



PROPOSAL

PREPARED FOR:

Education Service Center, Region 10

PROJECT:

Request for Proposal for Technology Software, Equipment, Services and Related Solutions

DUE:

March 25, 2020 by 2:00 PM

PREPARED BY:

Corey Petersen

Director SLED Sales

Connection® Public Sector Solutions

March 23, 2020

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EXECUTIVE SUMMARY / COVER LETTER

March 23, 2020

Education Service Center, Region 10
400 E. Spring Valley Road
Richardson, TX 75081

Electronic Submission: <https://region10.bonfirehub.com/portal/?tab=login>

RE: Request for Proposal for Technology Software, Equipment, Services and Related Solutions

Attn: Clint Pechacek, Purchasing Consultant

We, at GovConnection, Inc. d/b/a Connection Public Sector Solutions (Connection), appreciate the opportunity to respond to the Education Service Center, Region 10 (Region 10 ESC) Request for Proposal (RFP) for Technology Software, Equipment, Services and Related Solutions, and offer the enclosed response for your review and consideration.

Our Understanding: We understand that Region 10 ESC is seeking solicitations from qualified suppliers to enter into a Vendor Contract for the Technology Software, Equipment, Services and Related Solutions, as defined in this RFP. The resulting contract will assist Region 10 ESC in fulfilling its mission to:

- Provide governmental and public entities opportunities for greater efficiency and economy in procuring goods and services.
- Take advantage of state-of-the-art purchasing procedures to ensure the most competitive contracts.
- Provide competitive price and bulk purchasing for multiple government or public agencies that yields economic benefits unobtainable by the individual entity.
- Provide quick and efficient delivery of goods and services.
- Equalize purchasing power for smaller agencies that are unable to command the best contracts for themselves.
- Help in assisting customers with use of best business practices.

Our Commitment: Connection is fully capable of and committed to providing the equipment, products and services outlined within this RFP. We offer the full breadth of products and services, including cloud services and software. We look forward to the opportunity to provide a full complement of IT product and service solutions and software to your members and to work diligently with Region 10 ESC and your members before, during, and after every purchase, to ensure their complete satisfaction.

It is our intent to offer the full complement of products and services requested in this RFP. Connection's ability to service customers' complete IT product and solution needs qualify us to be Region 10 ESC's one-stop-shop, world-class vendor.

Throughout our response, we hope to demonstrate that we have the **history**, the **understanding**, the **qualifications**, the **ideal vendor partnerships**, the **experience**, the **marketing expertise**, and the **overall best value / deepest discounts**, to meet and exceed the primary goals of your RFP.

Connection's Offer / Pricing Commitment Summary: To fully satisfy the requirements of Region 10 ESC's RFP for Technology Software, Equipment, Services and Related Solutions, Connection is offering an electronic procurement technology catalog, to include Connection's full inventory of products and services at Region 10 ESC's Account Specific Pricing Discounts.

Connection has the expertise and the capabilities in place to support robust electronic procurement/ordering process for Region 10 ESC and its members. We offer secure, internet-based catalog solution sites, which will integrate Region 10 ESC-specific pricing, and are customizable for each Region 10 ESC member. Connection, along with our B2B website, can help you streamline your IT purchasing. Our B2B website helps you standardize your purchasing practices, control unauthorized spending, reduce paperwork, and increase productivity. These sites offer an efficient procurement channel with benefits that include purchasing authorization control and reporting, among many others. These sites will ensure that products and services that are not on contract, will not be sold. Region 10 ESC-specific pricing for Region 10 ESC-selected products will be loaded onto each site.

The pricing we offer is in the form of fixed discounts from our standard web catalog list price. Connection's list price is available via our web site catalog located at. Region 10 ESC-specific pricing can be viewed at www.govconnection.com/ESC10. Pricing will be dynamic and based on the publicly available list prices at the time of order. The offered discounts will remain firm for the term of the contract. If a percentage discount causes the sell price to fall below our standard cost, the sell price shall be adjusted and honored at Connection's standard cost.

Administrative Fee: Connection is proposing to offer a 2% RAF (Royalty Administrative Fee) on purchases, excluding Software, Chromebooks, Apple products and products sold at Connection's standard cost. Connection will offer a ½% RAF on all Apple products, Software and Chromebooks. These fees are to be paid to Region 10 ESC for facilitating, managing, and promoting the Region 10 ESC Contract. The fee will be calculated based on the total member spend for a given calendar quarter. The administrative fee will be paid by Connection to Region 10 ESC at the end of each month. (Note that there are restrictions on sales of Apple products to K12 institutions.) In addition, there shall be no Contract Fee's paid on purchases made at or below Connection's Standard cost.

Connection is the most qualified supplier to provide products and services to Region 10 ESC and its Members mainly due to our long, rich and successful history providing these services to our Public Sector customers, our objective solutions recommendations and because of the experienced Account Team already in place to service Region 10 ESC its members. We aim to deliver on price, product and outstanding customer service. We can perform a wide array of services and have a highly trained team of technical experts to assist in areas covering the desktops, laptops, tablets and even beyond, such as custom services or other practices. Some of our other practices include: Converged data center (includes servers, storage, virtualization and backups), networking, cloud, software, security, lifecycle, mobility and digital services.

We are confident that we can execute this contract and perform to Region 10 ESC's complete satisfaction. Connection's ability to service customers' complete IT product and solution needs qualify us to be Region 10 ESC's one-stop-shopping, world-class vendor.

Why Connection? GovConnection, Inc. d/b/a Connection Public Sector Solutions (Connection) is a premier reseller and national IT solutions provider of a wide range of over 300,000 information technology products and services/solutions from over 1,600 manufacturers; we support our customers in designing, enabling, managing, and servicing their IT environments.

We are part of the Connection family of PC Connection, Inc., which was founded in 1982. In 2016, PC Connection announced corporate rebranding. New "Connection" brand unites all subsidiaries (PC Connection, GovConnection, MoreDirect, Softmart and GlobalServe) under one clear, concise, and powerful brand name. NASDAQ stock ticker changes from PCCC to CNXN.

The Connection family, a Fortune 1000 company, currently employs over 2,500 people and has revenues in excess of \$2.9 Billion. Today, our employees work in offices in New Hampshire, Connecticut, Florida, Illinois, Massachusetts, Maryland, New Jersey, Ohio, Pennsylvania, South Dakota, and in our full service, ISO 9001:2015-certified technical configuration lab and distribution center in Wilmington, Ohio.

