



**Region 10 ESC**  
**RFP #EQ-101519-05**  
**Ruggedized Laptops, Tablets, Accessories**  
**And Related Products & Services**  
**Due: November 18, 2019 @ 2:00 PM**

**Troxell Communications Contact:**  
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# TAB 1

## Appendix A: VENDOR CONTRACT AND SIGNATURE FORM

*This Vendor Contract and Signature Form ("Contract") is made as of \_\_\_\_\_, by and between \_\_\_\_\_ ("Vendor") and Region 10 Education Service Center ("Region 10 ESC") for the purchase of RUGGEDIZED LAPTOPS, TABLETS, ACCESSORIES AND RELATED PRODUCTS AND SERVICES ("the products and services").*

### RECITALS

WHEREAS, both parties agree and understand that the following pages will constitute the contract between the successful vendor(s) and Region 10 ESC, having its principal place of business at **Education Service Center, Region 10, 400 E Spring Valley Rd, Richardson, TX 75081**

WHEREAS, Vendor agrees to include, in writing, any required exceptions or deviations from these terms, conditions, and specifications; and it is further understood that if agreed to by Region 10 ESC, said exceptions or deviations will be incorporated into the final contract "Vendor Contract."

WHEREAS, this contract consists of the provisions set forth below, including provisions of all attachments referenced herein. In the event of a conflict between the provisions set forth below and those contained in any attachment, the provisions set forth below shall control.

WHEREAS, the Vendor Contract will provide that any state, county, special district, local government, school district, private K-12 school, technical or vocational school, higher education institution (including community colleges, colleges and universities, both public and private), other government agencies or non-profit organization may purchase products and services at prices indicated in the Vendor Contract upon registering and becoming a member with Region 10 ESC; and it being further understood that Region 10 ESC shall act as the Lead Agency with respect to all such purchase agreements.

WHEREAS, Equalis Group has the administrative and legal capacity to administer purchases on behalf of Region 10 ESC under the Vendor Contract with participating public agencies and entities, as permitted by applicable law.

### ARTICLE 1- GENERAL TERMS AND CONDITIONS

1.1 Equalis Group shall be afforded all of the rights, privileges and indemnifications afforded to Region 10 ESC under the Vendor Contract, and such rights, privileges and indemnifications shall accrue and apply with equal effect to Equalis Group, including, without limitation, Vendor's obligation to provide insurance and other indemnifications to Lead Agency.

1.2 Awarded vendor shall perform all duties, responsibilities and obligations, set forth in this agreement, and required under the Vendor Contract.

1.3 Equalis Group shall perform its duties, responsibilities and obligations as administrator of purchases, set forth in this agreement, and required under the Vendor Contract.



1.4 **Customer Support:** The vendor shall provide timely and accurate technical advice and sales support to Region 10 ESC staff, Equalis Group staff and participating agencies. The vendor shall respond to such requests within one (1) working day after receipt of the request.

## **ARTICLE 2- ANTICIPATED TERM OF AGREEMENT**

2.1 **Term:** The term of the Contract shall commence upon award and shall remain in effect for a period of three (3) years, unless terminated, canceled or extended as otherwise provided herein. The Contractor agrees that Region 10 ESC shall have the right, at its sole option, to renew the Contract for two (2) additional one-year periods or portions thereof. In the event that Region 10 ESC exercises such rights, all terms, conditions and provisions of the original Contract shall remain the same and apply during the renewal period with the possible exception of price and minor scope additions and/or deletions.

2.2 **Automatic Renewal:** Renewal will take place automatically for one (1) year unless Region 10 ESC gives written notice to the awarded supplier at least ninety (90) days prior to the expiration.

## **ARTICLE 3- REPRESENTATIONS AND COVENANTS**

**Scope:** This contract is based on the need to provide the economic benefits of volume purchasing and reduction in administrative costs through cooperative purchasing to schools and other members.

**Compliance:** Cooperative Purchasing Agreements between Equalis Group and its Members have been established under state procurement law.

**Respondent's promise:** Respondent agrees all prices, terms, warranties, and benefits granted by Respondent to Members through this contract are comparable to or better than the equivalent terms offered by Respondent to any present customer meeting the same qualifications or requirements.

## **ARTICLE 4- FORMATION OF CONTRACT**

4.1. **Respondent contract documents:** Region 10 ESC will review proposed Respondent contract documents. Vendor's contract document shall not become part of Region 10 ESC's contract with vendor unless and until an authorized representative of Region 10 ESC reviews and approves it.

4.2. **Form of contract:** The form of contract for this solicitation shall be the Request for Proposal, the awarded proposal(s) to the lowest responsible Respondent(s), and properly issued and reviewed purchase orders referencing the requirements of the Request for Proposal. If a firm submitting a proposal requires Region 10 ESC and/or Member to sign an additional agreement, a copy of the proposed agreement must be included with the proposal.

4.3. **Entire Agreement (Parol evidence)**: The contract, as specified above, represents the final written expression of agreement. All agreements are contained herein and no other agreements or representations that materially alter it are acceptable.

4.4. **Assignment of Contract**: No assignment of contract may be made without the prior written approval of Region 10 ESC. Purchase orders and payment can only be made to awarded vendor unless otherwise approved by Region 10 ESC. Awarded vendor is required to notify Region 10 ESC when any material change in operations is made that may adversely affect members (i.e. awarded vendor bankruptcy, change of ownership, merger, etc.).

4.5. **Contract Alterations**: No alterations to the terms of this contract shall be valid or binding unless authorized and signed with a “wet signature” by a Region 10 ESC staff member.

4.6. **Order of precedence**: In the event of a conflict in the provisions of the contract as accepted by Region 10 ESC, the following order of precedence shall prevail:

- Special terms and conditions
- General terms and conditions
- Specifications and scope of work
- Attachments and exhibits
- Documents referenced or included in the solicitation

4.8 **Supplemental Agreements**: The entity participating in the Region 10 ESC contract and awarded vendor may enter into a separate supplemental agreement to further define the level of service requirements over and above the minimum defined in this contract i.e. invoice requirements, ordering requirements, specialized delivery, etc. Any supplemental agreement developed as a result of this contract is exclusively between the participating entity and awarded vendor. Neither Region 10 ESC, Equalis Group, its agents, members and employees shall be made party to any claim for breach of such agreement.

## **ARTICLE 5- TERMINATION OF CONTRACT**

5.1. **Cancellation for non-performance or contractor deficiency**: Region 10 ESC may terminate any contract if Members have not used the contract, or if purchase volume is determined to be low volume in any 12-month period. Region 10 ESC reserves the right to cancel the whole or any part of this contract due to failure by contractor to carry out any obligation, term or condition of the contract. Region 10 ESC may issue a written deficiency notice to contractor for acting or failing to act in any of the following:

- i. Providing material that does not meet the specifications of the contract;
- ii. Providing work and/or material that was not awarded under the contract;
- iii. Failing to adequately perform the services set forth in the scope of work and specifications;
- iv. Failing to complete required work or furnish required materials within a reasonable amount of time;
- v. Failing to make progress in performance of the contract and/or giving Region 10 ESC reason to believe that contractor will not or cannot perform the requirements of the contract; and/or

- vi. Performing work or providing services under the contract prior to receiving a Region 10 ESC reviewed purchase order for such work.

Upon receipt of a written deficiency notice, contractor shall have ten (10) days to provide a satisfactory response to Region 10 ESC. Failure to adequately address all issues of concern may result in contract cancellation. Upon cancellation under this paragraph, all goods, materials, work, documents, data and reports prepared by contractor under the contract shall become the property of the Member on demand.

5.2 **Termination for cause:** If, for any reason, the Vendor fails to fulfill its obligation in a timely manner, or if the vendor violates any of the covenants, agreements, or stipulations of this contract, Region 10 ESC reserves the right to terminate the contract immediately and pursue all other applicable remedies afforded by law. Such termination shall be effective by delivery of notice, to the vendor, specifying the effective date of termination. In such event, all documents, data, studies, surveys, drawings, maps, models and reports prepared by vendor for this solicitation may become the property of the participating agency or entity. If such event does occur then vendor will be entitled to receive just and equitable compensation for the satisfactory work completed on such documents.

5.3 **Delivery/Service failures:** Failure to deliver goods or services within the time specified or within a reasonable time period as interpreted by the purchasing agent, or failure to make replacements or corrections of rejected articles/services when so requested shall constitute grounds for the contract to be terminated. In the event that the participating agency or entity must purchase in an open market, contractor agrees to reimburse the participating agency or entity, within a reasonable time period, for all expenses incurred.

5.4 **Force Majeure:** If by reason of Force Majeure, either party hereto shall be rendered unable wholly or in part to carry out its obligations under this Agreement then such party shall give notice and full particulars of Force Majeure in writing to the other party within a reasonable time after occurrence of the event or cause relied upon, and the obligation of the party giving such notice, so far as it is affected by such Force Majeure, shall be suspended during the continuance of the inability then claimed, except as hereinafter provided, but for no longer period, and such party shall endeavor to remove or overcome such inability with all reasonable dispatch.

The term Force Majeure as employed herein, shall mean acts of God, strikes, lockouts, or other industrial disturbances, act of public enemy, orders of any kind of government of the United States or the State of Texas or any civil or military authority; insurrections; riots; epidemics; landslides; lighting; earthquake; fires; hurricanes; storms; floods; washouts; droughts; arrests; restraint of government and people; civil disturbances; explosions, breakage or accidents to machinery, pipelines or canals, or other causes not reasonably within the control of the party claiming such inability. It is understood and agreed that the settlement of strikes and lockouts shall be entirely within the discretion of the party having the difficulty, and that the above requirement that any Force Majeure shall be remedied with all reasonable dispatch shall not require the settlement of strikes and lockouts by acceding to the demands of the opposing party or parties when such settlement is unfavorable in the judgment of the party having the difficulty

5.5 **Standard Cancellation:** Either party may cancel this contract in whole or in part by providing written notice. The cancellation will take effect 90 business days after the other party receives the notice of cancellation. After the 90th business day all work will cease following completion of final purchase order. Region 10 ESC reserves the right to request additional items not already on contract at any time.

## ARTICLE 6- LICENSES

6.1 **Duty to keep current license:** Vendor shall maintain in current status all federal, state and local licenses, bonds and permits required for the operation of the business conducted by vendor. Vendor shall remain fully informed of and in compliance with all ordinances and regulations pertaining to the lawful provision of services under the contract. Region 10 ESC reserves the right to stop work and/or cancel the contract of any vendor whose license(s) expire, lapse, are suspended or terminated.

6.2 **Suspension or Debarment:** Respondent shall provide a letter in the proposal notifying Region 10 ESC of any debarment, suspension or other lawful action taken against them by any federal, state, or local government within the last five (5) years that precludes Respondent or its employees from participating in any public procurement activity. The letter shall state the duration of the suspension or action taken, the relevant circumstances and the name of the agency imposing the suspension. Failure to supply or disclose this information may be grounds for cancellation of contract.

6.3 **Survival Clause:** All applicable software license agreements, warranties or service agreements that were entered into between Vendor and Customer/participating member under the terms and conditions of the Contract shall survive the expiration or termination of the Contract. All Purchase Orders issued and accepted by Order Fulfiller shall survive expiration or termination of the Contract.

## ARTICLE 7- DELIVERY PROVISIONS

7.1 **Delivery:** Vendor shall deliver said materials purchased on this contract to the participating member issuing a Purchase Order. Conforming product shall be shipped within 7 days of receipt of Purchase Order. If delivery is not or cannot be made within this time period the vendor must receive authorization from the purchasing agency for the delayed delivery. At this point the participating entity may cancel the order if estimated shipping time is not acceptable.

7.2 **Inspection & Acceptance:** If defective or incorrect material is delivered, purchasing agency may make the determination to return the material to the vendor at no cost to the purchasing agency. The vendor agrees to pay all shipping costs for the return shipment. Vendor shall be responsible for arranging the return of the defective or incorrect material.

7.3 **Responsibility for supplies tendered:** Vendor shall be responsible for the materials or supplies covered by this contract until they are delivered to the designated delivery point.

7.4 **Shipping Instructions:** Unless otherwise specified, each case, crate, barrel, package, etc, delivered under this contract must be plainly labeled, securely tagged, stating Vendor's name, purchase order number, quantity contained therein, and delivery address as indicated in the order. Deliveries must be made within the hours of 8:00 am – 4:00 pm. Deliveries at any other time (including Saturdays, Sundays and holidays) will not be accepted unless arrangements have been made in advance with the receiver at the delivery point. Vendor understands that it is their responsibility to ensure compliance with the delivery instructions outlined in this agreement.

7.5 **Additional charges:** Unless bought on F.O.B. "shipping point" and Vendor prepays transportation, no delivery charges shall be added to invoices except when express delivery is authorized and substituted on orders for the method specified in the contract. In such cases, the difference between freight or mail and express charges may be added to the invoice.

7.6 **Buyer's delays:** Region 10 ESC will not be responsible for any late fees due the prime contractor by the participating member. The prime contractor will negotiate with the participating agency for the recovery of damages related to expenses incurred by the vendor for a delay for which the Region 10 ESC member is responsible, which is unreasonable, and which was not within the contemplation of the parties to the contract between the two parties.

## **ARTICLE 8- BILLING AND REPORTING**

8.1 **Payments:** The participating entity using the contract will make payments directly to the awarded vendor.

Payment shall be made after satisfactory performance, in accordance with all provisions thereof, and upon receipt of a properly completed invoice.

8.3 **Progress payments:** Progress payments may be made by the participating agency to the contractor on the basis of a duly certified and approved estimate of the work performed during the preceding month, if both parties agree to such a payment schedule. All progress payments must be invoiced to the participating member. It is the responsibility of the member to review and approve any estimates of work completed. If the member issues a written statement to the Respondent that the estimate of work is not approved and certified, the member may withhold an amount from the progress payment that the member reasonably expects to incur in correcting the deficiency set forth in the written finding, as permitted by applicable State law. In such cases, the Respondent agrees to hold member harmless for any deficiency payment.

The prime contractor must agree to pay any subcontractors or material vendors within seven (7) days of their receipt of the progress payment, unless otherwise agreed on in writing between the parties involved. The contractor shall pay Equalis Group progress payments in accordance with this paragraph.

At the time all bonds are in place, the prime contractor and the participating member will agree upon a schedule of payments based on identifiable milestones. Acceptance of final payment is a waiver of all claims except unsettled claims previously made in writing.

8.4 **Tax Exempt Status:** Since this is a national contract, knowing the tax laws in each state is the sole responsibility of the Vendor.

8.5 **Performance and Payment Bonds** (in applicable states): Upon execution of a contract between participating agency and prime contractor, performance and payment bonds shall be provided to the member as required by pertinent state law. The prime contractor agrees to notify the participating member in writing of this requirement before accepting any work orders. If the prime contractor fails to deliver any required performance or payment bonds, the contract with Region 10 ESC may be terminated. The contractor may be asked to supply copies of performance and payment bonds to Region 10 ESC for administrative purposes.

An irrevocable payment bond in an amount equal to 100% of the price specified in the contract between the prime contractor and the participating member shall be executed by a surety company authorized to do business in the state of the member or in the ruling jurisdiction of the member. This bond will protect all persons supplying labor and material to the prime contractor for the performance of the work provided in the contract. Such bonds are taxable at the contractor's tax rate. An irrevocable performance bond in an amount equal to 100% of the price specified in the contract between the participating member and the prime contractor shall be executed by a surety company authorized to do business in the state of the member or the ruling jurisdiction of the member.

**8.6 Retention:** When fifty (50) percent of the work is completed, one half of the amount retained shall be paid to the prime contractor if the prime contractor requests payment and if the participating member is satisfied with the progress of the work. After the work is fifty (50) percent completed, no more than five percent of the amount of any subsequent progress payments shall be retained, unless the governing board of the participating member determines satisfactory progress is not being made, at which point ten percent retention shall be reinstated.

Ten (10) percent of all contract payments shall be retained by the participating member as insurance of proper performance of the prime contractor. Participating member shall deposit retained amounts into an interest-bearing account, if required by applicable law governing the participating member. Interest earned on the retained amounts shall be paid to the prime contractor upon completion of the project, or as otherwise required by applicable governing the participating member. Prime contractor agrees to identify the amount to be retained on invoices to participating member for each progress payment.

If the participating member and the prime contractor agree to a substitute security, the prime contractor must provide participating member with a signed and acknowledged waiver of any right or power of the obligor to set off any claim against the member.

**8.7 Reporting:** Vendor shall electronically provide Equalis Group with a detailed line item monthly report showing the dollar volume of all member product sales under the contract for the previous month. Reports shall be sent via e-mail to Equalis Group offices at [reporting@equalisgroup.org](mailto:reporting@equalisgroup.org). Reports are due on the **fifteenth (15<sup>th</sup>)** day after the close of the previous month. It is the responsibility of the awarded vendor to collect and compile all sales under the contract from participating members and submit one (1) report. The report shall include at least the following information as listed in this section:

<b>Member Data</b>	Equalis Member ID
	Vendor Customer Number
	Customer Name
	Customer Street Address
	Customer City
	Customer Zip Code
	Customer State
<b>Distributor Data</b>	Distributor Name
	Distributor ID
	Distributor Street Address
	Distributor City

	Distributor Zip Code
	Distributor State
<b>Product Data</b>	Product Category level 1
	Product Category level 2 ( <i>Where available or applicable</i> )
	Product Category level 3 ( <i>Where available or applicable</i> )
	Distributor Product Number
	Manufacturer Product Number
	Product Description
	Product Brand Name
	Product packaging Unit of Measure level 1
	Product packaging Unit of Measure level 2
	Product packaging Unit of Measure level 3
<b>Spend Data</b>	Purchase Unit of Measure
	Purchase Quantity
	Distributor Landed Cost Total \$ (without deviations)
	Distributor Landed Cost Total \$ (with mfr deviations)
	Customer Purchase Total \$
	Admin Fee %
	Admin Fee \$

## ARTICLE 9- PRICING

9.1 **Market competitive guarantee:** Vendor agrees to provide market competitive pricing, based on the value offered upon award, to Region 10 ESC and its participating public agencies throughout the duration of the contract.

9.2 **Price increase:** Should it become necessary or proper during the term of this contract to make any change in design or any alterations that will increase expense, Region 10 ESC must be notified immediately. Price increases must be approved by Lead Agency and no payment for additional materials or services, beyond the amount stipulated in the contract, shall be paid without prior approval. All price increases must be supported by manufacture documentation, or a formal cost justification letter.

Vendor must honor previous prices for thirty (30) days after approval and written notification from Region 10 ESC if requested.

It is Vendor's responsibility to keep all pricing up to date and on file with Region 10 ESC. All price changes must be provided to Region 10 ESC, using the same format as was accepted in the original contract.

9.3 **Additional Charges:** All deliveries shall be freight prepaid, F.O.B. destination and shall be included in all pricing offered unless otherwise clearly stated in writing.

9.4 **Price reduction and adjustment:** Price reduction may be offered at any time during contract and shall become effective upon notice of acceptance from Region 10 ESC. Special, time-limited reductions are permissible under the following conditions: 1) reduction is available to all Members equally; 2) reduction is for a specific time period, normally not less than thirty (30) days; 3) original price is not exceeded after the time-limit; and 4) Region 10 ESC has approved the new prices prior to any offer of the prices to a Member. Vendor shall offer Region 10 ESC any published price reduction during the contract period.

9.5 **Prevailing Wage:** It shall be the responsibility of the Vendor to comply, when applicable, with the prevailing wage legislation in effect in the jurisdiction of the purchaser (Region 10 ESC or its Participating Members). It shall further be the responsibility of the Vendor to monitor the prevailing wage rates as established by the appropriate Department of Labor for any increase in rates during the term of this contract and adjust wage rates accordingly.

9.6 **Administrative Fees:** The Vendor agrees to pay administrative fees to Equalis Group based on the terms set in Attachment A. All pricing submitted to Region 10 ESC shall include the administrative fee to be remitted to Equalis Group by the awarded vendor.

## **ARTICLE 10- PRICING AUDIT**

10.1 **Audit rights:** Vendor shall, at Vendor's sole expense, maintain appropriate due diligence of all purchases made by Region 10 ESC and any participating entity that accesses this Agreement. Equalis Group and Region 10 ESC each reserve the right to audit the accounting for a period of three (3) years from the time such purchases are made. This audit right shall survive termination of this Agreement for a period of one (1) year from the effective date of termination. In the State of New Jersey, this audit right shall survive termination of this Agreement for a period of five (5) years from the date of final payment. Such records shall be made available to the New Jersey Office of the State Comptroller upon request. Region 10 ESC shall have the authority to conduct random audits of Vendor's pricing that is offered to eligible entities at Region 10 ESC's sole cost and expense. Notwithstanding the foregoing, in the event that Region 10 ESC is made aware of any pricing being offered to eligible agencies that is materially inconsistent with the pricing under this agreement, Region 10 ESC shall have the ability to conduct an extensive audit of Vendor's pricing at Vendor's sole cost and expense. Region 10 ESC may conduct the audit internally or may engage a third-party auditing firm. In the event of an audit, the requested materials shall be provided in the format and at the location designated by Region 10 ESC or Equalis Group.

## **ARTICLE 11- PROPOSER PRODUCT LINE REQUIREMENTS**

11.1 **Current products:** Proposals shall be for materials and equipment in current production and marketed to the general public and education/government agencies at the time the proposal is submitted.

11.2 **Discontinued products:** If a product or model is discontinued by the manufacturer, Vendor may substitute a new product or model if the replacement product meets or exceeds the specifications and performance of the discontinued model and if the discount is the same or greater than the discontinued model.



11.3 **New products/Services:** New products and/or services that meet the scope of work may be added to the contract. Pricing shall be equivalent to the percentage discount for other products. Vendor may replace or add product lines to an existing contract if the line is replacing or supplementing products on contract, is equal or superior to the original products offered, is discounted in a similar or to a greater degree, and if the products meet the requirements of the solicitation. No products and/or services may be added to avoid competitive procurement requirements. Region 10 ESC may require additions to be submitted with documentation from Participating Members demonstrating an interest in, or a potential requirement for, the new product or service. Region 10 ESC may reject any additions without cause.

11.4 **Options:** Optional equipment for products under contract may be added to the contract at the time they become available under the following conditions: 1) the option is priced at a discount similar to other options; 2) the option is an enhancement to the unit that improves performance or reliability.

11.5 **Product line:** Vendors with a published catalog may submit the entire catalog. Region 10 ESC reserves the right to select products within the catalog for award without having to award all contents. Region 10 ESC may reject any addition of equipment options without cause.

11.6 **Warranty conditions:** All supplies, equipment and services shall include manufacturer's minimum standard warranty and one (1) year labor warranty unless otherwise agreed to in writing.

11.7 **Buy American requirement:** (for New Jersey and all other applicable States) Vendors may only use unmanufactured construction material mined or produced in the United States, as required by the Buy American Act. Where trade agreements apply, to the extent permitted by applicable law, then unmanufactured construction material mined or produced in a designated country may also be used. Vendors are required to check state specific requirements to ensure compliance with this requirement.

## **ARTICLE 12- SITE REQUIREMENTS**

12.1 **Cleanup:** Vendor shall clean up and remove all debris and rubbish resulting from their work as required or directed by Member. Upon completion of the work, the premises shall be left in good repair and an orderly, neat, clean and unobstructed condition conducive to the Member's business purpose.

12.2 **Site Preparation:** Vendor shall not begin a project for which Participating Member has not prepared the site, unless Vendor does the preparation work at no cost, or until Participating Member includes the cost of site preparation in a purchase order to the contractor. Site preparation includes, but is not limited to moving furniture, moving equipment or obstructions to the work area, installation of wiring for networks or any other necessary pre-installation requirements.

12.3 **Registered sex offender restrictions:** For work to be performed at schools, Vendor agrees that no employee or employee of a subcontractor who has been adjudicated to be a registered sex offender will perform work at any time when students are or are reasonably expected to be present. Vendor agrees that a violation of this condition shall be considered a material breach and may result in the cancellation of the purchase order at the Participating Member's discretion. Vendor must identify any additional costs associated with compliance of this term. If no costs are specified, compliance with this term will be provided at no additional charge. Vendor is also responsible for ensuring that their employees or

contractors who have direct contact with students are properly fingerprinted and background checked in accordance with local state law, if applicable.

12.4 **Safety measures:** Vendor shall take all reasonable precautions for the safety of employees on the worksite, and shall erect and properly maintain all necessary safeguards for protection of workers and the public. Vendor shall post warning signs against all hazards created by its operation and work in progress. Proper precautions shall be taken pursuant to state law and standard practices to protect workers, general public and existing structures from injury or damage.

12.5 **Smoking/Tobacco:** Persons working under the contract shall adhere to local tobacco and smoking (including e-cigarettes/vaping) policies. Smoking will only be permitted in posted areas or off premises.

12.6 **Stored materials:** Upon prior written agreement between the vendor and Member, payment may be made for materials not incorporated in the work but delivered and suitably stored at the site or some other location, for installation at a later date. An inventory of the stored materials must be provided to Participating Member with the application for payment seeking compensation for stored materials. Such materials must be stored and protected in a secure location, and be insured for their full value by the vendor against loss and damage. Vendor agrees to provide proof of coverage and/or addition of Participating Member as an additional insured upon Participating Member's request. Additionally, if stored offsite, the materials must also be clearly identified as property of buying Participating Member and be separated from other materials. Participating Member must be allowed reasonable opportunity to inspect and take inventory of stored materials, on or offsite, as necessary.

Until final acceptance by the Participating Member, it shall be the Vendor's responsibility to protect all materials and equipment. Vendor warrants and guarantees that title for all work, materials and equipment shall pass to the Member upon final acceptance.

12.7 **Maintenance Facilities and Support:** It is preferred that each contractor should have maintenance facilities and a support system available for servicing and repair of product and/or equipment. If a third party is to be used to provide maintenance and support to the participating member, Respondent must notify Region 10 ESC of that third party information. All technicians, applicators, installers shall be fully certified, trained and licensed to perform said duties.

## **ARTICLE 13- MISCELENOUS**

13.1 **Funding Out Clause:** Any/all contracts exceeding one (1) year shall include a standard "funding out" clause. A contract for the acquisition, including lease, of real or personal property is a commitment of the entity's current revenue only, provided the contract contains either or both of the following provisions:

"Retains to the entity the continuing right to terminate the contract at the expiration of each budget period during the term of the contract and is conditioned on a best efforts attempt by the entity to obtain appropriate funds for payment of the contract in the subsequent fiscal year."

13.2 **Disclosures:** Vendor affirms that he/she has not given, offered to give, nor intends to give at any time hereafter any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor or service to a public servant in connection with this contract.

Vendor has a continuing duty to disclose a complete description of any and all relationships that might be considered a conflict of interest in doing business with participants in Equalis Group.

Vendor affirms that, to the best of his/her knowledge, the offer was arrived at independently, and was submitted without collusion with anyone to obtain information or gain any favoritism that would in any way limit competition or give an unfair advantage over other vendors in the award of this contract.

13.3 **Indemnity**: Vendor shall protect, indemnify, and hold harmless both Region 10 ESC and Equalis Group and its participants, administrators, employees and agents against all claims, damages, losses and expenses arising out of or resulting from the actions of Vendor, Vendor employees or Vendor subcontractors in the preparation of the solicitation and the later execution of the contract, including any supplemental agreements with members. Any litigation involving either Region 10 ESC or Equalis Group, its administrators and employees and agents shall be in a court of competent jurisdiction in Dallas County, Texas. Texas law shall apply to any such suit, without giving effect to its choice of laws provisions. Any litigation involving Equalis Group participating members shall be in the jurisdiction of the participating agency.

13.4 **Franchise Tax**: Vendor hereby certifies that he/she is not currently delinquent in the payment of any required franchise taxes, and shall remain current on any such franchise taxes throughout the term of this contract.

13.5 **Marketing**: Vendor agrees to allow Region 10 ESC and Equalis Group to use their name and logo within website, marketing materials and advertisement. Any use of the Region 10 ESC or Equalis Group name and logo or any form of publicity, inclusive of press releases, regarding this contract by Vendor must have prior approval from Region 10 ESC.

13.6 **Insurance**: Unless otherwise modified elsewhere in this document, prior to commencing services under this contract for a participating member, contractor shall procure, provide and maintain during the life of this agreement comprehensive public liability insurance to include course of construction insurance and automobile liability, providing limits of not less than \$1,000,000.00 per occurrence. The insurance form will be an "all risk" type of policy with standard exclusions. Coverage will include temporary structures, scaffolding, temporary office trailers, materials, and equipment. Contractor shall pay for the deductibles required by the insurance provided under this agreement.

Certificates of insurance shall be delivered to the participant prior to commencement of work. The insurance company shall be licensed to do business and write the appropriate lines of insurance in the applicable state in which work is being conducted. Vendor shall give the participating entity a minimum of ten (10) days notice prior to any modifications or cancellation of policies. Vendor shall require all subcontractors performing any work to maintain coverage as specified.

Prior to commencing any work under this contract, any subcontractor shall also procure, provide, and maintain, at its own expense until final acceptance of the work performed, insurance coverage in a form acceptable to the prime contractor. All subcontractors shall provide worker's compensation insurance which waives all subrogation rights against the prime contractor and member.

13.7 **Subcontracts/Sub Contractors**: If Vendor serves as prime contractor, it shall not enter into any subcontract subject to this solicitation without prior approval from Region 10 ESC. Any/all subcontractors shall abide by the terms and conditions of this contract and the solicitation.

No subcontract relationships shall be entered into with a party not licensed to do business in the jurisdiction in which the work will be performed. Contractor must use subcontractors openly, include such arrangements in the proposal, and certify upon request that such use complies with the rules associated with the procurement codes and statutes in the state in which the contractor is conducting business.

Contractor agrees to pay subcontractors in a timely manner. Failure to pay subcontractors for work faithfully performed and properly invoiced may result in suspension or termination of this contract. Prior to participating member's release of final retained amounts, Contractor shall produce verified statements from all subcontractors and material suppliers that those entities have been paid in full amounts due and owing to them.

13.8 **Legal Obligations:** It is the Respondent's responsibility to be aware of and comply with all local, state, and federal laws governing the sale of products/services identified in this RFP and any awarded contract and shall comply with all while fulfilling the RFP. Applicable laws and regulation must be followed even if not specifically identified herein.

[Remainder of Page Intentionally Left Blank- Signatures follow on Signature Form]

## 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	Troxell Communications, Inc. dba Summit Integration Systems
Address	906 W McDermott Dr, #294
City/State/Zip	Allen, TX 75013
Telephone No.	972-542-8560
Fax No.	972-542-8563
Email address	dave.johnson@trox.com - Dave Johnson, Account Executive
Printed name	
Position with company	
Authorized signature	Provided upon award

**Term of contract** TBD **to** TBD

Unless otherwise stated, all contracts are for a period of one (1) year with an option to renew annually for an additional (4) 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.

\_\_\_\_\_  
Region 10 ESC Authorized Agent

\_\_\_\_\_  
Date

\_\_\_\_\_  
Print Name

**Equalis Group Contract Number** \_\_\_\_\_

**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:**

☒ 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.)*

# TAB 2

## 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)

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

\*Please note that additional shipping charges apply, for orders to Alaska and Hawaii

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

- |   |  |
|---|--|
| <input type="checkbox"/> American Samoa                 | <input type="checkbox"/> Northern Marina Islands |
| <input type="checkbox"/> Federated States of Micronesia | <input type="checkbox"/> Puerto Rico             |
| <input type="checkbox"/> Guam                           | <input type="checkbox"/> U.S. Virgin Islands     |
| <input type="checkbox"/> 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

\*Troxell works with various diversity certification organizations throughout the country, including Texas HUB. Please see attached Affirmative Action Plan.

*(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: N/A

### 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: N/A

### c. Disabled Veterans Business Enterprise (DVBE)

Respondent certifies that this firm is a DVBE ☐ Yes ☒ No

List certifying agency: N/A

### d. Historically Underutilized Businesses (HUB)

Respondent certifies that this firm is a HUB ☐ Yes ☒ No

List certifying agency: N/A

### e. Historically Underutilized Business Zone Enterprise (HUBZone)

Respondent certifies that this firm is a HUBZone ☐ Yes ☒ No

List certifying agency: N/A

### f. Other

Respondent certifies that this firm is a recognized diversity certificate holder ☐ Yes ☒ No

List certifying agency: N/A

#### 4. Residency

Responding Company's principal place of business is in the city of Phoenix State of AZ.

#### 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 3<sup>rd</sup> box is checked a detailed explanation of the names and convictions must be attached.

#### 6. Processing Information

Company contact for: Troxell Communications, Inc. dba Summit Integration Systems

##### Contract Management

Contact Person: Dave Johnson

Title: Account Executive

Company: Troxell Communications, Inc. dba Summit Integration Systems

Address: 906 W McDermott Dr, Ste #116, #294

City: Allen State: TX Zip: 75013

Phone: 972-542-8560 Fax: 972-542-8563

Email: dave.johnson@trox.com

##### Billing & Reporting/Accounts Payable

Contact Person: Accounting Department

Title: N/A

Company: Troxell Communications, Inc.

Address: 4675 E Cotton Ctr Blvd, Ste 155

City: Phoenix State: AZ Zip: 85040

Phone: 800-352-7912 Fax: 800-752-1299

Email: payments@trox.com

##### Marketing

Contact Person: Dave Johnson

Title: Account Executive

Company: Troxell Communications, Inc. dba Summit Integration Systems

Address: 906 W McDermott Dr, Ste #116, #294

City: Allen State: TX Zip: 75013

Phone: 972-542-8560 Fax: 972-542-8563

Email: dave.johnson@trox.com

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

- |   |  |
|---|--|
| <input type="checkbox"/> Manufacturer direct    | <input type="checkbox"/> Certified education/government reseller     |
| <input type="checkbox"/> Authorized distributor | <input type="checkbox"/> Manufacturer marketing through reseller     |
| <input type="checkbox"/> Value-added reseller   | <input checked="" type="checkbox"/> Other <u>Authorized reseller</u> |

**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

\*Availability and size of quantity discounts vary by manufacturer and product. Contact Dave Johnson for quote.



