies has enabled GTS to expand its impact in both technology solutions and staffing in Texas.

NATHAN TART
VP – Professional Services

As Vice President of Professional Services, Nathan leads the Client and Enterprise Services teams to provide technology solutions and services of the highest quality in terms of reliability, accuracy, and timeliness to GTS's customers. With GTS since 2008, his knowledge of technology products, commitment to customer service, and positive attitude have earned him kudos and prestige with his GTS coworkers, partners, and customers. Nathan graduated from the University of Georgia with a Bachelor of Business Administration in Finance. His parents raised him and his sister to bring energy and excitement to everything they do, and Nathan practices this in both work and play. His downtime is spent paddling the Texas rivers, and he has completed The Texas Water Safari, also known as the World's Toughest Canoe Race, five times. He hopes to pass the love of the outdoors down to his two children.

EFREN GARCIA
General Counsel

As General Counsel for GTS, Efren oversees all legal matters between GTS and its partners and customers. He has over 10 years of experience practicing law, specializing in intellectual property litigation and commercial and technology transactions. Efren previously worked at the law firms of Vinson & Elkins LLP and Wilson Sonsini Goodrich & Rosati PC. While at these firms, he represented companies involved in disputes concerning e-commerce, wireless broadband technology, flash memory design, optical-character-recognition software, telecommunications technology, and push technology. Efren graduated from Rice University with a Bachelor of Science in Mechanical Engineering and received his J.D. from Columbia Law School. In his free time, he enjoys exploring all Austin has to offer with his wife and two children.

LINDSEY MCKANN
Controller

As Controller of GTS, Lindsey McKann is responsible for the accounting team and the financial planning, analysis, and reporting activities. She joined GTS in May of 2014 and has over 10 years of accounting experience in multiple industries, including SAAS technology, insurance, and public accounting/auditing. Lindsey graduated from Baylor University with a Bachelor of Business Administration in Accounting and Finance, and she is a Certified Public Accountant (CPA). Lindsey was born and raised in Texas and has resided in Austin for 28 years. When not working, Lindsey loves traveling as much as possible with her husband.
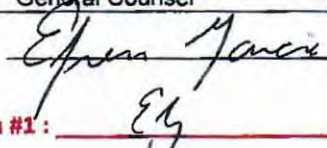
TAB 1

Appendix A

Appendix D

Attachement A

CONTRACT SIGNATURE FORM

The undersigned hereby proposes and agrees to furnish goods and/or services in strict compliance with the terms, specifications and conditions at the prices proposed within response unless noted in writing. The undersigned further certifies that he/she is an officer of the company and has authority to negotiate and bind the company named below and has not prepared this proposal in collusion with any other Respondent and that the contents of this proposal as to prices, terms or conditions of said proposal have not been communicated by the undersigned nor by any employee or agent to any person engaged in this type of business prior to the official opening of this proposal.

Prices are guaranteed: **120 days**

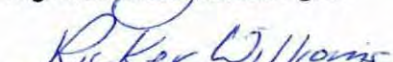|	
Company name	GTS Technology Solutions, Inc.
Address	9211 Waterford Centre Blvd, Ste. 275
City/State/Zip	Austin, TX 78758
Telephone No.	512-452-0651
Fax No.	512-452-0691
Email address	GTSsales@gts-ts.com
Printed name	Efren Garcia
Position with company	General Counsel
Authorized signature	

Acknowledgement of Addendum #1 : _____

Term of contract _____1/1/2020_____ **to** _____12/31/2022_____

Unless otherwise stated, all contracts are for a period of three (3) years with an option to renew annually for an additional two (2) years if agreed to by Region 10 ESC. Vendor shall honor all administrative fees for any sales made based on the contract whether renewed or not.

_____   1-7-20

Region 10 ESC Authorized Agent   Date

_____

Print Name

Equalis Group Contract Number EQ10151905A

Appendix D: GENERAL TERMS & CONDITIONS ACCEPTANCE FORM

Signature on the Vendor Contract Signature form certifies complete acceptance of the General Terms and Conditions in this solicitation, except as noted below (additional pages may be attached, if necessary).

Check one of the following responses to the General Terms and Conditions:

[X] We take no exceptions/deviations to the general terms and conditions

(Note: If none are listed below, it is understood that no exceptions/deviations are taken.)

[ ] We take the following exceptions/deviations to the general terms and conditions. All exceptions/deviations must be clearly explained. Reference the corresponding general terms and conditions that you are taking exceptions/deviations to. Clearly state if you are adding additions terms and conditions to the general terms and conditions. Provide details on your exceptions/deviations below:

(Note: Unacceptable exceptions shall remove your proposal from consideration for award. Region 10 ESC shall be the sole judge on the acceptance of exceptions/deviations and the decision shall be final.)

ATTACHMENT A: Requirements for Lead Agency Agreement To be administered by Equalis Group

The following exhibits are used in evaluating and administering Lead Agency Agreements and are preferred by Equalis Group. Respondents must select one of the following options for submitting their response.

- [X] Respondent agrees to all terms and conditions outlined in each of the following exhibits

- [ ] Respondent wishes to negotiate directly with Equalis Group on terms and conditions outlined in each of the following exhibits. Negotiations will commence after sealed bids are opened and Region 10 has determined the respondent met all requirements in their response and may be eligible for award.

- [ ] Respondent has amended or redlined their proposed terms and conditions for the following exhibits in the RFP response to Region 10 ESC.

- Equalis Group Exhibit A – EQUALIS GROUP RESPONSE FOR LEAD AGENCY AGREEMENT

- Equalis Group Exhibit B – EQUALIS GROUP ADMINISTRATION AGREEMENT

- Equalis Group Exhibit C – EQUALIS GROUP MASTER INTERGOVERNMENTAL COOPERATIVE PURCHASING AGREEMENT

- Equalis Group Exhibit D – EQUALIS GROUP CONTRACT SALES REPORTING TEMPLATE Equalis Group

TAB 2

Questionnaire

Appendix E

Appendix E: QUESTIONNAIRE

Please provide responses to the following questions that address your company's operations, organization, structure and processes for providing products and services.

1.   States Covered
Respondent must indicate any and all states where products and services can be offered.
Please indicate the price co-efficient for each state if it varies.

☐ **50 States & District of Columbia** (Selecting this box is equal to checking all boxes below)

☐ Alabama	☐ Montana
☐ Alaska	☐ Nebraska
☐ Arizona	☐ Nevada
☒ Arkansas	☐ New Hampshire
☒ California	☐ New Jersey
☐ Colorado	☐ New Mexico
☐ Connecticut	☐ New York
☐ Delaware	☒ North Carolina
☐ District of Columbia	☐ North Dakota
☒ Florida	☐ Ohio
☒ Georgia	☒ Oklahoma
☐ Hawaii	☐ Oregon
☐ Idaho	☐ Pennsylvania
☐ Illinois	☐ Rhode Island
☐ Indiana	☐ South Carolina
☐ Iowa	☐ South Dakota
☒ Kansas	☒ Tennessee
☒ Kentucky	☒ Texas
☒ Louisiana	☐ Utah
☐ Maine	☐ Vermont
☐ Maryland	☐ Virginia
☐ Massachusetts	☐ Washington
☐ Michigan	☐ West Virginia
☐ Minnesota	☐ Wisconsin
☐ Mississippi	☐ Wyoming
☒ Missouri	

☐ **All U.S. Territories & Outlying Areas** (Selecting this box is equal to checking all boxes below)

☐ American Samoa	☐ Northern Marina Islands
☐ Federated States of Micronesia	☐ Puerto Rico
☐ Guam	☐ U.S. Virgin Islands
☐ Midway Islands	

2. Diversity Programs

- Do you currently have a diversity program or any diversity partners that you do business with?
  ☐Yes ☒No

- If the answer is yes, do you plan to offer your program or partnership through Equalis Group
  ☐Yes ☐No

(If the answer is yes, attach a statement detailing the structure of your program, along with a list of your diversity alliances and a copy of their certifications.)

- Will the products accessible through your diversity program or partnership be offered to Equalis Group members at the same pricing offered by your company?
  ☒Yes ☐No

(If answer is no, attach a statement detailing how pricing for participants would be calculated.)

3. Diverse Vendor Certification Participation

It is the policy of some entities participating in Equalis Group to involve minority and women business enterprises (M/WBE), small and/or disadvantaged business enterprises, disable veterans business enterprises, historically utilized businesses (HUB) and other diversity recognized businesses in the purchase of goods and services. Respondents shall indicate below whether or not they hold certification in any of the classified areas and include proof of such certification with their response.

a. **Minority Women Business Enterprise**
Respondent certifies that this firm is an MWBE   ☒Yes ☐No
List certifying agency: <u>South Central Texas Regional Certification Agency</u>

b. **Small Business Enterprise (SBE) or Disadvantaged Business Enterprise (DBE)**
Respondent certifies that this firm is a SBE or DBE   ☐Yes ☒No
List certifying agency: _____

c. **Disabled Veterans Business Enterprise (DVBE)**
Respondent certifies that this firm is a DVBE   ☐Yes ☒No
List certifying agency: _____

d. **Historically Underutilized Businesses (HUB)**
Respondent certifies that this firm is a HUB   ☒Yes ☐No
List certifying agency: <u>Texas Comptroller of Public Accounts (CPA)</u>

e. **Historically Underutilized Business Zone Enterprise (HUBZone)**
Respondent certifies that this firm is a HUBZone   ☐Yes ☒No
List certifying agency: _____

f. **Other**
Respondent certifies that this firm is a recognized diversity   ☒Yes ☐No
certificate holder
List certifying agency: <u>North Central Texas Regional Certification Agency</u>

4. Residency

Responding Company's principal place of business is in the city of __Austin__ State of TX .

5. Felony Conviction Notice
Please check applicable box:

- ☐ A publicly held corporation; therefore, this reporting requirement is not applicable.
- ☒ Is not owned or operated by anyone who has been convicted of a felony.
- ☐ Is owned or operated by the following individual(s) who has/have been convicted of a felony.

*If the 3rd box is checked a detailed explanation of the names and convictions must be attached.

6. Processing Information

Company contact for:

Contract Management

Contact Person: ___Sue Hawk___

Title: ___Contracts Manager___

Company: ___GTS Technology Solutions, Inc.___

Address: ___9211 Waterford Centre Blvd, Ste. 275___

City: ___Austin___ State: ___Texas___ Zip: ___78758___

Phone: ___512-452-0651___ Fax: ___512-452-0691___

Email: ___GTSsales@gts-ts.com___

Billing & Reporting/Accounts Payable

Contact Person: ___Katie Steichen___

Title: ___Accounts Receivable___

Company: ___GTS Technology Solutions, Inc.___

Address: ___9211 Waterford Centre Blvd, Ste. 275___

City: ___Austin___ State: ___Texas___ Zip: ___78758___

Phone: ___512-452-0651___ Fax: ___512-452-0691___

Email: ___AR@gts-ts.com___

Marketing

Contact Person: ___Laleh Honar___

Title: Director of Partner Programs

Company: GTS Technology Solutions, Inc.

Address: 9211 Waterford Centre Blvd, Ste. 275

City: Austin   State: Texas   Zip: 78758

Phone: 512-947-3913   Fax: 512-452-0691

Email: Marketing@gts-ts.com

7. **Distribution Channel: Which best describes your company's position in the distribution channel:**

☐ Manufacturer direct   ☐ Certified education/government reseller
☐ Authorized distributor   ☐ Manufacturer marketing through reseller
☒ Value-added reseller   ☐ Other _____

8. **Pricing Information**

- In addition to the current typical unit pricing furnished herein, the Vendor agrees to offer all future product introductions at prices that are proportionate to Contract Pricing.   ☒ Yes ☐ No
  (If answer is no, attach a statement detailing how pricing for participants would be calculated.)

- Pricing submitted includes the required administrative fee.   ☒ Yes ☐ No
  (Fee calculated based on invoice price to customer)

- Additional discounts for purchase of a guaranteed quantity?   ☒ Yes ☐ No

9. **Cooperative/Group Purchasing Experience**
List all cooperative and/or government group purchasing organizations of which your company is currently a member below.

Cooperative/GPO Name	Contract Number	Expiration Date

TAB 3

Company Profile

Appendix F

General Profile

Answers to 1-6

Operating as	GTS
Website	www.gts-ts.com
Year of Incorporation	11/19/1984
State of Incorporation	Texas
Owner	Laura M. Grant - 100%
EIN	74-2339797
Charter/File No	72908000
Vendor ID	1742339797900
DUNS	14-681-0502
NAICS - Primary	541519
NAICS - Secondary	561320
CCR/SAM Cage #	0ZQJ6
E-Rate SPIN #	143035949
Total # of Employees	FT 97 / PT 4
Physical Address	9211 Waterford Centre Blvd, Ste 125 Austin, TX 78758
Remit To Address	Dept. 6877, P.O. Box 660003 Dallas, TX 75266
States of Operation	Texas Only

7. Please provide contact information for the person(s) who will be responsible for the following areas, including resumes:
   a. Sales
      a. **JD Rowell**
      b. **JD.Rowell@gts-ts.com**
      c. **214-868-0654**
   b. Sales Support
      a. **Tanner Funke**
      b. **Tanner.Funke@gts-ts.com**
      c. **512-681-6268**
   c. Marketing
      a. **Laleh Horner**
      b. **Laleh.Horner@gts-ts.com**
      c. **512-947-3913**
   d. Financial Reporting
      a. **Sue Hawk**
      b. **Sue.Hawk@gts-ts.com**
      c. **512-897-8339**
   e. Executive Support
      a. **Scott Sizemore**
      b. **Scott.Sizemore@gts-ts.com**
      c. **512-796-2929**

8. Define your standard terms of payment. **Net 30**

9. Who is your competition in the marketplace?

   a. **CDWG**

   b. **SHI**

10. Overall annual sales for last three (3) years; **$120 million per year**

11. Overall public sector sales, excluding Federal Government, for last three (3) years; **99%**

12. What is your strategy to increase market share? **GTS will inform our customers about this contract through emails, calls and networking events.**

13. What differentiates your company from competitors? **GTS is a value-added reseller. We have a staffing division, services division, and hardware division. We can support the end to end solution rather than just the procurement of the hardware.**

14. Describe the capabilities and functionality of your firm's on-line catalog/ordering website.

GTS has an ecommerce portal that can be set up and customized per end user to support the contract pricing that they may require.

15. Describe your company's Customer Service Department (hours of operation, number of service centers, etc.).

   a. **Customer service is available from 8-5 CST. There is 24/7/356 service available for a fee. We have our corporate headquarters in Austin, Tx. GTS also has an integration center in Irving, Tx.**

16. Provide information regarding whether your firm, either presently or in the past, has been involved in any litigation, bankruptcy, or reorganization.