Connection is fully capable of providing the products requested in this RFP, in large part, due to our:

- Experienced and fully trained National Sales Team already in place to service the Region 10 ESC contract
- Long, rich and successful history providing similar products to our Public Sector customers (38 years)
- Implemented approximately 400 electronic procurement punch out sites since 2004
- Marketing team in place to service the Region 10 ESC contract
- Objective solutions recommendations
- Financial stability
- Nationwide distribution
- Free standard, ground, best-way shipping for orders of \$50 and above

Connection Differentiators: We offer a partnership that can deliver the most comprehensive solution. Connection's offer is based on our unique capabilities that cannot be matched due to the extent and breadth of our expertise and the long reaching product and services knowledge base. We believe that price, product selection and availability, combined with service and support, are the most important competitive factors in our industry.

Some of the differentiators that set us apart from the competition include:

Region 10 ESC's Dedicated Account Team

Our greatest dedicated resource is our seasoned Connection sales team!

As part of our partnership commitment, we provide this team to meet all of Region 10 ESC's needs. Connection's nationwide sales force will be fully trained on the Region 10 ESC contract and will communicate details of the awarded contract, verbally, to all existing and new customers.

To Region 10 ESC, this Connection team brings tenured expertise, extreme cost savings, expansive industry knowledge and exemplary customer service skills. The Key Personnel leading this team will be Corey Petersen, Lisa Trisciani and Bob Marconi. This team is backed by the full support of the entire Connection® Public Sector Solutions' executive team and will ensure that your organization receives the resources to fully support your needs.

Experienced / Highly Trained

Connection believes our employees, specifically our sales force, are the lifeblood of our organization and ***they are second to none***; complete satisfaction is their goal!

We invest in training programs for our service and support personnel, with an emphasis on putting customer needs and service first. We continually expand and tailor our training and evaluation programs, system enhancements, and sales tools to focus on assisting our sales personnel in improving their expertise and effectiveness. Because of this, constant training and improvement are a priority. We want our customers to respect and trust the knowledge provided by their dedicated account team.

Some of the training programs our employees have access to are:

- New Account Managers receive three months of thorough training on contracts, product offerings, industry trends, internal infrastructure/applications and available support avenues,

*We have one of the most tenured sales staffs in the industry,
with an average tenure of over 10 years with Connection and
over 15 years in the industry across all positions.*

prior to being assigned a dedicated territory.

- Continuing Education training is provided, with manufacturers, to keep our employees abreast of industry trends and the latest technology. This is accomplished through Small Group training, vendor forums, WebExs, and frequent Lunch-and-Learns.
- Vendors such as HP, Cisco, VMWare and Microsoft offer training to allow our sales force to become certified in their products.
- Our parent company, PC Connection, Inc., offers ongoing Professional Development courses including Communication Skills and Microsoft Office Applications
- Ongoing training is available on Industry Regulations and Contract Requirements

Objective Solution Recommendations

Connection has a history, of over 38 years, of maintaining strong, long-standing manufacturer/vendor partner relationships; we were among the first direct marketers, qualified by manufacturers, to market computer systems to end users. Our current portfolio includes over 300,000 products from over 1,600 manufacturers. These established manufacturer relationships enable us to offer you deep pricing discounts.

One of the most important IT needs is to procure lasting products at high cost savings. As a premier, authorized reseller having no ownership affiliation with any of these partners, we are able to garner extremely competitive pricing for Region 10 ESC and its members.

Connection has attained industry leadership by adhering tenaciously to a high standard of quality—in our people, products, partnerships and technology. Despite our continued growth, we have never lost sight of the core of our success—customer satisfaction.

Accessibility

At Connection, our Account Managers work closely with senior management. Our team managers are only two levels away from our President, Bob Howard. Our entire Sales Team has daily interactions with our President and Vice Presidents, so everyone stays in tune with customers' needs. This also means that you have access to the top levels of our management with a quick phone call or email. We strive to be highly responsive, nimble, and adaptive, and this allows us to serve in ways that other companies cannot. If a customer needs us to change a process quickly, we can accomplish this and still meet timelines.

Marketing the Region 10 ESC Contract

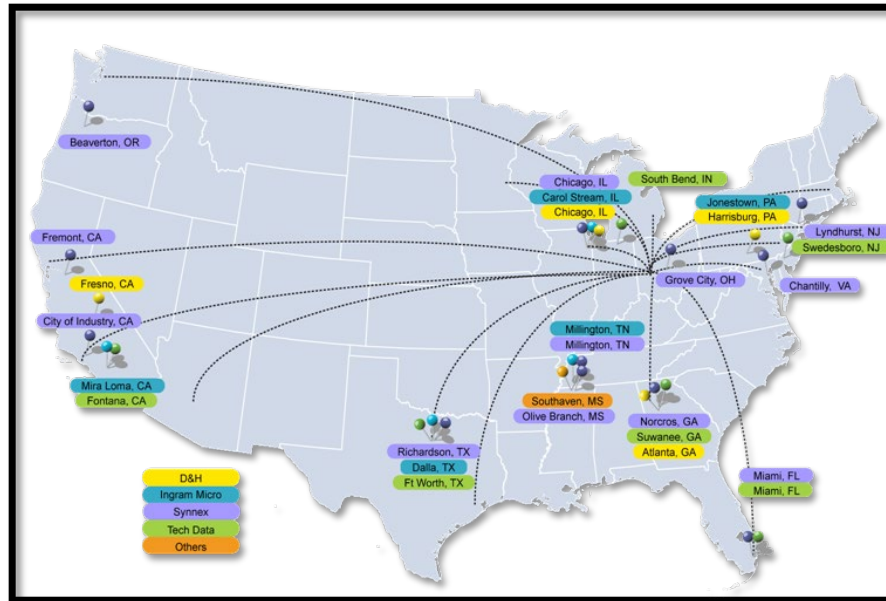
Connection's entire, nationwide sales team will be fully trained on the Region 10 ESC contract. Connection will provide information and training to any Region 10 ESC customer willing to meet with a member of the Connection Sales Team, to go over the contract.

Upon award, and in addition to the marketing initiatives outlined in our response, Connection commits to seek additional, creative ways to market, to assist, to improve and to help you realize your strategic vision and the vision of Region 10 ESC members.

Nationwide Distribution for Region 10 ESC Members

With over \$2.9 billion dollars of buying power, Connection has priority access to the biggest IT brands in the industry—granting us the ability to maximize product availability. Our most frequently ordered items are always in stock at our Wilmington, OH, Distribution and Configuration Center, offering customers a dependable source for seamless order fulfillment. We also source products from manufacturers and can drop-ship from our suppliers' warehouses strategically located across the United States.

We maintain our own inventory, stocking our 11,000 most frequently purchased items in our warehouse to ensure regular shipment of 6,000–8,000 orders per day. Replenishments are ordered on a daily basis and are delivered the next day to our distribution center via dedicated trucks.