CORPORATE HEADQUARTERS  
4830 S. 38th Street  
Phoenix, AZ 85040  
602.437.7240 800.352.7912  
FAX 602.437.7265 800.752.1299

## AFFIRMATIVE ACTION PLAN

In order to comply with Affirmative Action requirements and to ensure equal employment opportunity, the following measures will be taken:

1. Equal and fair treatment will be provided to all employees and applicants regardless of race, color, religion, sex, sexual orientation, ancestry, national origin, gender identity, age, marital status or disability.
2. A complete up-to-date workforce profile which records employees by race or ethnicity, gender, and job classification will be maintained and annual reports will be submitted to government agencies, like the Department of Human Rights, as required.
3. All employees will be advised at time of employment that the firm is an Equal Opportunity/Reasonable Accommodation Employer and that hiring, promotion or demotion is based only on the individual qualifications and ability to perform the work.
4. When Applicable: This firm will cooperate with and support apprenticeship training programs based on strict non-discrimination.
5. The firm has appointed Michael Fabio [VP of Finance] to serve as the Equal Employment Officer who is authorized to supply reports and represent this firm in all matters regarding this affirmative action plan, which will be obtained through the Human Resource Department.
6. The name, address and telephone number of the Equal Employment Officer will be posted in a conspicuous place or places. This Officer will be responsible for:
  - A. Seeking to utilize minorities, females and disabled individuals to the same degree as all others, based on the following factors.
    - 1) Percentage of minorities, females and disabled individuals in the company's workforce as compared with the labor market in the area.
    - 2) All solicitation or advertisements for employees will state that applicants will receive consideration for employment regardless of their race, color, creed, religion, national origin, sex, sexual orientation, disability, age, marital status, or status with regard to public assistance.
    - 3) When we place help-wanted advertisements, we will not indicate a preference, limitation, or specification based on sex, age, national origin, or other protected characteristic, unless that characteristic is a bona fide occupational qualification for a particular job. We will not allow any employment agency with which we work to express any such limitation on our behalf, and we will require that these agencies share our commitment to EEO/AA.

OFFICES NATIONWIDE

Troxell Communications • 602-437-7240 • 4830 South 38<sup>TH</sup> Street • Phoenix, AZ 85040



CORPORATE HEADQUARTERS  
4830 S. 38th Street  
Phoenix, AZ 85040  
602.437.7240 800.352.7912  
FAX 602.437.7265 800.752.1299

- 4) The internal skills training of our company will be designed to support the hiring of minorities, females and disabilities.
- 5) We will carry out active recruiting programs that will target minorities including female, and disabled. HR will maintain practices that are fair and equitable to everyone.
- B. Implement and maintain EEO audit, reporting, and record-keeping systems in order to measure the effectiveness of our Affirmative Action Plan/Program and to determine whether our goals and objectives have been attained.
- C. Contacts with recruitment sources for qualified minorities, females, and disabled individuals. Notification to employees regarding promotions or vacancies to ensure equal opportunity.
- D. Instruction of all supervisory personnel regarding their responsibility for equal employment opportunity and non-discrimination requirements.
- E. Periodic reviews with all supervisory personnel to ensure that the program is being implemented at all levels.

Signature

Title: VP of Finance

Firm Name: Troxell Communications, Inc.

Date: June 6, 2014

OFFICES NATIONWIDE

Troxell Communications • 602-437-7240 • 4830 South 38<sup>TH</sup> Street • Phoenix, AZ 85040

# TAB 3

## Appendix F: COMPANY PROFILE

Please provide the following:

### General Profile

1. Company's official registered name. Troxell Communications, Inc.
2. Brief history of your company, including the year it was established. See attached "Troxell Communications in the AV Industry"
3. Company's Dun & Bradstreet (D&B) number. 07-355-3331
4. Corporate office location. 4675 E Cotton Ctr Blvd, Ste 155, Phoenix, AZ 85040
5. List the total number of sales persons employed by your organization within the United States, broken down by market. Troxell/Summit employs 180 people across the United States. The breakdown is as follows:  
West: 18, Southwest: 95, Central: 34, Northeast: 11, South: 21.  
Note that these include, both, sales and administrative personnel.
6. List the number and location of offices, or service centers for all states being proposed in solicitation. Additionally, list the names of key contacts at each location with title, address, phone and e-mail address. Troxell and Summit have over 70 Account Executives throughout the US.  
See the attached contact list for representatives in the Texas area. For information on representatives outside of Texas, feel free to call 800-352-7912 for assistance.
7. Please provide contact information for the person(s) who will be responsible for the following areas, including resumes:

a. Sales	Sales, Sales Support, Marketing, and Executive Support will be provided by Dave Johnson, Account Executive. Financial Reporting will be provided by Terra Bremer, Bids Administrator. Contact information is listed below:	
b. Sales Support	Dave Johnson, Account Executive	Terra Bremer, Bids Administrator
c. Marketing	906 W McDermott Dr, Ste 116, #294	4675 E Cotton Ctr Blvd, Ste 155
d. Financial Reporting	Allen, TX 75013	Phoenix, AZ 85040
e. Executive Support	Phone: 972-542-8560	Phone: 800-352-7912 Ext. 1202
	Fax: 972-542-8563	Fax: 800-752-1299
	dave.johnson@trox.com	terra.bremer@trox.com
8. Define your standard terms of payment. Net 30
9. Who is your competition in the marketplace?  
Troxell and Summit compete with A/V and Technology companies of all sizes; local, regional, statewide, and nationwide, as we use our, roughly, 70 branch offices throughout the United States.
10. Overall annual sales for last three (3) years;  
2016: \$183,210,304 ; 2017: \$207,337,575 ; 2018: \$210,477,491
11. Overall public sector sales, excluding Federal Government, for last three (3) years;  
\$601,025,370
12. What is your strategy to increase market share?  
See attached Marketing Strategy
13. What differentiates your company from competitors?  
Troxell Communications, Inc. is different from its competitors by having actual, knowledgeable, experienced "feet on the street", door to door classroom service with onsite support.
14. Describe the capabilities and functionality of your firm's on-line catalog/ordering website.  
See attached "Website Advantages"
15. Describe your company's Customer Service Department (hours of operation, number of service centers, etc.).  
See attached "Service, Warranty, & Repairs"
16. Provide information regarding whether your firm, either presently or in the past, has been involved in any litigation, bankruptcy, or reorganization.  
Troxell Communications, Inc. dba Summit Integration Systems has not been, and is not currently, involved in any litigation, bankruptcy, or reorganization.

## 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: See attached Marketing Plan
- a. A co-branded press release within first 30 days
  - b. Announcement of award through any applicable social media sites
  - c. Direct mail campaigns
  - d. Co-branded collateral pieces
  - e. Advertisement of contract in regional or national publications
  - f. Participation in trade shows
  - 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
18. Describe how your company will demonstrate the benefits of this contract to eligible entities if awarded. See attached Marketing Strategy
19. Explain how your company plans to market this agreement to existing government customers.  
See attached Marketing Strategy
20. Provide a detailed 90-day plan describing how the contract will be implemented within your firm.  
See attached Marketing Strategy
21. Describe how you intend on train your national sales force on the Region 10 ESC agreement.  
See attached Training and Implementation response
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. Acknowledged. Logo can be provided upon request.
23. Provide the revenue that your organization anticipates each year for the first three (3) years of this agreement.

\$ 500,000 in year one

\$ 1,000,000 in year two

\$ 1.5 - 2.0mil in year three

## 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).  
Please see attached Training and Implementation response, as well as the attached references
25. Describe the capacity of your company to report monthly sales through this agreement.  
See attached statement
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.  
See attached statement



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.  
Troxell/Summit can provide a customized online catalog reflecting discounted pricing, specific to the awarded contract. Please see attached Website Advantages, for more information.

### **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.  
Please see attached "Green Initiatives"

### **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 licenses

### **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:
- |                         |                         |
|-------------------------|-------------------------|
| Entity Name             | See attached References |
| Contact Name and Title  |                         |
| City and State          |                         |
| Phone Number            |                         |
| Years Served            |                         |
| Description of Services |                         |
| Annual Volume           |                         |



### **Troxell in the AV Industry and Company Information**

**Troxell Communications, Inc. Headquarters located at 4675 E Cotton Ctr Blvd Ste 155 Phoenix, AZ 85040**

**FEIN 86-0716114**

**D&B # 07-355-3331**

Troxell Communications, Inc. is a Delaware Corporation date 9/22/1992 and has been in business for over 30 years. Troxell Communications is the largest privately held distributor of Audio-Visual (AV) equipment to the education market in the U.S. Troxell fills customer needs by providing services associated with distributors, dealers, resellers and system integrators. The Company provides a comprehensive offering of over 100,000 stock-keeping units (SKUs) encompassing all types of AV equipment which is uniquely maintained by hundreds of leading manufacturers. Troxell's value proposition is to be the lowest cost distributor while offering innovative solutions and the highest quality service. The Company's market leadership position and reputation have earned Troxell numerous awards and accolades from its customers and vendors.

Troxell maintains a highly diversified customer base of almost 30,000 accounts, all supported by 180 dedicated employees. The Company supplies its products principally to the public education market ranging from pre-schools to colleges and universities.

Troxell is known for its innovative and proprietary sales programs and for creating an unparalleled management information system that simplifies the customer's purchase process by providing a more accurate and positive customer experience. In addition, the Company's website is best of class in its niche and allows customers to easily search for products, quickly generate quotes, and track orders. Troxell is a national dealer with more than 70 sales territories and branch offices.

Troxell has proven very effective at using internal expertise to integrate a highly sophisticated computer system into an Internet format that allows customers, vendors and staff member's direct access to information concerning their orders, account status, and all related transactional information via [www.troxellsolutions.com](http://www.troxellsolutions.com).

Troxell has a track record of profitability for over 30 consecutive years. Through multiple economic cycles, the Company's operating efficiency, services and support combined with a lack of bureaucracy in Troxell's corporate culture have allowed the Company to offer extremely competitive prices while growing the business and giving quality returns on investment.

### **Services & Support**

Troxell provides services and support associated with distributors, dealers, resellers and system integrators.

- Design: Product/system recommendations and specifications
- Installation/Integration: Nationwide professional installer network, corporate-based systems programmers
- Customer Service: In-house customer service center and repair shop
- Technology: Unique web-based customer service program, on-line order tracking, transaction history & account status

### **History Timeline**

The company has become the largest privately held distributor of Audio-Visual equipment serving the education marketplace with over \$200 million in revenue and 180 employees. Troxell Communications, Inc. is headquartered in Phoenix, AZ and incorporated in the State of Delaware.

- 1983 – Troxell Communications was established from buyout of Phoenix & San Diego operations
- 1987 – Began opening offices throughout the Western U.S.
- 1995 – Began opening offices throughout the Eastern U.S.
- 2001 – Troxell reports revenues in excess of \$100 million
- 2006 – Troxell acquires AGS, a small California competitor
- 2008 – Troxell Communications acquired by AEA Investors LP through the TXL Holding Corporation
- 2010 – Troxell acquires Integrated AV Systems, LLC, which had done business as CCS Presentation Systems, the business is rebranded as Summit Integration Systems
- 2013 - Michael Ruprich is named CEO
- 2017 – Troxell reports revenues in excess of \$200 million



**summit**  
INTEGRATION SYSTEMS  
A Troxell Company

### Texas Account Representatives and Office Information

**Troxell Communications Corporate Headquarters: 4675 E Cotton Ctr Blvd, Ste 155, Phoenix, AZ 85040 - Phone: 800-352-7912 - Fax: 800-752-1299**

<u>Territory</u>	<u>Description</u>	<u>Name</u>	<u>Corp. Ext.</u>	<u>Office Address</u>	<u>Office City/State/Zip</u>	<u>Office</u>	<u>Fax</u>	<u>Email</u>
<b><u>Southwest Regional VP</u></b>		<b><u>Joe de Sola</u></b>	<b><u>5000</u></b>	<b><u>4275 Kellway Circle, Ste. 121</u></b>	<b><u>Addison, TX 75001</u></b>	<b><u>972-458-1081</u></b>	<b><u>972-458-1091</u></b>	<b><u><a href="mailto:joe.desola@trox.com">joe.desola@trox.com</a></u></b>
<b>Texas</b>	Austin	<b>Paul Venincasa</b>	<b>6301</b>	1309 Leander Drive, Bldg 100, Unit 102	Leander, TX 78641	800-352-7912	512-451-6619	<a href="mailto:paul.venincasa@trox.com">paul.venincasa@trox.com</a>
	Corpus Christi	<b>Jim Brooks</b>	<b>6307</b>	2732 South Padre Island Dr. PMB #382	Corpus Christi, TX 78415	800-352-7912	800-752-1299	<a href="mailto:jim.brooks@summit-sys.com">jim.brooks@summit-sys.com</a>
	Dallas	<b>Carlos Flores</b>	<b>6310</b>	2831 El Dorado Pkwy.-Ste. 103 #335	Frisco, TX 75034	800-352-7912	972-458-1091	<a href="mailto:carlos.flores@summit-sys.com">carlos.flores@summit-sys.com</a>
	Dallas	<b>AJ Flores</b>	<b>6314</b>	1209 N Saginaw blvd, Ste G, #243	Saginaw, TX 76179	469-445-1366	469-445-1367	<a href="mailto:aj.flores@trox.com">aj.flores@trox.com</a>
	Dallas	<b>Kim Ott</b>	<b>6315</b>	3044 Old Denton Rd.-Ste 111 #	Carrollton, TX 75007	800-352-7912	972-458-1091	<a href="mailto:kim.ott@summit-sys.com">kim.ott@summit-sys.com</a>
	Dallas	<b>Dave Johnson</b>	<b>6306</b>	906 W. McDermott Dr. #116-294	Allen, TX 75013	972-542-8560	972-542-8563	<a href="mailto:dave.johnson@trox.com">dave.johnson@trox.com</a>
	Ft. Worth	<b>Loretta Padilla</b>	<b>6305</b>	1527 W. Hwy. 114, Ste 500, #295	Grapevine, TX 76051	817-358-8701	817-358-8705	<a href="mailto:loretta.padilla@trox.com">loretta.padilla@trox.com</a>
	Houston	<b>Joshua Joseph</b>	<b>6302</b>	12620 FM 1960 W-Ste. A-4 #211	Houston, TX 77065	281-265-6009	281-265-3102	<a href="mailto:joshua.joseph@trox.com">joshua.joseph@trox.com</a>
	Houston	<b>Alicia Barnes</b>	<b>6308</b>	1127 Eldridge Pkwy, Ste 300, #341	Houston, TX 77077	800-352-7912	800-752-1299	<a href="mailto:alicia.barnes@trox.com">alicia.barnes@trox.com</a>
	Houston	<b>Adela Briner</b>	<b>6302</b>	2951 Marina Bay Dr., #130, 415	League City, TX 77573	281-538-2497	281-538-5484	<a href="mailto:adela.briner@trox.com">adela.briner@trox.com</a>
	San Antonio	<b>Trenton Brackley</b>	<b>6304</b>	20770 US 281 N, Ste. 108, PMB 427	San Antonio, TX 78258	210-497-3144	210-497-3288	<a href="mailto:trenton.brackley@trox.com">trenton.brackley@trox.com</a>
	San Antonio	<b>Andrew Luther</b>	<b>6313</b>	17361 Bell North Drive, Ste. 105	Schertz, TX 78154	800-352-7912	210-530-9962	<a href="mailto:andrew.luther@summit-sys.com">andrew.luther@summit-sys.com</a>
	North Texas	<b>Luis Gutierrez</b>	<b>1773</b>	4675 E Cotton Ctr Blvd, Ste 155	Phoenix, AZ 85040	800-352-7912	800-752-1299	<a href="mailto:luis.gutierrez@trox.com">luis.gutierrez@trox.com</a>
<b>Oklahoma</b>	North Texas	<b>Cody Faas</b>	<b>6802</b>	5030 N May Ave, #331	Oklahoma City, OK 73112	405-296-3006	405-296-3007	<a href="mailto:cody.faas@trox.com">cody.faas@trox.com</a>
<b>New Mexico</b>	New Mexico / West Texas	<b>Desiree Flanagan</b>	<b>4121</b>	11024 Montgomery Blvd, NE #298	Albuquerque, NM 87111	505-266-0608	505-266-5492	<a href="mailto:desiree.flanagan@trox.com">desiree.flanagan@trox.com</a>



### **Marketing Strategy**

Actual knowledgeable experienced “feet on the street”, door to door classroom service with on-site inspection team and on-site support. Also please see Troxell Communications in the AV Industry

#### **Sales Calls:**

Simply, get the word out when visiting customers that we are an awarded Region 10 ESC vendor. Educate those who are not a current participant, emphasizing the simplicity and benefits or purchasing through the co-op.

#### **Other Communications:**

Written quotes, Newsletters, Specials advertised — Can include the Region 10 ESC Logo if requested and also include statements that let the end-user know we are approved. i.e., Troxell Communications is an awarded Region 10 ESC Vendor. I often find that a simple thing like that often is followed by many questions. Advertising from the Troxell Communications [www.troxellsolutions.com](http://www.troxellsolutions.com) website, email blasts, eflip catalogs, electronic promotional offerings.

#### **Trade Shows:**

In Texas alone, Troxell participates in over 25 state and local trade shows, including TLA, TCEA, Local Area TCEA conferences, Technology School fairs, etc We would make sure the Region 10 ESC logo is displayed in our booths at all shows.

The bottom line is — get the word out. In this industry, especially in the education market, the best marketing is often, and simply, “word of mouth”.

Troxell Communications will promote the Region 10 ESC contract through participation in trade shows, email blasts, mailings, and our website. We also have local account executives in Texas that make customer visits and sales calls.

Troxell Communications, Inc. Account Executives have experience with multiple Cooperative Contracts and Account Executives that are new to Troxell Communications, Inc. are trained as new hires and the agreement will be an additional part of the new hire training. Troxell Communications, Inc. Local Account Executive, Dave Johnson and the Troxell Bid Department is available to all of the Account Executives for assistance as well.

Please see attached Troxell Communications in the AV Industry and Website Advantages

Troxell Communications, Inc. Customer Service Department is available from 7am to 5pm Monday through Friday via phone and fax. Customer Service email is available on-line 24/7 and will be responded to typically within 24hrs of the request. Order status, Invoice copy requests, technical support is also available online. See attached Phone List with contact information for the local Account Executives and Regional VPs.



### **Website Advantages**

One of the many advantages of working with Troxell Communications is easy access to our always-current MSRP catalog at [www.trox.com/products.htm](http://www.trox.com/products.htm) and our exclusive customer contract portal through [www.troxellsolutions.com](http://www.troxellsolutions.com).

Troxell's unique customer web portals offer a secure, password-protected, and customized web site that provides:

- A comprehensive database of products with model numbers, pictures, specifications, and pricing maintained directly to our database by manufacturers.
- Custom pricing that shows manufacturer-provided list prices, your established contract price, and the percent and total dollar savings on each item.
- On-line search capabilities with product descriptions, product images, and specifications on current products.
- Updated product information selected for contract including delisting of discontinued product and adding of new product with the same discount structure as the original bid.
- Administrative functions in real time that allow you to research and track orders, access open order and purchase history reports, reprint invoices, and develop usage reports.
- The ability for all users to access pricing information at their desktop and construct quotes for approval or budgeting purposes.
- Complete Troxell Communications staff contact list for easy reference.

Even without a login, you can view up-to-date Manufacturer List Prices for our entire catalog at [www.trox.com/products.htm](http://www.trox.com/products.htm).

Accessing your unique customer portal is easy!

Simply go to [www.troxellsolutions.com](http://www.troxellsolutions.com), click on the 'Login' heading, then enter your email address, customer number, and password. From there, select the "Products/Purchasing" menu and search by product category, brand, or model number for any item on our bid proposal.

It's a convenient, efficient, and accurate way to check pricing and discounts available on all of our product lines with the objective to provide the most aggressive discounts available to all participating entities.

Please don't hesitate to contact your Account Executive with any questions and to get your contract set up.



### **Service, Warranty, & Repairs**

Troxell Communications, Inc. has available for customers an 800 number to facilitate service and repair issues **(800-352-7912 Opt. 1)**. This service is for both “IN” and “OUT” of the warranty period specified by the individual manufacturer. Our customer Service department is staffed from 7:00 a.m. to 5:00 p.m. (Arizona Time) and the professionals in our Customer Service Department are well trained in facilitating repair, transportation, and warranty/service issues. This service is provided at NO CHARGE.

In addition to our Customer Service Department Troxell Communications, has a local sales office near you.

Your account executive has the authority to remedy-to whatever extent is necessary-any unusual situation that may be encountered in the normal course of business.

**Contact your Account Executive at 800-352-7912/800-752-1299 (Fax).**

**For Warranty Service**-the end user, or individual, or department person responsible for such within the individual districts guidelines is asked to call our customer service number at 1-800-352-7912 Option 1. We ask that the original Purchase Order number or Invoice number be provided at this time. Troxell Communications will make arrangement for either on-site service or pick up and transport within the warranty guidelines of the individual product in question.

**Warranty Repairs**-Various manufacturers have different levels of initial failure policies and Troxell Communications will honor and implement those policies on behalf of you the customer, however, if a manufacturer does not have an initial failure policy, the following will be in effect through Troxell Communications.

If a product fails within 15 days of date of invoice, Troxell Communications will make arrangements for the product to be picked up on a call tag by the appropriate shipper to bring back to our facilities for repair. Once repaired Troxell Communications will return the product to the customer. If not repairable, a replacement will be issued.

If a product fails outside the manufacturer's warranty, Troxell Communications will provide the customer with the closest warranty repair center. For warranty repair of televisions, most manufacturer warranty centers provide on-site service.

**Non Warranty Repairs**-If a product fails outside the manufacturer's warranty, Troxell Communications, will provide information for the closest manufacturer's warranty center. If preferred, the customer may send the product to Troxell Communications service center in Phoenix, AZ.

**Return Policy**-If product is shipped incorrectly or recommended inappropriately by Troxell Communications, we will have the product picked up by UPS or Freight. If the customer has ordered product incorrectly, the customer is responsible to have the product returned to Troxell Communications or to the vendor's location.



## **Troxell Communications, Inc. Green Initiatives**

### **Companywide Initiatives**

As often as possible with our customer's best interest in mind, Troxell will strive to:

- Offer and promote manufacturers' energy efficient products to end users, particularly those with energy efficiency ratings
- Offer and promote manufacturers' products containing recycled components to end users
- Support and promote manufacturers' recycling programs for lamps and other electronic components
- Utilize drop-shipping capabilities from manufacturer to end user to effect fuel savings
- Use of minimum 30% PCW paper
- As often as possible, boxes and packing materials received in our Warehouse are re-used

Troxell works with many Manufacturers that provide products with Green Initiatives in mind, products that contain recycled material or packaging or are able to be recycled. The amount of recycled/recyclable parts varies by product and by manufacturer

### **Initiatives Specific to Corporate Headquarters**

Troxell Communications is headquartered in Phoenix, Arizona, the heart of the hot and arid Southwest. As desert-dwellers, Arizonans are particularly conscious of the need to conserve resources, especially water and energy.

**Water Conservation:** The building's exterior landscaping is drought-resistant and requires very little water to sustain growth. All plumbing systems are regularly checked and maintained to ensure the lowest water usage possible.

**Electricity Conservation:** Standard filament light-bulbs have been replaced with more energy efficient bulbs. All non-emergency lights and workstations are powered off when not in use.

Digital air conditioning system controls have replaced outdated thermostats throughout the building allowing for timed programming of all AC units.

**Ride-sharing:** The air quality in Phoenix is an on-going environmental issue. Troxell encourages co-workers to car pool whenever possible to reduce vehicle emissions which improves air quality.

**Corporate Recycling:** Reverse osmosis water systems have been installed throughout the building to greatly reduce the quantity of bottled drinking water consumed by employees and visitors, thereby reducing the quantity of discarded plastic bottles. Toner cartridges are recycled.

Any computer or peripheral product such as a printer or monitor that is no longer in use but is in usable condition is donated to a local charity which supports K-12 education.

**Supplies:** Recyclable office supplies and promotional items are purchased whenever possible. (Troxell's "Think Green" tradeshow bags are made from recycled materials).



# TEXAS SALES AND USE TAX PERMIT

This permit is not transferable, and this side must be prominently displayed in your place of business.

Merchants: A copy of this permit does not replace a resale or exemption certificate. You will be responsible for sales tax unless you have a valid resale/exemption certificate on file.

You must obtain a new permit if there is a change in ownership, location, or business location name.

TAXPAYER NAME, BUSINESS LOCATION NAME, and PHYSICAL LOCATION

TROXELL COMMUNICATIONS INC

TROXELL COMMUNICATIONS INC  
14027 MEMORIAL DR  
HOUSTON

TX 77079-6826

Type of permit  
SALES AND USE TAX

Taxpayer number  
1-86-0716114-0

Location number  
00019

First business date  
04/01/2008

NAICS CODE: 443112

DESCRIPTION ON NEXT LINE:

Radio, Television, and Other Electronics Stores

WE SHOW THIS BUSINESS IN THE FOLLOWING LOCAL SALES TAX AUTHORITIES:

CITY: HOUSTON

EFF: 04/01/2008

TRANSIT: HOUSTON MTA

EFF: 04/01/2008

SUSAN COMBS

Comptroller of Public Accounts

YOU MAY NEED TO COLLECT SALES AND/OR USE TAX FOR OTHER LOCAL TAXING AUTHORITIES DEPENDING ON YOUR TYPE OF BUSINESS.

If you have any questions regarding sales tax, you may contact the Texas State Comptroller's field office in your area or call 1-800-252-5555, toll free, nationwide. The Austin number is 512/463-4600.

**DETACH HERE AND PROMINENTLY DISPLAY YOUR PERMIT ONLY**

## IS THE INFORMATION PRINTED ON THIS PERMIT INCORRECT?

The information printed on your permit must be accurate and current. To make corrections, you may detach and complete ONLY the information in the form below which is incorrect, and mail it to COMPTROLLER OF PUBLIC ACCOUNTS

111 E. 17th Street  
Austin, TX 78774-0100

01-300-F

## MAKING CHANGES TO LOCAL TAXING AUTHORITIES OR BUSINESS DESCRIPTION LISTED ON THIS PERMIT

- You will need to contact us to correct the local taxing authorities for this business location. Contact your city/transit authority/county/special purpose district if you are unsure if your business is located within that taxing jurisdiction. We can assist you in determining your local sales and use tax responsibilities, and the appropriate rate for each local taxing authority. Publication 94-105, "Guidelines for Collecting Local Sales and Use Tax" and Publication 96-132, "Texas Sales and Use Tax Rates" are available on the Comptroller's web site at [www.window.state.tx.us/taxinfo/local/](http://www.window.state.tx.us/taxinfo/local/).
- Visit us online at [www.window.state.tx.us/taxinfo/sales/naics\\_coding.html](http://www.window.state.tx.us/taxinfo/sales/naics_coding.html) if you need to correct the description of your business printed on the front of this permit.

## MORE INFORMATION ABOUT YOUR PERMIT

- You must prominently display this permit in your place of business.
- The information on your permit is public information.
- You cannot use this permit or a copy of it as a resale or exemption certificate.
- If the location specified on this permit is closed, return this permit to the Comptroller of Public Accounts and indicate the date of the last business transaction.
- Depending on your type of business, you may need to collect sales and/or use tax for other local taxing authorities not listed on this permit.

## TEXAS SALES AND USE TAX PERMIT

Taxpayer name shown on the permit <b>TROXELL COMMUNICATIONS INC</b>			
Taxpayer number shown on the permit <b>18607161140</b>		Location number shown on the permit <b>00019</b>	
Correct business location name .			
Correct business location (no P.O. Box or directions accepted) .		Change your mailing address and phone number, add a business location, change a business address, or close one or more business locations online at <a href="https://www.window.state.tx.us/accmaint/changeaddress.html">https://www.window.state.tx.us/accmaint/changeaddress.html</a>	
City .	State .		
Correct taxpayer name .			Daytime phone (Area code and number)
Correct mailing address .			
City .	State .	ZIP code .	Federal Employer Identification number
If you are <b>no longer in business</b> , enter the date of your last business transaction. _ _ _ _			
sign here Taxpayer or authorized agent			Date



000001194



## TEXAS USE TAX PERMIT



SUSAN COMBS  
Texas Comptroller

This permit is issued in accordance with the law governing the type of business specified and is the authorization to conduct business in Texas. The permit may be revoked for a violation of the provisions of the applicable law and/or any rules adopted by the Comptroller to administer the law.

TEX. TAX CODE ANN. CH. 151

Taxpayer number

1-86-0716114-0

Effective date

01/01/2007

Taxpayer name and mailing address

TROXELL COMMUNICATIONS INC  
4830 S 38TH ST  
PHOENIX

AZ 85040-2998

*Susan Combs*  
SUSAN COMBS  
Comptroller of Public Accounts

THIS PERMIT IS NON-TRANSFERABLE

*Detach here and display your permit only.***Is the information printed on this permit correct?** ☒

If not, please tell us in the space below.

- If your taxpayer name and/or mailing address are incorrect, enter the correct information.
- If you have received a Federal Employer's Identification Number (FEIN), enter the number.
- If you are no longer in business, enter the date of your last business transaction.

**If your permit is correct, DO NOT return this form.**

If any corrections are required, please enter the correct information on this form and return it to:

COMPTROLLER OF PUBLIC ACCOUNTS  
111 E. 17th Street  
Austin, Texas 78774-0100

**Keep this permit until you receive a corrected permit.**

**NOTE:** This form cannot be used if there has been a change of ownership. For this change and to obtain a new permit, please contact your local Comptroller's field office. For the telephone numbers to call for assistance, see the back of this form.

## TEXAS USE TAX PERMIT

Taxpayer name shown on the permit

TROXELL COMMUNICATIONS INC

Taxpayer number shown on the permit

1-86-0716114-0

**Please enter only the information that has to be corrected.**

Correct taxpayer name

Daytime phone (Area code and number)

Correct mailing address

City

State

ZIP Code

FEI number

If you are no longer in business,  
enter the date of your last business transaction. ....

**For additional information, see the back of this form.**

sign  
here ▶

Taxpayer or authorized agent

Date

**You have certain rights** under Chapters 552 and 559, Government Code, to review, request, and correct information we have on file about you. Contact us at the address or toll-free number listed on this form.

Comptroller use only

Job name-MISCAPP

Microfilm

☐ ☒ 00991☐ ☒ 01

Reference number

Taxpayer number change

• 01000

Master name correction

AND

Master mailing

address change

AND

Master phone number

add/change

XUMAST

OOB tax permit

XUSTAT



## Franchise Tax Account Status

As of : 11/16/2019 11:45:16

This page is valid for most business transactions but is not sufficient for filings with the Secretary of State

TROXELL COMMUNICATIONS, INC.	
<b>Texas Taxpayer Number</b>	18607161140
<b>Mailing Address</b>	4675 E COTTON CENTER BLVD STE 155 PHOENIX, AZ 85040-2998
<b>❓ Right to Transact Business in Texas</b>	ACTIVE
<b>State of Formation</b>	DE
<b>Effective SOS Registration Date</b>	09/29/1992
<b>Texas SOS File Number</b>	0009544506
<b>Registered Agent Name</b>	ADELA BRINER
<b>Registered Office Street Address</b>	316 BAY SPRING DR. LEAGUE CITY, TX 77573



ARIZONA DEPARTMENT OF REVENUE  
LICENSE & REGISTRATION SECTION

1600 WEST MONROE  
PHOENIX, ARIZONA 85007-2650

MUST BE  
DISPLAYED IN A  
CONSPICUOUS PLACE

TRANSACTION PRIVILEGE TAX LICENSE  
-NOT TRANSFERABLE-

THIS LICENSE IS ISSUED TO THE BUSINESS NAMED BELOW FOR THE ADDRESS SHOWN. LICENSES, BY LAW, MAY NOT BE TRANSFERRED FROM ONE PERSON TO ANOTHER NOR CAN THEY BE TRANSFERRED FROM ONE LOCATION TO ANOTHER. ARIZONA LAW REQUIRES LICENSEES TO NOTIFY THE DEPARTMENT OF REVENUE IF THERE IS A CHANGE IN BUSINESS NAME, TRADE NAME, LOCATION, MAILING ADDRESS OR OWNERSHIP. IN ADDITION, WHEN BUSINESS IS DISCONTINUED OR BUSINESS LOCATION CHANGES AND A NEW LICENSE IS ISSUED, THIS LICENSE MUST BE RETURNED TO THE ARIZONA DEPARTMENT OF REVENUE.

THE LICENSEE LISTED BELOW IS LICENSED TO CONDUCT BUSINESS UPON THE CONDITION THAT TAXES ARE PAID TO THE ARIZONA DEPARTMENT OF REVENUE AS ACCRUED UNDER PROVISIONS OF ARS TITLE 42, CHAPTER 8, ARTICLE 1.

ISSUED  
TO

---  
TROXELL COMMUNICATIONS INC  
4830 S 38TH ST  
PHOENIX

AZ 85040

07-266916-X

ALL communications  
and Reports MUST  
REFER to this  
LICENSE NO.

17 BUSINESS CODE

---  
(DBA) TROXELL COMMUNICATIONS INC  
3906 W INA RD  
TUCSON

AZ 85741

(A)

01-01-1983 EFFECTIVE DATE

01-04-2000 PRINT DATE

Mailing Address :

86003218  
TROXELL COMMUNICATIONS, INC.  
JIM W. TROXELL, PRES.  
4830 S 38TH ST  
PHOENIX AZ 85040-2909

**SAVE TIME & MONEY**

**Go Green in 2015**  
**File your tax returns online.**  
**Go to [phoenix.gov/etax](http://phoenix.gov/etax)**

Thank you for doing business in the City of Phoenix. We realize that you had many options when considering where to operate your business and we are pleased that you chose Phoenix. We wish you success and prosperity in this year and in the years to come.