Yes, GTS is currently involved a litigation dispute against a former business partner over various contract between the two parties.
Marketing/Sales

17. Detail how your organization plans to market this contract within the first 90 days of the award date. This should include, but not be limited to:

   a. A co-branded press release within first 30 days

      a. a. **Yes. GTS will release a co-branded press release within the first 30 days through our various channels.**

   b. Announcement of award through any applicable social media sites

      a. **Yes. GTS will announce this award through our various social media channels like Facebook, Twitter, Instagram and YouTube. We will tag involved parties for greater reach.**

   c. Direct mail campaigns

      a. **Yes. We will co-brand collateral and marketing materials.**

   d. Co-branded collateral pieces

      a. **Yes. GTS**

   e. Advertisement of contract in regional or national publications

      a. **Yes. We will advertise in national and regional publications.**

   f. Participation in trade shows

      a. **Yes. We will participate in national and regional tradeshows.**

g. Dedicated Equalis Group and Region 10 ESC internet web-based homepage with:

i. Equalis Group and Region 10 ESC Logo

ii. Link to Equalis Group and Region 10 ESC website

iii.Summary of contract and services offered

iv.Due Diligence Documents including; copy of solicitation, copy of contract and any amendments, marketing materials

GTS will provide a web-based homepage with these requirements.

18. Describe how your company will demonstrate the benefits of this contract to eligible entities if awarded.

GTS has worked in the public sector for over 35 years and the majority of our customers need purchasing cooperatives. Part of our value is helping customers understand the best contract for their needs through our consultations with them.

19. Explain how your company plans to market this agreement to existing government customers.

GTS plans to market this contract to our existing government customers by training our team to have this conversation. We will also plan various events (lunch and learns, presentations, etc) to discuss this impact of this contract on top of our current marketing campaigns (Press release, social media, direct mail, collateral, advertising and tradeshows)

20. Provide a detailed 90-day plan describing how the contract will be implemented within your firm.

We hold over 44 purchasing contracts. Once awarded we will work with our web design company to get the webpage updated. We will get the contract added to our sales systems and train our teams on the purchasing process using your contract. GTS doe not require 90 days for implementation.

21. Describe how you intend on train your national sales force on the Region 10 ESC agreement.

We have by weekly calls with all of our sales organization. Our inside sales team has weekly meetings and they handle all of the quoting. We will teach them the discount percentages and the procurement process that is specific to this agreement.

22. Acknowledge that your organization agrees to provide its company logo(s) to Region 10 ESC and agrees to provide permission for reproduction of such logo in marketing communications and promotions. – **Affirmative**

23. Provide the revenue that your organization anticipates each year for the first three (3) years of this agreement.

$____5 mill_____ in year one
$____5 mill_____ in year two
$____5 mill_____ in year three
This is revenue pertaining to this specific contract

Administration
24. Describe your company's implementation and success with existing cooperative purchasing programs, if any, and provide the cooperative's name(s), contact person(s) and contact information as reference(s). **GTS currently holds contracts with Buyboard, Tips Taps USA, Choice Partners, Department of information Resources of Texas, and we are listed on another vendors GSA as well as NCIP. Please see answer to #20 around implementation**

25. Describe the capacity of your company to report monthly sales through this agreement.
GTS has a contract manager who does all our monthly reporting for all our purchasing cooperatives. We are proud to say we have never missed a reporting deadline.

26. Describe the capacity of your company to provide management reports, i.e. consolidated billing by location, time and attendance reports, etc. for each eligible agency.
GTS has a contract manager who does all our monthly reporting for all of our purchasing cooperatives. All reports are customized to each co-ops requirements.

27. Please provide any suggested improvements and alternatives for doing business with your company that will make this arrangement more cost effective for your company and Participating Public Agencies.
Because of how much of our business is done on purchasing co-ops and with public sector, GTS has already streamlined its processes so that we are most cost effective.

28. Please provide your company's environmental policy and/or green initiative.
Green Initiatives
We are committed to helping to build a cleaner future! As our purchasing network, we want to make sure we minimize our impact on the Earth's climate. So we are taking every step we can to implement innovative and responsible environmental practices throughout Region 10 ESC to reduce our carbon footprint, reduce waste, promote energy conservation, ensure efficient computing, and much more. We would like vendors to partner with us in this enterprise. To that effort, we ask Respondents to provide their company's environmental policy and/or green initiative.
28. Please provide your company's environmental policy and/or green initiative.

GTS recycles or downcycles 90%+ of all divertible landfill waste and has arrangements with local cardboard and plastics recyclers to ensure that all operational waste is disposed of in an environmentally responsible manner.
GTS partners with IT asset recycling companies for disposal and/or asset recovery operations to ensure that IT assets are securely and responsibly retired. These IT asset recovery operations are compliant with ISO 14001:2004, ISO18001:2007 and R2:2013 standards. Vendor Certifications (if applicable)

29. Provide a copy of all current licenses, registrations and certifications issued by federal, state and local agencies, and any other licenses, registrations or certifications from any other governmental entity with jurisdiction, allowing Respondent to perform the covered services including, but not limited to licenses, registrations or certifications. M/WBE, HUB, DVBE, small and disadvantaged business certifications and other diverse business certifications, as well as manufacturer certifications for sales and service must be included if applicable.
See attached
References
30. Provide a minimum of three (3) customer references for product and/or services of similar scope dating within the past 3 years. Please try to provide an equal number of references for K12, Higher Education and City/County entities. Provide the following information for each reference:

Irving Independent School District
Terry Martella, CTSBO
Purchasing Supervisor
P.O. Box 152637|Irving, TX|75015
2621 W. Airport Fwy|75062
Phone (972)600-5441|Fax: (972)215-5442

2010-Present
GTS has been handling all the student and teacher devices annually for Irving ISD. Anywhere from 1,000-7,000 devices each year. Services include chrome enrollment, cart wiring, white glove delivery, asset tagging, and customized deployment.

Lake Travis ISD
Woehl, CTO
Austin, Texas
512.533.6569
2 years
GTS Facility Services which include order consolidation, imaging, and asset tagging plus Onsite Deployment Services which includes trash removal, physical deployment of desktops, laptops, Chromebooks, charging carts, domain join, application load, cable management, and legacy device removal.
Annual Volume – 3000 – 4000 devices

Del Valle ISD
Todd Gratehouse, CTO
Del Valle, Texas
512-386-3050
5 years
GTS Facility Services which include order consolidation, imaging, and asset tagging plus Onsite Deployment Services which include physical deployment of desktops, laptops, Chromebooks, charging carts, domain join, application load, and legacy device removal.
Annual Volume – 1000 – 2000 devices annually

JDR

J.D. ROWELL

📞 214-868-0654

✉ JDRowell53@gmail.com

EDUCATION

BA EPO Biology 1996
University of Colorado
at Boulder

EMT Certification TCJC 1993

Constant Sales Training

SKILLS

Brand Development
Executive Management
Social and Digital Media
Corporate Sales
International Marketing
Media Relations
Supply Chain Mgt.
Training and Education

TECHNICAL

Microsoft Excel, Word,
PowerPoint
CRMs

PERSONAL

Volunteer work:
Aids Outreach of
Ft.Worth , Take the
Lead
Punching out
Parkinson's

Interests:
BMX Racing-Factory
Team

Avid Mountain Biker

Show Dogs-Owner, Top
Toy Dog
2012,2013,2015

PROFILE

Highly skilled in salesforce management, communications, vendor and client relations. Experienced in relationship based marketing, both Domestically and Internationally. Specifically, effective with current as well as emerging technology application and implementation.

LinkedIn: https://www.linkedin.com/in/jdrowell/

EXPERIENCE

GTS Technology Solutions   **2011 - Present**
Senior Mobility Specialist
Responsible for Accounts in North and West Texas territories. Maintaining relationships with the City of Dallas, Dallas County, Lubbock as well as over 50 local municipalities, 20 counties and several enterprise businesses. Managing Vendor relationships with Panasonic, Dell, Havis, Gamber Johnson and Cradlepoint. My specialties include mobile office design, emerging technologies, including in-car video, body worn cameras and mobile communications.

LEDCO/Havis   **2007 - 2011**
During my time at Havis, I managed Havis in 15 western states, 6 independent rep firms and 50 resellers. Designed mobile offices for 12 State Patrols, 2 of the largest Sheriff's Departments in the USA, and 200 agencies. Exceeded goals and growth expectations consistently.

CompTech Sales, Inc.   **1998 - 2007**
Began my career with CompTech as a New Account Manager and worked up to Vice President of Sales.
Managed International salesforce with combined revenue of $30M. Developed Texas Instruments from a $100K client to over $6M. Managed an International supply chain between Cypress Semiconductor and Dallas Semiconductor.

Screenworks, LLC   **1996 - 1998**
Senior Jumbotron Technician
Responsible for operation and transport of Jumbotron Video Systems. Served as liaison between customers, promoters, venues and television networks. My clients included ESPN, MTV, NFL, Nike, Nascar, CNA Insurance and The Rolling Stones.

TANNER FUNKE

1300 Spyglass Drive, Apt 115, Austin, TX 78746

Mobile: 847-337-3584   Tannerfunke@gmail.com

PROFESSIONAL EXPERIENCE

GTS TECHNOLOGY SOLUTIONS, INC, Austin, TX (2018-2019)

A leading IT solutions provider offering the best solutions in products, services, and staffing.

Inside Sales Representative   ***August 2018-Present***

2019

- Develop new customers and grow existing customers by selling modernized products that meet the customer's needs
- Build long term relationships with customers, partners, and vendors to maximize revenue growth in the North Texas Region
- Understand current and future IT trends to solve customer's issues through software and hardware solutions.
- Make telephone and field calls to present SHI's value proposition to existing and potential customers
- Build customer loyalty and provide excellent customer service

BEHR PAINT, Chicago, IL (2016-2017), Austin, TX (2017-2018)

A leading architectural paint and exterior wood care product corporation.

Inside Sales/Training Representative   ***March 2016-August 2018***

2018

- Rookie of the Year Award winner (Southwest Region).
- Named SalesForce captain of the Austin/San Antonio/Corpus Christi Region.

2017

- Highest interior marquee penetration in the southwest region (14.54%).
- Gained 1.94% of the total market share in the Austin territory, highlighted by an interior paint penetration of 89.8% and Class 16 penetration of 92.84%; both are the highest in the southwest region.
- Conducted several PK courses at the store and district level
- Named customer service/sales acumen captain of the Chicago region (Feb 2017).
- Won (3) sales recognition awards for exceptional support and quality customer service (1/16, 7/4, 11/13).
- Managed 3 stores that finished in the top 25 for MQI gallon sales; 1918 (13th), 6925 (20th), and 6570 (24th).
- Trained over 1,000 associates in my stores throughout the course of 2017.

2016

- Finished 5th in the company for marquee penetration in 2016 (20.93%).
- Lead a territory that finished 4.6 percent over budget in 2016 (104.6%).
- Gained market share in all 6 of the stores in my territory, finishing 2016 with a class 15 market share percentage of 85.76%, up from 83.7% at the close of 2015.
- 1st in the company for MQI gallon penetration for Week 33 (27.88%).
- Held several product knowledge (PK) classes in order to train associates on the features and benefits of our products and how to sell the best product for each home project in order to increase the level of customer service in the territory.
- Developed relationships with upper level management at Home Depot in order to gain support of my efforts to maximize the revenue opportunity within the paint department.
- Was invited to address Store #1918, 1942, and 6925 at each of their success sharing meetings in order to train on how our customer service/selling model lead to each store being national ranked in the top 10 for marquee penetration in the last 6 months.

SAC WIRELESS, Chicago, Illinois

A growing telecommunications corporation

Site Development Specialist/Project Manager   *2014-2016*

- ☐ Managed the negotiations for AT&T's equipment upgrades on telecommunications sites across Minnesota, North Dakota, South Dakota, Iowa, and Nebraska.
- ☐ Negotiated rent, leased space, and contract extensions with private landlord and municipal sites with the intent of saving AT&T's operating expenses.
- ☐ Oversaw the architectural, zoning, and permitting processes involved in the site develop process.
- ☐ Drafted amendments to existing leases between AT&T and their landlords.

CABO BLUE SPORTS BAR, Fayette, Iowa

A new restaurant near Upper Iowa University

Marketing Intern/Customer Service Specialist   *2014*

- ☐ Utilized social media to effectively advertise and promote growth in the customer base of a new and increasingly popular restaurant/sports bar.
- ☐ Managed staff and aided in the development of customer service skills among all employees.
- ☐ Trained employees to utilized different customer service techniques that help achieve the goal of creating repeat customers and vastly improve customer satisfaction.

SAC WIRELESS, Schaumburg, Illinois

A growing telecommunications corporation

Warehouse Assistant   *2013 to 2014*

- ☐ (2013) Assisted in the distribution and organization of incoming and outgoing materials, transported materials from the warehouse to several sites, and contributed towards the filing of paperwork and management of the vehicle fleet.
- ☐ (2014) Completed training as both a civil technician and a tower climber. Participated in both civil and tower crew related activities, including trenching, piping, planning, reading and analyzing site prints, CAD welding, and documentation of job safety reports.
- ☐ (2014) Assembled full close-out packages for Verizon sites in Chicago by identifying all types of equipment and labeling each individual product and acknowledging how it was implemented.

AMERICA'S VALUE CARD, Lake in the Hills, Illinois

A no-risk fundraising organization

Sales Representative   *2012 to 2013*

- ☐ Actively called and visited with many local and out of state small businesses in order to help increase customer awareness and volume with the use of fundraising, increase in company image, and giving back to the community.

JEWEL OSCO, Algonquin, Illinois

A leading area grocery chain

Customer Service Clerk   *2008-2012*

- ☐ In charge of assuring customer satisfaction as a cashier and as an associate behind the service desk. Other responsibilities included store maintenance, handling of funds, and the management and development of new employees.