Free FOB, Standard Ground Shipping

Connection has a 99% ship rate and we are able to ship most in-stock items the same day the order is received. We will offer FREE FOB, standard ground shipping on all products orders over \$50. We are aware that on occasion, expedited or specialized delivery options may be required to meet your crucial deadlines. To meet these particular needs, we offer Expedited Overnight, Second Day, BOT (by ocean transport), Heavy Weight, Lift Gate, Inside Delivery, Hazardous Materials Delivery, Package Removal and Installation/Product Set-up. If such services are required, we ask that you contact a member of your Account Team to arrange and for a tailored rate quote.

ISO-Certified, State-of-the-Art Custom Configuration

In 2016, we relocated our Technology Integration and Distribution Center (TIDC) operations to a tremendous, cutting-edge facility that has effectively doubled our capacity for shipment and custom configuration, positioning us to meet your needs well into the future. Our commitment to customer service and satisfaction is our top priority, and our enhanced facility enables us to respond to customer needs—and continue to offer a quality of service that is second to none. Our technicians can perform a broad range of configuration services at our ISO 9001:2015 certified lab in Wilmington, OH. A sampling of the configuration services offered here include hardware configuration, software installation, system imaging, product staging, server rack construction, custom printer construction, asset tagging, etching and custom labeling.

The new facility is 268,000 square feet and 7.5 million cubic feet. This gives us not only more room to provide continuous product availability, but also room to hire more staff to complete more projects in a day. With this increased capacity, we have completed more than 225,000+ custom configurations each year, which helps us serve more customers with our proven approach to rapid response.

For additional information on the dependable and seamless distribution and fulfillment offered by Connection Public Sector Solutions' state-of-the-art TIDC, we hope you will enjoy the video located at the bottom of the page via the following link: <http://www.govconnection.com/technology-services/distribution-and-configuration-center>. (Please note, this video views best via the Chrome browser.)

Financially Stable

Connection Public Sector Solutions is part of the Connection family of PC Connection, Inc. As such, we offer a financially stable, Fortune 1000 company you can count on. You can depend on Connection to deliver expertise, solutions, and integrity, consistently.

Connection has the financial ability and breadth of resources to meet all of the requirements outlined within your RFP for Technology Software, Equipment, Services and Related Solutions. All financial reporting for GovConnection, Inc. d/b/a Connection Public Sector Solutions is made through our parent company PC Connection, Inc. The most current corporation financial statements and annual reports can be read at <http://ir.pcconnection.com/>.

Account Team Structure and Roles

Connection already has an experienced team of professionals in place and ready to service the Region 10 ESC account. This team will be led by Corey Petersen, Director of SLED Sales. In addition, our entire sales force will be trained on the Region 10 ESC contract.

We are highly adaptable and flexible. If you need us to change a process quickly, we can get this changed and still meet timelines. At Connection, we are approachable and do not have multiple levels to go through to make quick changes. Our Account Managers are only two levels away from our company President, Bob Howard. Both Sales Managers and Account Managers interact daily with our President and Vice President, so they are very close to the business and in tune with what our customers are asking for. This also means that you have access to the top levels of our management with a quick phone call or email. We are highly responsive, nimble, and adaptive, and this helps us to service our customers in ways that other companies cannot.

Communication Process with Region 10 ESC and its Members

Connection will employ many methods of maintaining contact and communication with Region 10 ESC and its Members. Throughout the implementation and the term of a new contract, we strongly encourage feedback and assessment of our performance; open communication and transparency are *key to the success* of any business relationship.

Your dedicated Account Team will provide the following to ensure open communication:

- Upon award, Connection will implement a Region 10 ESC-specific, direct support 800# as well as a direct support email address. This will facilitate and expedite any and all requests by Region 10 ESC and its Members, as the line and email will be manned by Connection's Account Managers, who will have been thoroughly trained on the Region 10 ESC-contract.
- Periodic and ongoing phone calls to Region 10 ESC and its Members will be made to their buying teams and IT staff to determine if they need any assistance with their accounts, any training on the website or ordering process, and to ascertain that we are performing to their expected standards.
- Email communication between the Connection's account team and Region 10 ESC Members is considered vital. It will be used to facilitate IT project management, deliver quotes, and the dissemination of information related to the contract or Member accounts. Email can be used to deliver duplicate invoices, specification sheets, and the like. In addition to email contact from our account team, Region 10 ESC Members will be able to receive system generated (automated) emails to provide them with order status, shipping notifications and tracking information for order placed.
- Conduct onsite visits to provide account reviews, deliver emerging technologies, whiteboard projects to assist in selecting solutions, road map updates for various OEM's, arrange tech fairs, consulting with individual departments and conducting one-to-many training events for Region 10 ESC and its Members.
- The Connection team will interact with Region 10 ESC and its Members, as needed, to provide any information requested via whatever communication method the Member deems to be the most convenient.

Connection understands the importance of transparency and the information flow between our customers and our team. *Communication is crucial to the success of any contract.* Our sales team will conduct weekly conference calls, quarterly program performance reviews to ensure compliance, as well as onsite visits, to update Region 10 ESC and their members on contract purchases, discuss new product offerings, discuss services options, and to listen and learn about any potential issues or concerns. Our intent is to provide complete transparency in our processes and a means to ensure continuous improvement. If you need us to change a process, we are flexible and approachable enough that we can incorporate these changes quickly.

Our customer relationships are important to us and if there is a service problem that your Account Manager, may not be able to resolve, those problems are immediately escalated up the sales management chain.

Escalation Team Points of Contact

- Corey Petersen, *Director of SLED Sales*
800-800-0019 ext. 75554; Cell: 603-249-6813, corey.petersen@connection.com
- Lisa Trisciani, *Vice President SLED Field Sales*
800-800-0019 ext. 77896, Cell: 603-533-0916, lisa.trisciani@connection.com
- Robert Marconi, *Vice President SLED Sales*
800-800-0019 ext. 33331, bob.marconi@connection.com

- *Robert Howard, President*
800-800-0019 ext. 2735, robert.howard@connection.com

When informed of a potential issue, they commit to respond within 2 hours to address the situation. Complete customer satisfaction is our goal!

Thank you for the opportunity to offer this proposal. In order to fully articulate the value of our compelling financial and technical solution, we would greatly appreciate the opportunity to meet with Region 10 ESC to present our proposal and to discuss our offer. Upon award, we are confident that we can execute this contract and perform to the complete satisfaction of Region 10 ESC and its members.