If you have questions regarding Phoenix's tax reporting requirements or need information regarding privilege (sales) tax licenses, please contact us through any of the following methods:

**webpage:** [www.phoenix.gov/plt](http://www.phoenix.gov/plt)  
**email address:** [tax@phoenix.gov](mailto:tax@phoenix.gov)

**Telephone:** 602-262-6785, option 4  
**Fax number:** 602-262-7786  
**TTY:** 602-534-5500

**(DETACH LOWER SECTION AND POST IN A CONSPICUOUS PLACE)**

Finance Department  
Tax Division



**LICENSE NO: 86003218**  
**Business Class Code(s): 17, 29, 15**

**City of Phoenix**  
**PRIVILEGE (Sales) TAX LICENSE**

The business or firm listed is hereby licensed to conduct business at the following location upon the condition that tax returns are filed and taxes remitted to the City of Phoenix as required under the provisions of Chapter 14 of the City Code.

**Business Name/Address**  
TROXELL COMMUNICATIONS, INC.  
4830 S 38TH ST  
PHOENIX AZ 85040-2909

**This license expires on December 31st:**

**2015**

# Delaware

The First State

Page 1

I, JEFFREY W. BULLOCK, SECRETARY OF STATE OF THE STATE OF DELAWARE, DO HEREBY CERTIFY "Troxell Communications, Inc." IS DULY INCORPORATED UNDER THE LAWS OF THE STATE OF DELAWARE AND IS IN GOOD STANDING AND HAS A LEGAL CORPORATE EXISTENCE SO FAR AS THE RECORDS OF THIS OFFICE SHOW, AS OF THE FOURTH DAY OF OCTOBER, A.D. 2019.



Jeffrey W. Bullock, Secretary of State

2310315 8300

SR# 20197293570

You may verify this certificate online at [corp.delaware.gov/authver.shtml](http://corp.delaware.gov/authver.shtml)

Authentication: 203730247

Date: 10-04-19



## **References**

### **K-12 Education**

#### Dallas ISD

John Blythe  
9400 N Central Expressway  
Dallas, TX 75231  
972-925-4129  
[jblythe@dallasisd.org](mailto:jblythe@dallasisd.org)

#### Mesquite ISD

Kelly Burks  
800 E Kearney  
Mesquite, TX 75149  
972-882-5545  
[kburks@mesquiteisd.org](mailto:kburks@mesquiteisd.org)

### **Higher Education**

#### Dallas County CCD

Dennis Chatum  
4343 IH 30  
Mesquite, TX 75150  
972-860-7933  
[dcheatum@dcccd.edu](mailto:dcheatum@dcccd.edu)

#### University of Texas at Austin

Mike Arias  
2139 San Jacinto Blvd RMRZ B.206  
Austin, TX 78712  
512-471-6826  
[mike.arias@athletics.utexas.edu](mailto:mike.arias@athletics.utexas.edu)

### **Government**

#### Arizona Department of Corrections

Jullie Dominy  
2105 N Citrus Rd  
Goodyear, AZ 85395  
623-853-0304 Ext. 26465  
[jdominy@azcorrections.gov](mailto:jdominy@azcorrections.gov)

#### Arizona Department of Transportation

Ben Villegas  
206 S 17<sup>th</sup> Ave, MD 120A  
Phoenix, AZ 85007  
602-712-8142  
[bvillegas@azdot.gov](mailto:bvillegas@azdot.gov)

### **Cooperatives**

#### PACE/Region 20

Jim Metzger  
210-370-5204  
[jim.metzger@esc20.net](mailto:jim.metzger@esc20.net)

#### NCPA

Matthew Mackel  
832-331-2985  
[mmackel@ncpa.us](mailto:mmackel@ncpa.us)

#### Buyboard

Connie Burkett  
800-695-2919  
[connie.burkette@tasb.org](mailto:connie.burkette@tasb.org)

#### TCPN/National IPA

Deborah Bushnell  
713-744-6549  
[dbushnell@tcpn.org](mailto:dbushnell@tcpn.org)

# TAB 4

## Appendix I: EVALUATION QUESTIONNAIRE/SELF CHECKLIST

### Products/Pricing (40 Points)

1. Are all products and services being proposed listed under APPENDIX B on a corresponding electronic device? ☒ Yes ☐ No

2. Is there a price list for all available products/services on a corresponding electronic device?

☒ Yes ☐ No

\*Some available products are provided with this bid, as provided by the manufacturer.  
Note that our full catalog can be found online at [www.trox.com/products.htm](http://www.trox.com/products.htm)

3. Did you provide the warranty information that is offered by your company?

☒ Yes ☐ No

4. Will customers be able to verify they received the contract price?

☒ Yes ☐ No

Please explain how they would verify the contract price. See attached "Website Advantages"

5. What payment methods do you accept? A. Check B. Electronic Payment  
C. Purchasing/Credit Card

### Performance Capability (30 Points)

1. Did you indicate which states you can deliver to under APPENDIX E, Question 1?

☒ Yes ☐ No

2. What is the capability of your company to respond to emergency orders?

Please explain what actions you would take. Subject to availability, we accept rush/emergency orders and fulfill them through our manufacturers or from one of our warehouses.

3. Please provide your company's average fill rate over the last three fiscal years.

1) \_\_\_\_\_ 2) \_\_\_\_\_ 3) \_\_\_\_\_

Fill rate information is not currently compiled, but can be provided upon request

4. Please provide your company's average on time delivery rate over the last fiscal year. 14-30 days ARO

5. Does your company agree to the following statement on shipping charges *"All deliveries shall be freight prepaid, F.O.B. destination and shall be included in all pricing offered unless otherwise clearly stated in writing."*? ☒ Yes ☐ No

If not please explain. \*The above statement is applicable to all standard orders. Any emergency or rush orders are subject to additional freight charges. Orders to AK & HI are, also, subject to additional freight charges. See attached Freight Statement for additional freight considerations.

6. What is your company's return and restocking policy? Are there any applicable fees?

See attached "Service, Warranty, & Repairs"

Please provide a brief description and example.

7. What is your company's history of meeting shipping and delivery timelines?

Troxell and Summit have a great history of meeting shipping and delivery timelines. On the occasions where a product is delayed, our Account Executives communicate with their customers to find other suitable solutions.



8. Will your company be able to meet the one-year warranty guarantee as stated under pricing?  
☒Yes ☐No

If not, please explain.

9. Did you provide your company's information regarding your customer service department as per APPENDIX F, Question 15?  
☒Yes ☐No

10. What is your company's current invoicing process? Once the product(s) have shipped, the invoice will be processed and sent in duplicate. Attached is a sample invoice with the information that is supplied. Fees charged, if needed are listed on the sample invoice. Please contact your Account Executive if any more information is needed or questions arise.

11. Did you indicate how your company will implement the contract as per APPENDIX F, Question 20, and is it appropriate?  
☒Yes ☐No

12. Did you provide your Dun & Bradstreet number?  
☒Yes ☐No

13. Did you provide information on your website and on-line ordering capacities as per APPENDIX F, Question 14?  
☒Yes ☐No

### Qualification and Experience (20 points)

1. What is your company's reputation in the marketplace? Troxell Communications, Inc. is the #1

2. What is the reputation of your products and/or services in the marketplace?  
Troxell is the largest privately held distributor of A/V equipment to the education market in the US, working with hundreds of manufacturers to provide solutions for over 30 years, across the country. See attached Troxell in the AV Industry.

3. Does your company have past experience with Region 10 ESC and/or Equalis Group members?

If so, please list them and their contact information (Up to five).

Troxell and Summit have a large portion of business coming from the State of Texas. See attached references for contacts with Dallas ISD and Mesquite ISD. Contact Dave for information on other Region 10 members, including Coppell, Midlothian, and Prosper ISD's.

4. Did you list your key employees and their qualifications as per APPENDIX F, Question 6?  
☒Yes ☐No

5. Did you provide the locations and sales persons who will work on the contract as per APPENDIX F, Question 6 & 7?  
☒Yes ☐No

6. What past experience does your company have working in the government sector?  
Troxell and Summit work primarily in the Education (K-12, Higher Ed) and Government sectors. Please see our references for examples.

7. Did you provide information on working with cooperative purchasing programs as per APPENDIX F, Question 24?  
☒Yes ☐No

8. Did you provide information on any litigation, bankruptcy, reorganization, etc. as per APPENDIX F, Question 16?  
☒Yes ☐No

9. Did you submit at least 10 customer references relating to the products and services within this RFP, with an equal representation coming from K12, Higher Education and City/County/non-profits entities as per APPENDIX F?  
☒Yes ☐No

10. Did you list and submit all applicable M/WBE, HUB, DVBE, small and disadvantaged business and other diverse certifications that your company holds?  
☒Yes ☐No

**Value Add (10 Points)**

1. Did you submit a marketing plan as per APPENDIX F, Question 17?

☒ Yes ☐ No

2. Did you provide a national sales training plan as per APPENDIX F, Question 21?

☒ Yes ☐ No



### **Website Advantages**

One of the many advantages of working with Troxell Communications is easy access to our always-current MSRP catalog at [www.trox.com/products.htm](http://www.trox.com/products.htm) and our exclusive customer contract portal through [www.troxellsolutions.com](http://www.troxellsolutions.com).

Troxell's unique customer web portals offer a secure, password-protected, and customized web site that provides:

- A comprehensive database of products with model numbers, pictures, specifications, and pricing maintained directly to our database by manufacturers.
- Custom pricing that shows manufacturer-provided list prices, your established contract price, and the percent and total dollar savings on each item.
- On-line search capabilities with product descriptions, product images, and specifications on current products.
- Updated product information selected for contract including delisting of discontinued product and adding of new product with the same discount structure as the original bid.
- Administrative functions in real time that allow you to research and track orders, access open order and purchase history reports, reprint invoices, and develop usage reports.
- The ability for all users to access pricing information at their desktop and construct quotes for approval or budgeting purposes.
- Complete Troxell Communications staff contact list for easy reference.

Even without a login, you can view up-to-date Manufacturer List Prices for our entire catalog at [www.trox.com/products.htm](http://www.trox.com/products.htm).

Accessing your unique customer portal is easy!

Simply go to [www.troxellsolutions.com](http://www.troxellsolutions.com), click on the 'Login' heading, then enter your email address, customer number, and password. From there, select the "Products/Purchasing" menu and search by product category, brand, or model number for any item on our bid proposal.

It's a convenient, efficient, and accurate way to check pricing and discounts available on all of our product lines with the objective to provide the most aggressive discounts available to all participating entities.

Please don't hesitate to contact your Account Executive with any questions and to get your contract set up.



### **Freight Statement**

All prices posted in our Troxell Communications On-Line Catalog are FOB destination except for special handling or as noted below.

Special handling will be prepaid and added to the invoice.

Examples of special requests include inside delivery, overnight or 2nd day delivery and shipping order consolidation.

Orders over 50 pounds, and/or orders for large items (i.e.: Furniture, TV/monitors and standard or electronic whiteboards, etc.) will be shipped PPD and added to the invoice at the substantial discounts Troxell receives from carriers.



### **Service, Warranty, & Repairs**

Troxell Communications, Inc. has available for customers an 800 number to facilitate service and repair issues **(800-352-7912 Opt. 1)**. This service is for both “IN” and “OUT” of the warranty period specified by the individual manufacturer. Our customer Service department is staffed from 7:00 a.m. to 5:00 p.m. (Arizona Time) and the professionals in our Customer Service Department are well trained in facilitating repair, transportation, and warranty/service issues. This service is provided at NO CHARGE.

In addition to our Customer Service Department Troxell Communications, has a local sales office near you.

Your account executive has the authority to remedy-to whatever extent is necessary-any unusual situation that may be encountered in the normal course of business.

**Contact your Account Executive at 800-352-7912/800-752-1299 (Fax).**

**For Warranty Service**-the end user, or individual, or department person responsible for such within the individual districts guidelines is asked to call our customer service number at 1-800-352-7912 Option 1. We ask that the original Purchase Order number or Invoice number be provided at this time. Troxell Communications will make arrangement for either on-site service or pick up and transport within the warranty guidelines of the individual product in question.

**Warranty Repairs**-Various manufacturers have different levels of initial failure policies and Troxell Communications will honor and implement those policies on behalf of you the customer, however, if a manufacturer does not have an initial failure policy, the following will be in effect through Troxell Communications.

If a product fails within 15 days of date of invoice, Troxell Communications will make arrangements for the product to be picked up on a call tag by the appropriate shipper to bring back to our facilities for repair. Once repaired Troxell Communications will return the product to the customer. If not repairable, a replacement will be issued.

If a product fails outside the manufacturer's warranty, Troxell Communications will provide the customer with the closest warranty repair center. For warranty repair of televisions, most manufacturer warranty centers provide on-site service.

**Non Warranty Repairs**-If a product fails outside the manufacturer's warranty, Troxell Communications, will provide information for the closest manufacturer's warranty center. If preferred, the customer may send the product to Troxell Communications service center in Phoenix, AZ.

**Return Policy**-If product is shipped incorrectly or recommended inappropriately by Troxell Communications, we will have the product picked up by UPS or Freight. If the customer has ordered product incorrectly, the customer is responsible to have the product returned to Troxell Communications or to the vendor's location.



## **References**

### **K-12 Education**

#### Dallas ISD

John Blythe  
9400 N Central Expressway  
Dallas, TX 75231  
972-925-4129  
[jblythe@dallasisd.org](mailto:jblythe@dallasisd.org)

#### Mesquite ISD

Kelly Burks  
800 E Kearney  
Mesquite, TX 75149  
972-882-5545  
[kburks@mesquiteisd.org](mailto:kburks@mesquiteisd.org)

### **Higher Education**

#### Dallas County CCD

Dennis Chatum  
4343 IH 30  
Mesquite, TX 75150  
972-860-7933  
[dcheatum@dcccd.edu](mailto:dcheatum@dcccd.edu)

#### University of Texas at Austin

Mike Arias  
2139 San Jacinto Blvd RMRZ B.206  
Austin, TX 78712  
512-471-6826  
[mike.arias@athletics.utexas.edu](mailto:mike.arias@athletics.utexas.edu)

### **Government**

#### Arizona Department of Corrections

Jullie Dominy  
2105 N Citrus Rd  
Goodyear, AZ 85395  
623-853-0304 Ext. 26465  
[jdominy@azcorrections.gov](mailto:jdominy@azcorrections.gov)

#### Arizona Department of Transportation

Ben Villegas  
206 S 17<sup>th</sup> Ave, MD 120A  
Phoenix, AZ 85007  
602-712-8142  
[bvillegas@azdot.gov](mailto:bvillegas@azdot.gov)

### **Cooperatives**

#### PACE/Region 20

Jim Metzger  
210-370-5204  
[jim.metzger@esc20.net](mailto:jim.metzger@esc20.net)

#### NCPA

Matthew Mackel  
832-331-2985  
[mmackel@ncpa.us](mailto:mmackel@ncpa.us)

#### Buyboard

Connie Burkett  
800-695-2919  
[connie.burkette@tasb.org](mailto:connie.burkette@tasb.org)

#### TCPN/National IPA

Deborah Bushnell  
713-744-6549  
[dbushnell@tcpn.org](mailto:dbushnell@tcpn.org)



### **Troxell in the AV Industry and Company Information**

**Troxell Communications, Inc. Headquarters located at 4675 E Cotton Ctr Blvd Ste 155 Phoenix, AZ 85040**

**FEIN 86-0716114**

**D&B # 07-355-3331**

Troxell Communications, Inc. is a Delaware Corporation date 9/22/1992 and has been in business for over 30 years. Troxell Communications is the largest privately held distributor of Audio-Visual (AV) equipment to the education market in the U.S. Troxell fills customer needs by providing services associated with distributors, dealers, resellers and system integrators. The Company provides a comprehensive offering of over 100,000 stock-keeping units (SKUs) encompassing all types of AV equipment which is uniquely maintained by hundreds of leading manufacturers. Troxell's value proposition is to be the lowest cost distributor while offering innovative solutions and the highest quality service. The Company's market leadership position and reputation have earned Troxell numerous awards and accolades from its customers and vendors.

Troxell maintains a highly diversified customer base of almost 30,000 accounts, all supported by 180 dedicated employees. The Company supplies its products principally to the public education market ranging from pre-schools to colleges and universities.

Troxell is known for its innovative and proprietary sales programs and for creating an unparalleled management information system that simplifies the customer's purchase process by providing a more accurate and positive customer experience. In addition, the Company's website is best of class in its niche and allows customers to easily search for products, quickly generate quotes, and track orders. Troxell is a national dealer with more than 70 sales territories and branch offices.

Troxell has proven very effective at using internal expertise to integrate a highly sophisticated computer system into an Internet format that allows customers, vendors and staff member's direct access to information concerning their orders, account status, and all related transactional information via [www.troxellsolutions.com](http://www.troxellsolutions.com).

Troxell has a track record of profitability for over 30 consecutive years. Through multiple economic cycles, the Company's operating efficiency, services and support combined with a lack of bureaucracy in Troxell's corporate culture have allowed the Company to offer extremely competitive prices while growing the business and giving quality returns on investment.

### **Services & Support**

Troxell provides services and support associated with distributors, dealers, resellers and system integrators.

- Design: Product/system recommendations and specifications
- Installation/Integration: Nationwide professional installer network, corporate-based systems programmers
- Customer Service: In-house customer service center and repair shop
- Technology: Unique web-based customer service program, on-line order tracking, transaction history & account status

### **History Timeline**

The company has become the largest privately held distributor of Audio-Visual equipment serving the education marketplace with over \$200 million in revenue and 180 employees. Troxell Communications, Inc. is headquartered in Phoenix, AZ and incorporated in the State of Delaware.

- 1983 – Troxell Communications was established from buyout of Phoenix & San Diego operations
- 1987 – Began opening offices throughout the Western U.S.
- 1995 – Began opening offices throughout the Eastern U.S.
- 2001 – Troxell reports revenues in excess of \$100 million
- 2006 – Troxell acquires AGS, a small California competitor
- 2008 – Troxell Communications acquired by AEA Investors LP through the TXL Holding Corporation
- 2010 – Troxell acquires Integrated AV Systems, LLC, which had done business as CCS Presentation Systems, the business is rebranded as Summit Integration Systems
- 2013 - Michael Ruprich is named CEO
- 2017 – Troxell reports revenues in excess of \$200 million

# TAB 5



## 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.

# Peace of Mind That Goes the Extra Mile



Organizations of all sizes rely on their computing solutions to keep them moving forward and Dynabook is offering its customers a new, premier standard warranty – called +Care Service<sup>SM</sup> warranty<sup>1</sup> – to do just that. +Care Service warranty is now available on select Dynabook-branded laptops, including Featured and Build-to-Order configurations. Select Featured Configuration laptops now include a three-year warranty with on-site service and access to the company's network of expert service professionals as part of the organization's standard coverage while select Dynabook Build-to-Order laptops now include a four-year warranty and the same support access. If your laptop ever needs service, we offer Depot Repair, Carry-In, On-Site, Customer Replaceable Parts and Technical Phone Support to allow you to get it fixed quickly, conveniently and most importantly the way you want it. Even when traveling internationally, we have you covered with a global network of Carry-In Authorized Service Providers, who can quickly get your system back to peak performance. +Care Service warranty proves Dynabook is the right choice in mobile computing.

## Decades of Experience, the Dynabook Difference



### Long-Term Quality Assurance

We engineer our laptop computers to provide years of worry-free productivity and back them with the peace of mind of a 3-year or 4-year +Care Service<sup>SM</sup> warranty<sup>1</sup> on select models!



### Local and Global Coverage

Our global network of expert support professionals ensures that whether you are working from home or across the globe you are never out of reach for product service.



### Support That Fits Your Needs

Dynabook +Care Service<sup>SM</sup> warranty means that we are here for you, however best fits your needs. With four convenient service options available, we make servicing your product painless.



FEATURE COMPARISON	Standard Warranty	New +Care Service <sup>SM</sup> Standard Warranty Featured Configuration	New +Care Service <sup>SM</sup> Standard Warranty Built to Order
Warranty Term	1 Year	<b>3 Years</b>	<b>4 Years</b>
Technical Phone Support	1 Year	<b>3 Years</b>	<b>4 Years</b>
Customer Replaceable Parts	✓	✓	✓
Depot Service Center	✓	✓	✓
Carry-in Service (U.S. and International)	✓	✓	✓
On-Site Service (Corp. or Home Office)		✓	✓

## Product Service Support That Fits Your Needs

Dynabook +Care Service<sup>SM</sup> warranty means that we are here for you, however best fits your needs. With four convenient service options available, we make servicing your product painless.

### Technical Phone Support Service

We offer complimentary phone support. Our phone techs are highly trained and a key component to getting you back to work.

### Depot Repair Service

We will coordinate the shipment of your Dynabook-branded laptop back to our Depot Center in the United States and quickly perform the necessary repairs to return you back to peak operating performance.

### Carry-In Service

Bring your Dynabook laptop into any of our more than 1000 global Authorized Service Providers for quick and convenient service.

### On-Site Service

Whether you are working from home, school or the office, our mobile technicians will come to you as quickly as the next business day within the United States and get your system up and running.

### Customer Replaceable Parts

For easily swappable items like batteries, memory modules, HDD/SSDs and AC adapters, customers can request next-day replacement through Dynabook's online Troubleshooting Assistant or Dynabook Business Support Center.

**To obtain service, please call 800-457-7777**

[us.dynabook.com/warranties/pluscare](https://us.dynabook.com/warranties/pluscare)    [support.dynabook.com/warranty](https://support.dynabook.com/warranty)



Panasonic recommends Windows.

## TOUGHBOOK 54

- Available daylight-readable 1000 Nit gloved multi touch display
- Desktop class performance with available discrete graphics and dual fans
- MIL-STD-810G and IP51 certified magnesium alloy design with built-in handle
- Available 2nd drive, hot-swappable 2nd battery, 2nd LAN, Serial, DVD, antenna pass-through, SmartCard readers and more
- Industry leading driver packages for ease of deployment and support
- Optional FirstNet Ready™ EM7511 Band 14 mobile broadband

MIL-STD-810G

IP51

3-FOOT  
DROP RATING

## THE WORLD'S LIGHTEST AND THINNEST SEMI-RUGGED LAPTOP IN ITS CLASS.

The TOUGHBOOK® 54 laptop from Panasonic uses the latest advances to create a laptop up to 2 lbs. lighter and 0.5" thinner than the competition. It features a spill-resistant, full magnesium alloy design, hard drive heater, backlit keyboard, and is available in four different models to suit every need. The TOUGHBOOK 54 has a wide range of integrated options, such as dedicated GPS, FirstNet Ready™ CF-54 EM7511 Band 14 mobile broadband, insertable and contactless SmartCard CAC readers.

P.180  
GET WORK DONE.™

1.800.662.3537

[na.panasonic.com/us/TOUGHBOOK54](http://na.panasonic.com/us/TOUGHBOOK54)

**TOUGHBOOK®**



# TOUGHBOOK 54

## SOFTWARE

- Windows® 10 Pro 64-bit
- Panasonic Utilities (including Dashboard), Recovery Partition
- Enterprise ready driver packages including CAB files and one-click driver bundles

## DURABILITY

- MIL-STD-810G certified (3' drop, shock, vibration, sand, dust, altitude, high/low temperature, high temperature tactical, temperature shock, humidity)<sup>1</sup>
- IP51 certified<sup>1</sup>
- Spill-resistant keyboard
- Magnesium alloy case with handle
- Storage drive heater
- Shock-mounted caged storage drive
- Removable quick-release battery and storage drive
- Dual fans (Performance model)
- Preinstalled replaceable screen film for LCD protection (Gloved Multi Touch model)

## OPERATING SYSTEM

- CPU
  - Intel® Core™ i5-7300U vPro™ processor
  - 2.6GHz with Turbo Boost up to 3.5GHz, 3MB cache
  - Intel® Core™ i7-7600U vPro™ processor<sup>2</sup>
  - 2.8GHz with Turbo Boost up to 3.9GHz, 4MB cache
- Graphics
  - Intel® HD Graphics 620 (all models)
  - AMD Radeon™ Pro WX 4150 (Performance model)
- Memory (RAM) - 2 slots upgradeable
  - Performance model: 16GB up to 32GB total (DDR4-2133MT/s)<sup>3</sup>
  - Other models: 8GB, 16GB or 32GB total (DDR4-2133MT/s)<sup>3</sup>
- Storage Drive Shock-mounted with Heater (quick-release)
  - 500GB HDD (5400rpm Lite model); 256GB SSD other models<sup>3</sup>
  - Optional 512GB/1TB SSD, 1TB 7200rpm HDD<sup>3</sup>
  - Optional OPAL encrypted SSD
- Optional 2nd Storage Drive with Heater (trained technician removable)<sup>2</sup>
  - 256GB/512GB/1TB SSD<sup>3</sup>

## DISPLAY

- Display Size and Resolution
  - Gloved Multi Touch model: 14.0" FHD 10-pt capacitive 1920 x 1080 (1000 nit)
  - Performance model: 14.0" FHD 1920 x 1080
  - Prime and Lite models: 14.0" HD 1366 x 768
- IPS with direct bonding on FHD displays
- Anti-reflective (AR)<sup>2</sup> and anti-glare (AG) screen treatments
- Triple monitor support through HDMI and optional VGA
- Concealed mode (configurable)

## AUDIO

- Integrated dual microphone
- Intel® High Definition Audio compliant
- Integrated speakers
- Keyboard volume and mute controls

## CAMERAS

- 1080p webcam with dual mic and camera on/off indicator<sup>2</sup>

## KEYBOARD & INPUT

- Gloved Multi Touch model: Stylus pen, stylus holder and cleaning cloth are optional<sup>4</sup>
- Gloved Multi Touch model: Supports glove mode and rain mode
- 2 user-definable keys (A1/A2)
- 87-key with dedicated Windows® key
- Emissive backlit keyboard with 4 adjustable levels
- Electrostatic touchpad with multi touch

## DVD DRIVE

- Optional DVD Super MULTI Drive<sup>4</sup>

## INTERFACE & EXPANSION

- Docking Connector
- USB 3.0 (x 3)
- Optional USB 2.0 (x 1)
- Optional Rugged Fischer® USB (Core Series)
- SD card (SDXC)
- HDMI
- Optional VGA
- 10/100/1000 Ethernet
- 10/100/1000 2nd LAN (Ethernet)
- Audio In/Out
- Optional Serial (True)
- Optional PC card
- Nano-SIM
- 24-pin Type A (including one 1.5A port)
- Type A<sup>2,5</sup>
- 5-pin<sup>2,5</sup> UHS-II
- Type A
- D-sub 15-pin
- RJ-45
- RJ-45<sup>2,5</sup>
- 3.5mm Mini-jack stereo
- D-sub 9-pin<sup>2</sup>
- Type II<sup>2,4</sup>
- 4FF

## WIRELESS

- Opt. 4G LTE-Advanced multi carrier mobile broadband w/ satellite GPS
  - Certified with AT&T, FirstNet™, Verizon, Sprint and P.180<sup>11</sup>
- Optional dedicated GPS (u-blox NEO-M8N)<sup>2,5</sup>
- Optional dual high-gain antenna pass-through<sup>2</sup>
- Intel® Dual Band Wireless-AC 8265 Wi-Fi 802.11a/b/g/n/ac
- Bluetooth® v4.1 + EDR (Class 1)
- Slide on/off switch

## POWER

- Li-Ion battery pack:
  - Lite model (lightweight battery): 10.8V, typical 3220mAh, min. 3050mAh
  - Other models (long life battery): 11.1V, typical 4200mAh, min. 4080mAh
  - Media bay 2nd battery: 11.1V, typical 2960mAh, min. 2860mAh<sup>4</sup>
- Battery operation<sup>1</sup>:
  - Lite model: 7 hours (14 hours with opt. 2nd battery)
  - Prime model: 12 hours (20 hours with opt. 2nd battery)
  - Performance & Touch models: 10 hours (17 hours with opt. 2nd battery)
- Hot swap with optional media bay 2nd battery
- Battery charging time: 2.5 hours (each battery)<sup>7</sup>
- Quick charge: 80% charge in approx 1 hour
- AC Adapter: AC 100V-240V 50/60Hz, auto sensing/switching worldwide power supply

## SECURITY FEATURES

- TPM v2.0
- NIST BIOS compliant
- Persistence® technology by Absolute embedded in BIOS®
- Kensington cable lock slot
- Optional fingerprint reader<sup>2,6</sup>
- Optional insertable SmartCard CAC reader (bottom)
- Optional contactless SmartCard CAC reader<sup>2,6</sup>
  - 13.56MHz (ISO 14443 A/B compliant)

## WARRANTY

- 3-year limited warranty, parts and labor

## DIMENSIONS & WEIGHT

- 10.7"(L) x 13.6"(W) x 1.2"(H)<sup>9</sup>
- 4.2 lbs. (Lite model), 4.4 lbs. (Prime model)
- 4.6 lbs. (Performance and Gloved Multi Touch models)

## INTEGRATED OPTIONS<sup>10</sup>

- 4G LTE multi carrier mobile broadband with satellite GPS (EM7455 or Band 14 EM7511)
- Dual antenna pass-through<sup>2</sup>
- Dedicated GPS (u-blox) or 2nd LAN or 4th USB (2.0) or rugged Fischer USB<sup>2</sup>
- PC Card<sup>2</sup> or DVD drive or insertable SmartCard CAC (media bay) or media bay 2nd battery or stylus pen holder
- Contactless SmartCard CAC or fingerprint reader<sup>2</sup>
- Insertable SmartCard CAC reader (bottom)
- Serial<sup>2</sup>
- VGA

## SELECT ACCESSORIES<sup>10</sup>

- AC Adapter 100W (3-prong)
- Long Life Battery Pack
- Lightweight Battery Pack
- Media Bay 2nd Battery Pack<sup>4</sup>
- Battery Charger
- LIND Car Charger 120W
- LIND Solar Charge System
- ToughMate Always-on 54 Case
- ToughMate ComUniversal Carrying Case
- ToughMate Backpack
- Memory Cards (RAM)
  - 8GB DDR4
  - 16GB DDR4
- Desktop Dock
- Vehicle Docks (dual pass-through)
  - Gamber-Johnson with LIND power supply
  - Havis with LIND power supply
- AntennaPlus Dual LTE & GPS Antenna Kit
  - Threaded Black Mount
  - Threaded White Mount
- Gloved Multi Touch Stylus
- 14.0" Gloved Multi Touch LCD Protective Film
- CF-AA5713AM
- CF-VZSU0PW
- CF-VZSU0LW
- CF-VZSU0KW
- CF-VCBTB3W
- CF-LNDDC120
- PASC1580-4444
- TBC54AOC5-P
- TBCCOMUNV-P
- TBCBPK-P
- CF-BAZ1708
- CF-BAZ1716
- CF-VEB541AU
- 7170-Q251-P
- CF-H-PAN-422-2-P
- AP-PAN-CCGPD-Q-BL
- AP-PAN-CCGPD-Q-WH
- FZ-VNPM11AU
- CF-VPF29U

Please consult your reseller or Panasonic representative before purchasing.

<sup>1</sup> Tested by national independent third party lab following MIL-STD-810G Method 516.6 Procedure IV for transit drop test and IEC 60529 Sections 13.4, 13.6.2, 14.2.5 and 14.3 for IP51 on base model.

<sup>2</sup> Not available on Lite model.

<sup>3</sup> 1GB = 1,000,000,000 bytes. Total usable memory will be less depending upon actual system configuration.

<sup>4</sup> DVD, PC Card insertable SmartCard CAC (media bay), Media Bay 2nd Battery and stylus pen holder are mutually exclusive. As an alternative, units can be configured with insertable SmartCard CAC reader (bottom). NOTE: DVD drive is serviceable by trained and authorized professionals only – please contact a Panasonic representative for program details.

<sup>5</sup> Dedicated GPS (u-blox), 4th USB (2.0), rugged Fischer USB and 2nd LAN are mutually exclusive.

<sup>6</sup> Contactless SmartCard CAC and fingerprint readers are mutually exclusive.

<sup>7</sup> Battery performance features such as charge time and life span can vary according to the conditions under which the computer and battery are used. Battery operation and recharge times will vary based on many factors, including screen brightness, applications, features, power management, battery conditioning and other customer preferences. Battery testing results from MobileMark 2014 at 150 nit and using no cellular mobile broadband.

<sup>8</sup> Requires software and activation to enable theft protection.

<sup>9</sup> 1.5" height on Performance model and all models with the following integrated options: insertable SmartCard (bottom), 2nd LAN, 4th USB (2.0), rugged Fischer USB, VGA and Serial.

<sup>10</sup> Accessories and Integrated Options may vary depending on your notebook configuration. Not all items are currently available. Visit Panasonic website for more accessories and details.

<sup>11</sup> For more information about P.180, please visit, PanasonicP180.com.

<sup>12</sup> Requires special order. Please contact a Panasonic representative for details.



1.800.662.3537

na.panasonic.com/us/TOUGHBOOK54

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**TOUGHBOOK®**



## Dynabook USB-C Dock

Expand your laptop with just one cable. This dock supports up to three displays simultaneously

MSRP†: **\$199.99**



### Overview

Expand your viewing area, connectivity and capabilities of your USB-C™ equipped laptop while eliminating cable clutter with a Dynabook USB-C Dock. With a single 10GB/s USB-C connection, connect multiple displays, charge-up and plug-in a variety of modern accessories and peripherals, with blazing fast speed. The Dynabook USB-C Dock makes bouncing from the field to the desk as simple as plugging in a USB cable.

### Product Features

- Single USB Type-C cable connection to your computer
- Supports video resolutions up to 3840 x 2160 on one external display
- Supports single/dual/triple display
  - up to three FHD displays simultaneously

- Supports SuperSpeed USB 10Gpbs
  - USB 3.2 Gen 2

**Product Specifications**

Physical ports/indicators on the Dynabook USB-C™ Dock:

- FRONT Panel
  - Power indicator light
  - SD Card slot
  - USB Type-C™ port
  - Two (2) x USB 3.2 Gen 2 ports (speed depends on connection)
  - Headset jack (headphone / microphone combo)
- BACK Panel
  - Two (3) USB 3.2 Gen 1 ports
  - RJ-45 port (LAN)
  - VGA monitor port
  - DisplayPort port
  - HDMI™ 2.0 port
  - USB Type-C port (Connects to PC)
  - DC in (for power)
- RIGHT Panel
  - Security Lock Slot
- TOP
  - Power button

†MSRP: Reseller/Retailer pricing may vary. Toshiba is not liable for pricing errors.