EDUCATION

Huntley High School, Huntley, IL
High School Diploma (2009)

Parkland College, Champaign, IL
Associates of Science (Business Education), 2012

Upper Iowa University, Fayette, Iowa
Bachelors of Science (Sales & Marketing Management) 2014

TAB 4

Product and Services
Appendix B

Appendix B: PRODUCT / SERVICES SPECIFICATIONS

Products and Services Covered:

It is the intention of Region 10 ESC to establish a contract with Respondent(s) for a complete and comprehensive line of Ruggedized Laptops, Tablets, Accessories and Related Products and Services. Respondent(s) are encouraged to propose their complete catalog, products and services including but not limited to the following categories:

- **Products:** A complete and comprehensive line of product and service solutions including, but not limited to:
  - ➤ Ruggedized Laptops: Components include touchscreens, solid state drives, vibration resistant/control, bezels, heat resistant, water resistant, and meet the Ultra-rugged, Fully rugged, and Semi or Business-rugged classifications.
  - ➤ Ruggedized Tablets: Touchscreens must be useable with latex medical gloves and q-tips, keyboard film, sanitize resistant, stylus secured to tablet, and meet the Ultra-rugged, Fully rugged, and Semi or Business-rugged classifications.

- **Accessories:** Including but not limited to the following:
  - ✓ Vehicle mounts
  - ✓ Desktop replicators
  - ✓ Batteries
  - ✓ Battery chargers
  - ✓ Memory cards
  - ✓ External drives
  - ✓ Extended warranties
  - ✓ Keyboards
  - ✓ Keyboard covers
  - ✓ Backlit keyboards
  - ✓ Stylus
  - ✓ Solid state drives
  - ✓ Cases
  - ✓ Touchscreens
  - ✓ Aircard
  - ✓ Cooling devices
  - ✓ Peripherals
  - ✓ Other

- **Supporting Products**: May include 3rd Party products which include but are not limited to:
  - ✓ Cradlepoint
  - ✓ Antennas
  - ✓ Other

Rugged Definitions

- **Ultra-Rugged**: Designed and tested to meet precise specifications for military use and are made to handle the harshest environmental conditions. An ultra-rugged laptop can be left out in a sandstorm, frozen in a blizzard or sent on a vibrating rocket into space without any detrimental effects. All products being offered shall meet or exceed the specifications defined in the most recent Department of Defense Test

- **Fully-Rugged:** Designed from the inside-out to work in extreme temperatures, to be resistant to being dropped, to resist shocks and vibrations and to be dustproof and waterproof. A fully-rugged laptop may have a solid state hard drive.

- **Semi or Business-Rugged:** Withstands harsh temperatures as well as extreme vibration such as in a vehicle riding over rough terrain. It can also handle some water on the keyboard. Semi- rugged laptops are typically regular laptops with better cases, rubber-mounted hard drives and spill-proof keyboards.

Accessories: Including but not limited to the following:

1. Vehicle mounts
   a. Havis
   b. Gamber Johnson
2. Desktop replicators
   a. Dell
   b. Panasonic
3. Batteries
   a. Dell
   b. Panasonic
4. Battery chargers
   a. Dell
   b. Panasonic
5. Memory cards
   a. Dell
   b. Panasonic
6. External drives
   a. Dell
7. Extended warranties
   a. Dell
   b. Panasonic
8. Keyboards
   a. Dell
   b. Panasonic
9. Keyboard covers
   a. Dell
10. Backlit keyboards
    a. Dell
    b. Panasonic
11. Stylus
    a. Dell
    b. Panasonic
12. Solid state drives
    a. Dell
13. Cases
    a. Dell
14. Touchscreens
    a. Dell
15. Aircard
    a. Dell
    b. Panasonic
    c. Cradlepoint
    d. Sierra Wireelss
16. Cooling devices
    a. Dell
17. Peripherals
    a. Dell
    b. Panasonic

c. Parsec
d. Panorama
e. Vigilant
f. Kajeet

TAB 5

Pricing

Appendix C

Product Category (Laptops – table 1)

Product Category (Laptops – table 1)	Proposed Manufacturer	Model #	List Price	Percent discount	Contract Price
Dell					
Ultra-Rugged	Dell	Latitude 7424	MSRP	16%	
Ultra-Rugged Accessories	Havis	Catalog	MSRP	37%	
Fully-Rugged	Dell	Latitude 7214	MSRP	16%	
Fully-Rugged Accessories	Havis	Catalog	MSRP	37%	
Semi or Business-Rugged	Dell	Latitude 5420	MSRP	16%	
Semi or Business-Rugged Accessories	Havis	Catalog		37%	
Panasonic					
Ultra-Rugged	Pansonic	CF33	MSRP	16%	
Ultra-Rugged Accessories	Havis	Catalog	MSRP	37%	
Fully-Rugged	Pansonic	CF20	MSRP	16%	
Fully-Rugged Accessories	Havis	Catalog	MSRP	37%	
Semi or Business-Rugged	Pansonic	CF55	MSRP	15%	
Semi or Business-Rugged Accessories	Havis	Catalog	MSRP	16%	

Product Category (Tablets – table 2)	Proposed Manufacturer	Model #	List Price	Percent discount	Contract Price
Dell					
Ultra-Rugged	Dell	Latitude 7220	MSRP	16%	
Ultra-Rugged Accessories	Havis	Catalog	MSRP	37%	
Fully-Rugged	Dell	Latitude 7220	MSRP	16%	
Fully-Rugged Accessories	Havis	Catalog	MSRP	37%	
Semi or Business-Rugged	Dell	Latitude 7200	MSRP	37%	
Semi or Business-Rugged Accessories	Havis	Catalog	MSRP	16%	
Panasonic					
Ultra-Rugged	Pansonic	CF33	MSRP	16%	
Ultra-Rugged Accessories	Havis	Catalog	MSRP	37%	
Fully-Rugged	Pansonic	CF20	MSRP	16%	
Fully-Rugged Accessories	Havis	Catalog	MSRP	37%	
Semi or Business-Rugged	Pansonic	N/A	MSRP	N/A	
Semi or Business-Rugged Accessories	Havis	N/a	MSRP	N/A	

Other Accessories	Hardware	Model #	List Price	Percent discount	Contract Price
Cradlepoint	Modems	Catalog	MSRP	12.75%	
Sierra Wireless	Modems	Catalog	MSRP	8.25%	
Parsec Technologies	Antennas	Catalog	MSRP	10%	
Panorama	Antennas	Catalog	MSRP	18%	
Vigilant	License Plate Recogniton	Catalog	MSRP	7.50%	
Kajeet	Wireless Connectivity	Catalog	MSRP	1.00%	

Services	Proposed Provider	Model #	List Price	Percent discount	Contract Price
Customized Installation Services	GTS	Catalog	MSRP	30%	

TAB 6

Value Add

Appendix G

GTS Professional Services

Improve your operations and cut expenses by utilizing GTS's Professional Services. With experts on staff totaling 25 years of combined experience, GTS is a leader in IT Services. By making a strategic decision to partner with GTS, you'll realize improved business processes and efficiencies while increasing overall productivity and reducing cost and risk.

Core Offerings

Deployment	• Deploy/Install new assets • Schedule Coordination and Project Management • Device Imaging and Asset Tagging services • Google Chromebook Enrollments • Apple Provisioning • Just-in-time Delivery
Rugged Installations	• Vehicle Outfitting – IT Equipment (MDT's, Docks, Modems, Antennae) • MDT Imaging, Asset Tagging, Etching, and Configuration • Docking and Mounting Solutions Configured and Installed • In-Car Video Installation • Post Support of Installed Components
Service Desk	• Asset Management • Available 24/7, 365 days a year • 1-800 number access
Desktop Support Services	• Cater to meet your exact offering • Software & Application Support • Break/Fix support on and off of Warranty for IT devices • Service Level Agreements
Retirement	• Disposal of "End of Lease" or "End of Life" devices • Schedule coordination • Legacy device redeployment
Hardware Procurement	• Pre-sales Support • Standardization • Lease Schedule Management
Audio Visual	• Monitors and Displays • Ceiling Mounted Projectors • Legacy Decommission

Elective Offerings

Network Management and Monitoring	• 24/7 onsite or remote monitoring of each device • Management and delivery of business applications
System Administration	• System upkeep • Configuration Management • Security • Performance & Reliable Operations
Image Development and Support	• Image Development & Collaboration • Standardized image on all enterprise devices

TAB 7

Certificates

Appendix I

GLENN HEGAR   TEXAS COMPTROLLER OF PUBLIC ACCOUNTS

The Texas Comptroller of Public Accounts (CPA) administers the Statewide Historically Underutilized Business (HUB) Program for the State of Texas, which includes certifying minority, woman, and service disabled veteran-owned businesses as HUBs and facilitates the use of HUBs in state procurement and provides them with information on the state's procurement process.

We are pleased to inform you that your application for certification/re-certification as a HUB has been approved. Your company's profile is listed in the State of Texas HUB Directory and may be viewed online at https://mycpa.cpa.state.tx.us/tpasscmblsearch/index.jsp. Provided that your company continues to meet HUB eligibility requirements, the attached HUB certificate is valid for the time period specified.

You must notify the HUB Program in writing of any changes affecting your company's compliance with the HUB eligibility requirements, including changes in ownership, day-to-day management, control and/or principal place of business. *Note: Any changes made to your company's information may require the HUB Program to re-evaluate your company's eligibility.*

Please visit our website at http://comptroller.texas.gov/procurement/prog/hub/ and reference our publications (i.e. Grow Your Business pamphlet, HUB Brochure and Vendor Guide) providing addition information on state procurement resources that can increase your company's chances of doing business with the state.

Thank you for your participation in the HUB Program! If you have any questions, you may contact a HUB Program representative at 512-463-5872 or toll-free in Texas at 1-888-863-5881.

Texas Historically Underutilized Business (HUB) Certificate

HUB
Statewide Historically Underutilized Business Program

Certificate/VID Number:	1742339797900
File/Vendor Number:	007581
Approval Date:	26-FEB-2019
Scheduled Expiration Date:	26-FEB-2023

The Texas Comptroller of Public Accounts (CPA), hereby certifies that

GTS TECHNOLOGY SOLUTIONS, INC.

has successfully met the established requirements of the State of Texas Historically Underutilized Business (HUB) Program to be recognized as a HUB. This certificate printed 01-MAR-2019, supersedes any registration and certificate previously issued by the HUB Program. If there are any changes regarding the information (i.e., business structure, ownership, day-to-day management, operational control, business location) provided in the submission of the business' application for registration/certification as a HUB, you must immediately (within 30 days of such changes) notify the HUB Program in writing. The CPA reserves the right to conduct a compliance review at any time to confirm HUB eligibility. HUB certification may be suspended or revoked upon findings of ineligibility.

Laura Cagle-Hinojosa, Statewide HUB Program Manager
Statewide Support Services Division

Note: In order for State agencies and institutions of higher education (universities) to be credited for utilizing this business as a HUB, they must award payment under the Certificate/VID Number identified above. Agencies, universities and prime contractors are encouraged to verify the company's HUB certification prior to issuing a notice of award by accessing the Internet (https://mycpa.cpa.state.tx.us/tpasscmblsearch/index.jsp) or by contacting the HUB Program at 512-463-5872 or toll-free in Texas at 1-888-863-5881.

Rev. 06/16

Women Business Enterprise (WBE)
GTS Technology Solutions, Inc.

GTS Technology Solutions, Inc.

has filed with the Agency an Affidavit as defined by NCTRCA Women Business Enterprise (WBE) Policies & Procedures and is hereby certified to provide service(s) in the following areas:

NAICS 423610: ELECTRICAL APPARATUS AND EQUIPMENT, WIRING SUPPLIES, AND RELATED EQUIPMENT MERCHANT WHOLESALERS
NAICS 423690: OTHER ELECTRONIC PARTS AND EQUIPMENT MERCHANT WHOLESALERS
NAICS 561320: TEMPORARY HELP SERVICES

This Certification commences July 6, 2018 and supersedes any registration or listing previously issued. This certification must be updated every two years by submission of an Annual Update Affidavit. At any time there is a change in ownership, control of the firm or operation, notification must be made immediately to the North Central Texas Regional Certification Agency for eligibility evaluation.

Certification Expiration: July 31, 2020
Issued Date: July 6, 2018
CERTIFICATION NO. WFWB65217N0720

Elicia Mitchell
_____
Certification Administrator

South Central Texas Regional Certification Agency

of Bexar County, Texas hereby duly affirms that:

has successfully met the established requirements of SCTRCA's Business Enterprise Certification Program to be

GTS Technology Solutions, Inc.

certified as a

*Women Business Enterprise (WBE)

Certified NAICS Codes:

NAICS 541519: SOFTWARE INSTALLATION SERVICES, COMPUTER

NAICS 561320: CONTRACT STAFFING SERVICES

Certification Number: 2190118834
Effective Date: January 17, 2019
Expiration Date: January 31, 2021

Charles Johnson,
Executive Director

TAB 8

Appendix J

SIERRA WIRELESS®

Sierra Wireless is an IoT pioneer, empowering businesses and industries to transform and thrive in the connected economy.

Fully integrated end-to-end solutions for the Internet of Things

Sierra Wireless is an IoT pioneer with more than 24 years experience and a proven track record in developing innovative products, services and solutions for global customers. Customers Start with Sierra because we offer a device-to-cloud solution, comprised of embedded and networking solutions seamlessly integrated with our cloud and connectivity services. OEMs and enterprises worldwide rely on our expertise in delivering fully integrated solutions to reduce complexity, turn data into intelligence and get their connected products and services to market faster.

FULLY INTEGRATED SOLUTION FOR IOT APPLICATIONS
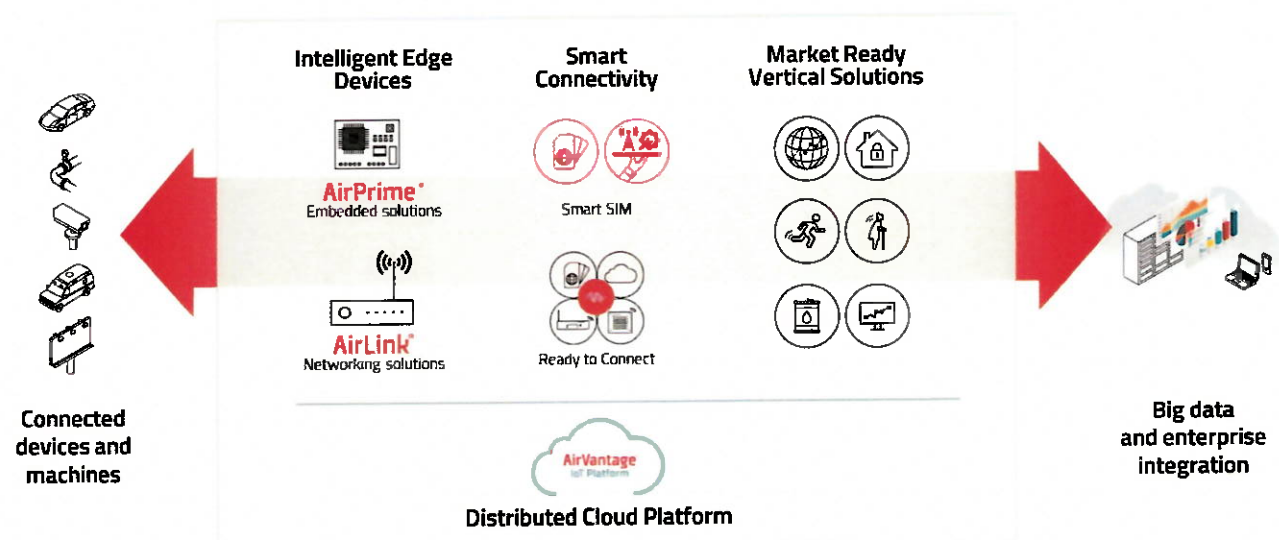
EMBEDDED SOLUTIONS

As the number one cellular module vendor in the world, our wireless solutions make it easy to embed cellular, Wi-Fi, Bluetooth, and GNSS technologies with IoT services to manage your connectivity, devices, and data.