Sincerely,

Robert A Marconi Jr

Robert Marconi
Vice President SLED Sales
Connection® Public Sector Solutions
732 Milford Road, Merrimack, NH 03054 ▪ www.connection.com/ps

Table of Contents

CONNECTION PUBLIC SECTOR SOLUTIONS' EXECUTIVE SUMMARY / COVER LETTER

TABLE OF CONTENTS

RFP FOR TECHNOLOGY SOFTWARE, EQUIPMENT, SERVICE AND RELATED SOLUTIONS	1
OPEN RECORDS POLICY ACKNOWLEDGEMENT AND ACCEPTANCE	4
APPENDIX A: VENDOR CONTRACT AND SIGNATURE FORM	14
APPENDIX B: PRODUCT/SERVICES SPECIFICATIONS.....	27
APPENDIX C: PRICING.....	32
APPENDIX D: GENERAL TERMS & CONDITIONS ACCEPTANCE FORM	34
APPENDIX E: QUESTIONNAIRE.....	35
DIVERSITY STATEMENT AND SMALL BUSINESS SUBCONTRACTING PLAN.....	42
APPENDIX F: COMPANY PROFILE	44
APPENDIX G: VALUE ADD	65
APPENDIX H: DOCUMENTS #1 - #16	66-92
APPENDIX I: CERTIFICATES.....	93
CERTIFICATIONS AND AUTHORIZATIONS.....	94
AFFIDAVIT OF AUTHORIZATION	98
APPENDIX J: SUPPLEMENTARY CATALOGS AND CONSUMER INFORMATION.....	99
APPENDIX K: STATE NOTICE.....	100
CONNECTION PUBLIC SECTOR SOLUTIONS' ADDITIONAL QUALIFICATIONS AND CAPABILITIES	108
PRODUCT SELECTION / LINE CARD	109
TECHNOLOGY INTEGRATION AND DISTRIBUTION CENTER	113
YOUR NATIONAL SOLUTIONS PROVIDER SERVICES BROCHURE	115
PARTNER WITH US	124

REQUEST FOR PROPOSAL FOR TECHNOLOGY SOFTWARE, EQUIPMENT, SERVICES AND RELATED SOLUTIONS

EDUCATION SERVICE CENTER, REGION 10

400 E Spring Valley Rd

Richardson, TX 75081

Telephone: (972) 348-1110



Publication date	01/31/2020
Product or service	<i>Technology Software, Equipment, Services and Related Solutions</i>
RFP #	EQ-013120-01
Proposal due date	03/12/2020
Proposal submittal location	https://region10.bonfirehub.com/portal/?tab=login
Principle contract officer	Clint Pechacek Purchasing Consultant
Public opening location	Region 10 ESC Rockwall Room 400 East Spring Valley Rd. Richardson, TX 75081

Education Service Center, Region 10 ("Region 10 ESC") is seeking proposals for the procurement of ***Technology Software, Equipment, Services and Related Solutions***. Responses will be accepted by Education Service Center, Region 10 until 2:00 PM, March 12th, 2020. All times are Central Time.

In general, Coop members will reference this RFP when purchasing from the vendor. Region 10 ESC will not charge a fee to public agencies for participation in the purchasing coop.

Faxed responses will not be considered. By submitting a response, responder certifies to the best of his/her knowledge that all information is true and correct. All proposals must be submitted electronically as directed in the Bonfire procurement application. Scanned submissions are acceptable where PDF files are requested.

Responses should be submitted on the forms provided. Only responses received by the date and time specified will be considered. **PRICE, QUALITY, AND SUITABILITY:** It is not the policy of Region 10 ESC to purchase services solely on the basis of low price alone; quality and suitability to purpose are taken into consideration. Term discount, if any, must be indicated on **Deviation Statement & Signature Page** and **will be considered**.

The Region 10 ESC Board of Directors may approve awarding of this proposal to one or more vendors. The Board of Directors also reserves the right to reject all proposals if it determines in its sole discretion that a reasonable basis exists for doing so. Consideration for an exclusive award to a single national supplier will be given for vendors who respond with value that separates the vendor from other respondents within the competitive range.

LEAD AGENCY AGREEMENT

The purpose of Region 10 ESC soliciting this Request for Proposal is to create a Lead Agency Agreement for Technology Software, Equipment, Services and Related Solutions for use by public agencies supported under this contract. Region 10 ESC, as the Lead Agency, as defined in Attachment A, has come together with the Equalis Group to make the resultant contract (also known as the “Lead Agency Agreement”) from this Request for Proposal available to other public agencies not only locally, but also nationally, including county, city, state, special district, local government, school district, private K-12 school, higher education institution, other government agency or non-profit organization (“Public Agencies”), for the public benefit through the Equalis Group’s cooperative purchasing program. Region 10 ESC will serve as the contracting agency for any other Public Agency that elects to access the resulting Lead Agency Agreement.

Access to the Lead Agency Agreement by any Public Agency must be preceded by its registration with Equalis Group as a Participating Public Agency in Equalis Group’s cooperative purchasing program. Attachment A contains additional information on Equalis Group and the cooperative purchasing program. Equalis Group provides marketing and administrative support for the awarded vendor (“Supplier”) that promotes the successful vendors’ products and services to the Participating Public Agencies nationwide.

Participating Public Agencies benefit from pricing based on aggregate spending and the convenience of a contract that has already been advertised and competitively awarded. The Supplier benefits from a contract that allows Participating Public Agencies to directly purchase goods and services without the Supplier’s need to respond to multiple competitive solicitations. As such, the Supplier must be able to accommodate a nationwide demand for services and to fulfill obligations as a nationwide Supplier and respond to the Equalis Group documents (Attachment A).

OPEN RECORDS POLICY ACKNOWLEDGMENT AND ACCEPTANCE

Be advised that all information and documents submitted will be subject to the Public Information Act requirements governed by Chapter 552 of the Texas Government Code.

Because contracts are awarded by a Texas governmental entity, all responses submitted are subject to release as public information after contracts are executed. If a Respondent believes that its response, or parts of its response, may be exempted from disclosure to the public, the Respondent must specify page-by-page and line-by-line the parts of the response, which it believes, are exempted from disclosure. In addition, the Respondent must specify which exception(s) are applicable and provide detailed reasons to substantiate the exception(s). Respondent must provide this information on the “Acknowledgement and Acceptance to Region 10 ESC’s Public Information Act Policy” form found on the next page of this solicitation. Any information that is unmarked will be considered public information and released, if requested under the Public Information Act.

The determination of whether information is confidential and not subject to disclosure is the duty of the Office of Attorney General (OAG). Region 10 ESC must provide the OAG with the information requested in order for the OAG to render an opinion. In such circumstances, Respondent will be notified in writing that the material has been requested and delivered to the OAG. Respondent will have an opportunity to make arguments to the OAG in writing regarding the exception(s) to the TPIA that permit the information to be withheld from public disclosure. Respondents are advised that such arguments to the OAG must be specific and well-reasoned--vague and general claims to confidentiality by the Respondent are generally not acceptable to the OAG. Once the OAG opinion is received by Region 10 ESC, Region 10 ESC must comply with the opinions of the OAG. Region 10 ESC assumes no responsibility for asserting legal arguments on behalf of any Respondent. Respondents are advised to consult with their legal counsel concerning disclosure issues resulting from this procurement process and to take precautions to safeguard trade secrets and other proprietary information.