Tecra® X40

# The New Standard in Ultramobility.



14.0" diagonal  
widescreen display

16.9 mm thin

Starting at 2.76 lbs

Battery life rating up to 12.5 hours

The 14-inch Tecra X40 from Dynabook offers the ideal balance of portability and screen real estate. Featuring an ultrathin, ultralight design, enhanced by Dynabook's durable Magnesium alloy ToughBody chassis, this modern laptop is well-equipped with the latest 8th Generation Core™ processors from Intel®, long lasting battery life and an optional multitouch display, making it perfect for the field, the office and everywhere in between.

Windows 10 Pro means business.



## Product Features

**We Design, Manufacture  
and Engineer Our Laptops**

*Unrivalled Mastery*

We are the only major laptop manufacturer with the ability to write our own BIOS, develop, engineer, manufacture and extensively test laptops in-house to optimize system components found only on a Dynabook.



### Modern Standby

Allows the laptop to stay connected to Wi-Fi® and run background tasks while in standby mode. It will boost system wake times and is more energy efficient.

\* Optional

## Multifactor Authentication



### Face Recognition

An IR camera\* supports Windows Hello™ with password-free, enterprise-grade secure authentication using face sign-in.



### Fingerprint Reader

The Synaptics® SecurePad™ offers convenience without compromising security by replacing complex passwords with the touch of a finger.



### Smart Card Reader\*

Harden security with an additional authentication factor by using physical cards with a built-in microprocessor.



### Thunderbolt™ 3

Delivering speeds up to 40Gbps, Thunderbolt 3 gives you the power to connect up to eight peripherals simultaneously, including three 4K displays.



### MIL-STD-810G Strong

Featuring a premium Magnesium alloy casing and honeycomb reinforcement, this laptop has been tested using the MIL-STD-810G methodology for drops, vibration, shock, dust, altitude, temperature, humidity and solar radiation.

# Tecra® X40 Options

## Specifications\*\*

DESCRIPTION	OPTIONS
Operating System	Windows 10 Pro
Processor	Intel® Core™ i3-8145U Intel Core i5-8265U Intel Core i5-8365U vPro™ Intel Core i7-8565U Intel Core i7-8665U vPro
Graphics	Intel UHD Graphics 620
Memory	2 main memory slots configurable up to 32 GB (service replaceable only)
Storage	up to 512 GB M.2 SATA SSD up to 1 TB M.2 PCIe® NVMe™ SSD
Display	14.0" diagonal widescreen display at 1366 x 768 native resolution (HD) 14.0" diagonal widescreen touchscreen display at 1920 x 1080 native resolution (FHD)
Audio/Visual	Built-in Harman Kardon® stereo speakers DTS Audio Processing HD webcam with TruTalk® dual microphones
Input Devices	Premium spill-resistant, raised-tile, LED-backlit keyboard (black) Accupoint® pointing device Clickpad pointing device with multitouch control
Communications	Intel Wireless-AC 9560 (802.11ac) Intel Wi-Fi® 6 AX200 (802.11ax) Bluetooth®
Ports	HDMI® USB 3.2 Gen 1 Type-A port (w/ USB Sleep & Charge) 2 x USB 3.2 Gen 2 Type-C™ ports (supporting power, display & Thunderbolt™ 3) Headset jack (microphone input / headphone output) microSD™ Card slot
Security	Trusted Platform Module (dTPM) v2.0 Fingerprint reader (Synaptics® SecurePad™) Infrared IR camera for Windows Hello™ face sign-in Smart Card reader Slot for security lock
Physical Description	Onyx Blue Metallic Magnesium Alloy ToughBody chassis Dimensions (W x D x H): 13.1 x 9.0 x 0.67 in / 332 x 228.9 x 16.9 mm Weight: Starting at 2.76 lbs / 1.25 kg
Battery	3-cell/48 Wh Lithium Ion
Environmental Specifications	This product is ROHS compatible, ENERGY STAR® Qualified, EPEAT® Rated
Optional Accessories	PA5281U-1PRP - Thunderbolt 3 Dock PA5356U-1PRP - USB-C Dock PA5270U-1PRP - USB-C to VGA Adapter with Power Delivery (PD) Charging PA5268U-1PRP - USB-C to LAN Adapter with Power Delivery (PD) Charging PA5272U-3PRP - USB-C to HDMI / VGA / LAN / USB Adapter with Power Delivery (PD) Charging PA5279U-1ACA - USB-C 45W AC Adapter (5V / 9V / 15V / 20V)



Backlit Keyboard



Dual Pointing Device



Premium Audio

\*\* Visit <https://us.dynabook.com/info> for a complete list of all product legal footnotes.



Windows 10 Pro means business.

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# Tecra® X40 Series

## Specifications\*\*

Model	X40-E1420	X40-E1440	X40-F1450	X40-D1452	X40-E1442	X40-F1454
Part Number	PT482U-0CL02X	PT484U-00N001	PMR33U-038008	PT474U-03P00S	PT484U-001001	PMR33U-00D008
Operating System	Windows 10 Pro					
Processor	Intel® Core™ i5-8250U	Intel Core i5-8350U (vPro™)	Intel Core i5-8365U (vPro)	Intel Core i5-7300U (vPro)	Intel Core i5-8350U (vPro)	Intel Core i5-8365U (vPro)
Graphics	Intel UHD Graphics 620			Intel HD Graphics 620	Intel UHD Graphics 620	
Memory	8 GB					
Storage	128 GB SSD	256 GB SSD				
Display	14.0" FHD (1920 x 1080) Touch Screen	14.0" HD (1366 x 768)		14.0" FHD (1920 x 1080) Touch Screen		
Audio/Visual	Built-in Harman Kardon® stereo speakers DTS Studio Sound or DTS Audio Processing Webcam with TruTalk® dual microphones					
Input Devices	Premium spill-resistant, raised-tile, LED-backlit keyboard (black) Accupoint® pointing device Click pad pointing device with multitouch control					
Communications	Intel Dual-Band Wireless-AC 8265 802.11ac plus Bluetooth®		Intel Wireless-AC 9560 plus Bluetooth	Intel Dual-Band Wireless-AC 8265 802.11ac plus Bluetooth		Intel Wireless-AC 9560 plus Bluetooth
Ports	HDMI® USB 3.2 Gen 1 Type-A port (w/ USB Sleep & Charge) 2 x USB 3.2 Gen 2 Type-C™ ports (supporting power, display & Thunderbolt™ 3) Headset jack (microphone input / headphone output combination port) microSD™ Card slot					
Security	Fingerprint reader (Synaptics® SecurePad™) Trusted Platform Module (TPM) v2.0 Slot for security lock					
Physical Description	Onyx Blue Metallic Magnesium Alloy ToughBody chassis Dimensions (W x D x H): 13.1 x 9.0 x 0.67 in / 332 x 228.9 x 16.9 mm Weight: Starting at 2.76 lbs / 1.25 kg					
Battery	3-cell / 48 Wh Lithium Ion					
Warranty	3-Year Standard Limited Warranty					
Optional Accessories	PA5281U-1PRP - Thunderbolt 3 Dock PA5356U-1PRP - USB-C Dock PA5270U-1PRP - USB-C to VGA Adapter with Power Delivery (PD) Charging PA5268U-1PRP - USB-C to LAN Adapter with Power Delivery (PD) Charging PA5272U-3PRP - USB-C to HDMI / VGA / LAN / USB Adapter with Power Delivery (PD) Charging PA5279U-1ACA - USB-C 45W AC Adapter (5V / 9V / 15V / 20V)					
MSRP	\$1,199.99	\$1,249.99	\$1,289.99	\$1,349.99	\$1,369.99	\$1,379.99



Backlit Keyboard



Dual Pointing Device



Premium Audio

\*\* Visit <https://us.dynabook.com/info> for a complete list of all product legal footnotes.



Windows 10 Pro means business.



NetCloud Services for Mobile



# COR IBR900 Series Spec Sheet



*Shown: COR IBR900-1200M*



Cradlepoint COR IBR900 Series mobile routers are sold as part of an all-inclusive mobile networking package.

**NetCloud Packages for Mobile include:**

- Ruggedized routers, purpose built for mobile applications
- A NetCloud Service Plan tailored for branch networking and set for a specific term
- 24x7 support and limited lifetime warranty

## What to Buy

Description	Part Numbers
<b>North America</b> (U.S., Canada)	
— NetCloud Essentials for Mobile Routers with IBR900-1200M	MAx-09001200-NNA
— NetCloud Essentials for Mobile Routers with IBR900-600M-NPS	MAx-0900600M-NNA
— NetCloud Essentials for Mobile Routers with IBR900 (no modem)	MAx-0900NM-0NA
<b>Europe</b> (EU)	
— NetCloud Essentials for Mobile Routers with IBR900-600M-NPS-EU	MAx-0900600M-EWA
— NetCloud Essentials for Mobile Routers with IBR900-EU (no modem)	MAx-0900NM-0WA
<b>Asia-Pacific</b> (Australia, New Zealand, Singapore)	
— NetCloud Essentials for Mobile Routers with IBR900-600M-NPS-AP	MAx-0900600M-PWA
— NetCloud Essentials for Mobile Routers with IBR900LP5-NPS-AP	MAx-0900LP5-PWA
— NetCloud Essentials for Mobile Routers with IBR900-AP (no modem)	MAx-0900NM-0WA
<b>All Regions</b>	
— NetCloud Advanced for Mobile Routers	MAx-NCADV

*x = 1, 3, or 5 years*

**NetCloud Essentials** packages and plans contain all the features and capabilities required for a broad range of mobile or in-vehicle applications. Essentials packages include 24x7 support (phone support: 24 hour weekdays with emergency response on weekends, web: 24x7, chat: 24x5) and a limited lifetime warranty.

For additional capabilities, a **NetCloud Advanced** upgrade can be added to the NetCloud Essentials Package at any time.

See additional details of what is included in the Essential and Advanced NetCloud software: [cradlepoint.com/netcloud-manager](https://cradlepoint.com/netcloud-manager)

For more details on the COR IBR900 mobile router, included with the NetCloud Packages for mobile, see below.

## What's in the Box

- Ruggedized high-performance router with embedded business-class LTE modem; includes integrated mounting plate
- Safety, Regulatory, and Warranty Guide
- A 4-wire power/GPIO cable (3 meters)
- Two extra SIM door screws (2)

### Required Accessories

- 3G/4G universal cellular antennas (Qty. 2)
- 2.4/5GHz Dual Band WiFi antennas (Qty. 2)
- An active-powered GPS antenna

## Key Features

### Models

- COR IBR900-1200M: LTE Advanced Pro 1 Gbps LTE/HSPA+ (SIM-based, Auto-carrier Selection for North American)— Pending
  - The IBR900-1200M is FirstNet Ready™; includes support for Band 14
- COR IBR900-600M: LTE Advanced 600 Mbps LTE/HSPA+ (SIM-based, Auto-carrier Selection for all North American, European, and Asia Pacific carriers; includes support for 700 MHz Band 28 in Asia Pacific)
  - The IBR900-600M is FirstNet Capable.
  - The IBR900LP6 is FirstNet Capable.
- COR IBR900LP5: 300 Mbps LTE Advanced for operators in Asia Pacific and Saudi Arabia (SIM-based Auto-carrier selection)

### WAN

- Dual-modem capable with optional COR Extensibility Dock
- WiFi-as-WAN, with WPA2 Enterprise Authentication for WiFi-as-WAN
- Failover/Failback
- Load Balancing
- Advanced Modem Failure Check
- WAN Port Speed Control
- WAN/LAN Traffic Steering
- IP Passthrough
- Standby
- DynDNS
- QoS (DSCP and Priority Queuing)

## LAN

- VLAN 802.1Q
- DHCP Server, Client, Relay<sup>2</sup>
- DNS and DNS Proxy
- UPnP
- DMZ
- Multicast/Multicast Proxy
- MAC Address Filtering

## WiFi<sup>1</sup>

- Dual-Band, dual-concurrent
- 802.11 a/b/g/n/ac wave 2—MU-MIMO and 256 QAM support
- Up to 128 connected devices (64 per radio – 2.4 GHz and 5 GHz)
- Multiple SSIDs: 2 per radio (4 total)
- WPA2 Enterprise (WiFi)
- Hotspot/Captive Portal
- SSID-based Priority
- Client Mode for faster data offload
- Frequencies supported:
  - 2.4 GHz (2412 – 2472 MHz)
  - 5 GHz
    - U-NII-1 (5.150-5.250 GHz)
    - U-NII- 2a (5.250-5.350 GHz) North America IBR900-600M Only
    - U-NII-2c (5.470-5.725 GHz) North America IBR900-600M Only
    - U-NII-3 (5.7225-5.825 MHz) North America Only

## Management

- Cradlepoint NetCloud Manager
- Web UI, API, CLI
- Active GPS support on all models
- Data Usage Alerts (router and per client)
- Advanced Troubleshooting (support)
- Device Alerts
- SNMP
- SMS control
- Serial Redirector
- Auto APN Recovery
- Syslog



## VPN & Routing

- IPsec Tunnel – up to ten concurrent sessions
- L2TP
- GRE Tunnel
- OSPF/BGP/RIP
- Route Filters (Access Control Lists, Prefix Filters, Route Maps, Communities for BGP)
- Per-Interface Routing
- Routing Rules
- Policy-based Routing
- NAT-less Routing
- Virtual Server/Port Forwarding
- NEMO/DMNR
- IPv6
- VRRP
- STP
- NHRP
- VTI Tunnel support
- OpenVPN support
- CP Secure VPN compatible
- Serial PAD Mode

## Security

- RADIUS and TACACS+ support\*
- 802.1x authentication for Ethernet\*\*
- Zscaler integration
- Certificate support
- ALGs
- MAC Address Filtering
- Advanced Security Mode (local user management only)
- FIPS 140-2 Inside version available
- Per-Client Web Filtering
- IP Filtering
- Content Filtering (basic)
- Website Filtering
- Zone-Based Object Firewall with host address (IP or FQDN), port, and MAC address

*\*Native support for authentication. Authorization and accounting support through hotspot/captive portal services.*

*\*\*802.1x Authentication for Ethernet not available for FIPS SKUs.*

## Cloud Optimized IP Communications

- Automated WAN Failover/Failback support
- WAN Affinity and QoS allow prioritization of VoIP services
- Advanced VPN connectivity options to HQ
- SIP ALG and NAT to allow VoIP and UC communications to traverse firewall
- MAC Address Filtering
- 802.1p/q for LAN QoS segmentation and treatment of VoIP on LAN
- Private Network support (wired and 4G WAN)
- Cloud-based management

1 — WiFi-related functions are only supported on IBR900 models

2 — DHCP Relay across a wide area network (WAN) only available on the LP3 and LP5 models. All other models require a VPN tunnel present for DHCP Relay to function properly.

## Specifications

The following features are delivered through the NetCloud Service.

### WAN:

- Dual-modem capable with optional COR Extensibility Dock
- Integrated 1200M LTE Advanced Pro modem (with DC-HSPA+ failover), delivering 1 Gbps\*\*
- Integrated 600M LTE Advanced 600 Mbps modem (with DC-HSPA+ failover)
- Two LAN/WAN switchable 10/100/1000 Gigabit Ethernet ports – one default WAN (cable/DSL/T1/satellite/Metro Ethernet)
- WiFi as WAN, Metro WiFi; 2x2 MIMO “N” 2.4 GHz or 5 GHz; 802.11 a/b/g/n/ac wave 2 (IBR900 only)

### LAN:

- Dual-band, dual-concurrent WiFi; 802.11 a/b/g/n/ac wave 2 (IBR900 only)
- Two LAN/WAN switchable 10/100/1000 Gigabit Ethernet ports – one default LAN
- Serial console support for Out-of-Band Management of a connected device

### Ports:

- 4-Wire power/GPIO
- Add more GPIO ports with optional 9-wire power/GPIO cable or COR Extensibility Dock with 2x10-wire power/GPIO cable
- USB 2.0
- Two Ethernet LAN/WAN
- Two cellular antenna connectors (SMA)
- One active GPS antenna connector (SMA)
- Two WiFi antenna connectors (RP-SMA)
- 15-pin dock port for COR Extensibility Dock, 9-wire GPIO cable, or COR Extensibility Port to Serial Cable

**Temperature:**

- -30 °C to 70 °C (-22 °F to 158 °F) operating with optional\* 9-wire power and GPIO cable (Part #170680-000)
- -30 °C to 70 °C (-22 °F to 158 °F) operating with optional extended temperature AC power supply (Part #170648-000; see this page for line cord details)
- -20 °C to 60 °C (-4 °F to 140 °F) operating with included† standard AC power supply
- -40 °C to 85 °C (-40 °F to 185 °F) storage

\* Included with “-NPS” version, † - not included with “-NPS” version

**Humidity (non-condensing):**

- 5% to 95% operating
- 5% to 95% storage

**Power:**

- DC input steady state voltage range: 9–33 VDC (requires inline fuse for vehicle installations)
  - For 9–24 VDC installations, use a 3 A fuse
  - For > 24 VDC installations, use a 2.5 A fuse
- Reverse polarity and transient voltage protection per ISO 7637-2
- Ignition sensing (automatic ON and time-delay OFF)
- Power consumption:
  - Idle: 4W
  - LTE Tx/Tx: 6.25W
  - WiFi Tx/Rx: 9W
  - 12 VDC / 2 A adapter recommended

**WiFi Power:**

- 2.4 GHz: 18 dBm conducted
- 5 GHz VHT20: 17.5 dBm conducted
- 5 GHz VHT40: 17 dBm conducted
- 5 GHz VHT80: 16.5 dBm conducted

**Size:** 4.6 × 4.5 × 1.2 in (118 × 113.5 × 29.3 mm)

**Weight:** 14 oz (400 g)

**Certifications:**

- WiFi Alliance (IBR900 only) – 802.11a/b/g/n/ac wave 2 certified
- Safety: UL/CUL, CB Scheme, EN60950-1

- Hazardous Locations: Class1, Div 2. IBR900-600M-NA only.
- Shock/Vibration/Humidity: Compliant with MIL STD 810G and SAEJ1455
- Ingress Protection: Compliant with IP54 (includes protection from dust and splashing water)
- Materials: WEEE, RoHS, RoHS-2, California Prop 65
- Telecom: PTCRB/CTIA, GCF-CC
- Regulatory Models: S5A643A, S5A644A, S5A648A, S5A701A, S5A706A, S5A843A, S5A848A
- FIPS 140-2 Inside

#### **GPS:**

- GPS Protocols: TAIP and NMEA 0183 V3.0
- Satellite channels: Maximum 55 channels, simultaneous tracking
- Concurrent standalone GPS, GLONASS, BeiDou and Galileo
- 1 Hz refresh rate
- Accuracy:
  - < 2 m: 50%
  - < 5 m: 90%
  - Horizontal: < 2 m (50%); < 5 m (90%)
  - Altitude: < 4 m (50%); < 8 m (90%)
  - Velocity: < 0.2 m/s
- Acquisition (measured with signal strength = -145 dBm):
  - Hot start: 1 second
  - Warm start: 29 seconds
  - Cold start: 32 seconds
- Sensitivity:
  - Tracking: -160 dBm (tracking sensitivity is the lowest GNSS signal level for which the device can still detect an in-view satellite 50% of the time when in sequential tracking mode)
  - Acquisition (standalone): -145 dBm (acquisition sensitivity is the lowest GNSS signal level for which the device can still detect an in-view satellite 50% of the time)
- Operational limits: Altitude < 6000 m or velocity < 100 m/s (either limit may be exceeded, but not both)

## **Router Performance**

- Max Throughout (Default Configuration\*): 900 Mbps
- Max Concurrent TCP Sessions: 16,000
- Recommended Max Client Count: 30\*\*

- Performance testing was conducted based off requirements as defined in RFC2544 using a mix of 64, 256, and 1500-byte packet sizes. Throughput is shown as bi-directional TCP traffic with less than a 1% packet loss using four wired clients.
- Specifications and information in this datasheet are subject to change without notice.

*\*Cradlepoint defines client as any network connected device utilizing resources, such as bandwidth, on the local network.*

*\*\*Default configuration shipped with hardware including NAT and basic stateful/zone firewall configuration.*

## Accessories

Cradlepoint offers several accessory options for extensibility, power, and antennas:

### Second Integrated LTE Modem with MC400:

- MC400-1200M (worldwide)
- MC400LP6 (North America or EU)
- MC400LP5 (Asia Pacific or Saudi Arabia)
- MC400LP4 (AT&T, Verizon, T-Mobile and Canada)

### Extensibility

- COR Extensibility Dock (Part # 170700-000)
- 9-wire power/GPIO cable (Part # 170680-000)
- COR Extensibility Port to Serial Cable (Part # 170767-000)

### Power:

#### Vehicle Options

- Vehicle locking power adapter for COR (Part # 170635-000)
- Two-meter 4-wire power/GPIO cable, direct wire (Part # 170585-000)

#### Power Supplies/Adapters

- North America COR IBR900/IBR950 power supply (Part # 170716-000)
- International power supply — includes adapters for US, EU, UK, AU (Part # 170717-000)
- Barrel to 4-pin power adapter (Part # 170665-000)
- Extended temperature AC power supply (Part # 170648-001; [see line cord details](#))

### Antennas – 3G/4G Modem, WiFi & GPS:

- 700 MHz – 2700 MHz Wide Band Directional Antenna (Yagi/Log- Periodic) Part # 170588-000
- 12" Mag-Mount Antenna with SMA Male Connector Part # 170605-000
- 4" Mini Mag-Mount Antenna with SMA Male Connector Part # 170606-000
- 2.4/5 GHz Dual-band, Dual-concurrent WiFi Antenna Part # 170628-000 (WiFi models only)
- Universal 3G/4G/LTE Modem Antenna Part # 170649-000

- GPS Screw-Mount Antenna Part # 170651-000
- GPS Mag-Mount Antenna Part # 170652-000
- Multi-Band Omni-Directional Antenna Part # 170668-000
- Indoor/Outdoor Panel Patch Part # 170669-000
- Universal LTE/4G/3G / 2dBi/3dBi antenna with SMA connector for all AER, ARC, COR, and MC400 products (Part # 170704-001)

#### Vehicle Antennas:

- 3-in-1 GPS & Modem Screw-Mount Part # 170653-000
- 3-in-1 Adhesive-Mount Antenna Part # 170653-001
- 5-in-1 GPS, Modem & WiFi Screw-mount Part # 170654-000
- Low Profile 5-in-1 MIMO LTE, MIMO WiFi (2.4/5 GHz), & GPS Screw Mount Antenna with 5M Cables Part # 170654-001
- Cradlepoint Certified Antennas for Mobile

See the [Cradlepoint Certified Antennas for Mobile](#) for more information about antennas. Also see the [Antenna Ordering and Installation Guide](#), also available in the Resources section of antenna and router product pages.

## Enterprise-Class Modem Specifications

### COR IBR900-1200M-NA

COR IBR900-1200M models include an embedded LTE Advanced Pro 4G LTE modem. The modems support SIM-based, auto-carrier selection in the USA and Canada. Simply insert the SIM and wait for the router to automatically detect the SIM and establish a connection.

- Technology: Category 18 LTE Advanced Pro, DC-HSPA+
- Downlink Rates: LTE 1 Gbps, DC-HSPA+ 42.2 Mbps\*
- Uplink Rates: LTE 150 Mbps, DC-HSPA+ 5.76 Mbps\*
- MIMO: 2x2 MIMO
- 256 QAM support
- Frequency Bands:
  - LTE Bands
    - LTE FDD 1, 2(25), 3, 4(66), 5(26/18/19), 8, 12(17), 13, 14, 20, 28, 29, 71
    - LTE TDD 39
- Carrier Aggregation: Up to 5CA. [ ] indicates 4x4 MIMO
  - AT&T: 2,4,5,12,14,29,66; 3G 2, 5
    - 2CA DL carrier aggregation combinations:  
CA\_2A-2A, CA\_2A-4A, CA\_2A-5A, CA\_2A-12A, CA\_2A-14A, CA\_2A29A, CA\_2A-66A, CA\_2C, CA\_4A-4A, CA\_4A-5A, CA\_4A-12A, CA\_4A-29A, CA\_5A-66A, CA\_5B, CA\_12A-66A, CA\_12B, CA\_14A-66A, CA\_29A-66A, CA\_66<sup>a</sup>-66A, CA\_66B, CA\_66C
    - 3CA DL carrier aggregation combinations:  
CA\_2A-2A-5A, CA\_2A-2A-12A, CA\_2A-2A-14A, CA\_2A2A-66A, CA\_2A-4A-4A, CA\_2A-4A-5A, CA\_2A-

4A-5A, CA\_2A-4A-12A, CA\_2A-4A-12A, CA\_2A-5A-66A, CA\_2A-5A-66A, CA\_2A-12A-66A, CA\_2A-12A-66A, CA\_2A-14A-66A, CA\_2A-66A-66A, CA\_4A-4A-5A, CA\_4A-4A-12A, CA\_4A-12B, CA\_5A-66A-66A, CA\_5A-66C, CA\_12A-66A-66A, CA\_14A-66A-66A, CA\_29A-66A-66A

— 4CA DL carrier aggregation combinations:

CA\_2A-2A-5A-66A, CA\_2A-2A-12A-66A, CA\_2A-2A-14A-66A, CA\_2A-2A-66A-66A, CA\_2A-4A-4A-12A, CA\_2A-5A-66A-66A, CA\_2A-5B-66A, CA\_2A-12A-66A-66A, CA\_2A-14A-66A-66A, CA\_5B-66A-66A

— 5CA DL carrier aggregation combinations:

CA\_2A-5B-66A-66A

— 2CA UL carrier aggregation combinations:

CA\_2A-12A, CA\_2A-5A, CA\_4A-12A, CA\_5A-66A, CA\_5B, CA\_12A-66A

— Verizon (Pending): 2,4,5,13,66

— T-Mobile, Canada, Generic (Pending):

— LTE FDD 1, 2(25), 3, 4(66), 5(26/18/19), 8, 12(17), 13, 14, 20, 28, 29, 71

— LTE TDD 39

— Fallback: WCDMA/DC-HSPA+ (42/5.76 Mbps): Bands 1, 2, 4, 5(19), 8

— Power: LTE 23 dBm ± 1, DC-HSPA+ 23 dBm ± 1

— Antennas: SMA & RP-SMA male plugs, torque not to exceed 4 in-lbs

— GPS: Active GPS support

— SMS: SMS support

— Industry Standards & Certs: FCC, PTCRB, AT&T, FirstNet. PENDING: IC, Verizon, Verizon NEMO/DMNR for Primary Wireless Access

## COR IBR900-600M-NA / -EU

COR IBR900-600M models include an integrated LTE Advanced 600 Mbps 4G LTE modem. The 600M modems support worldwide, SIM-based, Auto-carrier selection. Simply insert the SIM and wait for the router to automatically detect the SIM and establish a connection.

— Technology: Category 11 LTE Advanced, HSPA+

— Downlink Rates: LTE 600 Mbps, HSPA+ 42.2 Mbps\*

— Uplink Rates: LTE 75 Mbps, HSPA+ 5.76 Mbps\*

— Frequency Bands:

— LTE Bands

— LTE FDD: 1-5, 7-8, 12-13, 17, 20, 25-26, 28-30, 66

— LTE TDD: 38, 40-41

— HSPA+: 1-2, 4-5, 8

— LTE 2DL Carrier Aggregation Combinations:

— B2+B2, B2+B4, B2+B5, B2+B12, B2+B13, B2+B17, B2+B29, B2+B30, B4+B4, B4+B5, B4+B7, B4+B12, B4+B13, B4+B17, B4+B29, B4+B30, B5+B30, B12+B12, B12+B30, B25+B25, B25+B26, B25+B41, B26+B41, B29+B30, B41+B41, B1+B20, B3+B3, B3+B7, B3+B20, B3+B38, B7+B7, B7+B8, B7+B20, B38+B38, B1+B3, B1+B7, B1+B28, B3+B8, B3+B28, B5+B7, B5+B40, B7+B8, B7+B20

— LTE 3DL Carrier Aggregation Combinations:

- B2+B2+B12/17, B2+B2+B13, B2+B2+B4, B2+B4+B5, B2+B4+B12, B2+B4+B13, B2+B4+B29, B2+B5+B30, B2+B12+B12, B2+B12+B30, B2+B29+B30, B4+B4+B5, B4+B4+B7, B4+B4+B12, B4+B4+B13, B4+B5+B30, B4+B12+B12, B4+B12+B30, B4+B29+B30, B25+B26+B41, B25+B41+B41, B26+B41+B41, B41+B41+B41, B1+B3+B20, B1+B7+B20, B3+B3+B7, B3+B3+B20, B3+B7+B20, B3+B7+B7, B3+B20+B38, B3+B38+B38, B3+B3+B5, B3+B3+B8, B3+B7+B7, B3+B7+B28, B7+B7+B28, B28+B40+B40, B40+B40+B40
- Fallback: WCDMA/DC-HSPA+ (42/5.76 Mbps): Bands 1, 2, 4, 5, 8
- Power: LTE 23 dBm  $\pm$  1, HSPA+ 23 dBm  $\pm$  1
- Antennas: SMA & RP-SMA male plugs, torque not to exceed 4 in-lbs
- GPS: Active GPS support
- SMS: SMS support
- Industry Standards & Certs: CE, FCC, GCF-CC, IC, PTCRB, AT&T, Sprint, Verizon, Verizon NEMO/DMNR for Primary Wireless Access, AS, NZS, SGP (IMDA)

### COR IBR900LP5-AP, COR IBR950LP5-AP

COR IBR900/IBR950LP5 models include an integrated LTE Advanced 300 Mbps 4G LTE modem, and support Asia Pacific and Saudi Arabia. The LP5 modems support SIM-based, Auto-carrier selection. Simply insert the SIM and wait for the router to automatically detect the SIM and establish a connection.

- Technology: FDD/TDD (300 Mbps) LTE Advanced, DC-HSPA+
- Downlink Rates: LTE 300 Mbps, DC-HSPA+ 42.2 Mbps\*
- Uplink Rates: LTE 50 Mbps, DC-HSPA+ 5.76 Mbps\*
- Frequency Bands:
  - LTE Bands: 1, 3, 5, 7, 8, 18, 19, 21, 28, 38, 39, 40, 41
  - TD-SCDMA 39
- Carrier Aggregation:
  - 1 + 8/18/19/21
  - 3 + 5/7/19/28
  - 5 + 3/7
  - 7 + 3/5/7/28
  - 8 + 1
  - 18 + 1
  - 19 + 1/3/21
  - 21 + 1/19
  - 28 + 3/7
  - 38 + 38
  - 39 + 39
  - 40 + 40
  - 41 + 41



- Fallback: WCDMA/DC-HSPA+ (42/5.76 Mbps): Bands 1, 5, 6, 8, 9, 19
- Power: LTE: 23 dBm  $\pm$  1; DC-HSPA+: 23 dBm  $\pm$  1
- Antennas: SMA & RP-SMA male plugs, torque not to exceed 4 in-lbs
- GPS: Active GPS support
- SMS: SMS support
- Industry Standards & Certs: CE, GCF-CC, RC Australia, others pending

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*\*Theoretical*

*\*\*Theoretical max speed with 2 LTE antennas*

*FirstNet and FirstNet Ready are registered trademarks and service marks of the First Responder Network Authority, an independent authority within the U.S. Department of Commerce.*

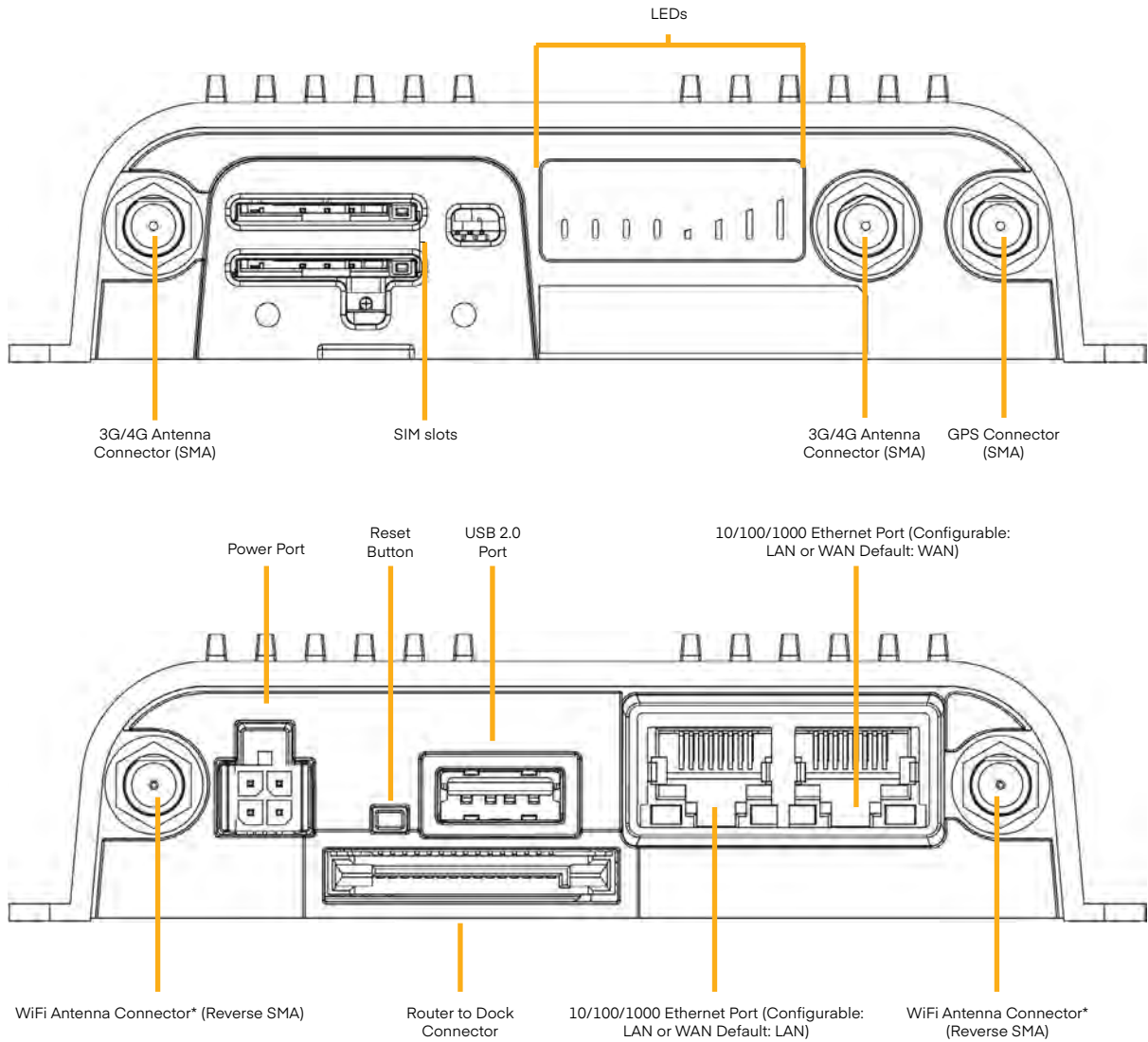
## Support & Warranty

The COR IBR900 is only sold as a component of NetCloud Packages.