NETWORKING SOLUTIONS

Our Airlink® LTE routers, gateways and network management solutions provide secure cellular connectivity for mission critical applications and IoT deployments.

IOT SERVICES

Sierra Wireless offers the broadest array of integrated IoT Services consisting of cloud, connectivity and managed vertical IoT solutions to enable digital transformation for enterprises.

SIERRA WIRELESS®

Empowering businesses and industries to transform and thrive in the connected economy

OUR MARKETS AND VALUES

Sierra Wireless is enabling the Internet of Things by providing fully integrated device-to-cloud solutions for a wide range of applications and markets worldwide.

Our innovative products and solutions already connect thousands of businesses to critical data and millions of people to information.

AUTOMOTIVE
From in-vehicle infotainment to monitoring driving behavior

WEARABLES
From personal health and wellness, gaming devices and digital imaging

TRANSPORTATION
Including fleet management and railway control systems

NETWORKING
Including back up to primary fixed lines for business, residential and ISPs

ENERGY
Including smart meters and energy management and distribution

RETAIL AND POINT OF SALE
From retail stores and kiosks to vending and bank machines

FIELD SERVICE
From fire and police personnel to their dispatch centers

SECURITY
From video surveillance and alarm systems to offender monitoring

INDUSTRIAL & INFRASTRUCTURE
Including traffic systems, digital signage and remote monitoring of pipelines

HEALTHCARE
From personal healthcare devices to medical services teams

CISCO.   ingenico   GE   VW   Landis+ Gyr   PHILIPS

Schneider Electric   DENSO   Honeywell   RENAULT

Itron   BOSCH   PEUGEOT   VEOLIA

sierrawireless.com

Our history of innovation

Since launching the world's first cellular embedded module in 1997, Sierra Wireless has shipped over 150 million devices to connect the Internet of Things. We have been first-to-market with the world's smallest module, embedded software, embedded SIM, open source Linux based embedded platform, along with the most rugged industrial gateways and 4G LTE and LTE-PRO embedded solutions.

The company remains focused on technology leadership and developing innovative solutions that make wireless communications easier to integrate, deploy and maintain.

FAST FACTS

- Shipped more than 150 million M2M devices worldwide
- Over 24 years of experience deploying IoT applications
- Devices operating on more than 80 networks globally
- Smallest embedded modules for 2G, 3G and 4G networks
- World's first plug-and-play technology, modules and routers with pre-integrated global connectivity
- Introduced Legato™, the first Linux-based open source platform
- Sell and support products and services in over 130 countries
- Introduced mangOH™ open hardware reference design to expedite IoT product development
- World class supply chain & manufacturing partners
- More than 400 issued patents in wireless technologies
- First embedded wireless module developed over 20 years ago
- Spend more than US$80m on R&D annually

 @SierraWireless   Sierra-Wireless
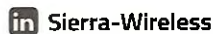
About Sierra Wireless

Sierra Wireless (NASDAQ SWIR) (TSX SW) is an IoT pioneer, empowering businesses and industries to transform and thrive in the connected economy. Customers Start with Sierra because we offer a device to cloud solution, comprised of embedded and networking solutions seamlessly integrated with our secure cloud and connectivity services OEMs and enterprises worldwide rely on our expertise in delivering fully integrated solutions to reduce complexity, turn data into intelligence and get their connected products and services to market faster. Sierra Wireless has more than 1,400 employees globally and operates R&D centers in North America, Europe and Asia

For more information, visit
www.sierrawireless.com

sierrawireless.com

PANASONIC TOUGHBOOK® FAMILY QUICK REFERENCE GUIDE

SPECIFICATION	TOUGHBOOK 55 — Laptop	TOUGHBOOK 31 — Laptop	TOUGHBOOK 20 — 2-in-1	TOUGHBOOK 33 — 2-in-1	TOUGHPAD FZ-G1 — Tablet	TOUGHPAD FZ-M1 — Tablet	TOUGHBOOK L1 — Tablet	TOUGHBOOK T1 — Handheld	TOUGHBOOK N1 — Handheld	TOUGHPAD FZ-X1 — Handheld
Operating System	Windows 10 Pro	Windows 10 Pro	Windows 10 Pro	Windows 10 Pro	Windows 10 Pro	Windows 10 Pro	Android 8.1	Android 8.1	Android 8.1	Android 5.1.1
Screen Size and Resolution	14" FHD (touch model) or HD	13.1" XGA	10.1" WUXGA	12.0" QHD	10.1" WUXGA	7" WXGA	7" HD	5" HD	4.7" HD	5" HD
Brightness (nit)	1000 (touch model)	1200	800	1200	800	700	360	420	500	500
Touch Display	Optional Gloved Multi Touch	Gloved Touch	Gloved Multi Touch + Digitizer	Gloved Multi Touch + Digitizer	Gloved Multi Touch + Digitizer	Gloved Multi Touch	Gloved Multi Touch	Gloved Multi Touch	Gloved Multi Touch	Gloved Multi Touch
Cameras	IR Webcam	•	Rear Cam & IR Webcam	Rear Cam & IR Webcam	Rear Cam & IR Webcam[2]	Rear Cam & Webcam	Rear Cam	Rear Cam	Rear Cam & Webcam	Rear Cam & Webcam
Optical Drive	Optional (DVD or Blu-ray)									
CPU	Intel® Core™ i5-8365U (i7 optional)	Intel® Core™ i5-7300U (i7 optional)	Intel® Core™ i5-7Y57	Intel® Core™ i5-7300U (i7 optional)	Intel® Core™ i5-7300U (i7 optional)	Intel® Core™ i5-7Y57	Qualcomm® MSM8909	Qualcomm® MSM8909	Qualcomm® SDM660-2	Qualcomm® APQ8064T
Dedicated Graphics	Optional									
Starting Storage Drive	512 GB SSD (optional 2nd SSD Drive)	256 GB SSD	256 GB SSD	256 GB SSD	256 GB SSD	256 GB SSD	16 GB Flash	16 GB Flash	32 GB Flash	32 GB Flash
Memory (RAM)	8-64 GB	16-32 GB	8-16 GB	8-16 GB	8 GB	8 GB	2 GB	2 GB	3 GB	2 GB
Antenna Pass Through	Optional	•	•	•	•	Optional				
Dedicated GPS	Optional	Optional	Optional	Optional	Optional	Optional				
Mobile Broadband	Optional 4G LTE-A Multi Carrier (with satellite GPS)	Optional 4G LTE-A Multi Carrier (with satellite GPS)	Optional 4G LTE-A Multi Carrier (with satellite GPS)	Optional 4G LTE-A Multi Carrier (with satellite GPS)	Optional 4G LTE-A Multi Carrier (with satellite GPS)	Optional 4G LTE-A Multi Carrier (with satellite GPS)	Optional 4G LTE AT&T/Verizon	Optional 4G LTE AT&T/Verizon (optional voice)	Optional 4G LTE AT&T/Verizon (optional voice)	Optional 4G LTE AT&T/Verizon (optional voice AT&T only)
P180 Certified	•	•	•	•	•	•	•	•	•	
FirstNet™ Certified	•									
Hot-swappable Battery	Optional	Optional	•	Optional	Optional	•				•
Battery Life (hours)[1]	Up to 20 (up to 40 with optional 2nd battery)	19.5 (28.5 with optional 2nd battery)	8.5 (17 with optional 2nd battery)	10 (20 with optional battery)	11 (22 with optional battery)	8 (16 with optional battery)	9	12	8 of continuous use (16 with optional battery)	14 (continuous use)
Starting Weight (lbs.)	4.6-4.9	8.6	3.9	6.1 (with Premium Keyboard)	2.4	1.2	0.9	0.5	0.6	0.9
RUGGEDNESS	Semi-Rugged	Fully Rugged	Fully Rugged	Fully Rugged	Fully Rugged	Fully Rugged	Fully Rugged	Fully Rugged	Fully Rugged	Ultra-Rugged
Backlit Keyboard	Color-selectable	White	White	Red	N/A	N/A	N/A	N/A	N/A	N/A
Fanless										
Covered Ports	•	•	•	•	•	•	•	•	•	•
Storage Drive Heater	•	•	•	•						
User-removable Expansion Packs	•									
User-removable Storage	•	•	Optional	Optional	•	•	• (SD card)	• (SD card)	• (SD card)	• (SD card)
User-removable Battery	•	•	•	•	•	•				
Hand Strap/Handle		•	•	Optional	Optional	•	Optional	Optional	Optional	Optional
Magnesium Alloy Casing or Chassis	•	•	•	•	•	N/A	N/A	N/A	N/A	•
Spill-resistant Keyboard	•	•	•	•	N/A	N/A	N/A	N/A	N/A	N/A
IP Certified[2]	IP53	IP65	IP65	IP65	IP65	IP65	IP67	IP68	IP68	IP68
MIL-STD-810G Certified[2]	3 ft	5 ft	4 ft (5 ft Tablet only)	4 ft (5 ft Tablet only)	4 ft	5 ft	5 ft	5 ft	7 ft	10 ft

Panasonic

TOUGHBOOK

MOBILITY

1.800.662.3537 | panasonic.com/toughbook

Panasonic

Mobility Solutions & Services

From military bases to patrol cars, on the shop floor or in a lab, on the road or in the field, Panasonic is helping to keep organizations moving forward. Engineered to withstand drips, drops, dust and grime TOUGHBOOK® computers, tablets and handhelds thrive and survive in the hardest of environments. Panasonic is committed to delivering mobile computing solutions that help you get the job done, wherever it takes you.

- Select TOUGHBOOK mobile devices go beyond the standard safety testing to achieve Hazardous Locations Class 1 Div 2 certification[1] and are TAA-compliant, approved for government deployment.

- Panasonic and its partners design a wide assortment of heavy-duty docks, mounts and other peripherals—including barcode readers, printers and magstripe readers—to expand and enhance the TOUGHBOOK capabilities.

- Panasonic values keeping backward compatibility to allow customers to save the expense and hassle of replacing vehicle docks every time a new model is introduced.

- Panasonic is the only major manufacturer that designs, builds and tests its mobile devices in its own factory - allowing quality control, consistency and parts availability to be monitored every step of the way.

INDUSTRY AVERAGE FAILURE RATE

Panasonic devices are over five times more reliable than the average laptop used by businesses across America.*

Annualized Failure Rates
Industry Avg. = 11%

Apple	Microsoft	Dell	HP	Lenovo	Toshiba	Panasonic
10%	9%	11%	10%	10%	13%	2.5%

PC MAGAZINE 2018

Laptop Annual Failure Rate
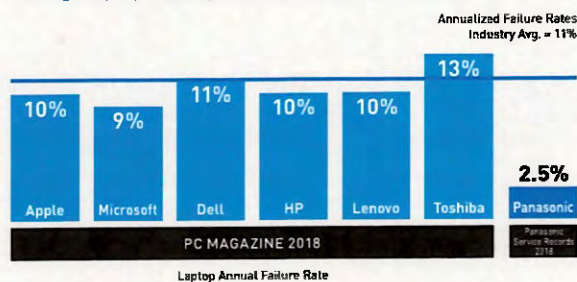
*Comparing Panasonic actual data for TOUGHBOOK family of devices to PC Magazine reader-reported data for competitors.

Not only is a TOUGHBOOK purpose-built to withstand extreme mobile environments, but it has the exclusive Panasonic ProServices support team standing behind it. To help ensure uninterrupted worker productivity and efficiency, Panasonic offers support and services throughout the lifecycle of your mobile computing device.

Panasonic ProServices for TOUGHBOOK include:

- Pre-deployment consulting
- Engineering design and field engineering expertise
- Deployment services (imaging, asset tagging, etc.)
- Warranty coverage and maintenance services
- Hard drive replacement
- End of life recycling

TOUGHBOOK®

TOUGHBOOK 31

13.1" Fully rugged 810G | 6' Drop | IP65

- 1200 nit gloved touchscreen
- Windows® 10 Pro
- Intel® Core™ i5 vPro™ processor (i7 and 32GB optional)
- DVD drive and optional insertable CAC reader
- 19.5-hour battery life (28.5 with optional media bay battery)
- TPM 2.0 security

TOUGHBOOK 55

14" Semi-rugged 810G | 3' Drop | IP53

- Optional 1000 nit gloved multi touch model
- Innovative modular design and user-removable accessory expansion packs offer unparalleled customization
- Intel® Core™ i5 vPro™ quad-core CPU (i7 and 64GB optional)
- Vehicle and desktop dock backwards compatibility
- Infrared webcam with tetra-array microphones and privacy cover
- Up to 20-hour battery life (40 with optional 2nd battery)[1]
- Optional FirstNet Ready™ EM7511 Band 14 modem
- TPM 2.0 security

TOUGHBOOK 33

12" Fully rugged 810G | 4-5' Drop | IP65

- 1200 nit gloved multi touch + digitizer display
- Windows® 10 Pro
- Intel® Core™ i5 vPro™ processor (i7 and 16GB optional)
- Infrared webcam
- Generation of vehicle dock backwards compatibility with available vehicle dock adapter (VDA)
- 10-hour battery life (20 with optional long life battery)
- Optional FirstNet Ready™ EM7511 Band 14 modem
- TPM 2.0 security

TOUGHBOOK 20

10.1" Fully rugged 810G | 4-5' Drop | IP65

- 800 nit gloved multi touch display with digitizer
- Windows® 10 Pro
- Intel® Core™ vPro™ processor (16GB optional)
- Infrared webcam
- Optional quick-release SSD
- Built-in dual purpose handle that functions as a kickstand
- 8.5-hour battery life (17 with optional 2nd battery)
- TPM 2.0 security available upon request