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).)

CONNECTION RESPONSE: Connection's pricing, specifically the discounts and strategies for pricing are proprietary trade secret information. The disclosure of such is harmful to Connection's competitive advantage.

We request that the following sections from our response be exempt from disclosure and considered proprietary and confidential:

Cover Letter, 3rd page:	Administrative Fees paragraph
Page 58, Appendix F:	#21, Agency Spend response
Page 99, Appendix J:	Administrative Fees paragraph
Attachment B, Pricing Spreadsheet:	All pricing and market group discounts

March 23, 2020

Date

Robert A. Marconi Jr

Vice President SLED Sales

Authorized Signature & Title

A. INTRODUCTION

I. Background on Region 10 Education Service Center

Region 10 Education Service Center (“Region 10 ESC” herein “Lead Agency”) on behalf of itself and, potentially, all state, local governments, school districts, and higher education institutions in the United States of America, and other government agencies and non-profit organizations (herein “Public Agencies”) solicits proposals from qualified Respondents to enter into a Vendor Contract (“contract”) for the goods or services solicited in this invitation.

Contracts are approved and awarded by a single governmental entity, Region 10 ESC, and are only available for use and benefit of all entities complying with their respective state procurement laws and regulations (public and private schools, colleges and universities, cities, counties, non-profits, and all governmental entities).

II. What is the role of Equalis Group

Equalis Group assists Region 10 ESC in helping other public agencies and non-profits reap the benefits of national leveraged pricing, with no cost to the participating member. Equalis Group leverages one of the largest pools of purchasing potential. This is accomplished by competitively soliciting proposals and awarding contracts for commonly purchased products and services.

III. Purpose of Region 10 ESC

The mission of Region 10 is to be a trusted, student-focused partner that serves the learning community through responsive, innovative educational solutions. It is Region 10’s intent to:

- Provide governmental and public entities opportunities for greater efficiency and economy in procuring goods and services.
- Take advantage of state-of-the-art purchasing procedures to ensure the most competitive contracts.
- Provide competitive price and bulk purchasing for multiple government or public agencies that yields economic benefits unobtainable by the individual entity.
- Provide quick and efficient delivery of goods and services.
- Equalize purchasing power for smaller agencies that are unable to command the best contracts for themselves.
- Help in assisting customers with use of best business practices.

IV. Customer Service

- Region 10 ESC is dedicated to making its contracts successful for both its members and its awarded vendors.
- Region 10 ESC is committed to providing its members and awarded vendors with high quality service.
- Region 10 ESC has dedicated staff available to answer questions, offer guidance and help in any way possible.

B. SCOPE

It is the intention of Region 10 ESC to establish a contract with vendor(s) for Technology Software, Equipment, Services and Related Solutions. Awarded vendor(s) shall perform covered services under the terms of this agreement. See appendix B and C for more detailed scope and pricing requirements.

C. KEY DEFINITIONS

Days: means calendar days.

Lead agency: means Region 10 in its capacity as the government entity advertising, soliciting, evaluating and awarding the contract.

Procurement: means buying, purchasing, renting, leasing or otherwise acquiring any materials, services or construction. Procurement also includes all functions that pertain to the obtaining of any material, service, or construction, including description of requirements, selection and solicitation of sources, preparation and award of contract and all phases of contract administration.

Responsive Respondent: means a person, company, firm, corporation, partnership or other organization who submits a proposal which conforms in all material respects to the invitation for bids or request for proposals.

Solicitation: means an invitation for bids, a request for technical offers, a request for proposals, a request for quotations or any other solicitation or request by which we invite a person to participate in a procurement.

Specifications: means any description of physical or functional characteristics, or of the nature of a material, service or construction of item. Specifications may include a description or any requirement for inspecting, testing or preparing a material, service or construction item for delivery.

Vendor: means any provider or seller of goods and/or services that has a contractual relationship with Equalis Group or Region 10 ESC.

D. GENERAL TERMS AND INSTRUCTIONS TO RESPONDENTS

SUBMISSION FORMAT AND COMMUNICATION

It is the responsibility of the vendor to make certain that the company submitting a proposal, along with appropriate contact information, is on file with Region 10 ESC for the purpose of receiving addenda.

- I. **Response Submission:** All proposals must be submitted electronically as directed in the Bonfire procurement application. Scanned submissions are acceptable where PDF files are requested.

Responses will remain sealed by the Bonfire procurement application until the bid opening time specified. Responses received outside the Bonfire procurement application will not be accepted. Sealed responses may be submitted on any or all items, unless stated otherwise. Proposal may be rejected for failure to comply with the requirements set forth in this invitation.

Region 10 ESC reserves the right to cancel solicitation, reject any or all proposals, to accept any proposal deemed most advantageous to the participants in Region 10 ESC and to waive any informality in the proposal process. Participating agency or entity also reserves the right to cancel solicitation and reject any or all proposals if it is advantageous to the school district.

Deviations from any terms, conditions and/or specifications must be conspicuously noted in writing by the Respondent and shall be included with the response. (See Appendix D).

- II. **Proposal Format:** The electronic narrative portion and the materials presented in response to this Request for Proposal should be submitted in the same order as requested. Responses should be consolidated into one PDF file for the RFP response, one PDF file for the Attachment A (Equalis Group Exhibits) response and one Excel file for the Attachment B (pricing) response.
- III. **Time for receiving proposals:** Proposals received prior to the submittal deadline will be kept secure and unopened. No proposals received after the submittal time and deadline will be considered. Late proposals will be returned to sender unopened.
- IV. **Inquiries and/or discrepancies:** Questions regarding this solicitation must be submitted in the Bonfire procurement application. All questions and answers will be posted to the Bonfire procurement application. Respondents are responsible for viewing the Bonfire procurement application to review all questions and answers prior to submitting proposals. Please note that oral communications concerning this RFP shall not be binding and shall in no way excuse the responsive Respondent of the obligations set forth in this invitation.
- V. **Restricted and Prohibited Communications with Region 10 ESC and Equalis Group:** During the period between the date Region 10 ESC issues this RFP and the selection of the vendor who is awarded a contract by Region 10 ESC, if any, Respondents shall restrict all contact with Region 10 ESC and Equalis Group, and direct all questions regarding this RFP, including questions regarding terms and conditions, only to the Bonfire procurement application in the specified manner. **Do not contact members of the Board of Directors, other employees of Region 10 ESC, any of Region 10 ESC's agents or administrators or Equalis Group employees. Contact with any of these prohibited individuals after issuance of this RFP and before selection is made, may result in disqualification of the Respondent.**

The communications prohibition shall terminate when the contract is recommended by the administration, considered by the Board of Directors at a noticed public meeting, and a contract has been awarded. In the event the Board of Directors refers the recommendation back to staff for reconsideration, the communications prohibition shall be re-imposed. Additionally, during the time period between the award by the Board of Directors and the execution of the contract, Respondents shall not engage in any prohibited communications as described in this section.