- NetCloud Packages include support for the full subscription term.
- All Cradlepoint hardware products are covered by a limited lifetime warranty for as long as they are under a NetCloud Service Plan.






Hardware

COR IBR900-1200M & 600M



\* Only on IBR900

## LEDs

Indicator	Behavior
	<p><b>Power:</b> The Cradlepoint IBR900/IBR950 must be powered using an approved 9–33 V DC power source.</p> <ul style="list-style-type: none"> <li>— Green = Powered ON.</li> <li>— No Light = Not receiving power. Check the power source connection.</li> </ul>
	<p><b>WiFi Broadcast:</b> Indicates WiFi activity (IBR900 only).</p> <ul style="list-style-type: none"> <li>— Green = On and operating normally.</li> <li>— Yellow = Attention.</li> </ul>
	<p><b>GPS:</b> Indicates the status of GPS connection.</p> <ul style="list-style-type: none"> <li>— Blue = GPS locked.</li> <li>— Blinking Blue = Obtaining lock.</li> <li>— No Light = Off/no lock.</li> </ul>
	<p><b>Integrated Modem:</b> Indicates information about the integrated modem.</p> <ul style="list-style-type: none"> <li>— Green = Modem has established an active connection.</li> <li>— Blinking Green = Modem is connecting.</li> <li>— Amber = Modem is not active.</li> <li>— Blinking Amber = Data connection error. No modem connection possible.</li> <li>— Blinking Red = Modem is in the process of resetting.</li> <li>— No Light = Modem not connected.</li> </ul>
	<p><b>Signal Strength:</b> Blue LED bars indicate the active modem's signal strength.</p> <ul style="list-style-type: none"> <li>— 4 Solid Bars = Strongest signal.</li> <li>— 1 Blinking Bar = Weakest signal. (A blinking bar indicates half of a bar.)</li> </ul>
Other	<p><b>Additional LED Indicators:</b></p> <ul style="list-style-type: none"> <li>— Several different LEDs blink when the factory reset button is detected.</li> <li>— Two of the modem LEDs blink red in unison for 10 seconds when there is an error during NCOS upgrade.</li> <li>— Dock Ethernet LEDs: only right LED will light up and/or blink with data.</li> <li>— When an external USB modem is plugged in, only the Signal Strength LEDs will light up.</li> </ul>

# Cradlepoint LTE In-Vehicle Network Solutions

Deploying network connectivity to your organization's vehicle fleet can entail a number of challenges. With the proliferation of LTE networks, the adoption of cloud-connected vehicles has increased exponentially year over year. Whether it's mass transit WiFi, real-time connectivity for first responders, or service fleet database access, in-vehicle networks are transforming how organizations connect from the road with Cradlepoint solutions.

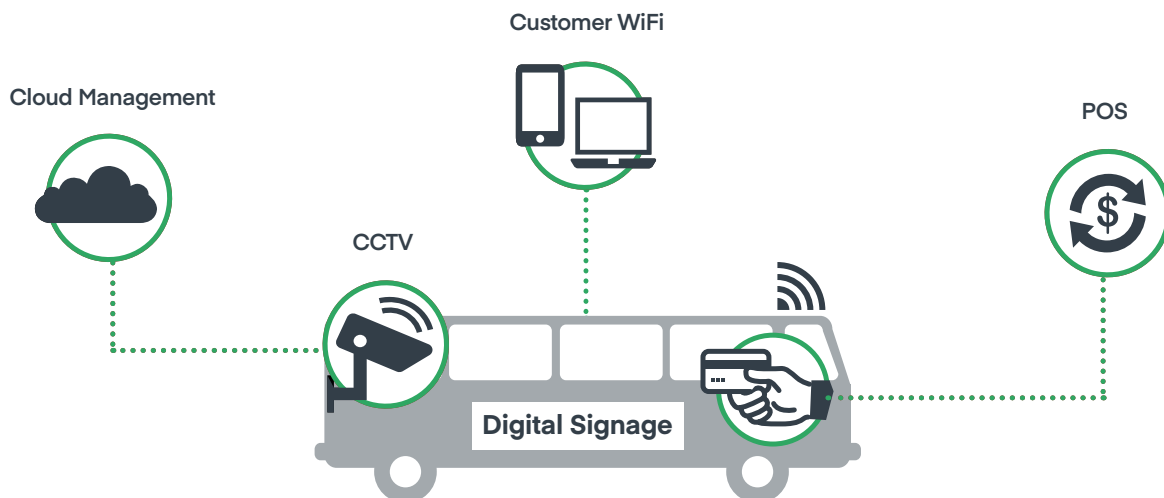
## Challenge: Enterprise Connectivity on the Road

- **Remote monitoring, maintenance, and updates** — Wireless networks require constant management. When the network is always in motion, consistent physical access to equipment is impossible.
- **Placement, wiring, and electrical** — Reliable connectivity depends on correct placement of the router and antennas. Using a vehicle's battery as a power source can create power issues which could ultimately damage networking equipment.
- **Environment** — Vibrations, weather conditions, and temperature fluctuations of extreme heat and cold can impact sensitive networking hardware in detrimental ways, causing connectivity failures.



**54.4% of mass transit passengers regularly engage with personal technology during their commute.<sup>1</sup>**

<sup>1</sup> **Source** Fierce Source: Joseph P. Schwieterman, et. al., DePaul University, "The Digitally Connected Commuter: 2014 Update."



## Solution: Cloud-Managed LTE Networking with Cradlepoint

A solution will take into account all aspects of virtual and physical layouts, as well as anticipated applications. You'll find you're not simply choosing hardware and a data plan, but looking holistically at how to optimize a comprehensive solution for reliable, stable connectivity on the road.

Whether your organization needs a stable, reliable, and rugged way for police officers to stay connected to the network, or you are serving WiFi to thousands of commuters daily on a metro bus system, Cradlepoint's COR Series is the "go-to" solution for mobile vehicle networks.

### Cradlepoint LTE Solutions Advantages

- **Real-Time, Mission-Critical Connectivity:** Cradlepoint offers solutions that are unlike other mobile solutions on the market. First responders, emergency services and public servants can look up vital information and update records immediately while using secure connectivity.
- **Enhanced Rider Experience:** Today's transit commuters and leisure travelers demand connectivity. A recent study found that more than 50% of mass transit commuters anticipate using WiFi during their commute.
- **Ease-of-Use with Cloud Management:** Monitor, configure, and upgrade geographically dispersed systems without requiring on-site technical resources. Improve productivity, reduce costs, and enhance the intelligence of your network. Cradlepoint solutions allow you to maximize the benefits of the cloud without losing your connection when you need it most.

Learn more at [cradlepoint.com/in-vehicle](https://cradlepoint.com/in-vehicle)

## Success Story

### Medford Police Department

The Medford Police Department provides public safety services to the town of 75,000 in southern Oregon. Medford depends on wireless connectivity to help its officers carry out law enforcement activities. Officers use computers to run driver background checks, verify vehicle registrations and licenses, issue citations, and receive their dispatch orders from police headquarters.

Medford relies on Cradlepoint to provide dependable wireless connectivity to help officers carry out these law enforcement activities. The department began installing the Cradlepoint COR Series routers in its cruiser fleet. One of the first improvements was in network uptime. In the past, Medford's wireless networking devices were battery powered, made of plastic, and came with only the most basic network management tools. Cradlepoint's solution is wired directly into each cruiser's power system, and made of metal.

"Cradlepoint gives us an enterprise-grade, public safety-grade solution that we think delivers the best functionality to our police officers and the best return on investment for taxpayers."

**Pat Roam,**  
City of Medford Safety Systems  
Administrator



## Toshiba Thunderbolt 3 Dock

Expand your laptop with just one cable. This dock supports up to three 4k displays simultaneously

MSRP†: **\$282.99**



### Overview

Maximize your productivity with the Toshiba Thunderbolt 3 Dock. Compatible with select Portégé® and Tecra® laptops, you can quickly and effortlessly connect to your desktop environment in one simple connection. With its simple single cable connection, the Toshiba Thunderbolt 3 Dock eliminates the hassle of connecting multiple cables every time you get back to your desk while providing power to charge your laptop and fast access to your keyboard, mouse, printer, and other high speed devices.

The Thunderbolt 3 dock features a full complement of ports including two HDMI, DisplayPort, mini Display port, VGA, microphone/headphone combo, four USB 3.0 ports, two USB-C ports, and Ethernet.

### Product Features

- Single USB Type-C™ cable connection to your computer
- Supports single/dual/triple display
  - up to three 4k displays simultaneously
- Supports video resolutions up to 3840 x 2160 on an external display
- Hot-swappable: add or remove most devices without rebooting the computer
- Charge your USB devices (DC 5V/port) with the powered "USB Sleep and Charge" port even when your computer is undocked or off
- Charge your computer through USB Type-C™ connection (Requires a computer that supports charging through a Thunderbolt™ 3/Type-C™ port)
- Supports devices in pre-OS environment (ie. PXE, USB devices, etc.)

### Product Specifications

Physical ports/indicators on the Toshiba Thunderbolt™ 3 Dock:

- FRONT Panel
  - Power indicator light
  - Power Delivery indicator light
  - Two (2) USB Type-C™ ports

- USB 3.0 port (supporting USB Sleep and Charge)
- Headset jack (headphone / microphone combo)
- BACK Panel
  - Three (3) USB 3.0 ports
  - RJ-45 port (LAN)
  - USB Type-C™ / Thunderbolt 3™ port (Connects to PC)
  - HDMI™ 2.0 port
  - DisplayPort port
  - VGA monitor port
  - Mini DisplayPort port
  - HDMI™ 1.4 port
  - DC in (for power)
- LEFT Panel
  - Power button
- RIGHT Panel
  - Security Lock Slot

†MSRP: Reseller/Retailer pricing may vary. Toshiba is not liable for pricing errors.





Panasonic recommends Windows.

## TOUGHBOOK 20

- 10.1" fully rugged PC for use as a laptop or tablet
- Infrared webcam and Windows Hello enables biometric user authentication
- Optional quick-release SSD includes insertable SmartCard CAC reader
- Bridge battery enables hot-swap battery replacement for continuous use
- Integrated 2nd battery, CAC SmartCard, fingerprint, magstripe, barcode options and more
- TPM 2.0 Security

MIL-STD-810G

MIL-STD-461F

IP65

ANSI HAZ LOC

4-FOOT DROP RATING

P.180  
GET MORE DONE™

## THE WORLD'S FIRST FULLY RUGGED DETACHABLE LAPTOP.

The TOUGHBOOK 20 is the first fully rugged detachable PC with a removable keyboard that quickly transforms from a laptop into a fully functioning tablet with just one hand. At only 3.9 pounds, it's good on the go with a clever built in handle that also functions as a kickstand, a bridge battery that allows hot swappable battery replacement while running without disruption and the broadest range of ports and integrated options in its class. The TOUGHBOOK 20 display can be used with or without gloves and its sunlight-viewable 800 nit IPS display with direct bonding enables wider viewing angles and richer colors.

1.800.662.3537

[na.panasonic.com/us/toughbook20](http://na.panasonic.com/us/toughbook20)

**TOUGHBOOK®**



## TOUGHBOOK 20

Panasonic recommends Windows.

<b>SOFTWARE</b>	<ul style="list-style-type: none"> <li>Panasonic Utilities (including Dashboard), Recovery Partition</li> <li>Enterprise ready driver packages including CAB files and one-click driver bundles</li> <li>Windows® 10 Pro 64-bit</li> </ul>
<b>DURABILITY</b>	<ul style="list-style-type: none"> <li>MIL-STD-810G certified (4' drop - 5' tablet only, shock, vibration, rain, dust, sand, altitude, freeze/thaw, high/low temperature, temperature shock, solar radiation, salt fog, humidity, explosive atmosphere)<sup>1</sup></li> <li>MIL-STD-461F certified<sup>1</sup></li> <li>IP65 certified sealed all-weather fanless design<sup>1</sup></li> <li>Optional hazardous location class I division 2, groups ABCD certified model</li> <li>Magnesium alloy chassis encased with ABS and elastomer edges</li> <li>Built-in dual purpose handle &amp; kickstand</li> <li>Solid state drive heater</li> <li>Optional quick-release storage drive<sup>4,8,13</sup></li> <li>Removable battery</li> <li>Optional rotating hand strap</li> <li>Reinforced locking port covers</li> <li>Raised bezel for LCD impact protection</li> <li>Preinstalled replaceable screen film for LCD protection</li> </ul>
<b>CPU</b>	<ul style="list-style-type: none"> <li>Intel® Core™ i5-7Y57 vPro™ processor (7th Gen CPU)</li> <li>1.2GHz with Turbo Boost up to 3.3GHz, 4MB cache</li> </ul>
<b>STORAGE &amp; MEMORY</b>	<ul style="list-style-type: none"> <li>Factory installed 8GB or 16GB SDRAM (LPDDR3-1866MT/s)<sup>2</sup></li> <li>256GB or 512GB SSD with heater<sup>2</sup></li> <li>Optional quick-release SSD (comes with Insertable Smartcard CAC reader)<sup>4,8,13</sup></li> <li>Optional OPAL encrypted SSD with heater</li> </ul>
<b>DISPLAY</b>	<ul style="list-style-type: none"> <li>10.1" WUXGA 1920 x 1200</li> <li>10-point capacitive gloved multi touch + digitizer</li> <li>2-800 nit</li> <li>IPS display with direct bonding</li> <li>Anti-reflective (AR) and anti-glare (AG) screen treatments</li> <li>Intel® HD Graphics 615</li> <li>4 monitor support</li> <li>Concealed mode (configurable)</li> </ul>
<b>AUDIO</b>	<ul style="list-style-type: none"> <li>Integrated dual array microphone</li> <li>Intel® High Definition Audio compliant</li> <li>Integrated speaker</li> <li>On-screen and button volume and mute controls</li> </ul>
<b>CAMERAS</b>	<ul style="list-style-type: none"> <li>1080p webcam with dual array mic and camera on/off indicator</li> <li>Infrared with Windows Hello support</li> <li>8MP rear camera with autofocus and triple LED flash</li> </ul>
<b>KEYBOARD &amp; INPUT</b>	<ul style="list-style-type: none"> <li>Waterproof IP55 stylus pen with integrated stylus holder, tether and cleaning cloth</li> <li>Supports glove mode and rain mode</li> <li>7 tablet buttons (6 user-definable A1/A2 buttons)</li> <li>On-screen QWERTY keyboard</li> <li>82-key with dedicated Windows® key</li> <li>Emissive white backlit keyboard with 4 adjustable levels</li> <li>Pressure-sensitive touchpad with multi touch</li> </ul>
<b>INTERFACE &amp; EXPANSION</b>	<ul style="list-style-type: none"> <li>On the tablet:           <ul style="list-style-type: none"> <li>USB 3.0 x1 (optional 2nd USB 2.0<sup>4,13</sup>)</li> <li>MicroSDXC</li> <li>HDMI</li> <li>10/100/1000 Ethernet</li> <li>Optional Serial (True)<sup>3,4</sup></li> <li>Audio In/Out</li> <li>SIM</li> </ul> </li> <li>On the keyboard:           <ul style="list-style-type: none"> <li>Docking Connector</li> <li>USB 3.0 x2, USB 2.0 x1</li> <li>SDXC</li> <li>HDMI</li> <li>VGA</li> <li>10/100/1000 Ethernet</li> <li>Serial (USB)</li> </ul> </li> <li>Type A (USB 3.0 is 1.5A) UHS-I</li> <li>Type A RJ-45</li> <li>D-sub 9-pin</li> <li>3.5mm Mini-jack stereo 4FF</li> <li>24-pin Type A UHS-I</li> <li>Type A RJ-45</li> <li>D-sub 15-pin</li> <li>D-sub 9-pin</li> </ul>
<b>WIRELESS</b>	<ul style="list-style-type: none"> <li>Optional 4G LTE-A multi carrier mobile broadband w/satellite GPS<sup>5</sup></li> <li>Certified with Verizon, AT&amp;T, Sprint and P180<sup>12</sup></li> <li>Optional dedicated GPS (u-blox NEO M8N)<sup>5</sup></li> <li>Dual high-gain antenna pass-through</li> <li>Intel® Dual Band Wireless-AC 8265 Wi-Fi 802.11a/b/g/n/ac</li> <li>Bluetooth® v4.1 (Class 1) + EDR</li> </ul>
<b>POWER</b>	<ul style="list-style-type: none"> <li>Li-Ion battery pack:           <ul style="list-style-type: none"> <li>Standard in tablet; optional 2nd battery in keyboard</li> <li>11.4V, 2600mAh (each battery)</li> </ul> </li> <li>Battery operation:           <ul style="list-style-type: none"> <li>8.5 hours (17 hours with opt. 2nd battery)<sup>6</sup></li> <li>Battery charging time: 3 hours (3.5 hours with opt. 2nd battery)<sup>6</sup></li> <li>Bridge battery: 1 minute hot swap time</li> <li>AC Adapter: AC 100V-240V 50/60Hz, auto sensing/switching worldwide power supply</li> </ul> </li> </ul>

## SECURITY FEATURES

- TPM v2.0
- NIST BIOS compliant
- Persistence® technology by Absolute embedded in BIOS<sup>7</sup>
- Kensington cable lock slots x2 (on tablet and keyboard)
- Optional fingerprint reader<sup>8</sup>
- Optional insertable SmartCard CAC reader<sup>8</sup>
- Optional contactless SmartCard CAC reader<sup>8</sup>
  - 13.56MHz (ISO 14443 A/B compliant)

## WARRANTY

- 3-year limited warranty, parts and labor

## DIMENSIONS &amp; WEIGHT

- 10.7" (L) x 9.2" (W) x 1.3" (H)<sup>9,9</sup>
- 3.9 lbs.<sup>10</sup>

## HAZARDOUS LOCATION CERTIFICATIONS

- ANSI/ISA 2.12.01-2013
- Optional class I division 2, groups ABCD certified model

INTEGRATED OPTIONS<sup>11</sup>

- Choice of dedicated 4G LTE multi carrier mobile broadband with satellite GPS or dedicated GPS (u-blox NEO M8N)
- Choice on tablet of 1D/2D capable barcode reader (N6603), serial (true), or second USB 2.0 port
- Choice on tablet of magstripe, insertable SmartCard CAC, contactless SmartCard CAC or fingerprint reader or quick-release SSD (comes with insertable SmartCard CAC)<sup>4,8,13</sup>

SELECT ACCESSORIES<sup>11</sup>

- AC Adapter Standard 65W (3-prong) CF-AA6413CM
- AC Adapter MIL-STD-461F (3-prong) CF-AA5713AM
- Battery Pack CF-VZSU00W
- 4-Bay Battery Charger CF-VCB201M
- LIND Car Charger 120W CF-LNDDC120
- LIND Solar Charge System PASC1580-4464
- ToughMate Mobility Bundle (Carry Strap) TBC20MBBDL-P
- ToughMate Always-on Case TBC20A0CS-P
- ToughMate Rotating Hand & Shoulder Strap TBC20HDSTP-P
- Rotating Hand Strap<sup>13</sup> CF-VST2011U
- Rotating Hand Strap (Magstripe or Quick-release SSD only) CF-VST2031U
- Shoulder Strap, Screen Cover, and Rotating Hand Strap<sup>13</sup> CF-VST2021U
- Laptop Desktop Dock (requires keyboard) CF-VEB201U
- Tablet Desktop Cradle CF-VEB202U
- Laptop 2-in-1 Vehicle Docks (requires keyboard)
  - Gamber-Johnson (dual RF) GJ-20-LVD2
  - Havis (dual RF) H-20-LVD2
- Tablet Extended Vehicle Docks
  - Gamber-Johnson (dual RF) GJ-A2-TVD2-X
- AntennaPlus Dual LTE & GPS Antenna Kit
  - Threaded White Mount AP-PAN-CCGPD-Q-WH
- Multi Touch + Digitizer IP55 Stylus CF-VNP023U
- Tether CF-VNT002U
- Spare Keyboard CF-VEK201LMP
- 10.1" LCD Protector Film CF-VPF35U

Please consult your reseller or Panasonic representative before purchasing.

<sup>1</sup> Tested by national independent third party lab following MIL-STD-810G Method 516.6 Procedure IV for transit drop test and IEC 60529 Sections 13.4, 13.6.2, 14.2.5 and 14.3 for IP65. 461F requires CF-AA5713AM.<sup>2</sup> 1GB = 1,000,000,000 bytes. Total usable memory will be less depending upon actual system configuration.<sup>3</sup> Barcode, Serial (true) and 2nd USB 2.0 Port are mutually exclusive.<sup>4</sup> Magstripe, Serial, 2nd USB, Barcode+Insertable SmartCard, or Quick-release SSD integrated options increase overall height and prohibit use in convertible mode.<sup>5</sup> Dedicated GPS and 4G LTE are mutually exclusive.<sup>6</sup> Battery performance features such as charge time and life span can vary according to the conditions under which the computer and battery are used. Battery operation and recharge times will vary based on many factors, including screen brightness, applications, features, power management, battery conditioning and other customer preferences. Battery testing results from MobileMark 2014 at 150 nit and no cellular mobile broadband.<sup>7</sup> Requires software and activation to enable theft protection.<sup>8</sup> Magstripe, Insertable SmartCard, Contactless SmartCard, Fingerprint Readers and optional Quick-release SSD (comes with Insertable SmartCard) are mutually exclusive.<sup>9</sup> Includes tablet and keyboard with handle. Tablet when detached is 10.7" (L) x 7.7" (W) x 0.6" (H).<sup>10</sup> Includes tablet and keyboard with handle. Tablet when detached is 2.1 lbs. Optional 2nd battery weighs 0.4 lbs.<sup>11</sup> Accessories and Integrated Options may vary depending on your configuration. Visit the Panasonic website for more accessories and details.<sup>12</sup> For more information about P180, please visit, PanasonicP180.com.<sup>13</sup> CF-VST2011U and CF-VST2021U are not compatible with Magstripe or Quick-release SSD.

TOUGHBOOK®

na.panasonic.com/us/toughbook20



Panasonic recommends Windows.

## TOUGHBOOK 31

- Sunlight-viewable 1200 nit touchscreen with Panasonic CircuLumin™ Technology
- Full magnesium alloy case with handle
- 19.5-hour battery life (28.5 hours with optional media bay 2nd battery)<sup>1,5</sup>
- Standard backlit keyboard and DVD drive
- Industry leading driver packages for ease of deployment and support
- TPM 2.0 Security

MIL-STD-810G

MIL-STD-461F

IP65

ANSI  
HAZ LOC

6-FOOT  
DROP RATING

P.180  
GET WORK DONE™

## POWERFUL, RUGGED AND WIRELESS.

Panasonic presents the TOUGHBOOK® 31, the reliable laptop offering the world's most rugged design. With drop-shock protection and a MIL-STD-810G certification, it's the undisputed leader in the fully rugged category. Its Intel® Core™ i5 processor packs a punch and amazing battery life—up to 28.5 hours with optional media bay 2nd battery<sup>1,5</sup>. Combine six generations of delivering rugged performance plus an amazing 18 years of consistent docking compatibility, and you have a computer that will go the distance with you anytime, anywhere.

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[na.panasonic.com/us/TOUGHBOOK31](http://na.panasonic.com/us/TOUGHBOOK31)

**TOUGHBOOK®**

## TOUGHBOOK 31

Panasonic recommends Windows.

## SOFTWARE

- Windows® 10 Pro 64-bit
- Panasonic Utilities (including Dashboard), Recovery Partition
- Enterprise ready driver packages including CAB files and one-click driver bundles

## DURABILITY

- MIL-STD-810G certified [6' drop, shock, vibration, rain, dust, sand, altitude, freeze/thaw, high/low temperature, temperature shock, humidity, explosive atmosphere]<sup>2</sup>
- MIL-STD-461F certified<sup>2</sup>
- IP65 certified sealed all-weather design<sup>2</sup>
- Optional hazardous location class I division 2, groups ABCD certified model
- Full magnesium alloy case with handle
- Storage drive heater
- Shock-mounted caged storage drive
- Removable quick-release battery and storage drive
- Reinforced locking port covers
- Preinstalled replaceable screen film for LCD protection

## CPU

- Intel® Core™ i5-7300U vPro™ Processor
  - 2.6GHz with Turbo Boost up to 3.5GHz, 3MB cache
- Intel® Core™ i7-7600U vPro™ processor<sup>3</sup>
  - 2.8GHz with Turbo Boost up to 3.9GHz, 4MB cache

## STORAGE &amp; MEMORY

- Factory Installed Memory (RAM) - 16GB or 32GB DDR4-2133MT/s<sup>4</sup>
- Shock-mounted storage drive with quick-release
  - 256GB or 512GB SSD with heater<sup>4</sup>
  - Optional OPAL encrypted SSD with heater

## DISPLAY

- 13.1" XGA 1024 x 768
  - Resistive touchscreen
- 2-1200 nit
- Panasonic CircuLumin™ technology
- Anti-reflective (AR), anti-glare (AG), and circular polarizer
- Intel® HD Graphics 620
- Triple monitor support
- Concealed mode (configurable)

## AUDIO

- Intel® High Definition Audio compliant
- Integrated speaker
- Keyboard volume and mute controls

## KEYBOARD &amp; INPUT

- Stylus pen with integrated stylus holder, tether and cleaning cloth
- 87-key with dedicated Windows® key
- Emissive backlit keyboard with 4 adjustable levels
- Pressure-sensitive touchpad with vertical scrolling

## MULTIMEDIA BAY

- DVD Super MULTI Drive or optional Media Bay 2nd Battery<sup>1</sup>

## INTERFACE &amp; EXPANSION

- Docking connector 80-pin
- USB 3.0 (x 1), USB 2.0 (x 3) Type A
- SD card (SDXC) UHS-I
- HDMI Type A
- VGA D-sub 15-pin
- 10/100/1000 Ethernet RJ-45
- Optional 10/100/1000 2nd LAN (Ethernet) RJ-45
- Audio In 3.5mm Mini-jack stereo
- Audio Out 3.5mm Mini-jack stereo
- Serial D-sub 9-pin
- Nano-SIM 4FF

## WIRELESS

- Optional 4G LTE-Advanced multi carrier mobile broadband with satellite GPS
  - Certified with Verizon, AT&T, Sprint and P.180
- Optional dedicated GPS (u-blox NEO-M8N)
- User-selectable antenna pass-through (dual standard, single optional)
- Intel® Dual Band Wireless-AC 8265 Wi-Fi 802.11a/b/g/n/ac
- Bluetooth® v4.1 + EDR (Class 1)
- Slide on/off switch

## POWER

- Standard long life Li-Ion battery pack (10.65V, typical 8550mAh, min. 8100mAh)
- MobileMark 2014: 19.5 hours (28.5 hours with opt. media bay 2nd battery)<sup>1,5</sup>
- Battery charging time: 3.5 hours on/off (6 hours with opt. media bay 2nd battery)<sup>5</sup>
- AC Adapter: AC 100V-240V 50/60Hz, auto sensing/switching worldwide power supply

## SECURITY FEATURES

- TPM v2.0
- NIST BIOS compliant
- Persistence® technology by Absolute embedded in BIOS<sup>6</sup>
- Kensington cable lock slot
- Optional insertable SmartCard CAC reader

## WARRANTY

- 3-year limited warranty, parts and labor

## DIMENSIONS &amp; WEIGHT

- 11.5"(L) x 11.9"(W) x 2.9"(H)
- 8.6 lbs. (9.0 lbs. with optional media bay 2nd battery)

## HAZARDOUS LOCATION CERTIFICATIONS

- ANSI/ISA 2.12.01-2013
  - Optional class I division 2, groups ABCD certified model

INTEGRATED OPTIONS<sup>7</sup>

- Dedicated GPS (u-blox NEO-M8N)
- 2nd LAN
- Insertable SmartCard CAC reader
- Media bay 2nd battery

SELECT ACCESSORIES<sup>7</sup>

- AC Adapter 100W (3-prong) CF-AA5713AM
- Standard Long Life Battery Pack CF-VZSU46AU
- Media Bay 2nd Battery CF-VZSU1431U
- LIND Car Charger 120W CF-LNDDC120
- LIND Solar Charge System PASC1580-4464
- ToughMate ComUniversal Carrying Case TBCCOMUNV-P
- ToughMate Shoulder Strap TBCLXSSKIT-P
- DVD Drive CF-VDM312U
- Desktop Dock CF-VEB311U
- Vehicle Docks (single pass-through)
  - Gamber-Johnson with LIND power supply 7160-0318-05-P
- Vehicle Docks (dual pass-through)
  - Gamber-Johnson with LIND power supply 7160-0318-06-P
  - Havis CF-H-PAN-111-2-P
- Touchscreen Stylus CF-VNP009U
- Tether CF-VNT002U
- 13.1" LCD Protector Film CF-VPF15U

Please consult your reseller or Panasonic representative before purchasing.

<sup>1</sup> Media bay 2nd battery and DVD drive are mutually exclusive. DVD drive and media bay 2nd battery can be swapped out by user.

<sup>2</sup> Tested by national independent third party lab following MIL-STD-810G Method 516.6 Procedure IV for transit drop test and IEC 60529 Sections 13.4, 13.6.2, 14.2.5 and 14.3 for IP65.

<sup>3</sup> Requires special order. Please contact a Panasonic representative for details.

<sup>4</sup> 1GB = 1,000,000,000 bytes. Total usable memory will be less depending upon actual system configuration.

<sup>5</sup> Battery performance features such as charge time and life span can vary according to the conditions under which the computer and battery are used. Battery operation and recharge times will vary based on many factors, including screen brightness, applications, features, power management, battery conditioning and other customer preferences. Battery testing results from MobileMark 2014 at 150 nit and using no cellular mobile broadband.

<sup>6</sup> Requires software and activation to enable theft protection.

<sup>7</sup> Accessories and Integrated Options may vary depending on your notebook configuration. Visit Panasonic website for more accessories and details.

P.180

OPTIONAL



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TOUGHBOOK®





Panasonic recommends Windows.

## TOUGHBOOK 33

- First fully rugged product with a 3:2 screen for easier handling and better viewing of business applications
- Generation of vehicle dock backwards compatibility<sup>1</sup>
- Infrared webcam and Windows Hello enables biometric user authentication<sup>2</sup>
- Optional quick-release SSD includes insertable smartcard CAC and long life batteries
- Twin battery design enables hot-swap battery replacement for continuous use
- Optional FirstNet Ready™ EM7511 Band 14 mobile broadband

MIL-STD-810G

MIL-STD-461F

IP65

4-FOOT  
DROP RATING

P.180  
GET WORK DONE.™

## ENGINEERED TO EQUIP THE EXTRAORDINARY.

The Panasonic TOUGHBOOK® 33 offers unparalleled flexibility in even the most demanding and extreme environments and is the world's first fully rugged 2-in-1 PC with a 3:2 screen. Inspired by the increasing demands of mobile professionals, the TOUGHBOOK 33 delivers rugged mobility in a highly customizable package that also includes a generation of backward compatibility<sup>1</sup>. Available innovative vehicle dock adapter allows drop-in placement onto any of Panasonic's large installed base of TOUGHBOOK 31 vehicle docks, offering investment protection while saving time and resources. A wide range of integrated options such as serial port, barcode, fingerprint, insertable and contactless SmartCard CAC readers as well as optional FirstNet Ready™ CF-33 EM7511 Band 14 mobile broadband assure TOUGHBOOK 33 can be customized to meet the unique needs of a diverse customer base.

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**TOUGHBOOK®**

## TOUGHBOOK 33

Panasonic recommends Windows.