TOUGHPAD FZ-G1

10.1" Fully rugged 810G | 4' Drop | IP65

- 800 nit gloved multi touch + digitizer
- Windows® 10 Pro
- Intel® Core™ i5 vPro™ processor (i7 optional)
- Optional barcode, thermal camera, magstripe, insertable or contactless CAC reader and more
- 11-hour battery life (22 with optional long life battery)
- TPM 2.0 security

TOUGHPAD FZ-M1

7" Fully rugged 810G | 5' Drop | IP65

- 800 nit gloved multi touch display
- Windows® 10 Pro
- Intel® Core™ vPro™ processor
- Optional thermal camera, 3D camera, passport, barcode, magstripe, insertable CAC reader and more
- 8-hour battery life (16 with optional long life battery)
- TPM 2.0 security available upon request

TOUGHBOOK L1

7" Fully rugged 810G | 5' Drop | IP65 & IP67

- 380 nit gloved multi touch display
- Android™ 8.1
- Qualcomm® quad-core processor
- NFC and optional portrait or landscape barcode reader
- Optional multi-carrier 4G LTE data
- 9-hour battery life and warm swappable

TOUGHBOOK N1

4.7" Fully rugged 810G | 7' Drop | IP66 & IP68

- 500 nit gloved multi touch display
- Android™ 8.1
- Qualcomm® octa-core processor
- NFC, barcode reader and optional magstripe reader
- Optional dual SIM multi-carrier 4G LTE data with cellular voice capability
- 12-hour battery life (19 w/opt long life battery) and warm swappable

TOUGHBOOK T1

5" Fully rugged 810G | 5' Drop | IP66 & IP68

- 420 nit gloved multi touch display
- Android™ 8.1
- Qualcomm® quad-core processor
- NFC, barcode reader with optional triggered pistol grip
- Optional multi-carrier 4G LTE data with cellular voice capability
- 12-hour battery life and warm swappable

TOUGHPAD FZ-X1

5" Ultra rugged 810G | 10' Drop | IP65 & IP68

- 500 nit gloved multi touch display
- Android™ 5.1.1
- Qualcomm® quad-core processor
- NFC, barcode reader and optional magstripe reader, pistol grip or DEX cable
- Optional dual SIM multi-carrier 4G LTE data with cellular voice capability
- 14-hour battery life and hot-swappable

Battery testing results for Windows PCs are based on MobileMark 2014 at 150 nit and using no cellular mobile broadband
[1]Battery life for Touch and Performance models.

TOUGHBOOK®

About Havis

Havis manufactures mobile office solutions for members of public safety, utility and public works, military and government, transportation industries and other mobile professions.

Havis has a legacy dating back over 80 years as a trusted manufacturer and provider of mission critical equipment with a focus on the customer. Built on a tradition of supporting the public safety sector under the Havis-Shields nameplate, the brand has grown and transformed significantly to a complete line of products that maximize mobile worker productivity with comfortable solutions, built to the highest safety standards, with a focus on quality.

Focused on growth and the creation of new opportunities; Havis made two major headline making business decisions. We acquired the Ledco-Chargeguard brand, and sold our Lighting Solutions product line to dedicate resources to our core business and focus on partnerships with computer and vehicle manufacturers. Havis' continuous evolution ensures our customers the broadest product portfolio available, built to the highest quality, at the greatest value, while never sacrificing on performance.

Customers utilize Havis as their single provider for fleet and IT solution requirements, reducing cost of ownership and improving service and support. Havis expansive product line includes vehicle consoles, heavy duty mounts, computer docking stations, idle reduction systems, power management solutions, prisoner and K9 transports. Havis stays on the leading edge of automotive design changes in order to design the most efficient and thoroughly tested solutions.

With over 350 dedicated factory team members and 120 independent sales representatives, we are constantly growing to meet and exceed our customer needs. Havis is committed to educating our customers on product safety in mobile computing, resolving complicated vehicle computing needs, and handling the most demanding jobs. Havis representatives work side by side with customers to provide product information, installation support, updates on industry testing and validation requirements, and explain how to use Havis products to solve diverse challenges in the field.

You can trust in our people, beliefs, products, and commitment

Flexible Connectivity for K-12 Schools, Buses & IoT Applications

How to Leverage Secure, Reliable Networks to Enhance Learning

Overview

Gone are the days of blackboards, three-hole punches, and freshly sharpened No. 2 pencils. Today's K-12 students and teachers depend on laptops, tablets, cloud apps, data-driven instruction, and nonstop Internet connectivity.

Due to widespread shifts such as online testing for Common Core and the rapid rise of cloud-based applications, many school districts are seeking networking solutions that meet their evolving needs without complicating network management or creating new security vulnerabilities. K-12 IT teams are asked to adopt new technologies while solving an array of challenges related to bandwidth, cybersecurity, reliability, flexibility, scalability, and cost-effectiveness.

Because of these needs, LTE-based broadband and WiFi have become vital components of K-12 network architectures. Wireless WAN connectivity is no longer a luxury for school districts; it's now essential for enhancing and personalizing learning — from main offices to school buses and IoT devices.

This white paper explores the most popular education technology trends in K-12 education, and the role of LTE, WiFi, cloud management, and all-in-one network solutions in addressing the complexities and time and budget constraints currently facing school district IT departments.

The Changing Landscape of K-12 Technology

K-12 education is one of the most essential mainstays of society, but the way it is administered has drastically changed. Schools and districts need to provide Internet connectivity on and off campus, thanks to a vast and growing list of technologies, trends, and advancements.

Common Core

In states that have adopted Common Core State Standards, online testing is now a regular and critical event for schools. While such online tests offer certain benefits, uninterrupted Internet and ample bandwidth are critical.

Cloud Applications

Instead of constantly replacing textbooks and computer programs, schools can use cloud-based applications and Massively Open Online Courses (MOOCs) to hone students' skills in coding, math, foreign languages, and other areas. These services can even be extended onto school buses that provide WiFi.

Meanwhile, teachers can post grades, assignments, attendance, messages, and lecture videos online through cloud-based portals that are accessible to students anywhere. Resources are always available as long as network access persists.

80%

of K-12 IT leaders say their districts are ready or almost ready to conduct online assessments.

COSN's 2018 K-12 IT Leadership Survey Report

Cloud-Based Applications & Services

$2 + 4 = 6$

1:1 & Bring-Your-Own-Device

Schools can save money by replacing computer labs with a one-to-one computing policy, also known as 1:1, in which all students have access to their own laptop, tablet, or similar mobile device. Schools that lack the funding to purchase a mobile device for every student often integrate "Bring-Your-Own-Device" (BYOD) into the policy, along with providing as many district-owned devices as possible.

1:1 policies and BYOD help level the playing field for students, providing opportunities for every child to utilize technology and cloud apps inside the classroom, on the bus, and even at home.

For network administrators, the wide variety of devices accessing the network increases the complexity of management and security.

AR/VR

Augmented Reality (AR) and Virtual Reality (VR) tools give students remote access to worlds they otherwise wouldn't be able to experience. Students can explore historical events, museums, national parks and monuments, far-off countries, and exotic environments — all from their classroom, using many of the same devices they use for standard coursework. With laptops, tablets, apps, and AR/VR headsets, much of the world is at students' fingertips.

Personalized, Data-Driven Instruction

Educators are using online platforms and mobile devices to conduct assessments that lead to data-driven, personalized curriculum based on each student's interests, abilities, growth, and mastery of content.

Teachers can quickly recognize and respond when students begin struggling with specific subjects and use quizzes to determine which areas need to be reviewed or taught differently prior to test days.

40%

40% of teachers use education technology in every lesson.

The Educational Technology Survey 2018
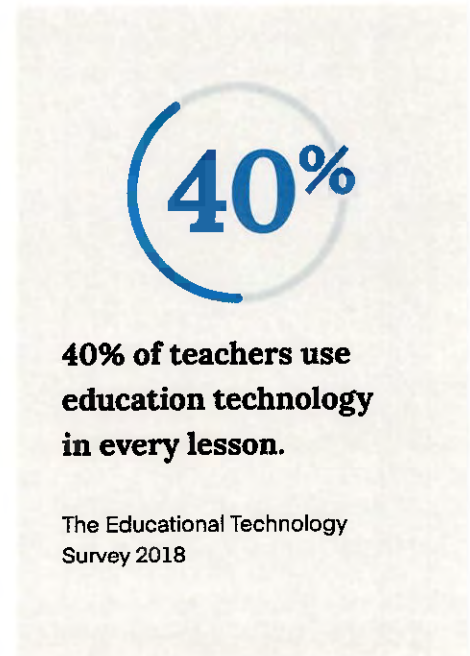
Child Safety Measures

In an era of heightened awareness regarding child safety, school security has moved far beyond placing a uniformed guard at the main entrance. Districts are implementing Internet of Things (IoT) security such as Radio-Frequency Identification (RFID) cards to let students scan on and off buses and in and out of buildings. Parents and schools can easily track attendance and the location of children.

Additionally, Internet-connected surveillance cameras placed on campuses and in buses send real-time footage to headquarters. The mere presence of these systems often deters dangerous or illegal activity.

Solving K-12 Networking Challenges

Bandwidth

Provisioning and managing bandwidth is a major challenge for IT teams at K-12 schools. The network must be able to handle students and educators constantly using devices to stream audio/video and access cloud applications all over campus.

During periods with particularly high data usage, IT administrators need enough flexibility to adapt to fluctuating bandwidth needs at a moment's notice, but without incurring exorbitant fees that would put undue financial burden on cost-conscious districts. For example, at the beginning of the day — when students, teachers, and administrators are all logging on the network — the team should be able to ramp up bandwidth before throttling back down as the day progresses.

Solution

Augment or replace existing connectivity devices with a cloud-managed LTE-enabled solution. Enterprise-grade routers that support dual modems enable load balancing, additional bandwidth, and wireless-to-wireless failover. In addition, choose a data plan that allows data pooling among locations to provide adaptability during high- and low-usage times.

For automated, policy-based traffic steering, make sure your solution also includes LTE-optimized SD-WAN technologies.

Cybersecurity

School district IT departments have to maintain compliance with laws enacted to protect students against obscene and dangerous content on the Internet. The Children's Internet Protection Act (CIPA) is critical to student safety — and more difficult to uphold as students and their devices become increasingly mobile. Failure to comply with CIPA puts students at risk and exposes the district to legal and financial liabilities.

Also, the personal data of minors is highly lucrative and coveted by hackers, and children's Social Security numbers usually are less protected than adults' numbers. Like corporations and government entities, schools must protect the data of their employees and the people they serve, but often with fewer resources.

Solution

Choose a network solution with a built-in firewall, easy VPN capabilities, robust network segmentation, multiple SSIDs, content filtering, and the ability to remotely manage updates and add-on security integrations with industry-leading platforms through the cloud.

Cybersecurity and broadband/network capacity are the top two priorities for IT leaders in K-12 education.

COSN's 2018 K-12 IT Leadership Survey Report

Reliability

When schools today experience Internet downtime — losing access to key files and online tools — practically everything slows to a stop, including instructional time, teacher duties such as grading and testing, and messages from the school to parents. In buses, tools such as student WiFi, location tracking, and streaming security footage lack value unless WAN access can be upheld.

SOLUTION: Seek a hybrid WAN solution that supports LTE, Ethernet, WiFi-as-WAN, and other links through one router. Additionally, use a cloud management tool that sends alerts and features cloud-based Out-of-Band Management, letting IT personnel address downtime and other issues without visiting the school.

Flexibility & Cost-Effectiveness

With limited budgets, school districts need network solutions that make sense today and for years to come. Integrating LTE Internet into existing wired architectures can be complex, fiscally burdensome, and prone to human error — especially for districts that don't use a cloud management service for monitoring, managing, and troubleshooting from headquarters.

The rapid rate of technology advancements and school expansion creates a frenetic pace of change that is difficult for IT managers to accommodate on limited budgets. IT administrators need to be able to manage and troubleshoot mobile deployments remotely with as little impact on staff and finances as possible.

SOLUTION: Deploy an all-in-one network solution that accommodates both wired and wireless links, with high-performance LTE connectivity supporting multiple carriers and modems simultaneously. Ideally, find a solution that is packaged with a cloud management service, allowing instant updates, carrier switching, and troubleshooting from anywhere.

Success Story

L.A. Unified School District

L.A. Unified School District (LAUSD) deployed Cradlepoint's purpose-built branch network solutions with multi-WAN functionality to keep its administrative offices and school sites connected, especially for the Smarter Balanced Assessment Test. Based on the Common Core, the test's three components all require constant Internet access.

LAUSD uses Cradlepoint's branch connectivity and branch continuity solutions — including Out-of-Band Management functionality — that support wired and wireless links through a single device. The district's IT team uses Cradlepoint NetCloud Service to centrally monitor and manage connectivity across more than 700 square miles — reducing truck rolls and man-hours spent troubleshooting.

"If we have a network outage at a school, it is really going to be disruptive to the classroom environment. Having a Cradlepoint solution in place for failover is a real advantage."

Shahryar Khazei,
CIO, L.A. Unified School District

Use Cases for K-12 Networks

Main Building

— AER2200 Branch Router for primary routing

— CBA850 LTE Branch Adapter for branch continuity

— COR IBR200 IoT Router for indoor digital signage

Portable Classrooms

— AER2200 Branch Router for primary routing

— COR Series Routers for surveillance

Special Events

— COR IBR600C IoT Router for POS & outdoor digital signage

Software-Defined Perimeter

— NetCloud Perimeter for a perimeter-secured overlay network

Study Hall on Wheels

— COR IBR1700 & IBR900 Mobile Routers for surveillance & GPS tracking

WiFi on School Buses

With a LTE-based mobile router installed aboard a school bus, students traveling to or from home and out-of-town events can use WiFi to complete homework.

LTE makes it possible for a bus driver to alert school administrators and/or stream live surveillance footage back to district headquarters when a dangerous incident is taking place. Also, the district can automatically offload less-essential footage via WiFi the next time the vehicle parks at headquarters.

Some fleet managers require in-vehicle connectivity to enable AVL solutions and to reap insight from rich telematics data that can deepen cost-efficiencies. They also use GPS to keep track of where their buses are at all times. Some schools even offer phone apps that show parents and kids the bus's location.

Main School Building

In a small school building, an all-in-one router provides multi-WAN connectivity and seamless failover through a single device. On a much larger campus, the school's IT team may need a branch continuity solution that converts LTE into an ethernet connection, providing four-nines uptime.

Digital signage is an increasingly common technology at K-12 locations, and not just for the readerboard in front of the main building. School staff can remotely adjust digital signage throughout campus at a moment's notice — without physical intervention. A LTE-enabled IoT router makes it easy to place digital signage anywhere on campus without having to extend fiber or ethernet connections.