Prohibited communications include direct contact, discussion, or promotion of any Respondent's response with any member of Region 10 ESC's Board of Directors or employees except for communications with Region 10 ESC's designated representative as set forth in this RFP and only in the course of inquiries, briefings, interviews, or presentations. This prohibition is intended to create a level playing field for all potential Respondents, to assure that decisions are made in public, and to protect the integrity of the RFP process. Except as provided in the above stated exceptions, the following communications regarding a particular invitation for bids, requests for proposal, requests for qualifications, or other solicitation are prohibited:

- Communications between a potential vendor, service provider, Respondent, offeror, lobbyist or consultant and any member of Region 10 ESC's Board of Directors;
- Communications between any director and any member of a selection or evaluation committee; and
- Communications between any director and administrator or employee.
- The communications prohibition shall not apply to the following:
 - Communications with Region 10 ESC's purchasing agent specifically named and authorized to conduct and receive such communications under this RFP or upon the request of Region 10 ESC, with Region 10 ESC's legal counsel; and
 - Presentations made to the Board of Directors during any duly noticed public meeting at which the solicitation is under consideration and the Vendor has been invited to present to the Board.
- Nothing contained herein shall prohibit any person or entity from publicly addressing Region 10 ESC's Board of Directors during any duly noticed public meeting, in accordance with applicable Board policies, on a matter other than this RFP, or in connection with a presentation requested by Region 10 ESC's representatives.
- Communication with any employee of Equalis Group

VI. **Addenda:** if required, will be issued by Region 10 ESC to all those known to have received a complete set of Proposal documents. The vendor shall acknowledge on the Signature Form the number of addenda received.

VII. **Calendar of events (subject to change):**

<u>Event</u>	<u>Date:</u>
Issue RFP	01/31/2020
Deadline for receipt of questions via email	03/05/2020
Issue Addendum/a (if required)	03/06/2020
Proposal Due Date	03/12/2020
Approval from Region 10 ESC	04/15/2020
Contract Effective Date	05/01/2020

CONDITIONS OF SUBMITTING PROPOSALS

VIII. **Amendment of Proposal:** A proposal may be amended up to the time of opening by amending the proposal submitted in the Bonfire procurement application.

IX. **Withdrawal of proposals:** Withdrawal of proposals prior to the opening date will be permitted. Withdrawal of proposal will not be allowed for a period of 120 days following the opening. Pricing will remain firm for 120 days from submittal. However, consideration may be given in cases where Respondent advises that it made a clerical error that is substantially lower than it intended. In such case, Respondent must provide written notice of their desire to withdraw, along with supporting documents, within three (3) business days of receiving the acceptance letter. Any contracts entered into prior to Region 10 ESC receiving notice must be honored.

No Respondent should assume that their withdrawal request has been accepted unless, and until, they receive written acknowledgment and acceptance of their proposal withdrawal.

X. **Clarifications:** Region 10 ESC may, by written request, ask a Respondent for additional information or clarification after review of the proposals received for the sole purpose of eliminating minor irregularities,

informalities, or apparent clerical mistakes in the proposal. Clarification does not give Respondent an opportunity to revise or modify its proposal, except to the extent that correction of apparent clerical mistakes results in a revision. Region 10 ESC will not assist Respondent in bringing its proposal up to the level of other proposals through discussions. Region 10 ESC will not indicate to Respondent a cost or price that it must meet to either obtain further consideration nor will it provide any information about other Respondents' proposals or prices.

XI. **Best and Final Offer:** Region 10 ESC, in its sole discretion, may request all Offerors in the competitive range to submit a Best and Final Offer. Offerors must submit their Best and Final Offers in writing. If an Offeror does not respond to the request for a Best and Final Offer, that Offeror's most recent prior offer will be considered to be its Best and Final Offer.

XII. **Specifications:** When a solicitation contains a specification that states no substitutions, no deviation from this requirement will be permitted. Respondent must comply with the true intent of the specifications and drawings and not take advantage of any unintentional error or omission. In cases where no type and kind of product is specified, Region 10 ESC specifications have been developed to indicate minimal standards as to the usage, materials, and contents based on the needs of the members.

References to manufacturer's specifications (Design Guides), when used by Region 10 ESC, are to be considered informative to give the Respondent information as to the general style, type and kind requested. Responses proposing goods, materials or equipment regularly produced by a reputable manufacturer shall be evaluated by Region 10 ESC which will, in its sole discretion, determine whether such proposed goods, materials or equipment are substantially equivalent to the Design Guides, considering quality, workmanship, economy of operation, and suitability for the purpose intended. Respondents should include all documentation required to evaluate whether or not their proposed goods, materials or equipment are substantially equivalent to the Design Guides.

XIII. **Quality of Materials or Services:** Respondent shall state the brand name and number of the materials being provided. If none is indicated then it is understood that the Respondent is quoting on the exact brand name and number specified or mentioned in the solicitation.

However, unless specifically stated otherwise and in accordance with purchasing laws and regulations, comparable substitutions will be permitted in cases where the material is equal to that specified, considering quality, workmanship, economy of operation and suitability for the purpose intended.

XIV. **Samples:** Upon request, samples shall be furnished to Region 10 ESC free of cost within seven (7) days after receiving notice of such request. By submitting the proposal Respondent certifies that all materials conform to all applicable requirements of this solicitation and of those required by law. Respondent agrees to bear the costs for laboratory testing, if results show that the sample does not comply with solicitation requirements. Submissions may be rejected for failing to submit samples as requested.

XV. **Deviations and Exceptions:** Deviations or exceptions stipulated in response may result in disqualification. It is the intent of Region 10 ESC to award a manufacturer's complete line of products, when possible.

XVI. **Change Orders:** The awarded vendor shall follow the requirements of all specifications and drawings as closely as construction will permit. Should existing conditions or limitations require a major change or rearrangement, the change shall be allowed only upon issuance by Region 10 ESC of a written change order. Participating agency and awarded vendor shall establish a procedure for identifying and approving changes to the work. Procedure shall include provisions for field change orders. Change orders shall be properly documented in writing.