<b>SOFTWARE</b>	<ul style="list-style-type: none"> <li>Windows® 10 Pro 64-bit</li> <li>Panasonic Utilities (including Dashboard), Recovery Partition</li> <li>Enterprise ready driver packages including CAB files and one-click driver bundles</li> </ul>		
<b>DURABILITY</b>	<ul style="list-style-type: none"> <li>MIL-STD-810G certified [4' drop - 5' tablet only, shock, bench handling, vibration, rain, dust, sand, altitude, freeze/thaw, high/low temperature, temperature shock, solar radiation, contamination by fluids, humidity, explosive atmosphere]<sup>3</sup></li> <li>MIL-STD-461F certified<sup>3</sup></li> <li>IP65 certified sealed all-weather design<sup>3</sup></li> <li>Magnesium alloy chassis encased with ABS and elastomer edges</li> <li>Built-in dual purpose handle &amp; kickstand (available on Premium Keyboard)</li> <li>Solid state drive heater</li> <li>Removable battery</li> <li>Removable storage drive<sup>4</sup> or optional quick-release storage drive<sup>5</sup></li> <li>Reinforced locking port covers</li> <li>Raised bezel for LCD impact protection</li> <li>Preinstalled replaceable screen film for LCD protection</li> </ul>		
<b>CPU</b>	<ul style="list-style-type: none"> <li>7th Gen CPU models: <ul style="list-style-type: none"> <li>Intel® Core™ i5-7300U vPro™ processor 2.6GHz with Turbo Boost up to 3.5GHz, 3MB cache</li> <li>Intel® Core™ i7-7600U vPro™ processor<sup>6</sup> 2.8GHz with Turbo Boost up to 3.9GHz, 4MB cache</li> </ul> </li> <li>6th Gen CPU models: <ul style="list-style-type: none"> <li>Intel® Core™ i5-6300U vPro™ processor 2.4GHz with Turbo Boost up to 3.0GHz, 3MB cache</li> <li>Intel® Core™ i7-6600U vPro™ processor<sup>6</sup> 2.6GHz with Turbo Boost up to 3.4GHz, 4MB cache</li> </ul> </li> </ul>		
<b>STORAGE &amp; MEMORY</b>	<ul style="list-style-type: none"> <li>Factory installed 8GB or 16GB SDRAM (LPDDR3-1866MT/s)<sup>7</sup></li> <li>256GB or 512GB removable SSD with heater<sup>8,9</sup></li> <li>Optional quick-release SSD (comes with Insertable Smartcard CAC reader and long life batteries)<sup>10</sup></li> <li>Optional OPAL encrypted SSD with heater</li> </ul>		
<b>DISPLAY</b>	<ul style="list-style-type: none"> <li>12.0" 3:2 QHD 2160 x 1440 <ul style="list-style-type: none"> <li>10-point capacitive gloved multi touch + digitizer</li> <li>2-1200 nit</li> </ul> </li> <li>Direct bonding</li> <li>Anti-reflective (AR) screen treatment</li> <li>Intel HD Graphics 620 (520 on 6th Gen CPU models)</li> <li>4 monitor support (with Premium Keyboard)</li> <li>Concealed mode (configurable)</li> </ul>		
<b>AUDIO</b>	<ul style="list-style-type: none"> <li>Integrated dual array microphone</li> <li>Intel® High Definition Audio compliant</li> <li>Integrated speakers (front-facing)</li> <li>On-screen and button volume and mute controls</li> </ul>		
<b>CAMERAS</b>	<ul style="list-style-type: none"> <li>1080p webcam with dual array mic and camera on/off indicator <ul style="list-style-type: none"> <li>Infrared with Windows Hello support<sup>2</sup></li> </ul> </li> <li>8MP rear camera with autofocus and triple LED flash<sup>8</sup></li> </ul>		
<b>KEYBOARD &amp; INPUT</b>	<ul style="list-style-type: none"> <li>Waterproof IP55 stylus pen with integrated stylus holder, tether and cleaning cloth</li> <li>Supports glove mode and rain mode</li> <li>7 tablet buttons (5 user-definable including A1/A2 buttons)</li> <li>On-screen QWERTY keyboard</li> <li>Optional keyboards (Lite and Premium).<sup>9</sup> <ul style="list-style-type: none"> <li>Emissive red backlight with 4 adjustable levels</li> <li>87-key with dedicated Windows® key</li> <li>Pressure-sensitive touchpad with multi touch</li> </ul> </li> </ul>		
<b>INTERFACE &amp; EXPANSION</b>	<ul style="list-style-type: none"> <li>On the tablet: <ul style="list-style-type: none"> <li>Docking Connector 25-pin</li> <li>USB 3.0 x1 (optional 2nd USB 2.0)<sup>10</sup> Type A (USB 3.0 is 1.5A)</li> <li>MicroSDXC UHS-I</li> <li>HDMI Type A</li> <li>10/100/1000 Ethernet RJ-45</li> <li>Optional Serial (True)<sup>10</sup> D-sub 9-pin</li> <li>Audio In/Out 3.5mm Mini-jack stereo</li> <li>Nano-SIM 4FF</li> </ul> </li> <li>On the Premium Keyboard: <ul style="list-style-type: none"> <li>Docking Connector 25-pin</li> <li>USB 3.0 x2, USB 2.0 x1 Type A</li> <li>SDXC UHS-II</li> <li>HDMI Type A</li> <li>VGA D-sub 15-pin</li> <li>10/100/1000 Ethernet RJ-45</li> <li>Serial (USB) D-sub 9-pin</li> </ul> </li> </ul>		
<b>WIRELESS</b>	<ul style="list-style-type: none"> <li>Optional 4G LTE-Advanced multi carrier mobile broadband with satellite GPS <ul style="list-style-type: none"> <li>Certified with AT&amp;T, FirstNet™, Verizon, Sprint and P.180</li> </ul> </li> <li>Optional dedicated GPS (u-blox NEO M8N)</li> <li>Dual high-gain antenna pass-through</li> <li>Intel® Dual Band Wireless-AC 8265 Wi-Fi 802.11a/b/g/n/ac</li> <li>Bluetooth® v4.1 (Class 1) + EDR<sup>11</sup></li> </ul>		
<b>POWER</b>	<ul style="list-style-type: none"> <li>Hot-swappable twin Li-Ion battery packs <ul style="list-style-type: none"> <li>Standard lightweight batteries: 11.1V, 1990mAh (each battery)</li> <li>Optional long life batteries: 10.8V, 4120mAh (each battery)<sup>12</sup></li> </ul> </li> <li>Battery operation: <ul style="list-style-type: none"> <li>7th Gen CPU models: 10 hours (20 hours with opt. long life batteries)<sup>13</sup></li> <li>6th Gen CPU models: 8 hours (16 hours with opt. long life batteries)<sup>13</sup></li> </ul> </li> <li>Battery charging time: 3 hours (with in parallel charging technology)<sup>13</sup></li> <li>AC Adapter: AC 100V-240V 50/60Hz, auto sensing/switching worldwide power supply</li> </ul>		
<b>SECURITY FEATURES</b>	<ul style="list-style-type: none"> <li>TPM v2.0</li> <li>NIST BIOS compliant</li> <li>Persistence® technology by Absolute embedded in BIOS<sup>14</sup></li> <li>Kensington cable lock slots x2 (on tablet and Premium Keyboard)</li> <li>Optional fingerprint reader<sup>15</sup></li> <li>Optional insertable SmartCard CAC reader<sup>15</sup></li> <li>Optional contactless SmartCard CAC reader 13.56MHz (ISO 14443 A/B compliant)<sup>15</sup></li> </ul>		
<b>WARRANTY</b>	<ul style="list-style-type: none"> <li>3-year limited warranty, parts and labor</li> </ul>		
<b>DIMENSIONS &amp; WEIGHT</b>	<ul style="list-style-type: none"> <li>12.3" (L) x 11.4" (W) x 1.8" (H)<sup>16</sup></li> <li>6.1 lbs.<sup>17</sup></li> </ul>		
<b>HAZARDOUS LOCATION CERTIFICATIONS</b>	<ul style="list-style-type: none"> <li>ANSI/ISA 2.12.01-2013 <ul style="list-style-type: none"> <li>Optional class I division 2, groups ABCD certified model</li> </ul> </li> </ul>		
<b>INTEGRATED OPTIONS<sup>18</sup></b>	<ul style="list-style-type: none"> <li>4G LTE multi carrier mobile broadband with satellite GPS (EM7455 or Band 14 EM7511)</li> <li>Dedicated GPS (u-blox NEO-M8N)</li> <li>Choice on tablet of 1D/2D capable barcode reader (N6603), serial (true), or second USB 2.0 port</li> <li>Choice on tablet of insertable SmartCard CAC, contactless SmartCard CAC, fingerprint reader or quick-release SSD (comes with insertable SmartCard CAC and long life batteries)</li> </ul>		
<b>SELECT ACCESSORIES<sup>18</sup></b>	<table> <tr> <td> <ul style="list-style-type: none"> <li>AC Adapter 100W (3-prong)</li> <li>Standard Lightweight Battery Pack</li> <li>Long life Battery Pack<sup>19</sup></li> <li>4-Bay Battery Charger</li> <li>LIND Car Charger T20W</li> <li>LIND Solar Charge System</li> <li>Toughmate Mobility Bundle with handle &amp; shoulder strap</li> <li>Toughmate Rotating Hand Strap with shoulder strap<sup>12</sup></li> <li>Rotating Hand Strap with stylus holder &amp; kickstand<sup>12</sup></li> <li>Carry Strap</li> <li>Shoulder Strap</li> <li>Desktop Dock (requires Premium Keyboard)</li> <li>Laptop 2-in-1 Vehicle Docks (requires Premium Keyboard) <ul style="list-style-type: none"> <li>Gamber-Johnson (dual RF)</li> <li>Havis (dual RF)</li> </ul> </li> <li>Tablet Lite Vehicle Docks<sup>5,12</sup> <ul style="list-style-type: none"> <li>Gamber-Johnson (dual RF)</li> <li>Havis (dual RF)</li> </ul> </li> <li>31 Vehicle Dock Adapter (VDA) with Lite Keyboard <ul style="list-style-type: none"> <li>Single Pass</li> <li>Dual Pass</li> </ul> </li> <li>Lite Keyboard</li> <li>Premium Keyboard</li> <li>AntennaPlus Dual LTE &amp; GPS Antenna Kit <ul style="list-style-type: none"> <li>Threaded White Mount</li> </ul> </li> <li>Multi Touch + Digitizer IP55 Stylus</li> <li>Tether</li> <li>12.0" LCD Protector Film</li> </ul> </td><td> <ul style="list-style-type: none"> <li>CF-AA5713AM</li> <li>CF-VZSU1AW</li> <li>CF-VZSU1BW</li> <li>CF-VCB331M</li> <li>CF-LNDDC120</li> <li>PASC1580-4464</li> <li>TBC33MBBDL-P</li> <li>TBC33HDSSTP-P</li> <li>CF-VST332U</li> <li>CF-VST331U</li> <li>CF-VNS331U</li> <li>CF-VBS331U</li> <li>GJ-33-LVD2</li> <li>H-33-LVD2</li> <li>GJ-33-TVD2-L</li> <li>H-33-TVD2-L</li> <li>CF-VWK332M</li> <li>CF-VWK331M</li> <li>CF-VKB331M</li> <li>CF-VEK331LMP</li> <li>AP-PAN-CCGPD-Q-WH</li> <li>CF-VNP023U</li> <li>CF-VNT002U</li> <li>CF-VPF34U</li> </ul> </td></tr> </table>	<ul style="list-style-type: none"> <li>AC Adapter 100W (3-prong)</li> <li>Standard Lightweight Battery Pack</li> <li>Long life Battery Pack<sup>19</sup></li> <li>4-Bay Battery Charger</li> <li>LIND Car Charger T20W</li> <li>LIND Solar Charge System</li> <li>Toughmate Mobility Bundle with handle &amp; shoulder strap</li> <li>Toughmate Rotating Hand Strap with shoulder strap<sup>12</sup></li> <li>Rotating Hand Strap with stylus holder &amp; kickstand<sup>12</sup></li> <li>Carry Strap</li> <li>Shoulder Strap</li> <li>Desktop Dock (requires Premium Keyboard)</li> <li>Laptop 2-in-1 Vehicle Docks (requires Premium Keyboard) <ul style="list-style-type: none"> <li>Gamber-Johnson (dual RF)</li> <li>Havis (dual RF)</li> </ul> </li> <li>Tablet Lite Vehicle Docks<sup>5,12</sup> <ul style="list-style-type: none"> <li>Gamber-Johnson (dual RF)</li> <li>Havis (dual RF)</li> </ul> </li> <li>31 Vehicle Dock Adapter (VDA) with Lite Keyboard <ul style="list-style-type: none"> <li>Single Pass</li> <li>Dual Pass</li> </ul> </li> <li>Lite Keyboard</li> <li>Premium Keyboard</li> <li>AntennaPlus Dual LTE &amp; GPS Antenna Kit <ul style="list-style-type: none"> <li>Threaded White Mount</li> </ul> </li> <li>Multi Touch + Digitizer IP55 Stylus</li> <li>Tether</li> <li>12.0" LCD Protector Film</li> </ul>	<ul style="list-style-type: none"> <li>CF-AA5713AM</li> <li>CF-VZSU1AW</li> <li>CF-VZSU1BW</li> <li>CF-VCB331M</li> <li>CF-LNDDC120</li> <li>PASC1580-4464</li> <li>TBC33MBBDL-P</li> <li>TBC33HDSSTP-P</li> <li>CF-VST332U</li> <li>CF-VST331U</li> <li>CF-VNS331U</li> <li>CF-VBS331U</li> <li>GJ-33-LVD2</li> <li>H-33-LVD2</li> <li>GJ-33-TVD2-L</li> <li>H-33-TVD2-L</li> <li>CF-VWK332M</li> <li>CF-VWK331M</li> <li>CF-VKB331M</li> <li>CF-VEK331LMP</li> <li>AP-PAN-CCGPD-Q-WH</li> <li>CF-VNP023U</li> <li>CF-VNT002U</li> <li>CF-VPF34U</li> </ul>
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Please consult your reseller or Panasonic representative before purchasing.

<sup>1</sup> Requires purchase of 31 Vehicle Dock Adapter (VDA). VDA has been tested and approved to work with Gamber-Johnson 7160-0318 and Havis PAN-111/112 vehicle docks. Do not use with other vehicle docks without consulting first with your Panasonic representative.

<sup>2</sup> For 7th Gen CPU models only.

<sup>3</sup> Tested by national independent third party lab following MIL-STD-810G Method 516.6 Procedure IV for transit drop test and IEC 60529 Sections 13.4, 13.6.2, 14.2.5 and 14.3 for IP. IP rating requires both batteries in tablet.

<sup>4</sup> Requires training, approval and/or purchase of a SSD no return service sku through Panasonic, otherwise any damage incurred will be out of warranty and not eligible for advance exchange. Please contact a Panasonic representative for program details.

<sup>5</sup> Optional Quick-release SSD (comes with Insertable Smartcard reader and Long Life Batteries) adds a bump out which increases overall height by 0.6" and weight by 1.3 lbs, prohibits use in convertible mode. Not compatible with 33 Tablet Vehicle Dock or rotating hand strap. Insertable SmartCard CAC, Contactless SmartCard CAC, Fingerprint Readers and Optional Quick-release SSD are mutually exclusive.

<sup>6</sup> Requires special order. Please contact a Panasonic representative for details.

<sup>7</sup> 1GB = 1,000,000,000 bytes. Total usable memory will be less depending upon actual system configuration.

<sup>8</sup> Rear camera does not function on 6th Gen CPU models running Windows 7 Professional.

<sup>9</sup> Fn keys, I/O ports, reverse docking into convertible mode available on Premium Keyboard only.

Lite Keyboard opens at 100° angle.

<sup>10</sup> Barcode, Serial (true) and 2nd USB 2.0 Port are mutually exclusive.

<sup>11</sup> Bluetooth 4.0 (Class 1) + EDR on 6th Gen CPU models.

<sup>12</sup> Long Life Batteries add a bump out which prohibits use in convertible mode. Not compatible with optional Quick-release SSD or with Gamber-Johnson CF-33 Tablet Vehicle Dock when using a rotating hand strap.

<sup>13</sup> Battery performance features such as charge time and life span can vary according to the conditions under which the computer and battery are used. Battery operation and recharge times will vary based on many factors, including screen brightness, applications, features, power management, battery conditioning and other customer preferences. Battery testing results from MobileMark 2014 at 150 nit and using no cellular mobile broadband.

<sup>14</sup> Requires software and activation to enable theft protection.

<sup>15</sup> Insertable SmartCard CAC, Contactless SmartCard CAC, Fingerprint Readers and optional Quick-release SSD (comes with Insertable SmartCard CAC reader and Long Life Batteries) are mutually exclusive.

<sup>16</sup> Includes tablet and Premium Keyboard. Tablet with Lite Keyboard is 12.1" (L) x 9.6" (W) x 1.5" (H). Tablet when detached is 12.1" (L) x 9.6" (W) x 0.9" (H). Optional Long Life Batteries adds 0.4" (H). Optional Quick-release SSD (comes with Insertable Smartcard CAC reader and Long Life Batteries) adds 0.6" (H).

<sup>17</sup> Includes tablet and Premium Keyboard. Tablet with Lite Keyboard is 4.8 lbs. Tablet when detached is 3.4 lbs. Optional Long Life Batteries adds 0.8 lbs. Optional Quick-release SSD (comes with Insertable Smartcard CAC reader and Long Life Batteries) adds 1.3 lbs.

<sup>18</sup> Accessories and Integrated Options may vary depending on your configuration. Visit the Panasonic website for more accessories and details.

<sup>19</sup> Changing from standard to long life batteries on a unit originally ordered with standard batteries requires also a new battery panel (contact Panasonic National Service Center for retrofit information).



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Panasonic recommends Windows.

## TOUGHBOOK 55

- Innovative modular design and user-removable expansion packs offer unparalleled customization
- Unprecedented battery life — up to 40 hours MobileMark 2014 with optional 2nd battery
- MIL-STD-810H and IP53 certified magnesium alloy design with built-in handle
- Backwards compatibility with the previous generation of vehicle and desktop docks
- State of the art technology including infrared webcam with tetra-array microphones and privacy cover
- Optional FirstNet Ready™ EM7511 Band 14 mobile broadband

MIL-STD-810H

IP53

3-FOOT  
DROP RATING

P.180  
GET YOUR DOME™

## THE WORLD'S LIGHTEST AND THINNEST SEMI-RUGGED LAPTOP IN ITS CLASS.

The Panasonic TOUGHBOOK® 55 breaks new ground offering unrivaled flexibility in even the most demanding and unpredictable environments with its innovative modular expansion packs. I/O, optical drives, authentication readers, and even discrete graphic expansion packs are user-upgradeable. Backwards compatibility with the previous generation of docks protects customers' investments while saving time and resources. Built with state of the art technology, the TOUGHBOOK 55 offers the latest Intel® 8th Gen vPro™ quad-core processors, up to 64GB of RAM, up to 2TB of storage, all-day battery life, 4 microphones provide unparalleled speech recognition accuracy, color-selectable backlit keyboard, crisp and powerful 92db speakers, faster and more secure Wi-Fi, and a 25% larger touchpad.



# TOUGHBOOK 55

## SOFTWARE

- Windows® 10 Pro 64-bit
- Panasonic Utilities (including Dashboard), Recovery Partition
- Enterprise ready driver packages including CAB files and one-click driver bundles

## DURABILITY

- MIL-STD-810H certified [3" drop, shock, vibration, sand, dust, altitude, freeze/thaw, high/low temperature, high temperature tactical, temperature shock, humidity]<sup>1</sup>
- IP53 certified<sup>1</sup>
- ASTM D4169-16 certified<sup>1</sup>
- Spill-resistant keyboard
- Magnesium alloy case with handle
- Storage drive heater
- Caged storage drive
- User-removable quick-release battery and storage drive
- User-removable modular expansion packs, RAM and keyboard<sup>2</sup>

## OPERATING SYSTEM

- CPU
  - Intel® Core™ i5-8365U vPro™ processor  
1.6GHz with Turbo Boost up to 4.1GHz, 6MB cache
  - Intel® Core™ i7-8665U vPro™ processor  
1.9GHz with Turbo Boost up to 4.8GHz, 8MB cache
- Graphics
  - Intel® UHD Graphics 620
  - Optional AMD Radeon™ Pro WX 4150 (expansion pack)<sup>3</sup>
- Memory (RAM) - 2 slots user-upgradeable
  - 8GB up to 64GB total (DDR4-2133MT/s)<sup>4,5</sup>
- Main Storage Drive caged with heater (quick-release)
  - 512GB or 1TB M.2 SSD<sup>4,5</sup>
  - Optional OPAL encrypted SSD
- Optional 2nd Storage Drive caged with heater (quick-release)
  - 512GB or 1TB M.2 SSD<sup>4,5</sup>

## DISPLAY

- Display Size and Resolution
  - 14.0" HD 1366 x 768
  - 14.0" FHD 1000 nit touch 10-pt. capacitive 1920 x 1080<sup>5</sup>
- IPS with direct bonding
- Anti-reflective (AR) and anti-glare (AG) screen treatments
- External monitor support through HDMI, USB-C and optional VGA
- Concealed Mode (configurable)
- Day/Night Mode (configurable)

## AUDIO

- Integrated dual speakers (up to 92db)
- Intel® High Definition Audio compliant
- Keyboard volume and mute controls

## CAMERAS

- 1080p webcam with privacy cover and tetra-array microphones (4 mics)
- Infrared with Windows Hello support

## KEYBOARD & INPUT

- Touch FHD model: Stylus pen, stylus holder and cleaning cloth
- Touch FHD model: Supports glove mode
- User-removable 87-key US keyboard<sup>2</sup>
  - 4 user-definable keys (A1-A4)
  - Color-selectable emissive backlit keyboard with 4 adjustable levels
- 5 backlit keyboard icons (Caps lock, Num Lock, Scroll Lock, Storage Drive, SD Card)
- Electrostatic touchpad with multi touch

## OPTICAL DRIVE

- Optional Blu-ray Drive (expansion pack)<sup>3</sup>
- Optional DVD Drive (expansion pack)<sup>3</sup>

## INTERFACE

- Docking Connector 24-pin
- USB-A: 3.1 Gen 1 (x2), optional 3rd USB-A<sup>6</sup> Type A (including one 1.5A port)
- USB-C: 3.1 Gen 1 with optional Power Delivery Type C
- Optional Rugged Fischer® USB (Core Series)<sup>6</sup> 5-pin
- MicroSDXC UHS-I
- HDMI 2.0
- Optional VGA<sup>6</sup> D-sub 15-pin
- 1 Gbps Ethernet (optional 2nd LAN<sup>4</sup>) RJ-45
- Audio In/Out 3.5mm Mini-jack stereo
- Optional Serial (True)<sup>6</sup> D-sub 9-pin
- Nano-SIM 4FF

## WIRELESS



- Opt. 4G LTE EM7511 Band 14 multi carrier mobile broadband with satellite GPS
  - Certified with AT&T, FirstNet™, Verizon and P.180
- Optional dedicated GPS (u-blox NEO-M8N)
- Optional dual high-gain antenna pass-through
- Intel® Wireless-AC 9560 Wi-Fi 802.11a/b/g/n/ac
  - Up to 1.7 Gbps and up to 256-bit AES encryption
- Bluetooth® v5.0 (Class 1)
- Airplane mode Fn key

## POWER

- Li-Ion battery pack:
  - 10.8V, typical 6500 mAh, min. 6300 mAh
- Battery operation<sup>7</sup>:
  - HD model: 20 hours (40 hours with opt. 2nd battery<sup>8</sup>)
  - Touch FHD model: 19 hours (38 hours with opt. 2nd battery<sup>8</sup>)
- Hot swap with optional 2nd battery<sup>8</sup>
- Battery charging time: 3 hours (each battery)<sup>7</sup>
- TOUGHBOOK Smart Battery Technology
- AC Adapter: AC 100V-240V worldwide power, auto sensing/switching

## SECURITY FEATURES

- TPM v2.0
- NIST BIOS compliant
- Intel vPro™ including Intel® Hardware Shield
- Persistence® technology by Absolute embedded in BIOS<sup>9</sup>
- Kensington cable lock slot
- Optional locking screws for SSD and expansion packs
- Optional touch fingerprint reader (expansion pack)<sup>8</sup>
- Optional insertable SmartCard CAC readers - up to 2 (expansion packs)<sup>8,9</sup>
- Optional contactless SmartCard CAC reader (expansion pack)<sup>8</sup>
  - 13.56MHz (ISO 14443 A/B compliant)

## WARRANTY

- 3-year limited warranty, parts and labor

## DIMENSIONS & WEIGHT

- 10.7"(L) x 13.6"(W) x 1.3"(H)
- 4.6 lbs. (HD model), 4.9 lbs. (Touch FHD model)

## INTEGRATED OPTIONS<sup>10</sup>

- 4G LTE Band 14 EM7511 multi carrier mobile broadband with satellite GPS
- Optional dedicated GPS
- Dual antenna pass-through
- Rear Expansion Area: VGA+Serial+USB-A or VGA+Serial+Rugged Fischer USB or VGA+Serial+LAN
- Front Expansion Area: 2nd Battery or Fingerprint Reader or Contactless SmartCard CAC or Insertable SmartCard CAC
- TOUGHBOOK Universal Bay Expansion Area: Insertable SmartCard CAC Reader or DVD Drive or Blu-ray Drive or AMD Dedicated Graphics or 2nd SSD Drive

## SELECT ACCESSORIES<sup>10</sup>

- AC Adapter 100W (3-prong) CF-AA5713A2M
- Battery Pack FZ-VZSU1HU
- 4-Bay Battery Charger FZ-VCB551M
- LIND Car Charger 120W CF-LNDDC120
- LIND Solar Charge System PASC1580-4464
- ToughMate ComUniversal Carrying Case TBCCOMUNV-P
- ToughMate Backpack TBCBPCK-P
- Memory Cards (RAM)
  - 8GB DDR4 FZ-BAZ1908
  - 16GB DDR4 FZ-BAZ1916
- Desktop Dock CF-VEB541AU
- Vehicle Docks (dual pass-through)
  - Gamber-Johnson with LIND power supply 7170-0251-P
  - Havis with LIND power supply CF-H-PAN-422-2-P
- AntennaPlus Dual LTE & GPS Antenna Kit
  - Threaded Black Mount AP-PAN-CCGPD-Q-BL
  - Threaded White Mount AP-PAN-CCGPD-Q-WH
- Stylus Pen (for Touch models) FZ-VNP551U
- Tether FZ-VNT005U
- 14.0" Screen Protector FZ-VPF29U
- Screws Set (set of 9 locking/replacement) CF-VSW551U
- Rear Expansion Area
  - VGA + Serial + USB-A xPAK FZ-VCN551W
  - VGA + Serial + LAN xPAK FZ-VCN552W
  - VGA + Serial + Rugged Fischer USB xPAK FZ-VCN553W
- Front Expansion Area
  - Fingerprint Reader xPAK FZ-VFP551W
  - Contactless SmartCard Reader xPAK FZ-VNF551W
  - Insertable SmartCard xPAK FZ-VSC551W
- TOUGHBOOK Universal Bay Expansion Area
  - Insertable SmartCard xPAK FZ-VSC552W
  - Blu-ray Drive xPAK FZ-VBD551W
  - DVD Drive PAK FZ-VDM551W
  - AMD Dedicated Graphics xPAK FZ-VGT551W
  - 512GB SSD 2nd Drive xPAK FZ-VSD55151W
  - 1TB SSD 2nd Drive xPAK FZ-VSD551T1W
  - 512GB SSD Main Drive FZ-VSDR5551W
  - 1TB SSD Main Drive FZ-VSDR5551T1W

Please consult your reseller or Panasonic representative before purchasing.

<sup>1</sup> Tested by national independent third party lab following MIL-STD-810H Method 516.8 Procedure IV for transit drop test and IEC 60529 Sections 13.4, 13.6.2, 14.2.5 and 14.3 for IP53.

<sup>2</sup> Keyboard is user-replaceable, but once removed, the old keyboard must be discarded.

<sup>3</sup> Insertable SmartCard CAC Reader, DVD Drive, Blu-ray Drive, AMD Dedicated Graphics and 2nd SSD Drive in TOUGHBOOK Universal Bay area are mutually exclusive.

<sup>4</sup> 1GB = 1,000,000,000 bytes. Total usable memory will be less depending upon actual system configuration.

<sup>5</sup> 64GB RAM, 256GB SSD and/or FHD 1000 nit non-touch are available but requires special order. Please contact a Panasonic representative for details.

<sup>6</sup> VGA+Serial+USB-A or VGA+Serial+Rugged Fischer USB or VGA+Serial+LAN in Rear Expansion Area are mutually exclusive.

<sup>7</sup> Battery performance features such as charge time and life span can vary according to the conditions under which the computer and battery are used. Battery operation and recharge times will vary based on many factors, including screen brightness, applications, features, power management, battery conditioning and other customer preferences. Battery testing results from MobileMark 2014 at 150 nit and using no cellular mobile broadband.

<sup>8</sup> 2nd Battery or Fingerprint Reader or Contactless SmartCard CAC or Insertable SmartCard CAC in Front Expansion area are mutually exclusive.

<sup>9</sup> Requires software and activation to enable theft protection.

<sup>10</sup> Accessories and Integrated Options may vary depending on your notebook configuration. Visit Panasonic website for more accessories and details.



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**TOUGHBOOK®**



Panasonic recommends Windows.

## TOUGHPAD FZ-G1

- 7th Generation Intel® Core™ i5 vPro™ Processor
- Daylight-readable Display with Gloved Multi Touch + waterproof digitizer pen
- Up to 22 Hours of Use with an Optional Long Life Battery<sup>1,6</sup>
- Integrated Bridge Battery<sup>6</sup>, SmartCard<sup>6</sup>, 2D Barcode, Magstripe<sup>6</sup>, RFID<sup>6</sup>, Serial Options and More<sup>2,3</sup>
- Certified for Use in Hazardous Locations on selected models (Class I Division 2)<sup>10</sup>
- 3-year Warranty with Business Class Support
- Thermal Camera option<sup>3</sup>
- IR Camera option, supports "Windows Hello"<sup>5</sup>

4-FOOT  
DROP RATING

IP65

MIL-STD-810G

## THE WORLD'S THINNEST AND LIGHTEST FULLY RUGGED 10.1" WINDOWS 10 PRO TABLET

The Toughpad® FZ-G1 Windows 10 Pro tablet offers a fluid user experience while providing crucial port connectivity and feature-rich options in a compact size. Designed for highly mobile field workers, it's the thinnest and lightest fully rugged 10.1" tablet running Windows 10 Pro 64-Bit. Powered by an Intel® Core™ i5 vPro™ processor with a MIL-STD-810G and IP65 certified design, the FZ-G1 leads the way in rugged mobile computing. Add to that an HD daylight-readable 10-point gloved multi touch + waterproof digitizer pen, and it becomes an essential tool for field workers. With added Thermal camera and IR camera options. Can also support "Windows Hello" for enhanced security.

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[na.panasonic.com/us/ToughbookG1](http://na.panasonic.com/us/ToughbookG1)

**TOUGHBOOK®**



# TOUGHPAD FZ-G1

Panasonic recommends Windows.