Cloud-based Out-of-Band Management capabilities enable IT teams to use 4G LTE to remotely access either a primary router or any LAN-connected devices. Remote troubleshooting saves schools the time and expense of sending IT specialists to sites suffering from outages or hardware failure.

Education technology investments reached a record

$9.5 billion

in 2017 — a 30% increase from 2016.

Metaari Investments Report

Temporary Classrooms & Portables

Temporary classrooms require connectivity for multiple reasons. Many districts set up makeshift standardized testing areas in gymnasiums and other large spaces. Others use portable buildings for temporary or even long-term classroom space to address overcrowding. These buildings usually are connected via the existing infrastructure, but when that is too difficult or time consuming, using a LTE or WiFi-as-WAN connection via a router helps the district make portables operational more quickly.

Video Surveillance

To help keep children safe, some districts install cloud-managed IoT solutions to maintain a constant connection to security cameras. In addition, some districts have their own police force and install mobile routers within their law enforcement vehicles to maintain data and video connectivity between officers and the district.

Special Events

Most schools host dozens of special events throughout the year, including sports, plays, musical performances, and much more. These days the ability to accept credit card payments is essential, so schools need the ability to provide secure and reliable network access for Point-of-Sale (POS) at a moment's notice.

Success Story

Fresno Unified School District

On average, students who ride the bus within the Fresno Unified School District (FUSD) are riding for 30 minutes. To optimize that time, the district began providing on-board WiFi through Cradlepoint's purpose-built in-vehicle network solutions, allowing students to do school schoolwork on the bus and at events.

To ensure always-on connectivity, the district's IT team can easily switch back and forth between multiple carriers as needed within one service. Also, with Cradlepoint NetCloud Service, the team centrally monitors, manages, and troubleshoots all devices in its fleet network — and extends content filtering to protect students from inappropriate websites.

"You can build on this solution; it's scalable. There are so many other possibilities and benefits that can come from the Cradlepoint connectivity."

Philip Neufeld,
Executive Director of Information Technology, Fresno Unified School District

K-12 Solutions for Branch, Mobile & IoT Deployments

Cradlepoint's all-inclusive NetCloud Solution Packages for branch, mobile, and IoT networks provide K-12 school districts with solutions that combine tailored NetCloud services with fit-for-purpose hardware and a comprehensive 24x7 support plan.

Each Essentials package provides the functionality needed for rapid deployment and time to value. Advanced upgrade packages allow customers to enhance their networks anytime and anywhere with advanced management and edge routing.

Additionally, advanced branch and mobile solution packages provide increased security functionality, including application-aware firewall and CP Secure Web Filter, which is powered by industry-leading Webroot BrightCloud® Threat Intelligence and is fully integrated into Cradlepoint NetCloud. CP Secure Web Filter allows network administrators to actively protect users from web-based threats and ensure IT compliance at the distributed WAN edge.

Schools leveraging branch and mobile solution packages also can easily add third-party tools such as analytics-rich web content filtering (Zscaler Internet Security) and IPS/IDS (CP Secure Threat Management, powered by Trend Micro's industry-leading Deep Packet Inspection Engine).

Learn more at cradlepoint.com/k-12

About Cradlepoint

Cradlepoint is the global leader in cloud-delivered wireless edge solutions for branch, mobile, and IoT networks. The Cradlepoint Elastic Edge™ vision — powered by NetCloud services — provides a blueprint for agile, pervasive, and software-driven wireless WANs that leverage LTE and 5G services to connect people, places, and things everywhere with resiliency, security, and control.

More than 27,000 enterprise and government organizations around the world, including 75 percent of the world's top retailers, 50 percent of the Fortune 100, and first responders in 10 of the largest U.S. cities, rely on Cradlepoint to keep critical branches, points of commerce, field forces, vehicles, and IoT devices always connected and protected. Major service providers use Cradlepoint wireless solutions as the foundation for innovative managed network services. Founded in 2006, Cradlepoint is a privately held company headquartered in Boise, Idaho, with a development center in Silicon Valley and international offices in the UK and Australia.

Dell Latitude Rugged PCs

BUILT TO WITHSTAND THE WORLD'S HARSHEST ENVIRONMENTS

ULTIMATE FIELD PRODUCTIVITY

Get best-in-class durability, reliability, and field productivity, with the Dell Latitude Rugged PCs

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Why choose Dell Latitude Rugged PCs

RUGGED FOR THE REAL WORLD

You can't slow down when the job is tough. No matter what challenges the world throws at you, handle them with confidence. Latitude Rugged means extreme durability for world-class reliability in rough conditions.

PRODUCTIVITY ANYWHERE

You need to stay productive and work efficiently even when the elements are working against you. Latitude Rugged is designed for the way you work with features like outdoor-readable displays, glove-capable touch, legacy IO capability and advanced wireless connectivity.

BUSINESS-CLASS CONTROL

The Dell Latitude Rugged portfolio allows you to take your business to the world's most challenging job sites. Latitude Rugged systems keep you in control of your technology with the same industry-leading security, manageability and reliability as the rest of the Dell Latitude portfolio.

FEATURED ON THE DELL LATITUDE RUGGED FAMILY

- USB Type-C connectivity on the latest line of rugged notebooks and tablet
- Outdoor-readable screens with anti-reflective treatment and glove-touch capability
- Sealed, customizable RGB backlit keyboards on all notebooks and available for the tablet
- Webcams with physical privacy shutters
- Powerful and efficient Intel® processors
- Intel 802.11ac Wi-Fi on rugged notebooks and Intel 802.11ax Wi-Fi option on rugged tablet
- Optional mobile broadband and dedicated GPS
- Common docking across Latitude Rugged notebooks and specialized docking for the tablet; all with durable pogo-pin interface
- Independently-certified to MIL-STD-810G tests and IEC ingress protection standards
- Confident security with Dell Data Protection | Encryption and TPM | ControlVault™ Advanced Authentication

Meet the Dell Latitude Rugged Family

THE BEST PRODUCTS FOR THE WORST CONDITIONS

LATITUDE 7220 RUGGED EXTREME TABLET

Work faster, anywhere, with the lightest and most powerful* 12" fully rugged tablet. Featuring a 1000-nit direct-sunlight viewable screen that is gloved multi-touch capable, the Latitude 7220 Rugged Extreme Tablet can handle any condition it's put in. All day productivity is easy with optional dual hot-swappable batteries. The Latitude 7220 Rugged Extreme Tablet is FirstNet Ready™ with Band 14.

LATITUDE 7214 RUGGED EXTREME 2-IN-1

You roll with the punches and so will your Latitude 7214 Rugged Extreme with an industry-first flip-hinge display that converts between a notebook and a tablet. The Latitude 7214 Rugged Extreme 2-in-1 is fully rugged with the most durable materials, and also easy to use with a crisp 11.6" Direct-View outdoor-readable display with glove-capable multi-touch.

LATITUDE 5420 RUGGED NOTEBOOK

Get durable performance and productivity where work takes you with the thinner and lighter Latitude 5420 Rugged Notebook. With powerful 8th Generation Intel Core Processors and up to 2TB of fast, reliable, and high performance solid state storage, this rugged notebook can tackle the most demanding tasks. Features USB Type-C connectivity. The Latitude 5420 Rugged Notebook is FirstNet Ready™ with Band 14.

LATITUDE 5424 RUGGED NOTEBOOK

Get durability, reliability, and versatility with the Latitude 5424 semi-rugged notebook. With options to include a DVD RW or Blu-ray drive, multiple storage bays and PCMCIA or ExpressCard slots, this rugged notebook featuring 8th Generation Intel Core Processors and up to 4TB of solid state storage works wherever you do. Features USB Type-C connectivity. The Latitude 5424 Rugged Notebook is FirstNet Ready™ with Band 14.

LATITUDE 7424 RUGGED EXTREME NOTEBOOK

The Latitude 7424 Rugged Extreme thrives in the worst conditions you face on the job. An expansive 14" Direct-View outdoor-readable FHD display with gloved-capable touch, discrete workstation graphics, 8th Generation Intel Core Processors and up to 4TB of solid state storage, help you do your job, even in extreme environments. Features USB Type-C connectivity. The Latitude 7424 Rugged Extreme is Notebook FirstNet Ready™ with Band 14.

Dell Latitude Rugged PCs - Recommended accessories

SMART SOLUTIONS THAT HELP YOU STAY PRODUCTIVE WHEREVER YOU WORK.

AT THE DESK

RUGGED TABLET DOCK

Maximize productivity with an IP-65 rated dock for rugged environments. Featuring dual-display support with VGA, Serial and Display Port outputs, and dual spare battery charging slots.

RUGGED DESK DOCK

Better video connectivity with dual Display Port outputs. Secure your notebook with dual cable lock slots. Compatible with Latitude 14/12 Rugged Extreme and Latitude 14 Rugged notebooks.

U2719D MONITOR

Enhance your productivity even further with Dell's 27-inch ultrathin monitor.

IN-THE-VEHICLE

RUGGED TABLET VEHICLE DOCKS

Mount your rugged tablet in your vehicle with docks from Havis, PMT, and Gamber Johnson, for on-the-go productivity.

AUTO AIR DC ADAPTER

Power up and stay productive on the road, in-flight or in your office with the Dell™ Power Adapter. It is an all-in-one, DC device that will both power your Dell notebook as well as charge its battery.

RUGGED NOTEBOOK VEHICLE DOCKS

Mount your rugged notebook in your vehicle with docks from Havis, PMT, and Gamber Johnson, for on-the-go productivity.

IN THE FIELD

RUGGED TABLET & NOTEBOOK CARRYING ACCESSORIES

Take your rugged tablet and notebook anywhere in the field, with lightweight and flexible shoulder straps, durable nylon and rigid handles, and easy-to-use cross-straps and chest-straps.

SCANNER MODULE

Read 1D or 2D barcodes and magnetic stripe cards with the Scanner Module that attaches securely to the back of your rugged tablet.

EXTENDED I/O MODULE

Add two USB 3.0 ports and an Ethernet port with the Extended I/O Module that attaches securely to the back of your rugged tablet.

For full list of accessories, visit https://www.dell.com/latitude

Built for business

Dell Technologies Unified Workspace

Dell Technologies Unified Workspace is the most comprehensive solution to deploy, secure, manage and support virtually all devices from the cloud. We designed this revolutionary solution with intelligence and automation providing visibility across the entire endpoint environment. We help save time, improve user experience, optimize resources and strengthen security.

DEPLOY

Our modern deployment solution, ProDeploy in the Unified Workspace allows you to revolutionize the way deployment gets done. By spending just one hour for set up, IT can then hand deployment to Dell and have preconfigured systems shipped directly to the end users - wherever they are.

SECURE

Dell Endpoint Security for the Unified Workspace helps manage growing cyber risks while embracing workforce transformation. With Dell SafeGuard and Response powered by Secureworks, gain actionable insight to help quickly and efficiently prevent, detect and respond to cyber-attacks-keeping your environment free from harm.

MANAGE

We integrated our hardware management solution Dell Client Command Suite with VMware Workspace ONE, allowing you to take advantage of unified endpoint management (UEM) and manage the firmware, operating system and applications for all devices from the Workspace ONE console. UEM simplifies the management of the entire environment saving IT time from having to work between separate consoles for PCs and phones.

SUPPORT

ProSupport Plus continues to be the only predictive and proactive support in the market. When compared to key competitors, ProSupport Plus with SupportAssist reduced time to resolve a failed hard drive with up to 11x faster** time to resolution.

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*The Latitude 7220 Rugged Extreme Tablet is the lightest comparing starting weights and the most powerful when equipped with Intel® i7-8665U vPro™, 16GB RAM, Intel UHD Graphics 620, 2TB PCLe SSD (M.2) and 802.11ax WiFi. Based on Dell analysis of publicly available data, June 2019

**Based on a Principled Technologies test report, "Spend Less Time and Effort Troubleshooting Laptop Hardware Failures" dated April 2018. Testing ommissioned by Dell, conducted in the United States. Actual results will vary. Full report: http://facts.pt/L52XKM

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Part Number Key

Part number example of a 9:1 Husky antenna, black:
PRO9H4L4WG15B

Description	Abbreviation	Part Number
All PRO Series	PRO	PRO
Number of antennas in housing/configuration	9:1	PRO9
Antenna abbreviation for Husky	H	PRO9H
Number of LTE Elements	# L	PRO9H4L
Number of WiFi Elements	# W	PRO9H4L4W
Number of GPS Elements (usually only 1 GPS per antenna, therefore we simply list G and no number)	G	PRO9H4L4WG
Cable length measured in feet: 01 = 1', 15 = 15'	01, 15, etc,	PRO9H4L4WG15
Radome Color - B for Black, W for White	B or W	PRO9H4L4WG15B
If SMA connector, simply leave blank		PRO9H4L4WG15B
N connector	N	PRO9H4L4WG15BN
TNC connector	T	PRO9H4L4WG15BT