- XVII. **Manufacturer's Representative:** Respondents submitting proposals as a manufacturer's representative shall be able to supplement offer with a letter from the manufacturer certifying that Respondent is an actual dealer for that manufacturer and that the Respondent is authorized to submit a proposal for that product, and which guarantees that if the Respondent should fail to satisfactorily fulfill any obligations established as a result of the award of contract, the manufacturer will either assume the Respondent's obligations or arrange for fulfillment through another competent dealer to complete the balance of the project.
- XVIII. **Formation of Contract:** A response to this solicitation is an offer to contract with Region 10 ESC based upon the terms, conditions, scope of work, and specifications contained in this request. A solicitation does not become a contract until it is awarded by Region 10 ESC. A contract is formed when Region 10 ESC's board or designee signs the Vendor Contract Signature Form. The prospective vendor must submit a signed Vendor Signature Form with the response, thus eliminating the need for a formal signing process.
- XIX. **Estimated Quantities:** Region 10 ESC anticipates that a substantial number of participating members will enter into contracts resulting from this solicitation; however, Region 10 ESC makes no guarantee or commitment of any kind concerning quantities or usage of contracts resulting from this solicitation. The annual volume for this contract is estimated to be over \$250 million annually by year three (3) of the contract. This information is provided solely as an aid to contract vendors in preparing proposals only, and performance will be determined by other factors such as awarded supplier's competitiveness, and overall performance and support of the contract. The successful Vendor(s) discount and pricing schedule shall apply regardless of the volume of business under the contract.
- XX. **Multiple Awards:** Membership includes a large number of potential entities which may utilize this contract throughout the nation. In order to assure that any ensuing contract(s) will allow Region 10 ESC to fulfill current and future needs, Region 10 ESC reserves the right to award contract(s) to multiple vendors. The decision to award multiple contracts, award only one contract, or to make no awards rests solely with Region 10 ESC.
- XXI. **Non-Exclusive:** Any contract resulting from this solicitation shall be awarded with the understanding and agreement that it is for the sole convenience and benefit of participating members. Region 10 ESC and participating entities reserve the right to obtain like goods and services from other sources.

AWARD PROCESS

- XXII. **Award or rejection of proposals:** In accordance with applicable laws, rules, and regulations for public purchasing, award(s) will be made to the responsive and responsible Respondent(s) whose proposal(s) is/are determined to be the lowest cost and most responsible to participating agencies, price and other factors considered. Region 10 ESC reserves the right to use a "Market Basket Survey" method, based on randomly selected criteria to determine the most responsible response. To qualify for evaluation, response must have been submitted on time, and satisfy all mandatory requirements identified in this document. Proposals that are materially non-responsive will be rejected and Region 10 ESC will provide notice of rejection to the Respondent.
- XXIII. **Evaluation Process:** In evaluating the responses the following predetermined criteria is considered:

Products/Pricing (40 Points)

1. All products and services available
2. Pricing for all available products and services
3. Pricing for warranties on all products and services
4. Ability of Customers to verify that they received contract pricing
5. Payment methods

6. Other factors relevant to this section as submitted by the Respondent

Performance Capability (30 Points)

1. Ability to deliver products and services nationally
2. Response to emergency orders
3. Average Fill Rate
4. Average on time delivery rate
5. Shipping charges
6. Return and restocking policy and applicable fees
7. History of meeting the shipping and delivery timelines
8. Ability to meet service and warranty needs of members
9. Customer service/problem resolution
10. Invoicing process
11. Contract implementation/Customer transition
12. Financial condition of vendor
13. Website ease of use, availability, and capabilities related to ordering, returns and reporting
14. Respondent's safety record
15. Instructional materials
16. Other factors relevant to this section as submitted by the Respondent

Qualification and Experience (20 Points)

1. Respondent reputation in the marketplace
2. Reputation of products and services in the marketplace
3. Past relationship with Region 10 ESC and/or Region 10 ESC members
4. Experience and qualification of key employees
5. Location and number of sales persons who will work on this contract
6. Past experience working with the government sector
7. Exhibited understanding of cooperative purchasing
8. Past litigation, bankruptcy, reorganization, state investigations of entity or current officers and directors
9. Minimum of 3 customer references relating to the products and services within this RFP
10. Certifications in the Industry
11. Company profile and capabilities
12. Other factors relevant to this section as submitted by the Respondent

Value Add (10 Points)

1. Marketing plan and capability
2. Sales force training
3. Other factors relevant to this section as submitted by the Respondent

XXIV. **Competitive Range:** It may be necessary to establish a competitive range. Factors from the predetermined criteria will be used to make this determination. Responses not in the competitive range are unacceptable and do not receive further award consideration.

XXV. **Evaluation:** A committee will review and evaluate all responses and make a recommendation for award of contract(s). The recommendation for contract awards will be based on the predetermined criteria factors outlined in this solicitation, where each factor is assigned a point value based on its importance. Recommendation for award of a contract will be presented to the Region 10 ESC board of directors for final approval.

XXVI. **Past Performance:** A vendor's performance and actions under previously awarded contracts regarding a vendor's actions under previously awarded contracts to schools, local, state, or federal agencies are relevant in determining whether or not the vendor is likely to provide quality goods and services to our members; including the administrative aspects of performance; the vendor's history of reasonable and cooperative behavior and commitment to customer satisfaction; and generally, the Respondent's businesslike concern for the interests of the customer.

XXVII. **Taxes (State of AZ Respondents only):** All applicable taxes in the offer will be considered by the School District/public entity when determining the lowest proposal or evaluating proposals, except when a responsive Respondent which is otherwise reasonably susceptible for award is located outside of Arizona and is not subject to a transaction privilege or use tax of a political subdivision of this state. In that event, all applicable taxes which are the obligation of Respondents in state and out of state, shall be disregarded in the Contract Award. At all times, payment of taxes and the determination of applicable taxes and rates are the sole responsibility of the Contractor.

PROTEST OF NON-AWARD

XXVIII. **Protest Procedure:** Any protest of an award or proposed award must be filed in writing within ten (10) days from the date of the official award notification and must be received by 5:00 pm Central Time. No protest shall lie for a claim that the selected Vendor is not a responsible Respondent. Protests shall be filed with Ms. Sue Hayes at Region 10 ESC, 400 E Spring Valley Rd, Richardson, TX 75081. Protests shall follow Region 10 ESC complaint policy EF(LOCAL), a copy of which is available at <https://pol.tasb.org/Policy/Code/374?filter=EF>, and it must be on a form provided by Region 10 ESC, which will include the following:

1. Name, address and telephone number of protester
2. Original signature of protester or its representative
3. Identification of the solicitation by RFP number
4. Detailed statement of legal and factual grounds including copies of relevant documents; and the form of relief requested
5. Any protest review and action shall be considered final with no further formalities being considered.