<b>SOFTWARE</b>	<ul style="list-style-type: none"><li>■ Windows 10 Pro 64 bit</li></ul>												
<b>DURABILITY</b>	<ul style="list-style-type: none"><li>■ MIL-STD-810G certified [4' drop, shock, vibration, rain, dust, sand, altitude, freeze/thaw, high/low temperature, temperature shock, humidity, explosive atmosphere]</li><li>■ IP65 certified sealed all-weather design</li><li>■ Optional ANSI/ISA 2.12.01-2013 Class I Division 2 on selected models<sup>10</sup></li><li>■ Solid state drive heater</li><li>■ Magnesium alloy chassis encased with ABS and elastomer corner guards</li><li>■ Optional hand strap or rotating hand strap</li><li>■ Port covers</li><li>■ Raised bezel for LCD impact protection</li><li>■ Pre-installed replaceable screen film for LCD protection</li></ul>												
<b>CPU</b>	<ul style="list-style-type: none"><li>■ Intel® Core™ i5-7300U vPro™ Processor<ul style="list-style-type: none"><li>~ 2.6 GHz up to 3.5 GHz with Intel® Turbo Boost Technology</li><li>~ Intel Smart Cache 3MB</li></ul></li><li>■ Intel® Core™ i7-7600U vPro™ processor [Optional]<ul style="list-style-type: none"><li>~ 2.8GHz up to 3.9GHz with Intel® Turbo Boost Technology</li><li>~ Intel Smart Cache 4MB</li></ul></li></ul>												
<b>STORAGE &amp; MEMORY</b>	<ul style="list-style-type: none"><li>■ 8GB DDR3L SDRAM<sup>4,5</sup></li><li>■ 256GB solid state drive [SSD] with heater<sup>4,5</sup></li><li>■ Optional 512GB and 1TB Option</li></ul>												
<b>DISPLAY</b>	<ul style="list-style-type: none"><li>■ 10.1" WUXGA 1920 x 1200 with LED backlighting</li><li>■ 10-point capacitive multi touch + Waterproof Digitizer pen daylight-readable screen<ul style="list-style-type: none"><li>~ 2-800 nit</li><li>~ IPS display with direct bonding</li><li>~ Anti-reflective and anti-glare screen treatments</li><li>~ Ambient light sensor, digital compass, gyro and acceleration sensors</li><li>~ Automatic screen rotation</li><li>~ Intel® HD Graphics 620 [Built-in CPU] video controller</li></ul></li></ul>												
<b>AUDIO</b>	<ul style="list-style-type: none"><li>■ Integrated microphone</li><li>■ Intel® High Definition Audio subsystem support</li><li>■ Integrated Monaural speaker</li><li>■ On-screen and button volume and mute controls</li></ul>												
<b>KEYBOARD &amp; INPUT</b>	<ul style="list-style-type: none"><li>■ 10-point gloved multi touch + digitizer screen<ul style="list-style-type: none"><li>~ Supports bare-hand touch and gestures and electronic waterproof stylus pen</li><li>~ Supports glove mode and wet-touch mode</li></ul></li><li>■ 7 tablet buttons [2 user-definable]</li><li>■ Integrated stylus holder</li><li>■ On-screen QWERTY keyboard</li></ul>												
<b>CAMERAS</b>	<ul style="list-style-type: none"><li>■ 2 MP [1920 x 1080 pixels], 30fps[Video], Monaural Microphone<ul style="list-style-type: none"><li>~ Infrared Sensor with Windows Hello support<sup>8</sup></li></ul></li><li>■ 8MP rear camera with autofocus and LED flash</li></ul>												
<b>INTERFACE</b>	<table><tr><td>■ Docking connector</td><td>24-pin</td></tr><tr><td>■ HDMI</td><td>Type A</td></tr><tr><td>■ Headphones/speaker</td><td>Mini-jack stereo</td></tr><tr><td>■ USB 3.0 (x 1)<sup>2</sup></td><td>Type A</td></tr><tr><td>■ Optional second USB 2.0<sup>3</sup></td><td>Type A</td></tr><tr><td>■ Optional 10/100/1000 Ethernet<sup>3</sup></td><td>RJ-45</td></tr></table>	■ Docking connector	24-pin	■ HDMI	Type A	■ Headphones/speaker	Mini-jack stereo	■ USB 3.0 (x 1) <sup>2</sup>	Type A	■ Optional second USB 2.0 <sup>3</sup>	Type A	■ Optional 10/100/1000 Ethernet <sup>3</sup>	RJ-45
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■ Optional second USB 2.0 <sup>3</sup>	Type A												
■ Optional 10/100/1000 Ethernet <sup>3</sup>	RJ-45												
<b>WIRELESS</b>	<ul style="list-style-type: none"><li>■ Optional integrated 4G LTE multi carrier mobile broadband with satellite GPS<ul style="list-style-type: none"><li>~ Sierra Wireless™ EM7455</li></ul></li><li>■ Intel® Dual Band Wireless-AC 8265 [IEEE802.11a/b/g/n/ac]</li><li>■ Bluetooth v4.2 , Classic mode/ Low Energy mode, Class 1</li><li>■ Optional dedicated GPS [u-blox]<sup>3</sup></li><li>■ Dual high-gain antenna pass-through</li></ul>												
<b>POWER SUPPLY</b>	<ul style="list-style-type: none"><li>■ Li-Ion battery pack:<ul style="list-style-type: none"><li>~ Standard battery: Li-ion 11.1 V, 4200 mAh (typ.), 4080 mAh (min.)</li><li>~ Optional long life battery<sup>2</sup>: Li-ion 10.8V, 9300mAh(typ.), 8700mAh (min.)</li></ul></li><li>■ Battery operation<sup>1</sup>:<ul style="list-style-type: none"><li>~ Standard battery: 11 hours</li><li>~ Optional long life battery<sup>4</sup>: 22 hours</li></ul></li><li>■ Battery charging time<sup>1</sup>:<ul style="list-style-type: none"><li>~ Standard battery: 2.5 hours off, 3 hours on</li><li>~ Optional long life battery<sup>4</sup>: 3 hours off, 4 hours on</li></ul></li><li>■ Optional bridge battery<sup>6</sup> [1 minute swap time]</li><li>■ AC Adapter: Input: 100 V - 240 V AC, 50 Hz/ 60 Hz, Output: 16 V DC, 4.06A</li></ul>												

<b>SECURITY FEATURES</b>	<ul style="list-style-type: none"><li>■ Password Security: Supervisor, User, Hard Disk Lock</li><li>■ Kensington cable lock slot</li><li>■ Trusted platform module (TPM) security chip v.2.0<sup>7</sup></li><li>■ Computrace® theft protection agent in BIOS<sup>7</sup></li><li>■ Optional Insertable SmartCard reader<sup>2,4</sup></li><li>■ Optional Contactless SmartCard/HF RFID reader<sup>2</sup><ul style="list-style-type: none"><li>~ ISO 14443 A/B compliant</li></ul></li></ul>
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<b>WARRANTY</b>	<ul style="list-style-type: none"><li>■ 3-year limited warranty, parts and labor</li></ul>
<b>DIMENSIONS &amp; WEIGHT<sup>9</sup></b>	<ul style="list-style-type: none"><li>■ 10.6" [L] x 7.4" [W] x 0.8" [H]</li><li>■ 2.4 lbs. [standard battery]</li><li>■ 2.9 lbs. [optional long life battery]<sup>7</sup></li></ul>

<b>INTEGRATED OPTIONS<sup>9</sup></b>	<ul style="list-style-type: none"><li>■ 4G LTE multi carrier mobile broadband with satellite GPS</li><li>■ Choice of LED or Laser 2D barcode reader [EA15 or EA21], GPS, Serial Dongle, Ethernet, MicroSDXC or second USB 2.0 port<sup>3</sup></li><li>■ Choice of bridge battery, magstripe reader, insertable SmartCard reader, insertable SmartCard reader with bridge battery, contactless SmartCard/RFID HF reader or UHF 900MHz RFID reader<sup>2,4</sup></li><li>■ Thermal camera option<sup>3</sup></li></ul>
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<b>ACCESSORIES<sup>9</sup></b>	
■ AC Adapter [3-prong]	CF-AA6413CM
■ Standard Battery Pack	FZ-VZSU84A2U
■ Long Life Battery Pack <sup>4</sup>	FZ-VZSU88U
■ MIL-461F version of standard battery [required to be 461F compliant]	FZ-VZSU89A2U
■ Long Life Battery Bundle [includes rotating hand strap and corner guard set]	FZ-BNDLG1LL1ST1CG4
■ Single Battery Charger Bundle	FZ-BNDLG1BATCHRG
■ LIND 3-Bay Battery Charger	FZ-LND3BAYG1
■ LIND Car Adapter 120W	CF-LNDDC120
■ LIND Car/AC Adapter 90W [with USB port]	CF-LNDACDC90
■ LIND Car Adapter 90W MIL-STD	CF-LNDMLDC90
■ Tall Corner Guard Set	FZ-WCGG111
■ Rotating Hand Strap and Tall Corner Guard Set Bundle	FZ-BNDLG1ST1CG4
■ ToughMate G1 Always-On Case [with hand strap]	TBCG1A0NL-P
■ ToughMate G1 Professional Portfolio	TBCG1PFLIO-BLK-P
■ ToughMate G1 "X" Hand Strap	TBCG1XSTP-P
■ Desktop Cradle	FZ-VEBG11AU
■ Vehicle Docks [no pass-through] <ul style="list-style-type: none"><li>~ Gamber-Johnson</li></ul>	7160-0486-00-P
■ Vehicle Docks [dual pass-through] <ul style="list-style-type: none"><li>~ Gamber-Johnson</li></ul>	7160-0486-02-P
■ Vehicle Docks [dual pass-through] <ul style="list-style-type: none"><li>~ Havis with LIND power supply</li></ul>	CF-H-PAN-702-P
■ Waterproof digitizer pen	FZ-VNPG12U
■ Tether	FZ-VNTG11U
■ 10.1" LCD Protective Film	FZ-VPFG11U
■ Payment sleeve for Verifone e355	FZ-VPGG11M

Please consult your reseller or Panasonic representative before purchasing.

Caution: Do not expose bare skin to this product when handling this unit in extreme hot or cold environments.

<sup>1</sup> Approximate time. Battery operation and recharge times will vary based on many factors, including screen brightness, applications, features, power management, battery conditioning and other customer preferences. Battery testing results from MobileMark 2014.

<sup>2</sup> Bridge battery, magstripe reader, insertable SmartCard reader, insertable SmartCard reader with bridge battery, contactless SmartCard reader and UHF RFID reader are mutually exclusive. Please note, USB 3.0 port, HDMI port and Audio Jack cannot be accessed when the unit is equipped with the magstripe reader, but optional USB 2.0 port can be accessed.

<sup>3</sup> GPS, Serial Dongle, Ethernet, Barcode Reader, Thermal sensor, MicroSDXC and second USB 2.0 port are mutually exclusive options.

<sup>4</sup> 1GB = 1,000,000,000 bytes. Total usable memory will be less depending upon actual system configuration.

<sup>5</sup> When GPS or second USB is integrated, the webcam with infrared sensor cannot be installed.

<sup>6</sup> Magstripe reader, insertable SmartCard reader, insertable SmartCard reader with bridge battery, long life battery and UHF RFID reader include tall corner guards and rotating hand strap. Bridge battery (without SmartCard reader) includes medium corner guards and rotating hand strap.

<sup>7</sup> Requires software and activation to enable theft protection.

<sup>8</sup> Length measurements do not include protrusions. Weight varies with options and digitizer pen.

<sup>9</sup> Accessories and Integrated Options may vary depending on your configuration. Visit the Panasonic website for more accessories and details.

<sup>10</sup> Hazardous location certifications may not apply to all configurations. Consult your Panasonic representative for availability.



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**TOUGHBOOK®**



Panasonic recommends Windows.

## TOUGHBOOK FZ-M1

- MIL-STD-810G, 5' Drop and All-weather IP65 Dust and Water-resistant Design
- User-replaceable Battery, Bridge Battery and Optional Long Life Battery
- Optional NFC, Ethernet, Serial, SmartCard, Magstripe and Barcode Reader<sup>1,8,9</sup>
- Wi-Fi, Bluetooth® and Optional Dedicated GPS<sup>1,8</sup> or 4G LTE Multi Carrier Mobile Broadband
- Industry leading driver packages for ease of deployment and support
- Additional Options; Flir Thermal Camera model, Real Sense Camera model, RTK/GPS model as well as Passport reader/MSR option<sup>1,8,9</sup>

5-FOOT  
DROP RATING

IP65

MIL-STD-  
810G

## THE WORLD'S MOST CONFIGURABLE 7" WINDOWS® TABLET, WITH INTEL® 7TH GENERATION CORE I5 PROCESSOR.

The Panasonic TOUGHBOOK® FZ-M1 is the fully rugged Windows® tablet, built to enable mission-critical mobile worker productivity without compromise. Powered by Windows® 10 Pro, the TOUGHBOOK FZ-M1 features a long life, user-replaceable battery and a daylight-readable, high-sensitivity multi-touch display for use with heavy gloves. With the broadest range of configuration options available in its class, the highly customizable TOUGHBOOK FZ-M1 is the ideal tool for today's mobile workforce. In addition to the highly configurable options, added models of Thermal Camera, Real Sense Camera, RTK/GPS, as well as several more. Allows the M1 to be the most comprehensive 7" tablet in the market.

1.800.662.3537

[us.panasonic.com/toughpad-fz-m1](http://us.panasonic.com/toughpad-fz-m1)

**TOUGHBOOK®**

# TOUGHPAD FZ-M1

Panasonic recommends Windows.

<b>SOFTWARE</b>	<ul style="list-style-type: none"><li>■ Windows® 10 Pro 64-bit</li><li>■ Panasonic Utilities (including Dashboard), Recovery Partition</li><li>■ Enterprise ready driver packages including CAB files and one-click driver bundles</li></ul>												
<b>DURABILITY</b>	<ul style="list-style-type: none"><li>■ MIL-STD-810G certified (5' drop, shock, vibration, rain, dust, sand, altitude, freeze/thaw, high/low temperature, temperature shock, humidity, explosive atmosphere)</li><li>■ IP65 certified sealed all-weather fanless design</li><li>■ Optional ANSI/ISA 2.12.01-2013 Class I Division 2 on selected models</li><li>■ Solid state drive heater</li><li>■ Magnesium alloy chassis encased with ABS and elastomer corner guards</li><li>■ Optional hand strap or rotating hand strap</li><li>■ Port covers</li><li>■ Raised bezel for LCD impact protection</li><li>■ Pre-installed replaceable screen film for LCD protection</li></ul>												
<b>CPU</b>	<ul style="list-style-type: none"><li>■ Intel® Core™ i5-7Y57 Processor<ul style="list-style-type: none"><li>– 1.2 GHz up to 3.3 GHz with Intel® Turbo Boost Technology</li><li>– 4MB cache</li></ul></li></ul>												
<b>STORAGE &amp; MEMORY</b>	<ul style="list-style-type: none"><li>■ 8GB SDRAM (LPDDR3)</li><li>■ 256GB SSD with heaters<sup>2</sup></li></ul>												
<b>DISPLAY</b>	<ul style="list-style-type: none"><li>■ 7" WXGA 1280 x 800</li><li>■ 10-point capacitive gloved multi touch</li><li>■ 2 – 700 nit</li><li>■ Anti-reflective (AR) clear</li><li>■ Intel® HD Graphics 615, Premium (Built-in Chip Set)<sup>4</sup></li><li>■ Dual monitor support</li><li>■ Concealed mode (configurable)</li></ul>												
<b>AUDIO</b>	<ul style="list-style-type: none"><li>■ Built-in Directional Array Microphones</li><li>■ Intel® High Definition Audio subsystem support</li><li>■ Integrated speaker</li><li>■ On-screen and button volume and mute controls</li></ul>												
<b>CAMERAS</b>	<ul style="list-style-type: none"><li>■ Front: 2MP(USB) webcam with Dual Microphone</li><li>■ Rear: 8MP MIPI, with Camera Flash LED</li></ul>												
<b>KEYBOARD &amp; INPUT</b>	<ul style="list-style-type: none"><li>■ Stylus pen with integrated stylus holder</li><li>■ Touch Screen Mode Options: Pen Only, Pen and Touch, Touch Only, Touch Only-Glove, Touch Only-Water</li><li>■ 6 tablet buttons (2 user-definable)</li><li>■ On-screen QWERTY keyboard</li></ul>												
<b>INTERFACE &amp; EXPANSION</b>	<table><tr><td>■ Docking connector</td><td>24-pin</td></tr><tr><td>■ Headphones/Mic</td><td>3.5mm Jack, Stereo</td></tr><tr><td>■ USB 3.0 (x 1)</td><td>Type A</td></tr><tr><td>■ Optional USB 2.0 (x 1)<sup>1,9</sup></td><td>Type A</td></tr><tr><td>■ MicroSDXC</td><td>UHS-I</td></tr><tr><td>■ Optional 10/100/1000 Ethernet<sup>1,9</sup></td><td>RJ-45</td></tr></table>	■ Docking connector	24-pin	■ Headphones/Mic	3.5mm Jack, Stereo	■ USB 3.0 (x 1)	Type A	■ Optional USB 2.0 (x 1) <sup>1,9</sup>	Type A	■ MicroSDXC	UHS-I	■ Optional 10/100/1000 Ethernet <sup>1,9</sup>	RJ-45
■ Docking connector	24-pin												
■ Headphones/Mic	3.5mm Jack, Stereo												
■ USB 3.0 (x 1)	Type A												
■ Optional USB 2.0 (x 1) <sup>1,9</sup>	Type A												
■ MicroSDXC	UHS-I												
■ Optional 10/100/1000 Ethernet <sup>1,9</sup>	RJ-45												
<b>WIRELESS</b>	<ul style="list-style-type: none"><li>■ Optional 4G LTE multi carrier mobile broadband with satellite GPS<sup>7</sup></li><li>■ Optional GPS (u-blox NEO-M8N)<sup>1,7,8</sup></li><li>■ Optional dual high-gain antenna pass-through</li><li>■ Intel® Dual Band Wireless-AC 8265 Wi-Fi 802.11a/b/g/n/ac</li><li>■ Bluetooth® v4.2 (Class 1)</li></ul>												
<b>POWER SUPPLY</b>	<ul style="list-style-type: none"><li>■ Li-Ion battery pack<sup>3</sup>:<ul style="list-style-type: none"><li>– Standard battery: 7.2V, typical 3220mAh, min. 3050mAh</li><li>– Long life battery: 7.2V, typical 7100mAh, min. 6800mAh</li></ul></li><li>■ Battery operation<sup>3</sup>:<ul style="list-style-type: none"><li>– Standard battery: 8 hours</li><li>– Optional long life battery: 16 hours</li><li>– Standard bridge battery: 1 minute swap time</li></ul></li><li>■ Battery charging time<sup>3</sup>:<ul style="list-style-type: none"><li>– Standard battery: 2.5 hours off, 3.5 hours on</li><li>– Optional long life battery: 4.5 hours off, 6.5 hours on</li></ul></li><li>■ Bridge battery<sup>3</sup>: 1 minute hot swap time</li><li>■ AC Adapter: AC 100V-240V 50/60Hz</li></ul>												
<b>SECURITY FEATURES</b>	<ul style="list-style-type: none"><li>■ Password Security: Supervisor, User, Hard Disk Lock</li><li>■ Kensington cable lock slot</li><li>■ Trusted platform module (TPM) security chip v 2.0<sup>4</sup></li><li>■ Persistence<sup>5</sup> technology by Absolute embedded in BIOS<sup>5</sup></li><li>■ Optional insertable SmartCard reader (half size or full size)<sup>1,8</sup></li><li>■ Optional contactless RFID and SmartCard/NFC reader<sup>1,8</sup><ul style="list-style-type: none"><li>– ISO 14443 A/B compliant</li></ul></li></ul>												

## WARRANTY

- 3-year limited warranty, parts and labor

## DIMENSIONS & WEIGHT<sup>6</sup>

- 7.98"(L) x 5.20"(W) x 0.71"(H)
- 1.27 lbs.

## INTEGRATED OPTIONS<sup>1,6,7,8,9</sup>

- Choice of 4G LTE multi carrier mobile broadband with satellite GPS, or dedicated GPS<sup>1,7,8</sup>
- Choice of 2D barcode reader, Ethernet, Serial, 2nd USB2.0<sup>9</sup>
- Choice of insertable SmartCard, contactless SmartCard/NFC, magstripe, Serial&Ethernet, full size SD card&Ethernet, RTK GPS, Dedicated GPS, full size SmartCard or rugged fisher port<sup>1,8</sup>

## ADDITIONAL MODEL OPTIONS<sup>4</sup>

- Thermal Camera (Flir Lepton 3.5)<sup>1</sup>
- Intel Real Sense Camera (D410)
- RTK/GPS Model<sup>8</sup>
- MRZ Model (Passport Reader+MSR)
- Black Cabinet Option

## ACCESSORIES<sup>4</sup>

- |   |                |
|---|----------------|
| ■ AC Adapter (3-prong)                              | CF-AA6373AM    |
| ■ Standard Battery Pack                             | FZ-VZSU94W     |
| ■ Long Life Battery Pack                            | FZ-VZSU95W     |
| ■ 4-Bay Battery Charger                             | FZ-VCBM11U     |
| ■ LIND Car Adapter 120W                             | CF-LNDDC120    |
| ■ LIND Car/AC Adapter 90W (with USB Port)           | CF-LNDACDC90   |
| ■ LIND Car Adapter 90W MIL-STD                      | CF-LNDMLDC90   |
| ■ Hand Strap with Stylus Holder                     | FZ-VSTM11U     |
| ■ Rotating Hand Strap with Stylus Holder            | FZ-VSTM12U     |
| ■ Hand Strap (for Magstripe reader only)            | FZ-VSTM13U     |
| ■ Panasonic Shoulder Strap                          | FZ-VNSM12U     |
| ■ ToughMate Always-on M1 Case                       | TBCM1A0-P      |
| ■ ToughMate Holster                                 | TBCM1HSTR-P    |
| ■ Gloved Multi Touch Stylus                         | FZ-VNPM11AU    |
| ■ Full Desktop Cradle (simultaneous display output) | FZ-VEBM12AU    |
| ■ Lite-function Desktop Cradle                      | FZ-VEBM11AU    |
| ■ Tether  | CF-VNT002U     |
| ■ 7" Gloved Multi Touch LCD Protective Film         | FZ-VPFM11U     |
| ■ Vehicle Dock                                      |                |
| – Gamber-Johnson                                    | 7160-0531-02-P |
| – Havis   | CF-H-PAN-906-P |

Please consult your reseller or Panasonic representative before purchasing.

Caution: Do not expose bare skin to this product when handling this unit in extreme hot or cold environments.

<sup>1</sup>Thermal camera is mutually exclusive with insertable SmartCard, contactless SmartCard/NFC, magstripe, 2D barcode, serial dongle, ethernet, 2nd USB port, Serial&Ethernet, full size SD card&Ethernet, RTK GPS, Dedicated GPS, full size SmartCard, rugged fisher port.

<sup>2</sup>1GB = 1,000,000,000 bytes. Total usable memory will be less depending upon actual system configuration.

<sup>3</sup>Battery performance features such as charge time and life span can vary according to the conditions under which the computer and battery are used. Battery operation and recharge times will vary based on many factors, including screen brightness, applications, features, power management, battery conditioning and other customer preferences. Battery testing results from MobileMark 2014.

<sup>4</sup>Requires software and activation to enable theft protection.

<sup>5</sup>Length measurements do not include protrusions or configurable options.

<sup>6</sup>Accessories and Integrated Options may vary depending on your configuration. Visit Panasonic website for more accessories and details.

<sup>7</sup>4G LTE and dedicated GPS (u-blox) are mutually exclusive.

<sup>8</sup>The following options are mutually exclusive: insertable SmartCard, contactless SmartCard/NFC, magstripe, Serial&Ethernet, full size SD card&Ethernet, RTK GPS, Dedicated GPS, full size SmartCard, rugged fisher port.

<sup>9</sup>The following options are mutually exclusive: 2D barcode reader, Ethernet, Serial, 2nd USB2.0.



1.800.662.3537

us.panasonic.com/toughpad-fz-m1

Panasonic is constantly enhancing product specifications and accessories. Specifications subject to change without notice. Trademarks are property of their respective owners.  
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**TOUGHBOOK®**



**Dynabook Americas, Inc.**

5241 California Avenue, Suite 100  
Irvine, California 92617

## **Letter of Authorization**

November 15, 2019

Troxell-CDI  
4675 E. Cotton Center Blvd  
Suite 155  
Phoenix, AZ 85040

Re: Letter of Authorization for Region 10 Education Services Center RFP

Dear Authorized Partner:

This Letter of Authorization is in reference to the RFP response you will be submitting for Region 10 Education Services Center.

In the event that Troxell-CDI is awarded, Dynabook will support you with product and service for 4 years from the date of award.

The person whose signature appears below is authorized to make the commitments noted above.

Sincerely,

Lisa Allen  
Director of Field Sales  
Lisa.Allen@dynabook.com  
704-277-6550



November 15<sup>th</sup>, 2019

TO WHOM IT MAY CONCERN:

SYNNEX Corporation is providing this letter to validate that Troxell-CDI is authorized reseller to provide Pro-AV and IT products from over 200 Vendors including but not limited to Panasonic. Troxell-CDI is in good standing with SYNNEX Corporation and is authorized to sell to any market they serve in the United States.

If you have any questions related to this letter of authorization, please do not hesitate to contact me.

Sincerely,

Brett Wilson  
39 Pelham Ridge Drive  
Greenville, SC 29615  
864-349-4338

## Toshiba MSRP Price List

MSRP's for the Dynabook Tecra models and accessories offered to Region 10 ESC are provided below:

PMR31U-027001 - \$1,669.00

PMR31U-026001 - \$1,774.00

PMR31U-02F001 - \$1,984.00

PMR31U-02E001 - \$2,089.00

PA5281U-1PRPL - \$369.99

PA5356U-1PRP - \$199.99

PA5272U-3PRP - \$89.99

PA5279U-1ACA – \$49.99

PA1594U-1SK4 - \$24.99

# TAB 6



## REGION 10 ESC RFP#EQ-101519-05

**LAPTOP TABLE 1:**

Product Category (Laptops - table 1)	Proposed Manufacturer	Model # (If discount varies by product)	Description	List	Percentage Discount *	Contract Price
Ultra-Rugged	PANASONIC	SNN PANFZ55C8608VM	PANASONIC WIN10 PRO 14" TOUCH 512GB SSD 8GB RAM LAPTOP	\$ 3,234.00	14.48%	\$ 2,765.68
Ultra-Rugged Accessories	PANASONIC	Varies	PANASONIC ACCESSORIES PERCENT DISCOUNT 1-7%		1-7%	
Fully-Rugged	PANASONIC	SNN PANCF54J2318VM	PANASONIC WIN10 TOUCH 8GB 256GB TOUGHBOOK	\$ 2,884.00	14.48%	\$ 2,466.37
Fully Rugged- Accessories	PANASONIC	Varies	Panasonic ACCESSORIES PERCENT DISCOUNT 1-7%		1-7%	
Semi or Business-Rugged	TOSHIBA	TOS TOSPMR31U027001	TOSHIBA TECRA X40-F 14"-TOUCH 8GB 256SSD. 4YR WARRANTY INCLUDED	\$ 1,669.00	49.53%	\$ 842.39
All Panasonic Items Categories Listed Above	Toshiba	Varies	TOSHIBA ACCESSORIES PERCENT DISCOUNT 1-7%		1-7%	

\* Percentage Discount - Please note the Percentage Discount listed for the above model #'s Apply only to these specific units.

We are offering a Minimum Discount of 1-7% OFF on Accessories and any Future Replacement Models

**TABLETS TABLE 2:**

Product Category	Proposed Manufacturer	Model # (If discount varies by product)	Description	List	Percentage Discount *	Contract Price
Ultra-Rugged	PANASONIC	SNN PANFZM1JEBJAVM	PANASONIC WIN10 TOUCH 8GB 256GB SSD ULTRA-RUGGED TABLET	\$ 3,149.00	12.29%	\$ 2,762.04
Ultra-Rugged Accessories	PANASONIC	SNN PANPERCENTOFF	PANASONIC ACCESSORIES PERCENT DISCOUNT 1-7%			
Fully-Rugged	PANASONIC	SNN PANFZG1U1586VM	PANASONIC WIN10 TOUCH 8GB 256GB FULLY RUGGED TABLET	\$ 3,069.00	12.29%	\$ 2,691.87
Fully-Rugged Accessories	PANASONIC	SNN PANPERCENTOFF	PANASONIC ACCESSORIES PERCENT DISCOUNT 1-7%			
Semi or Business-Rugged		NO BID	SEMI OR BUSINESS-RUGGED TABLET			
Semi or Business-Rugged Accessories	PANASONIC	SNN PANPERCENTOFF	PANASONIC ACCESSORIES PERCENT DISCOUNT 1-7%			

\* Percentage Discount - Please note the Percentage Discount listed for the above model #'s Apply only to these specific units.

We are offering a Minimum Discount of 1-7% OFF on Accessories and any Future Replacement Models



## REGION 10 ESC RFP#EQ-101519-05

ACCESSORIES				
Product Category	Proposed Manufacturer	Model # (If discount varies by product)	Description	Contract Price *
ACCESSORIES	PANASONIC	SNN PAN976574	PANASONIC PROTECTION PLUS WARRANTY - 4 YEAR	\$ 434.26
ACCESSORIES	PANASONIC	SNN PAN978912	PANASONIC PROTECTION PLUS WARRANTY - 5 YEAR	\$ 694.81
ACCESSORIES	PANASONIC	SNN PAN4894508	PANASONIC PROTECTION PLUS WARRANTY - 3 YEAR	\$ 288.39
ACCESSORIES	PANASONIC	SNN PAN3449444	PANASONIC PROTECTION PLUS WARRANTY - 4 YEAR	\$ 429.91
ACCESSORIES	PANASONIC	SNN PAN3449445	PANASONIC PROTECTION PLUS WARRANTY - 5 YEAR	\$ 651.38
ACCESSORIES	TOSHIBA	TOS TOSPA5218U1PRPL	DYNABOOK THUNDERBOLT 3 DOCK WITH 1.5M ACTIVE CABLE	\$ 216.30
ACCESSORIES	TOSHIBA	TOS TOSPA5356U1PRP	TOSHIBA DYNABOOK USB-C DOCK	\$ 161.96
ACCESSORIES	TOSHIBA	TOS TOSPA5272U3PRP	TOSHIBA USB-C TO HDMI/VGA/LAN ADAPTER (TRAVEL DOCK)	\$ 70.65
ACCESSORIES	TOSHIBA	TOS TOSPA5279U1ACA	USB-C 3.0 AC ADAPTER (2 PIN)	\$ 38.04
ACCESSORIES	TOSHIBA	TOS TOSPA1594U1SK4	TOSHIBA X40 PROTECTIVE LID COVER	\$ 19.57

\* Please note the Pricing for the above model #'s Apply only to these specific units.

We are offering a Minimum Discount of 1-7% OFF on Accessories and any Future Replacement Models



## REGION 10 ESC RFP#EQ-101519-05

ALTERNATES						
Product Category (Laptops - table 1)	Proposed Manufacturer	Model # (If discount varies by product)	Description	List	Percentage Discount *	Contract Price
Ultra-Rugged	PANASONIC	CF33AFVAAVM	PANASONIC TOUGHBOOK I5-7300 12" TOUCH 16GB 256GB SSD	\$ 4,689.00	14.48%	\$ 4,009.98
Fully-Rugged	PANASONIC	CF318B718VM	PANASONIC TOUCH TOUGHBOOK 13" I5-7300U 16GB 256GB SSD	\$ 4,385.00	14.48%	\$ 3,750.00
Fully-Rugged	PANASONIC	CF20G5684VM	PANASONIC TOUGHBOOK 10" TOUCH 16GB 512GB SSD	\$ 4,174.00	14.48%	\$ 3,569.56

\* Percentage Discount - Please note the Percentage Discount listed for the above model #'s Apply only to these specific units.

We are offering a Minimum Discount of 1-7% OFF on Accessories and any Future Replacement Models

# TAB 7

# TAB 8

## **Appendix G: VALUE ADD**

Please include any additional products and/or services not included in the scope of the solicitation that you think will enhance and/or add value to this contract participating agencies.

Troxell/Summit understands the trends in education and government technology and provides our expertise to help our customers have the correct technology solutions for the classroom, office, and beyond. We benefit from longstanding relationships with leading technology providers, manufacturers, and subcontractors to help us assist our customers. No other reseller can bring you the best brands for every aspect of the modern collaborative environment.

Troxell's commitment to our customers does not end with product. We pride ourselves on providing top-level service and an ongoing partnership with our customers, at a local level. See attached Types of Products & Services for an outline of our many offerings, and contact your Account Executive to get started on your technology solutions today.



## **Types of Products & Services**

### **Product and Services Offerings:**

Troxell Communications, Inc. provides a comprehensive offering of roughly 100,000 SKUs encompassing all types of AV equipment representing, literally, hundreds of leading manufacturers, including such names as Hitachi, Sony, Panasonic, among others. Our Company can also provide design and installation services.

### **Troxell Communications primary product categories include:**

Classroom and Presentation Technologies including projection devices, flat panel displays, mobile learning/1:1 solutions, interactive teaching tools, classroom amplification, control systems, digital signage, videoconferencing, traditional AV equipment, professional installation and training services.

#### **Technology Products and Installation**

- Projectors LCD/DLP/LED Technology
- Mobile Learning Solutions, 1:1 (Chromebooks, Laptops, Tablets, Charging Carts, etc)
- STEM/STEAM
- Collaborative Space Solutions
- Visualizers/Document Cameras
- Flat Panel Displays/Monitors Plasma/LCD/LED Technology
- Interactive Whiteboards & Interactive Panels
- Digital Signage
- Flat Panel TVs, DVD/VCR Combos
- Classroom Response Systems
- Public Address (PA) Systems/Audio Systems & Equipment
- CCTV/CCTC Security Systems
- Teleconferencing
- Digital Cameras/Camcorders
- Broadcast Equipment, Video Editing Systems
- Classroom Tape Recorders, CD Players & Recorders
- AV/Computer Furniture & Accessories
- Control Systems & Cabling
- Mounts for Data projectors, TVs & Display Monitors
- Screens, Cases & Accessories

#### **Service Solutions**

Professional Development Services  
Design & Installation Services  
Content & Curriculum

#### **Traditional Audio Visual Products:**

Digital Cameras  
Camcorders  
Broadcast Equipment, Video Editing Systems  
Flat Panel TVs, DVD/VCR Combos

Classroom Tape Recorders, CD Players & Recorders  
Projectors  
AV carts & mounts for TV's, Projectors, etc.  
Public Address (PA) Systems  
CCTV Security Systems

Please visit [www.troxellsolutions.com](http://www.troxellsolutions.com) or contact your account executive for additional A/V products / services

# TAB 9

## **Appendix J: CERTIFICATES**

Please list and include copies of any certificates you hold that would show value for your response.

See attached licenses



# TEXAS SALES AND USE TAX PERMIT

This permit is not transferable, and this side must be prominently displayed in your place of business.

Merchants: A copy of this permit does not replace a resale or exemption certificate. You will be responsible for sales tax unless you have a valid resale/exemption certificate on file.

You must obtain a new permit if there is a change in ownership, location, or business location name.

TAXPAYER NAME, BUSINESS LOCATION NAME, and PHYSICAL LOCATION

TROXELL COMMUNICATIONS INC

TROXELL COMMUNICATIONS INC  
14027 MEMORIAL DR  
HOUSTON

TX 77079-6826

Type of permit  
SALES AND USE TAX

Taxpayer number  
1-86-0716114-0

Location number  
00019

First business date  
04/01/2008

NAICS CODE: 443112

DESCRIPTION ON NEXT LINE:

Radio, Television, and Other Electronics Stores

WE SHOW THIS BUSINESS IN THE FOLLOWING LOCAL SALES TAX AUTHORITIES:

CITY: HOUSTON

EFF: 04/01/2008

TRANSIT: HOUSTON MTA

EFF: 04/01/2008

*Susan Combs*  
SUSAN COMBS  
Comptroller of Public Accounts

YOU MAY NEED TO COLLECT SALES AND/OR USE TAX FOR OTHER LOCAL TAXING AUTHORITIES DEPENDING ON YOUR TYPE OF BUSINESS.  
If you have any questions regarding sales tax, you may contact the Texas State Comptroller's field office in your area or call 1-800-252-5555, toll free, nationwide. The Austin number is 512/463-4600.

**DETACH HERE AND PROMINENTLY DISPLAY YOUR PERMIT ONLY**

## IS THE INFORMATION PRINTED ON THIS PERMIT INCORRECT?

The information printed on your permit must be accurate and current. To make corrections, you may detach and complete ONLY the information in the form below which is incorrect, and mail it to:

COMPTROLLER OF PUBLIC ACCOUNTS  
111 E. 17th Street  
Austin, TX 78774-0100

01-300-F

## MAKING CHANGES TO LOCAL TAXING AUTHORITIES OR BUSINESS DESCRIPTION LISTED ON THIS PERMIT

- You will need to contact us to correct the local taxing authorities for this business location. Contact your city/transit authority/county/special purpose district if you are unsure if your business is located within that taxing jurisdiction. We can assist you in determining your local sales and use tax responsibilities, and the appropriate rate for each local taxing authority. Publication 94-105, "Guidelines for Collecting Local Sales and Use Tax" and Publication 96-132, "Texas Sales and Use Tax Rates" are available on the Comptroller's web site at [www.window.state.tx.us/taxinfo/local/](http://www.window.state.tx.us/taxinfo/local/).
- Visit us online at [www.window.state.tx.us/taxinfo/sales/naics\\_coding.html](http://www.window.state.tx.us/taxinfo/sales/naics_coding.html) if you need to correct the description of your business printed on the front of this permit.

## MORE INFORMATION ABOUT YOUR PERMIT

- You must prominently display this permit in your place of business.
- The information on your permit is public information.
- You cannot use this permit or a copy of it as a resale or exemption certificate.
- If the location specified on this permit is closed, return this permit to the Comptroller of Public Accounts and indicate the date of the last business transaction.
- Depending on your type of business, you may need to collect sales and/or use tax for other local taxing authorities not listed on this permit.

## TEXAS SALES AND USE TAX PERMIT

Taxpayer name shown on the permit <b>TROXELL COMMUNICATIONS INC</b>			
Taxpayer number shown on the permit <b>18607161140</b>		Location number shown on the permit <b>00019</b>	
Correct business location name .			
Correct business location (no P.O. Box or directions accepted) .		Change your mailing address and phone number, add a business location, change a business address, or close one or more business locations online at <a href="https://www.window.state.tx.us/accmaint/changeaddress.html">https://www.window.state.tx.us/accmaint/changeaddress.html</a>	
City .	State .		
Correct taxpayer name .			Daytime phone (Area code and number)
Correct mailing address .			
City .	State .	ZIP code .	Federal Employer Identification number
If you are <b>no longer in business</b> , enter the date of your last business transaction. _ _ _ _			
sign here Taxpayer or authorized agent			Date



000001194

## TEXAS USE TAX PERMIT



SUSAN COMBS  
Texas Comptroller

This permit is issued in accordance with the law governing the type of business specified and is the authorization to conduct business in Texas. The permit may be revoked for a violation of the provisions of the applicable law and/or any rules adopted by the Comptroller to administer the law.