MOBILE ANTENNAS

Series	Belgian Shepherd	K9	Husky	Doberman	Rottweiler	Collie	Chihuahua ST
Configuration Options	4 LTE, 4 WIFI, GPS	4 LTE, 4 WIFI, GPS	4 LTE, 4 WIFI, GPS	2 LTE, 2 WIFI, GPS	2 LTE, 2 WIFI, GPS	2 LTE, 2 WIFI, GPS	2 LTE, 2 WIFI, GPS
Product Image							
P/N Example	PRO9BS4L4WG	PRO9K4L4WG	PRO9H4L4WG	PRO5D2L2WG	PRO5R2L2WG	PRO5C2L2WG	PRO5ST2L2WG
Performance Highlights	LTE Frequency Range: 617 - 894 MHz, 1695 - 2700 MHz, 3300 - 3800 MHz, 5150 - 5925 MHz. WiFi Frequency Range: 2400 - 2483.5 MHz, 4900 - 5900 MHz. GPS/GNSS	LTE Frequency Range: 617 - 894 MHz, 1695 - 2700 MHz, 3300 - 3800 MHz, 5150 - 5925 MHz. WiFi Frequency Range: 2400 - 2483.5 MHz, 4900 - 5900 MHz. GPS/GNSS	LTE Frequency Range: 617 - 894 MHz, 1695 - 2700 MHz, 3300 - 3800 MHz, 5150 - 5925 MHz. WiFi Frequency Range: 2400 - 2483.5 MHz, 4900 - 5900 MHz. GPS/GNSS	LTE Frequency Range: 617 - 894 MHz, 1695 - 2700 MHz, 3300 - 3800 MHz, 5150 - 5925 MHz. WiFi Frequency Range: 2400 - 2483.5 MHz, 4900 - 5900 MHz. GPS/GNSS	LTE Frequency Range: 617 - 894 MHz, 1695 - 2700 MHz, 3300 - 3800 MHz, 5150 - 5925 MHz. WiFi Frequency Range: 2400 - 2483.5 MHz, 4900 - 5900 MHz. GPS/GNSS	LTE Frequency Range: 698 - 960 MHz, 1710 - 2700 MHz, 3300 - 3800 MHz. WiFi Frequency Range: 2400 - 2483.5 MHz, 4900 - 5900 MHz. GPS/GNSS	LTE Frequency Range: 698 - 960 MHz, 1710 - 2700 MHz. WiFi Frequency Range: 2400 - 2483.5 MHz, 4900 - 5900 MHz. GPS/GNSS
AT&T Bands Supported	2, 4 ,5, 14, 17, 29, 30, 46, 48, 66	2, 4 ,5, 14, 17, 29, 30, 46, 48, 66	2, 4 ,5, 14, 17, 29, 30, 46, 48, 66	2, 4 ,5, 14, 17, 29, 30, 46, 48, 66	2, 4 ,5, 14, 17, 29, 30, 48, 66	2, 4 ,5, 14, 17, 29, 30, 48, 66	2, 4 ,5, 14, 17, 29, 30, 66
Verizon Bands Supported	2, 4, 5, 13, 46, 48, 66	2, 4, 5, 13, 46, 48, 66	2, 4, 5, 13, 46, 48, 66	2, 4, 5, 13, 46, 48, 66	2, 4, 5, 13, 48, 66	2, 4, 5, 13, 48, 66	2, 4, 5, 13, 66
T-Mobile Bands Supported	2, 4, 12, 46, 48, 66, 71	2, 4, 12, 46, 48, 66, 71	2, 4, 12, 46, 48, 66, 71	2, 4, 12, 46, 48, 66, 71	2, 4, 12, 48, 66	2, 4, 12, 48, 66	2, 4, 12, 66
Sprint Bands Supported	2, 25, 26, 41, 46, 48	2, 25, 26, 41, 46, 48	2, 25, 26, 41, 46, 48	2, 25, 26, 41, 46, 48	2, 25, 26, 41, 48	2, 25, 26, 41, 48	2, 25, 26, 41
Radome Color	Black or White	Black or White	Black or White	Black or White	Black or White	Black or White	Black or White
Configurations	9:1, 7:1, 4:1, 5:1	9:1, 7:1, 4:1, 5:1	13:1, 12:1, 11:1, 9:1, 7:1, 5:1	6:1, 5:1, 4:1, 3:1, 2:1	6:1, 5:1, 4:1, 3:1, 2:1	5:1, 4:1, 3:1, 2:1	6:1, 5:1, 4:1, 3:1, 2:1
Gigablit LTE Compatible	*** Cradlepoint 1200M Series Routers	*** Cradlepoint 1200M Series Routers	*** Cradlepoint 1200M Series Routers	*** Cradlepoint 1200M Series Routers	*** Cradlepoint 1200M Series Routers	*** Cradlepoint 1200M Series Routers	

Sales: 972-804-4600 | sales@parsec-t.com | www.parsec-t.com

1st to 5G

Parsec Technologies is the first and ONLY supplier of external CAT 18 antennas (5G NR-FR1 - 600 MHz - 6 GHz) available today.

- Outperforms the competition by an average 2:1 margin (lab-tested results)
- Provides superfast upload and download speeds
- Omnidirectional – 360 degrees of communication
- Ruggedized construction
- Built to last, power-wash safe
- IP67 rated

Scan for
www.parsec-t.com

Part Number Key

Part number example of a 9:1 Husky antenna, black: PRO9H4L4WG15B

Description	Abbreviation	Part Number
All PRO Series	PRO	PRO
Number of antennas in housing/configuration	9 1	PRO9
Antenna abbreviation for Husky	H	PRO9H
Number of LTE Elements	# L	PRO9H4L
Number of WiFi Elements	# W	PRO9H4L4W
Number of GPS Elements (usually only 1 GPS per antenna, therefore we simply list G and no number)	G	PRO9H4L4WG
Cable length measured in feet 01 = 1', 15 = 15'	01, 15, etc,	PRO9H4L4WG15
Radome Color - B for Black, W for White	B or W	PRO9H4L4WG15B
If SMA connector, simply leave blank		PRO9H4L4WG15B
N connector	N	PRO9H4L4WG15BN
TNC connector	T	PRO9H4L4WG15BT

ENTERPRISE ANTENNAS

Series	Labrador	Weimaraner	Great Dane	Mag Mount - MM	Bull Dog	Husky	Pole Mount
Configuration Options	2 LTE	2 WIFI	2 LTE	2 LTE	8 LTE, 4 WIFI	4 LTE, 8 WIFI, GPS	N/A
Product Image							
P/N Example	PTAWM2L	PTAWM2W	PROGD2L	PTAMM2L06	PRO12BD8L4W	PRO9H4L4WG	PTA0149/PTA0149H
Performance Highlights	LTE Frequency Range: 698 - 894 MHz 1695 - 2200 MHz 2300 - 2700 MHz	WiFi Frequency Range: 2400 - 2483.5 MHz 4900 - 5900 MHz WIFI ONLY	LTE Frequency Range: 698 - 894 MHz 1695 - 2200 MHz	LTE Frequency Range: 698 - 960 MHz 1710 - 2700 MHz	LTE Frequency Range: 617 - 894 MHz 1695 - 2700 MHz 3300 - 3800 MHz 5150 - 5925 MHz WiFi Frequency Range: 2400 - 2483.5 MHz 4900 - 5900 MHz	LTE Frequency Range: 617 - 894 MHz 1695 - 2700 MHz 3300 - 3800 MHz 5150 - 5925 MHz WiFi Frequency Range: 2400 - 2483.5 MHz 4900 - 5900 MHz GPS/GNSS	Makes any bolt-mount antenna a pole-mount fixed application H is for K9, Belgian and Husky
AT&T Bands Supported	2, 4, 5, 14, 17, 29, 30, 66	N/A	2, 4, 5, 14, 17, 29, 66	2, 4, 5, 14, 17, 29, 30, 66	2, 4, 5, 14, 17, 29, 30, 46, 48, 66	2, 4, 5, 14, 17, 29, 30, 46, 48, 66	N/A
Verizon Bands Supported	2, 4, 5, 13, 66	N/A	2, 4, 5, 13, 66	2, 4, 5, 13, 66	2, 4, 5, 13, 46, 48, 66	2, 4, 5, 13, 46, 48, 66	N/A
T-Mobile Bands Supported	2, 4, 12, 66	N/A	2, 4, 12, 66	2, 4, 12, 66	2, 4, 12, 46, 48, 66, 71	2, 4, 12, 46, 48, 66, 71	N/A
Sprint Bands Supported	2, 25, 26, 41	N/A	2, 25, 26	2, 25, 26, 41	2, 25, 26, 41, 46, 48	2, 25, 26, 41, 46, 48	N/A
Radome Color	White	White	Tan	Black	White	Black or White	N/A
Configuration	2:1, Single Antenna	2:1, or Single Antenna	2:1	2:1	12:1, 10:1, 8:1, 4:1	13:1, 12:1, 11:1, 9:1, 7:1, 5:1, 4:1	N/A
Gigabit LTE Compatible					*** Cradlepoint 1200M Series Routers	*** Cradlepoint 1200M Series Routers	N/A

TAB 9

Required Documents
Appendix H

Enter your company's name here: __GTS Technology Solutions, Inc.__   Requisition #: __20R0028668__

SECTION 3: **SELF PERFORMING JUSTIFICATION** (If you responded "No" to SECTION 2, Item a, you must complete this SECTION and continue to SECTION 4.) If you responded "No" to SECTION 2, Item a, in the space provided below **explain how** your company will perform the entire contract with its own employees, supplies, materials and/or equipment.
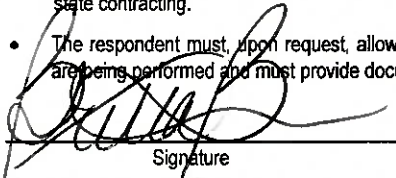
GTS headquarters a state of the art services division, located in Texas, with a 32,000 sqft Integration Facility including 44 technicians. Our clients leverage GTS to provide turnkey solutions beginning with receipt of product to configuration, testing, and field deployment, all in-house. GTS is able to cover all aspects of this request with our dedicated team of Project Managers, Internal Technicians, and Facility capabilities.

If sub-contracting opportunities are identified at a future date, we will immediately contact the Project Manager and HUB Coordinator and commit to perform a Good Faith Effort through solicitation of HUB firms and submit an amended HUB Subcontracting Plan.

SECTION 4: **AFFIRMATION**

As evidenced by my signature below, I affirm that I am an authorized representative of the respondent listed in SECTION 1, and that the information and supporting documentation submitted with the HSP is true and correct. Respondent understands and agrees that, if awarded any portion of the requisition:

- The respondent will provide notice as soon as practical to all the subcontractors (HUBs and Non-HUBs) of their selection as a subcontractor for the awarded contract. The notice must specify at a minimum the contracting agency's name and its point of contact for the contract, the contract award number, the subcontracting opportunity they (the subcontractor) will perform, the approximate dollar value of the subcontracting opportunity and the expected percentage of the total contract that the subcontracting opportunity represents. A copy of the notice required by this section must also be provided to the contracting agency's point of contact for the contract no later than ten (10) working days after the contract is awarded.

- The respondent must submit monthly compliance reports (Prime Contractor Progress Assessment Report – PAR) to the contracting agency, verifying its compliance with the HSP, including the use of and expenditures made to its subcontractors (HUBs and Non-HUBs). (The PAR is available at https://www.comptroller.texas.gov/purchasing/docs/hub-forms/ProgressAssessmentReportForm.xls).

- The respondent must seek approval from the contracting agency prior to making any modifications to its HSP, including the hiring of additional or different subcontractors and the termination of a subcontractor the respondent identified in its HSP. If the HSP is modified without the contracting agency's prior approval, respondent may be subject to any and all enforcement remedies available under the contract or otherwise available by law, up to and including debarment from all state contracting.

- The respondent must, upon request, allow the contracting agency to perform on-site reviews of the company's headquarters and/or work-site where services are being performed and must provide documentation regarding staffing and other resources.

Signature	Britta Butler	VP of Sales	11/12/2019
Signature	Printed Name	Title	Date (mm/dd/yyyy)

Reminder:

➤ If you responded "**Yes**" to SECTION 2, **Items c or d**, you must complete an "HSP Good Faith Effort - Method A (Attachment A)" for **each** of the subcontracting opportunities you listed in SECTION 2, Item b.

➤ If you responded "**No**" SECTION 2, **Items c and d**, you must complete an "HSP Good Faith Effort - Method B (Attachment B)" for **each** of the subcontracting opportunities you listed in SECTION 2, Item b.

CERTIFICATE OF INTERESTED PARTIES

FORM 1295

1 of 1

Complete Nos. 1 - 4 and 6 if there are interested parties. Complete Nos. 1, 2, 3, 5, and 6 if there are no interested parties.	**OFFICE USE ONLY** **CERTIFICATION OF FILING**

1 Name of business entity filing form, and the city, state and country of the business entity's place of business.

GTS Technology Solutions, Inc.

Austin, TX United States

Certificate Number:
2019-560822

Date Filed:
11/12/2019

2 Name of governmental entity or state agency that is a party to the contract for which the form is being filed.

Education Service Center Region 10

Date Acknowledged:

3 Provide the identification number used by the governmental entity or state agency to track or identify the contract, and provide a description of the services, goods, or other property to be provided under the contract.

EQ-101519-05
RUGGEDIZED LAPTOPS, TABLETS, ACCESSORIES AND RELATED PRODUCTS AND SERVICES

4 Name of Interested Party	City, State, Country (place of business)	Nature of interest (check applicable)	
		Controlling	Intermediary
Grant, Laura	Austin, TX United States	X	

5 Check only if there is NO Interested Party. ☐
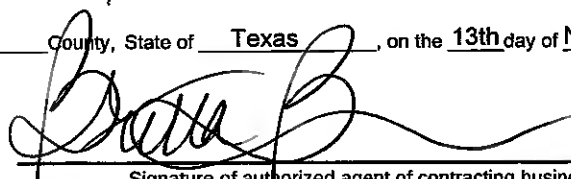
6 UNSWORN DECLARATION

My name is _____Britta Butler_____, and my date of birth is _____06/07/1975_____.

My address is __9211 Waterford Centre Blvd, Ste. 275__, __Austin__, __TX__, __78758__, __US__.
   (street)   (city)   (state)   (zip code)   (country)

I declare under penalty of perjury that the foregoing is true and correct.

Executed in ____Travis____ County, State of ____Texas____, on the 13th day of November, 20 19.
   (month)   (year)

_____
Signature of authorized agent of contracting business entity
(Declarant)

After completion of award, these documents will be available for public inspection.

Signature below certifies complete acceptance of Region 10 ESC's Open Records Policy, except as noted below (additional pages may be attached, if necessary).

Check one of the following responses to the Acknowledgment and Acceptance of Region 10 ESC's Open Records Policy below:

[X] We acknowledge Region 10 ESC's Public Information Act policy and declare that no information submitted with this proposal, or any part of our proposal, is exempt from disclosure under the Public Information Act.
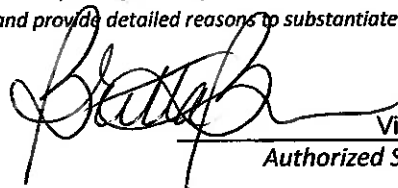
(Note: All information believed to be a trade secret or proprietary must be listed below. It is further understood that failure to identify such information, in strict accordance with the instructions below, will result in that information being considered public information and released, if requested under the Public Information Act.)

[ ] We declare the following information to be a trade secret or proprietary and exempt from disclosure under the Public Information Act.

(Note: Respondent must specify page-by-page and line-by-line the parts of the response, which it believes, are exempt. In addition, Respondent must specify which exception(s) are applicable and provide detailed reasons to substantiate the exception(s).

<u>11/8/2019</u>   <u>Vice President of Sales</u>
Date   *Authorized Signature & Title*

DOC #1 CLEAN AIR AND WATER ACT

I, the Vendor, am in compliance with all applicable standards, orders or regulations issued pursuant to the Clean Air Act of 1970, as Amended (42 U.S. C. 1857 (h), Section 508 of the Clean Water Act, as amended (33 U.S.C. 1368), Executive Order 117389 and Environmental Protection Agency Regulation, 40 CFR Part 15 as required under OMB Circular A-102, Attachment O, Paragraph 14 (1) regarding reporting violations to the grantor agency and to the United States Environment Protection Agency Assistant Administrator for the Enforcement.