TEX. TAX CODE ANN. CH. 151

Taxpayer number

1-86-0716114-0

Effective date

01/01/2007

Taxpayer name and mailing address

TROXELL COMMUNICATIONS INC  
4830 S 38TH ST  
PHOENIX

AZ 85040-2998

*Susan Combs*  
SUSAN COMBS  
Comptroller of Public Accounts

THIS PERMIT IS NON-TRANSFERABLE

*Detach here and display your permit only.*

**Is the information printed on this permit correct?** ☐

If not, please tell us in the space below.

- If your taxpayer name and/or mailing address are incorrect, enter the correct information.
- If you have received a Federal Employer's Identification Number (FEIN), enter the number.
- If you are no longer in business, enter the date of your last business transaction.

**If your permit is correct, DO NOT return this form.**

If any corrections are required, please enter the correct information on this form and return it to:

COMPTROLLER OF PUBLIC ACCOUNTS  
111 E. 17th Street  
Austin, Texas 78774-0100

**Keep this permit until you receive a corrected permit.**

**NOTE:** This form cannot be used if there has been a change of ownership. For this change and to obtain a new permit, please contact your local Comptroller's field office. For the telephone numbers to call for assistance, see the back of this form.

## TEXAS USE TAX PERMIT

Taxpayer name shown on the permit

TROXELL COMMUNICATIONS INC

Taxpayer number shown on the permit

1-86-0716114-0

**Please enter only the information that has to be corrected.**

Correct taxpayer name

Daytime phone (Area code and number)

Correct mailing address

City

State

ZIP Code

FEI number

If you are no longer in business,  
enter the date of your last business transaction. ....

**For additional information, see the back of this form.**

sign  
here

Taxpayer or authorized agent

Date

Comptroller use only

Job name-MISCAPP

Microfilm

☐ 00991

☐ 01

Reference number

☐ Taxpayer number  
change

☐ 01000

Master name correction

AND

Master mailing

address change

AND

Master phone number

add/change

XUMAST

OOB tax permit

XUSTAT

**You have certain rights** under Chapters 552 and 559, Government Code, to review, request, and correct information we have on file about you. Contact us at the address or toll-free number listed on this form.



## Franchise Tax Account Status

As of : 11/16/2019 11:45:16

This page is valid for most business transactions but is not sufficient for filings with the Secretary of State

TROXELL COMMUNICATIONS, INC.	
<b>Texas Taxpayer Number</b>	18607161140
<b>Mailing Address</b>	4675 E COTTON CENTER BLVD STE 155 PHOENIX, AZ 85040-2998
<b>❓ Right to Transact Business in Texas</b>	ACTIVE
<b>State of Formation</b>	DE
<b>Effective SOS Registration Date</b>	09/29/1992
<b>Texas SOS File Number</b>	0009544506
<b>Registered Agent Name</b>	ADELA BRINER
<b>Registered Office Street Address</b>	316 BAY SPRING DR. LEAGUE CITY, TX 77573



ARIZONA DEPARTMENT OF REVENUE  
LICENSE & REGISTRATION SECTION

1600 WEST MONROE  
PHOENIX, ARIZONA 85007-2650

MUST BE  
DISPLAYED IN A  
CONSPICUOUS PLACE

TRANSACTION PRIVILEGE TAX LICENSE  
-NOT TRANSFERABLE-

THIS LICENSE IS ISSUED TO THE BUSINESS NAMED BELOW FOR THE ADDRESS SHOWN. LICENSES, BY LAW, MAY NOT BE TRANSFERRED FROM ONE PERSON TO ANOTHER NOR CAN THEY BE TRANSFERRED FROM ONE LOCATION TO ANOTHER. ARIZONA LAW REQUIRES LICENSEES TO NOTIFY THE DEPARTMENT OF REVENUE IF THERE IS A CHANGE IN BUSINESS NAME, TRADE NAME, LOCATION, MAILING ADDRESS OR OWNERSHIP. IN ADDITION, WHEN BUSINESS IS DISCONTINUED OR BUSINESS LOCATION CHANGES AND A NEW LICENSE IS ISSUED, THIS LICENSE MUST BE RETURNED TO THE ARIZONA DEPARTMENT OF REVENUE.

THE LICENSEE LISTED BELOW IS LICENSED TO CONDUCT BUSINESS UPON THE CONDITION THAT TAXES ARE PAID TO THE ARIZONA DEPARTMENT OF REVENUE AS ACCRUED UNDER PROVISIONS OF ARS TITLE 42, CHAPTER 8, ARTICLE 1.

ISSUED  
TO

---  
TROXELL COMMUNICATIONS INC  
4830 S 38TH ST  
PHOENIX

AZ 85040

07-266916-X

ALL communications  
and Reports MUST  
REFER to this  
LICENSE NO.

17 BUSINESS CODE

---  
(DBA) TROXELL COMMUNICATIONS INC  
3906 W INA RD  
TUCSON

AZ 85741

01-01-1983 EFFECTIVE DATE

(A)

01-04-2000 PRINT DATE

Mailing Address :

86003218  
TROXELL COMMUNICATIONS, INC.  
JIM W. TROXELL, PRES.  
4830 S 38TH ST  
PHOENIX AZ 85040-2909

**SAVE TIME & MONEY**

**Go Green in 2015**  
**File your tax returns online.**  
**Go to [phoenix.gov/etax](http://phoenix.gov/etax)**

Thank you for doing business in the City of Phoenix. We realize that you had many options when considering where to operate your business and we are pleased that you chose Phoenix. We wish you success and prosperity in this year and in the years to come.

If you have questions regarding Phoenix's tax reporting requirements or need information regarding privilege (sales) tax licenses, please contact us through any of the following methods:

**webpage:** [www.phoenix.gov/plt](http://www.phoenix.gov/plt)  
**email address:** [tax@phoenix.gov](mailto:tax@phoenix.gov)

**Telephone:** 602-262-6785, option 4  
**Fax number:** 602-262-7786  
**TTY:** 602-534-5500

**(DETACH LOWER SECTION AND POST IN A CONSPICUOUS PLACE)**

Finance Department  
Tax Division



**LICENSE NO: 86003218**  
**Business Class Code(s): 17, 29, 15**

**City of Phoenix**  
**PRIVILEGE (Sales) TAX LICENSE**

The business or firm listed is hereby licensed to conduct business at the following location upon the condition that tax returns are filed and taxes remitted to the City of Phoenix as required under the provisions of Chapter 14 of the City Code.

**Business Name/Address**  
TROXELL COMMUNICATIONS, INC.  
4830 S 38TH ST  
PHOENIX AZ 85040-2909

**This license expires on December 31st:**

**2015**

# Delaware

The First State

Page 1

I, JEFFREY W. BULLOCK, SECRETARY OF STATE OF THE STATE OF DELAWARE, DO HEREBY CERTIFY "TROXELL COMMUNICATIONS, INC." IS DULY INCORPORATED UNDER THE LAWS OF THE STATE OF DELAWARE AND IS IN GOOD STANDING AND HAS A LEGAL CORPORATE EXISTENCE SO FAR AS THE RECORDS OF THIS OFFICE SHOW, AS OF THE FOURTH DAY OF OCTOBER, A.D. 2019.



Jeffrey W. Bullock, Secretary of State

2310315 8300

SR# 20197293570

You may verify this certificate online at [corp.delaware.gov/authver.shtml](http://corp.delaware.gov/authver.shtml)

Authentication: 203730247

Date: 10-04-19

# TAB 10

## **Appendix K: SUPPLEMENTARY CATALOGS AND CONSUMER INFORMATION**

See attached Website Advantages for information on our online catalog and contract services.





### **Website Advantages**

One of the many advantages of working with Troxell Communications is easy access to our always-current MSRP catalog at [www.trox.com/products.htm](http://www.trox.com/products.htm) and our exclusive customer contract portal through [www.troxellsolutions.com](http://www.troxellsolutions.com).

Troxell's unique customer web portals offer a secure, password-protected, and customized web site that provides:

- A comprehensive database of products with model numbers, pictures, specifications, and pricing maintained directly to our database by manufacturers.
- Custom pricing that shows manufacturer-provided list prices, your established contract price, and the percent and total dollar savings on each item.
- On-line search capabilities with product descriptions, product images, and specifications on current products.
- Updated product information selected for contract including delisting of discontinued product and adding of new product with the same discount structure as the original bid.
- Administrative functions in real time that allow you to research and track orders, access open order and purchase history reports, reprint invoices, and develop usage reports.
- The ability for all users to access pricing information at their desktop and construct quotes for approval or budgeting purposes.
- Complete Troxell Communications staff contact list for easy reference.

Even without a login, you can view up-to-date Manufacturer List Prices for our entire catalog at [www.trox.com/products.htm](http://www.trox.com/products.htm).

Accessing your unique customer portal is easy!

Simply go to [www.troxellsolutions.com](http://www.troxellsolutions.com), click on the 'Login' heading, then enter your email address, customer number, and password. From there, select the "Products/Purchasing" menu and search by product category, brand, or model number for any item on our bid proposal.

It's a convenient, efficient, and accurate way to check pricing and discounts available on all of our product lines with the objective to provide the most aggressive discounts available to all participating entities.

Please don't hesitate to contact your Account Executive with any questions and to get your contract set up.

# TAB 11

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:**

- ☒ 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.

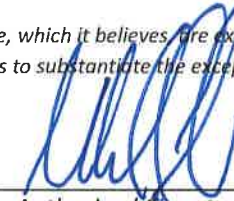
*(Note: All information believed to be a trade secret or proprietary must be listed below. It is further understood that failure to identify such information, in strict accordance with the instructions below, will result in that information being considered public information and released, if requested 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).)*

11/15/19

Date



Authorized Signature & Title  
Michael Fabio, VP of Finance

#### **Appendix H: ADDITIONAL REQUIRED DOCUMENTS**

- DOC #1 Clean Air and Water Act
- DOC #2 Debarment Notice
- DOC #3 Lobbying Certification
- DOC #4 Contractors Requirements
- DOC #5 Antitrust Certification Statement
- DOC #6 Implementation of House Bill 1295
- DOC #7 Boycott Certification
- DOC #8 Terrorist State Certification
- DOC #9 Resident Certification

#### **FOR VENDORS INTENDING TO DO BUSINESS IN ARIZONA:**

- DOC #10 Arizona Contractor Requirements

#### **FOR VENDORS INTENDING TO DO BUSINESS IN NEW JERSEY:**

- DOC #11 Ownership Disclosure Form
- DOC #12 Non-Collusion Affidavit
- DOC #13 Affirmative Action Affidavit
- DOC #14 Political Contribution Disclosure Form
- DOC #15 Stockholder Disclosure Form

New Jersey vendors are also required to comply with the following New Jersey statutes when applicable:

- All anti-discrimination laws, including those contained in N.J.S.A. 10:2-1 through N.J.S.A. 10:2-14, N.J.S.A. 10:5-1, and N.J.S.A. 10:5-31 through 10:5-38.
- Compliance with Prevailing Wage Act, N.J.S.A. 34:11-56.26, for all contracts within the contemplation of the Act.
- Compliance with Public Works Contractor Registration Act, N.J.S.A. 34:11-56.26
- Bid and Performance Security, as required by the applicable municipal or state statutes.

**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: Troxell Communications, Inc. dba Summit Integration Systems

Title of Authorized Representative: VP of Finance

Mailing Address: Dave Johnson, Account Executive  
906 W McDermott Dr, Ste 116, #294, Allen, TX 75013

Signature:  Michael Fabio

**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: Troxell Communications, Inc. dba Summit Integration Systems

Title of Authorized Representative: VP of Finance

Mailing Address: Dave Johnson, Account Executive  
906 W McDermott Dr, Ste 116, #294, Allen, TX 75013

Signature:  Michael Fabio

### 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  
Michael Fabio, VP of Finance

\_\_\_\_\_  
11/15/19  
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.

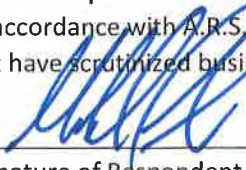
The Respondent shall comply with fingerprinting requirements in accordance with appropriate statutes in the state in which the work is being performed unless otherwise exempted.

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  
Michael Fabio, VP of Finance

11/15/19

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**      Troxell Communications, Inc.  
                    dba Summit Integration Systems

**ADDRESS**      Dave Johnson, Account Executive  
                    906 W McDermott Dr, Ste 116, #294,  
                    Allen, TX 75013

**PHONE**      972-542-8560

**FAX**      972-542-8563

**RESPONDANT**

  
Signature

Paul Champion  
Printed Name

Bids Manager  
Position with Company

**AUTHORIZING OFFICIAL**

  
Signature

Michael Fabio  
Printed Name

VP of Finance  
Position with Company

## **DOC #6 IMPLEMENTATION OF HOUSE BILL 1295**

### **Certificate of Interested Parties (Form 1295):**

In 2015, the Texas Legislature adopted House Bill 1295, which added section 2252.908 of the Government Code. The law states that a governmental entity or state agency may not enter into certain contracts with a business entity unless the business entity submits a disclosure of interested parties to the governmental entity or state agency at the time the business entity submits the signed contract to the governmental entity or state agency. The law applies only to a contract of a governmental entity or state agency that either (1) requires an action or vote by the governing body of the entity or agency before the contract may be signed or (2) has a value of at least \$1 million. The disclosure requirement applies to a contract entered into on or after January 1, 2016.

The Texas Ethics Commission was required to adopt rules necessary to implement that law, prescribe the disclosure of interested parties form, and post a copy of the form on the commission's website. The commission adopted the Certificate of Interested Parties form (Form 1295) on October 5, 2015. The commission also adopted new rules (Chapter 46) on November 30, 2015, to implement the law. The commission does not have any additional authority to enforce or interpret House Bill 1295.

### **Filing Process:**

Starting on January 1, 2016, the commission will make available on its website a new filing application that must be used to file Form 1295. A business entity must use the application to enter the required information on Form 1295 and print a copy of the completed form, which will include a certification of filing that will contain a unique certification number. An authorized agent of the business entity must sign the printed copy of the form and have the form notarized. The completed Form 1295 with the certification of filing must be filed with the governmental body or state agency with which the business entity is entering into the contract.

The governmental entity or state agency must notify the commission, using the commission's filing application, of the receipt of the filed Form 1295 with the certification of filing not later than the 30th day after the date the contract binds all parties to the contract. The commission will post the completed Form 1295 to its website within seven business days after receiving notice from the governmental entity or state agency.

Information regarding how to use the filing application will be available on this site starting on January 1, 2016.

[https://www.ethics.state.tx.us/whatsnew/elf\\_info\\_form1295.htm](https://www.ethics.state.tx.us/whatsnew/elf_info_form1295.htm)

**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.**

Troxell Communications, Inc. dba Summit Integration Systems  
Phoenix, AZ United States

Certificate Number:  
2019-562120

Date Filed:  
11/15/2019

Date Acknowledged:

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

Region 10 ESC

**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
	TXL Holding Corporation	Phoenix, AZ United States	X	

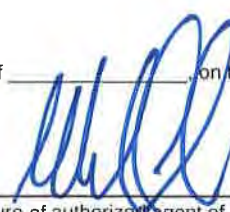
**5 Check only if there is NO Interested Party.**☐**6 UNSWORN DECLARATION**

My name is \_\_\_\_\_, and my date of birth is \_\_\_\_\_.

My address is \_\_\_\_\_ (street) \_\_\_\_\_ (city) \_\_\_\_\_ (state) \_\_\_\_\_ (zip code) \_\_\_\_\_ (country)

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

Executed in \_\_\_\_\_ County, State of \_\_\_\_\_, on the \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_.  
(month) (year)

  
\_\_\_\_\_  
Signature of authorized agent of contracting business entity  
(Declarant)

**DOC #7 BOYCOTT CERTIFICATION**

Respondents must certify that during the term of any Agreement, it does not boycott Israel and will not boycott Israel. "Boycott" means refusing to deal with, terminating business activities with, or otherwise taking any action that is intended to penalize, inflict economic harm on, or limit commercial relations specifically with Israel, or with a person or entity doing business in Israel or in an Israeli-controlled territory, but does not include an action made for ordinary business purposes.

**DOC #8 TERRORIST STATE CERTIFICATION**

In accordance with Texas Government Code, Chapter 2252, Subchapter F, REGION 10 ESC is prohibited from entering into a contract with a company that is identified on a list prepared and maintained by the Texas Comptroller or the State Pension Review Board under Texas Government Code Sections 806.051, 807.051, or 2252.153. By execution of any agreement, the respondent certifies to REGION 10 ESC that it is not a listed company under any of those Texas Government Code provisions. Responders must voluntarily and knowingly acknowledge and agree that any agreement shall be null and void should facts arise leading the REGION 10 ESC to believe that the respondent was a listed company at the time of this procurement.

**DOC #9 RESIDENT CERTIFICATION:**

This Certification Section must be completed and submitted before a proposal can be awarded to your company. This information may be placed in an envelope labeled "Proprietary" and is not subject to public view. In order for a proposal to be considered, the following information must be provided. Failure to complete may result in rejection of the proposal:

As defined by Texas House Bill 602, a "nonresident Bidder" means a Bidder whose principal place of business is not in Texas, but excludes a contractor whose ultimate parent company or majority owner has its principal place of business in Texas.

Texas or Non-Texas Resident

- ☐ I certify that my company is a "resident Bidder"  
☒ I certify that my company qualifies as a "nonresident Bidder"

If you qualify as a "nonresident Bidder," you must furnish the following information:

What is your resident state? (The state your principal place of business is located.) Phoenix, Arizona

Troxell Communications, Inc. dba Summit Integration Systems	4675 E Cotton Ctr Blvd, Ste 155
Company Name	Address
Phoenix	AZ
City	State
	85040
	Zip

**AZ Compliance with Federal and state requirements:** Contractor agrees when working on any federally assisted projects with more than \$2,000.00 in labor costs, to comply with all federal and state requirements, as well as Equal Opportunity Employment requirements and all other federal and state laws, statutes, etc. Contractor agrees to post wage rates at the work site and submit a copy of their payroll to the member for their files. Contractor must retain records for three years to allow the federal grantor agency access to these records, upon demand. Contractor also agrees to comply with the Arizona Executive Order 75-5, as amended by Executive Order 99-4.

When working on contracts funded with Federal Grant monies, contractor additionally agrees to comply with the administrative requirements for grants, and cooperative agreements to state, local and federally recognized Indian Tribal Governments.

**AZ Compliance with workforce requirements:** Pursuant to ARS 41-4401, Contractor and subcontractor(s) warrant their compliance with all federal and state immigration laws and regulations that relate to their employees, and compliance with ARS 23-214 subsection A, which states, "...every employer, after hiring an employee, shall verify the employment eligibility of the employee through the E-Verify program" Region 10 ESC reserves the right to cancel or suspend the use of any contract for violations of immigration laws and regulations. Region 10 ESC and its members reserve the right to inspect the papers of any contractor or subcontract employee who works under this contract to ensure compliance with the warranty above.

**AZ Contractor Employee Work Eligibility:** By entering into this contract, contractor agrees and warrants compliance with A.R.S. 41-4401, A.R.S. 23-214, the Federal Immigration and Nationality Act (FINA), and all other Federal immigration laws and regulations. Region 10 ESC and/or Region 10 ESC members may request verification of compliance from any contractor or sub contractor performing work under this contract. Region 10 ESC and Region 10 ESC members reserve the right to confirm compliance. In the event that Region 10 ESC or Region 10 ESC members suspect or find that any contractor or subcontractor is not in compliance, Region 10 ESC may pursue any and all remedies allowed by law, including but not limited to suspension of work, termination of contract, suspension and/or debarment of the contractor. All cost associated with any legal action will be the responsibility of the contractor.

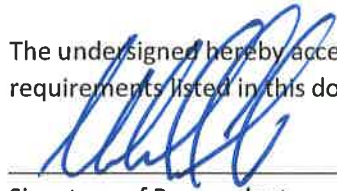
**AZ Non-Compliance:** All federally assisted contracts to members that exceed \$10,000.00 may be terminated by the federal grantee for noncompliance by contractor. In projects that are not federally funded, Respondent must agree to meet any federal, state or local requirements as necessary. In addition, if compliance with the federal regulations increases the contract costs beyond the agreed on costs in this solicitation, the additional costs may only apply to the portion of the work paid by the federal grantee.

**Registered Sex Offender Restrictions (Arizona):** For work to be performed at an Arizona school, contractor agrees that no employee or employee of a subcontractor who has been adjudicated to be a registered sex offender will perform work at any time when students are present, or reasonably expected to be present. Contractor agrees that a violation of this condition shall be considered a material breach and may result in the cancellation of the purchase order at the Region 10 ESC member's discretion. Contractor must identify any additional costs associated with compliance to this term. If no costs are specified, compliance with this term will be provided at no additional charge.

**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.



Michael Fabio, VP of Finance

11/15/19

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:** Troxell Communications, Inc.  
dba Summit Integration Systems

**Street:** Dave Johnson, Account Executive  
906 W McDermott Dr, Ste 116, #294

**City, State, Zip Code:** Allen, TX 75013

**Complete as appropriate:**

I N/A, certify that I am the sole owner of  
, 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 N/A, 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 Michael Fabio, an authorized representative of  
Troxell Communications, Inc.  
dba Summit Integration Systems, 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
TXL Holding Corporation	4675 E Cotton Ctr Blvd, Ste 155 Phoenix, AZ 85040	100%

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

  
VP of Finance  
Authorized Signature and Title

11/15/19  
Date

DOC #12 NON-COLLUSION AFFIDAVIT

Company Name:

Street:

City, State, Zip Code:

State of ~~New Jersey~~ Arizona

County of Maricopa

I, Michael Fabio of the City of Phoenix  
Name City

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

I am the VP of Finance of the firm of Troxell Communications, Inc. dba Summit Integration Systems  
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*

Troxell Communications, Inc.  
dba Summit Integration Systems

Company Name

[Signature] VP of Finance  
Authorized Signature & Title

Subscribed and sworn before me

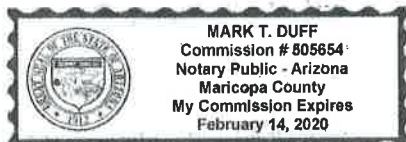
this 15 day of November, 20 19

Mark T. Duff

Notary Public of ~~New Jersey~~ Arizona

My commission expires Feb. 14, 2019

SEAL





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

Company Name: Troxell Communications, Inc. dba Summit Integration Systems  
Street: 906 W McDermott Dr, #294  
City, State, Zip Code: Allen, TX 75013

**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)

Vendors must submit with proposal:

1. A photo copy of their Federal Letter of Affirmative Action Plan Approval \_\_\_\_\_  
OR
2. A photo copy of their Certificate of Employee Information Report \_\_\_\_\_ X  
OR
3. A complete Affirmative Action Employee Information Report (AA302) \_\_\_\_\_

**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 \_\_\_\_\_ X

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

  
\_\_\_\_\_  
Michael Fabio, VP of Finance  
Authorized Signature and Title

11/15/19  
\_\_\_\_\_  
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

# CERTIFICATE OF EMPLOYEE INFORMATION REPORT

## RENEWAL

This is to certify that the contractor listed below has submitted an Employee Information Report pursuant to N.J.A.C. 17:27-1.1 et. seq. and the State Treasurer has approved said report. This approval will remain in effect for the period of **15-JUN-2018** to **15-JUN-2021**

**TROXELL COMMUNICATIONS, INC.**  
**4675 E. COTTON CENTER BLDG. #155**  
**PHOENIX AZ 85040**



A handwritten signature in black ink, reading "Elizabeth M. Muoio", is positioned above the name.

ELIZABETH MAHER MUOIO  
State Treasurer

and employed, and that employees are treated during employment, without regard to their age, race, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation. Such action shall include, but not be limited to the following: employment, upgrading, demotion, or transfer; recruitment or recruitment advertising; layoff or termination; rates of pay or other forms of compensation; and selection for training, including apprenticeship. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices to be provided by the Public Agency Compliance Officer setting forth provisions of this non-discrimination clause.

The contractor or subcontractor, where applicable will, in all solicitations or advertisement for employees placed by or on behalf of the contractor, state that all qualified applicants will receive consideration for employment without regard to age, race, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation.

The contractor or subcontractor, where applicable, will send to each labor union or representative of workers with which it has a collective bargaining agreement or other contract or understanding, a notice, to be provided by the agency contracting officer advising the labor union or workers' representative of the contractor's commitments under this act and shall post copies of the notice in conspicuous places available to employees and applicants for employment.

The contractor or subcontractor, where applicable, agrees to comply with any regulations promulgated by the Treasurer pursuant to P.L. 1975, c. 127, as amended and supplemented from time to time and the Americans with Disabilities Act.

The contractor or subcontractor agrees to attempt in good faith to employ minority and female workers trade consistent with the applicable county employment goal prescribed by N.J.A.C. 17:27-5.2 promulgated by the Treasurer pursuant to P.L. 1975, C.127, as amended and supplemented from time to time or in accordance with a binding determination of the applicable county employment goals determined by the Affirmative

Action Office pursuant to N.J.A.C. 17:27-5.2 promulgated by the Treasurer pursuant to P.L. 1975, C.127, as amended and supplemented from time to time.

The contractor or subcontractor agrees to inform in writing appropriate recruitment agencies in the area, including employment agencies, placement bureaus, colleges, universities, labor unions, that it does not discriminate on the basis of age, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation, and that it will discontinue the use of any recruitment agency which engages in direct or indirect discriminatory practices.

The contractor or subcontractor agrees to revise any of its testing procedures, if necessary, to assure that all personnel testing conforms with the principles of job-related testing, as established by the statutes and court decisions of the state of New Jersey and as established by applicable Federal law and applicable Federal court decisions.

The contractor or subcontractor agrees to review all procedures relating to transfer, upgrading, downgrading and lay-off to ensure that all such actions are taken without regard to age, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation, and conform with the applicable employment goals, consistent with the statutes and court decisions of the State of New Jersey, and applicable Federal law and applicable Federal court decisions.

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).

A handwritten signature in blue ink, appearing to read 'M. Fabio', is written over a horizontal line.

Michael Fabio, VP of Finance

Signature of Procurement Agent

### Public Agency Instructions

This page provides guidance to public agencies entering into contracts with business entities that are required to file Political Contribution Disclosure forms with the agency. **It is not intended to be provided to contractors.** What follows are instructions on the use of form local units can provide to contractors that are required to disclose political contributions pursuant to N.J.S.A. 19:44A-20.26 (P.L. 2005, c. 271, s.2). Additional information on the process is available in Local Finance Notice 2006-1 ([www.nj.gov/dca/lgs/lfns/lfmenu.shtml](http://www.nj.gov/dca/lgs/lfns/lfmenu.shtml)).

1. The disclosure is required for all contracts in excess of \$17,500 that are **not awarded** pursuant to a “fair and open” process (N.J.S.A. 19:44A-20.7).
2. Due to the potential length of some contractor submissions, the public agency should consider allowing data to be submitted in electronic form (i.e., spreadsheet, pdf file, etc.). Submissions must be kept with the contract documents or in an appropriate computer file and be available for public access. **The form is worded to accept this alternate submission.** The text should be amended if electronic submission will not be allowed.
3. The submission must be **received from the contractor and** on file at least 10 days prior to award of the contract. Resolutions of award should reflect that the disclosure has been received and is on file.
4. The contractor must disclose contributions made to candidate and party committees covering a wide range of public agencies, including all public agencies that have elected officials in the county of the public agency, state legislative positions, and various state entities. The Division of Local Government Services recommends that contractors be provided a list of the affected agencies. This will assist contractors in determining the campaign and political committees of the officials and candidates affected by the disclosure.
  - a) The Division has prepared model disclosure forms for each county. They can be downloaded from the “County PCD Forms” link on the Pay-to-Play web site at [www.nj.gov/dca/lgs/p2p](http://www.nj.gov/dca/lgs/p2p). They will be updated from time-to-time as necessary.
  - b) A public agency using these forms **should edit them to properly reflect the correct legislative district(s)**. As the forms are county-based, **they list all legislative districts** in each county. **Districts that do not represent the public agency should be removed from the lists.**
  - c) Some contractors may find it easier to provide a single list that covers all contributions, regardless of the county. These submissions are appropriate and should be accepted.
  - d) The form may be used “as-is”, subject to edits as described herein.
  - e) The “Contractor Instructions” sheet is intended to be provided with the form. It is recommended that the Instructions and the form be printed on the same piece of paper. The form notes that the Instructions are printed on the back of the form; where that is not the case, the text should be edited accordingly.
  - f) The form is a Word document and can be edited to meet local needs, and posted for download on web sites, used as an e-mail attachment, or provided as a printed document.
5. It is recommended that the contractor also complete a “Stockholder Disclosure Certification.” This will assist the local unit in its obligation to ensure that contractor did not make any prohibited contributions to the committees listed on the Business Entity Disclosure Certification in the 12 months prior to the contract. (See Local Finance Notice 2006-7 for additional information on this obligation) A sample Certification form is part of this package and the instruction to complete it is included in the Contractor Instructions. **NOTE: This section is not applicable to Boards of Education.**

## C. 271 POLITICAL CONTRIBUTION DISCLOSURE FORM

### Contractor Instructions

Business entities (contractors) receiving contracts from a public agency that are NOT awarded pursuant to a “fair and open” process (defined at N.J.S.A. 19:44A-20.7) are subject to the provisions of P.L. 2005, c. 271, s.2 (N.J.S.A. 19:44A-20.26). This law provides that 10 days prior to the award of such a contract, the contractor shall disclose contributions to:

- any State, county, or municipal committee of a political party
- any legislative leadership committee\*
- any continuing political committee (a.k.a., political action committee)
- any candidate committee of a candidate for, or holder of, an elective office:
  - of the public entity awarding the contract
  - of that county in which that public entity is located
  - of another public entity within that county
  - or of a legislative district in which that public entity is located or, when the public entity is a county, of any legislative district which includes all or part of the county. The disclosure must list reportable contributions to any of the committees that exceed \$300 per election cycle that were made during the 12 months prior to award of the contract. See N.J.S.A. 19:44A-8 and 19:44A-16 for more details on reportable contributions.

N.J.S.A. 19:44A-20.26 itemizes the parties from whom contributions must be disclosed when a business entity is not a natural person. This includes the following:

- individuals with an “interest” ownership or control of more than 10% of the profits or assets of a business entity or 10% of the stock in the case of a business entity that is a corporation for profit
- all principals, partners, officers, or directors of the business entity or their spouses
- any subsidiaries directly or indirectly controlled by the business entity
- IRS Code Section 527 New Jersey based organizations, directly or indirectly controlled by the business entity and filing as continuing political committees, (PACs). When the business entity is a natural person, “a contribution by that person’s spouse or child, residing therewith, shall be deemed to be a contribution by the business entity.” [N.J.S.A. 19:44A-20.26(b)] The contributor must be listed on the disclosure. Any business entity that fails to comply with the disclosure provisions shall be subject to a fine imposed by ELEC in an amount to be determined by the Commission which may be based upon the amount that the business entity failed to report. The enclosed list of agencies is provided to assist the contractor in identifying those public agencies whose elected official and/or candidate campaign committees are affected by the disclosure requirement. It is the contractor’s responsibility to identify the specific committees to which contributions may have been made and need to be disclosed. The disclosed information may exceed the minimum requirement. The enclosed form, a content-consistent facsimile, or an electronic data file containing the required details (along with a signed cover sheet) may be used as the contractor’s submission and is disclosable to the public under the Open Public Records Act. The contractor must also complete the attached Stockholder Disclosure Certification. This will assist the agency in meeting its obligations under the law.

**NOTE: This section does not apply to Board of Education contracts.**





**List of Agencies with Elected Officials Required for Political Contribution Disclosure**

**N.J.S.A. 19:44A-20.26**

**County Name:**

State: Governor, and Legislative Leadership Committees

Legislative District #s:

State Senator and two members of the General Assembly per district.

**County:**

Freeholders

County Clerk

Sheriff

{County Executive}

Surrogate

Municipalities (Mayor and members of governing body, regardless of title):

**USERS SHOULD CREATE THEIR OWN FORM, OR DOWNLOAD FROM [WWW.NJ.GOV/DCA/LGS/P2P](http://WWW.NJ.GOV/DCA/LGS/P2P) A COUNTY-BASED, CUSTOMIZABLE FORM.**



DOC #15 STOCKHOLDER DISCLOSURE CERTIFICATION

Name of Business:

☒ I certify that the list below contains the names and home addresses of all stockholders holding 10% or more of the issued and outstanding stock of the undersigned.

OR

☐ I certify that no one stockholder owns 10% or more of the issued and outstanding stock of the undersigned.

Check the box that represents the type of business organization:

☐ Partnership

☐ Limited Partnership

☐ Limited Liability Partnership

☒ Corporation

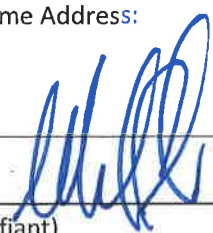

☐ Limited Liability Corporation

☐ Subchapter S Corporation

☐ Sole Proprietorship

Sign and notarize the form below, and, if necessary, complete the stockholder list below.

Stockholders:

Name: TXL Holding Corporation	Name:
Home Address: 4675 E Cotton Ctr Blvd, Ste 155 Phoenix, AZ 85040	Home Address:
Name:	Name:
Home Address:	Home Address:
Name:	Name:
Home Address:	Home Address:
Subscribed and sworn before me this <u>15</u> day of <u>November</u> , 2019.	 (Affiant)
(Notary Public)  Mark T. Duff	Michael Fabio, VP of Finance (Print name & title of affiant)
My Commission expires: <u>Feb. 14, 2020</u>	(Corporate Seal)