Potential Vendor: ___GTS Technology Solutions, Inc._____

Title of Authorized Representative: ___Vice President of Sales_____

Mailing Address: _9211 Waterford Centre Blvd, Ste. 275, Austin, TX 78758_____

Signature: _____

DOC #2 DEBARMENT NOTICE

I, the Vendor, certify that my company has not been debarred, suspended or otherwise ineligible for participation in Federal Assistance programs under Executive Order 12549, "Debarment and Suspension", as described in the Federal Register and Rules and Regulations.

Potential Vendor: _____ GTS Technology Solutions, Inc. _____

Title of Authorized Representative: _____ Vice President of Sales _____

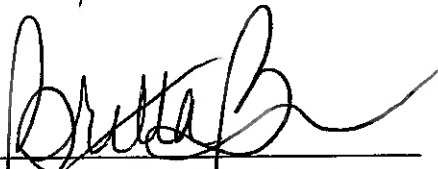Mailing Address: _____ 9211 Waterford Centre Blvd, Ste. 275, Austin, TX 78758 _____

Signature: _____

DOC #3 LOBBYING CERTIFICATION

Submission of this certification is a prerequisite for making or entering into this transaction and is imposed by Section 1352, Title 31, U.S. Code. This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Any person who fails to file the required certification shall be subject to civil penalty of not less than $10,000 and not more than $100,000 for each such failure.

The undersigned certifies, to the best of his/her knowledge and belief, that:

1. No Federal appropriated funds have been paid or will be paid 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.

2. If any funds other than Federal appropriated funds have been 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 contract or cooperative agreement, the undersigned shall complete and submit Standard Form LLL, "Disclosure of Lobbying Activities," in accordance with its instructions.

3. 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 at all appropriate tiers and that all sub-recipients shall certify and disclose accordingly.

Signature of Respondent

11/13/2019
Date

DOC #4 CONTRACTOR CERTIFICATION REQUIREMENTS

Contractor's Employment Eligibility
By entering the contract, Contractor warrants compliance with the Federal Immigration and Nationality Act (FINA), and all other federal and state immigration laws and regulations. The Contractor further warrants that it is in compliance with the various state statutes of the states it will operate this contract in.

Participating Government Entities including School Districts may request verification of compliance from any Contractor or subcontractor performing work under this Contract. These Entities reserve the right to confirm compliance in accordance with applicable laws.

Should the Participating Entities suspect or find that the Contractor or any of its subcontractors are not in compliance, they may pursue any and all remedies allowed by law, including, but not limited to: suspension of work, termination of the Contract for default, and suspension and/or debarment of the Contractor. All costs necessary to verify compliance are the responsibility of the Contractor.

The Respondent complies and maintains compliance with the appropriate statutes which requires compliance with federal immigration laws by State employers, State contractors and State subcontractors in accordance with the E-Verify Employee Eligibility Verification Program.

Contractor shall comply with governing board policy of the Region 10 ESC Participating entities in which work is being performed.

Fingerprint & Criminal Background Checks
If required to provide services on school district property at least five (5) times during a month, contractor shall submit a full set of fingerprints to the school district if requested of each person or employee who may provide such service. Alternately, the school district may fingerprint those persons or employees. An exception to this requirement may be made as authorized in Governing Board policy. The district shall conduct a fingerprint check in accordance with the appropriate state and federal laws of all contractors, subcontractors or vendors and their employees for which fingerprints are submitted to the district. Contractor, subcontractors, vendors and their employees shall not provide services on school district properties until authorized by the District.
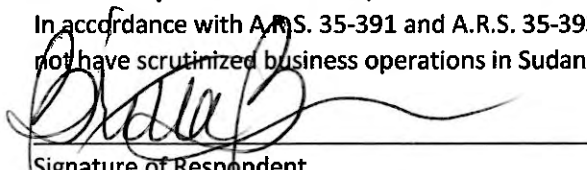
The Respondent shall comply with fingerprinting requirements in accordance with appropriate statutes in the state in which the work is being performed unless otherwise exempted.

Contractor shall comply with governing board policy in the school district or Participating Entity in which work is being performed.

Business Operations in Sudan, Iran
In accordance with A.R.S. 35-391 and A.R.S. 35-393, the Contractor hereby certifies that the contractor does not have scrutinized business operations in Sudan and/or Iran.

_____
Signature of Respondent

11/13/2019
_____
Date

DOC #5   ANTITRUST CERTIFICATION STATEMENTS

(Tex. Government Code § 2155.005)

I affirm under penalty of perjury of the laws of the State of Texas that:

(1) I am duly authorized to execute this contract on my own behalf or on behalf of the company, corporation, firm, partnership or individual (Company) listed below;

(2) In connection with this proposal, neither I nor any representative of the Company has violated any provision of the Texas Free Enterprise and Antitrust Act, Tex. Bus. & Comm. Code Chapter 15;

(3) In connection with this proposal, neither I nor any representative of the Company has violated any federal antitrust law; and

(4) Neither I nor any representative of the Company has directly or indirectly communicated any of the contents of this proposal to a competitor of the Company or any other company, corporation, firm, partnership or individual engaged in the same line of business as the Company.

VENDOR GTS Technology Solutions, Inc.

RESPONDANT

Signature

ADDRESS 9211 Waterford Centre Blvd, Ste. 275

Britta Butler

Austin, TX 78758

Printed Name

Vice President of Sales

Position with Company

PHONE 512-452-0651

AUTHORIZING OFFICIAL

FAX 512-452-0691

Signature
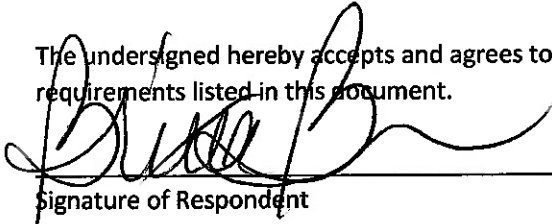
Printed Name

Position with Company

Offshore Performance of Work Prohibited: Due to security and identity protection concerns, direct services under this contract shall be performed within the borders of the United States.

Terrorism Country Divestments: In accordance with A.R.S. 35-392, Region 10 ESC and Region 10 ESC members are prohibited from purchasing from a company that is in violation of the Export Administration Act. By entering into the contract, contractor warrants compliance with the Export Administration Act.

The undersigned hereby accepts and agrees to comply with all statutory compliance and notice requirements listed in this document.

_____   11/13/2019
Signature of Respondent   Date

DOC #11   OWNERSHIP DISCLOSURE FORM (N.J.S. 52:25-24.2)

Pursuant to the requirements of P.L. 1999, Chapter 440 effective April 17, 2000 (Local Public Contracts Law), the Respondent shall complete the form attached to these specifications listing the persons owning 10 percent (10%) or more of the firm presenting the proposal.

Company Name: GTS Technology Solutions, Inc.

Street: 9211 Waterford Centre Blvd, Ste. 275

City, State, Zip Code: Austin, TX 78758

Complete as appropriate:

I _____Laura Grant_____ *, certify that I am the sole owner of*
GTS Technology Solutions, Inc._____ *, that there are no partners and the business is not incorporated, and the provisions of N.J.S. 52:25-24.2 do not apply.*
OR:

I _____ *, a partner in _____ , do hereby certify that the following is a list of all individual partners who own a 10% or greater interest therein. I further certify that if one (1) or more of the partners is itself a corporation or partnership, there is also set forth the names and addresses of the stockholders holding 10% or more of that corporation's stock or the individual partners owning 10% or greater interest in that partnership.*
OR:
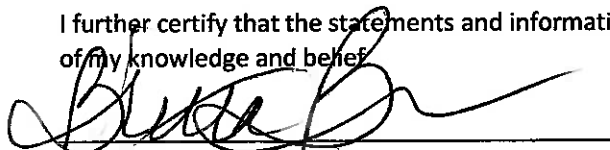
I _____ *, an authorized representative of*
_____ *, a corporation, do hereby certify that the following is a list of the names and addresses of all stockholders in the corporation who own 10% or more of its stock of any class. I further certify that if one (1) or more of such stockholders is itself a corporation or partnership, that there is also set forth the names and addresses of the stockholders holding 10% or more of the corporation's stock or the individual partners owning a 10% or greater interest in that partnership.*

(Note: If there are no partners or stockholders owning 10% or more interest, indicate none.)

Name	Address	Interest
None		

I further certify that the statements and information contained herein, are complete and correct to the best of my knowledge and belief.

_____   ___11/13/2019_____
Authorized Signature and Title   **Date**

DOC #12   NON-COLLUSION AFFIDAVIT

Company Name: GTS Technology Solutions, Inc.
Street: 9211 Waterford Centre Blvd, Ste. 275
City, State, Zip Code: Austin, TX 78758

State of Texas

*County of*_____Travis_____

*I,*_____Britta Butler_____ *of the*_____Austin_____
            Name   *City*

*in the County of*_____Travis_____, *State of*_____Texas_____ *of*
full age, being duly sworn according to law on my oath depose and say that:

*I am the*_____Vice President_____ *of the firm of*_____GTS Technology Solutions, Inc._____
            Title   *Company Name*

*the Respondent making the Proposal for the goods, services or public work specified under the Harrison
Township Board of Education attached proposal, and that I executed the said proposal with full authority to
do so; that said Respondent has not directly or indirectly entered into any agreement, participated in any
collusion, or otherwise taken any action in restraint of free, competitive bidding in connection with the above
proposal, and that all statements contained in said bid proposal and in this affidavit are true and correct, and
made with full knowledge that the Harrison Township Board of Education relies upon the truth of the
statements contained in said bid proposal and in the statements contained in this affidavit in awarding the
contract for the said goods, services or public work.*

*I further warrant that no person or selling agency has been employed or retained to solicit or secure such
contract upon an agreement or understanding for a commission, percentage, brokerage or contingent fee,
except bona fide employees or bona fide established commercial or selling agencies maintained by*

GTS Technology Solutions, Inc._____   _____   Vice President of Sales
Company Name   *Authorized Signature & Title*

Subscribed and sworn before me

this _13th_ day of _November_____, 20_19_

_____
Notary Public of Texas
My commission expires _10_/ 30 , 20_21_

SEAL

Page **53** of **77**

DOC #13   AFFIRMATIVE ACTION AFFIDAVIT (P.L. 1975, C.127)

Company Name: __GTS Technology Solutions, Inc.__

Street: __9211 Waterford Centre Blvd, Ste. 275__

City, State, Zip Code: __Austin, TX 78758__

Bid Proposal Certification:

Indicate below your compliance with New Jersey Affirmative Action regulations. Your proposal will be accepted even if you are not in compliance at this time. No contract and/or purchase order may be issued, however, until all Affirmative Action requirements are met.

Required Affirmative Action Evidence:

Procurement, Professional & Service Contracts (Exhibit A)

<u>*Vendors must submit with proposal:*</u>
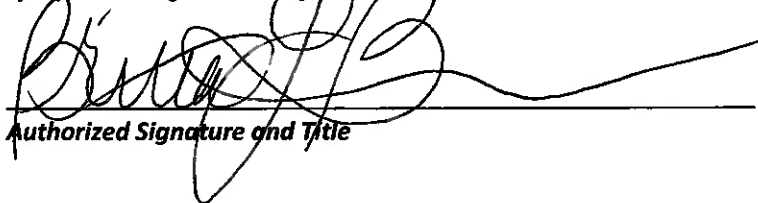
1.   *A photo copy of their <u>Federal Letter of Affirmative Action Plan Approval</u>*   _____
        OR
2.   *A photo copy of their <u>Certificate of Employee Information Report</u>*   _____
        OR
3.   *A complete <u>Affirmative Action Employee Information Report (AA302)</u>*   _____

Public Work – Over $50,000 Total Project Cost:

A.   No approved Federal or New Jersey Affirmative Action Plan. We will complete Report Form _____ AA201-A upon receipt from the Harrison Township Board of Education

B.   Approved Federal or New Jersey Plan – certificate enclosed   _____

I further certify that the statements and information contained herein, are complete and correct to the best of my knowledge and belief.

_____   __11/13/2019____
Authorized Signature and Title   **Date**

P.L. 1995, c. 127 (N.J.A.C. 17:27)
MANDATORY AFFIRMATIVE ACTION LANGUAGE

PROCUREMENT, PROFESSIONAL AND SERVICE CONTRACTS

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

The contractor or subcontractor, where applicable, will not discriminate against any employee or applicant for employment because of age, race, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation. The contractor will take affirmative action to ensure that such applicants are recruited

The contractor and its subcontractors shall furnish such reports or other documents to the Affirmative Action Office as may be requested by the office from time to time in order to carry out the purposes of these regulations, and public agencies shall furnish such information as may be requested by the Affirmative Action Office for conducting a compliance investigation pursuant to Subchapter 10 of the Administrative Code (NJAC 17:27).

_____

Signature of Procurement Agent

* <u>N.J.S.A.</u> 19:44A-3(s): "The term "legislative leadership committee" means a committee established, authorized to be established, or designated by the President of the Senate, the Minority Leader of the Senate, the Speaker of the General Assembly or the Minority Leader of the General Assembly pursuant to section 16 of P.L.1993, c.65 (C.19:44A-10.1) for the purpose of receiving contributions and making expenditures."

C. 271 POLITICAL CONTRIBUTION DISCLOSURE FORM
Required Pursuant To N.J.S.A. 19:44A-20.26

This form or its permitted facsimile must be submitted to the local unit no later than 10 days prior to the award of the contract.

Part I – Vendor Information

Vendor Name:	GTS Technology Solutions, Inc.		
Address:	9211 Waterford Centre Blvd, Ste. 275		
City:	Austin	State: TX	Zip: 78758

The undersigned being authorized to certify, hereby certifies that the submission provided herein represents compliance with the provisions of <u>N.J.S.A.</u> 19:44A-20.26 and as represented by the Instructions accompanying this form.

	Britta Butler	Vice President of Sales
Signature	Printed Name	Title

Part II – Contribution Disclosure

Disclosure requirement: Pursuant to <u>N.J.S.A.</u> 19:44A-20.26 this disclosure must include all reportable political contributions (more than $300 per election cycle) over the 12 months prior to submission to the committees of the government entities listed on the form provided by the local unit.

☐ Check here if disclosure is provided in electronic form.

Contributor Name	Recipient Name	Date	Dollar Amount
N/A			$

☐ Check here if the information is continued on subsequent page(s)