NON-COLLUSION, EMPLOYMENT AND SERVICES

XXIX. **By signing the Offer and Acceptance form or other official contract form, the Respondent certifies that:**

1. It did not engage in collusion or other anti-competitive practices in connection with the preparation or submission of its offer; and
2. It does not discriminate against any employee, applicant for employment, or person to whom it provides services because of race, color, religion, sex, national origin, or disability and that it complies with all applicable federal, state, and local laws and executive orders regarding employment.

LIMITATION OF LIABILITY

XXX. **Waiver:** BY SUBMITTING A PROPOSAL, OFFER EXPRESSLY AGREES TO WAIVE ANY CLAIM IT HAS OR MAY HAVE AGAINST BOTH EQUALIS GROUP AND REGION 10 EDUCATION SERVICE CENTER, ITS DIRECTORS, OFFICERS, OR AGENTS AND THE MEMBERS ARISING OUT OF OR IN CONNECTION WITH (1) THE ADMINISTRATION, EVALUATION, RECOMMENDATION OF ANY PROPOSAL; (2) ANY REQUIREMENTS UNDER THE SOLICITATION, PROPOSAL PACKAGE, OR RELATED DOCUMENTS; (3) THE REJECTION OF ANY PROPOSAL OR ANY PART OF ANY PROPOSAL; AND/OR (4) THE AWARD OF A CONTRACT, IF ANY.

XXXI. NEITHER REGION 10 ESC NOR EQUALIS GROUP SHALL BE RESPONSIBLE OR LIABLE FOR ANY COSTS INCURRED BY RESPONDENTS OR THE SELECTED VENDOR IN CONNECTION WITH RESPONDING TO THE RFP, PREPARING FOR ORAL PRESENTATIONS, PREPARING AND SUBMITTING A PROPOSAL, ENTERING OR NEGOTIATING THE TERMS OF A CONTRACT, OR ANY OTHER EXPENSES INCURRED BY A RESPONDENT. THE RESPONDENT OR SELECTED VENDOR IS WHOLLY RESPONSIBLE FOR ANY SUCH COSTS AND EXPENSES AND SHALL NOT BE REIMBURSED IN ANY MANNER BY REGION 10 ESC OR EQUALIS GROUP.

Appendix A: VENDOR CONTRACT AND SIGNATURE FORM

This Vendor Contract and Signature Form ("Contract") is made as of _____, by and between _____ GovConnection, Inc. ("Vendor") and Region 10 Education Service Center ("Region 10 ESC") for the purchase of Technology Software, Equipment, Services and Related Solutions ("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 four (4) 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.

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

8.3 **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. Reports are due on the **fifteenth (15th)** 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. Fields below marked as *required indicate a required field. All other fields are preferred, but not required:

Member Data	Equalis Member ID
	Vendor Customer Number *required (or Equalis Member ID)
	Customer Name *required
	Customer Street Address *required
	Customer City *required
	Customer Zip Code *required
	Customer State *required
Distributor Data	Distributor Name
	Distributor ID
	Distributor Street Address
	Distributor City
	Distributor Zip Code
	Distributor State
Product Data	Product Category level 1
	Product Category level 2 (Where available or applicable)
	Product Category level 3 (Where available or applicable)
	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

Spend Data	Purchase Unit of Measure
	Purchase Quantity
	Distributor Landed Cost Total \$ (without deviations)
	Distributor Landed Cost Total \$ (with mfr deviations)
	Customer Purchase Total \$ *required
	Admin Fee % *required
	Admin Fee \$ *required

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.

9.7 **Price Calculation:** Cost plus a percentage as a primary mechanism to calculate pricing is not allowed. Pricing may either be in the form of line item pricing, defined as a specific individual price on a

product or service, or a percentage discount from a verifiable catalog or price list. Other discounts or incentives may be offered.

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.

13.9 **Boycott Certification:** Respondents hereby 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.

13.10 **Venue:** All parties agree that venue for any litigation arising from this contract shall lie in Richardson, Dallas County, Texas, and that the laws of the State of Texas shall govern the rights of the parties and the validity and interpretation of any purchase order, contract, or service agreement that shall arise from and include this proposal request.

[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 GovConnection, Inc.
Address 732 Milford Road
City/State/Zip Merrimack, NH 03054
Telephone No. 800-800-0019 ext. 33331
Fax No. 603-683-0223
Email address bob.marconi@connection.com
Printed name Robert Marconi
Position with company Vice President SLED Sales
Authorized signature *Robert A Marconi Jr*

Term of contract May 1, 2020 to April 30, 2023

Unless otherwise stated, all contracts are for a period of three (3) years with an option to renew annually for an additional four (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.

Rickey Williams
Region 10 ESC Authorized Agent

May 4, 2020
Date

Rickey Williams
Print Name

Equalis Group Contract Number EQ-013120-01A

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 Technology Software, Equipment, Services and Related Solutions. Region 10 ESC may award a contract to qualifying vendors defined as a manufacturer, dealer/distributor, or value-added reseller and the following solutions will be considered.

- Complete Solution: A Complete Solution is a combination of equipment, products, software and services to install solutions to a properly operating status. This solution may also include continuous maintenance to sustain operating status throughout the life of the installation.
- Equipment/Products/Software Only: This solution may be appropriate for situations where Equalis members possess the ability to properly install and bring to operation the equipment, products, and/or software being proposed. Respondent(s) must show a capability to provide products to Equalis members, either directly or through a dealer/reseller network.

Vendors are asked to describe what solutions they are offering and to address the areas outlined in this Appendix B. Region 10 may elect to award individual products or solutions; however, respondents are encouraged to propose their complete catalog, products and services.

Connection Response: Connection is fully capable of providing a Complete Solution to Region 10 ESC. Our offer includes IT equipment, products and software, along with professional and configuration services.

Connection Public Sector Solutions is part of the Connection family of PC Connection, Inc., which was founded in 1982. The Connection family, a Fortune 1000 company, currently employs over 2,500 people and has revenues in excess of \$2.9 Billion. Connection's philosophy is to offer a "best value" solution with a focus on Public Institutional Customers. We have a team of specialists dedicated to understanding how to serve the public and education marketplace, by providing technology products, and solutions with award-winning service. Connection helps customers solve the key business challenges inherent in any IT project by:

- Understanding the core business problem; Identifying the best-fit solution for the customer;
- Delivering services customized to the customer's unique business requirements;
- Validating that true knowledge transfer takes place for the customer to maintain self-sufficiency;
- Layering in maintenance and support to extend the lifecycle and reliability of the solution; and
- Ensuring that customers derive the maximum value from their IT technology investments.

Of the over 2,500 employees, 540+ are services, technical and engineering staff. We have several employees (both Sales and Technical) employed throughout the country. Connection continually hires and employs additional staff as we find more demand and requirements.

We work closely with IT, Academic and Administrative Departments on website purchasing



development, campus integration standards, marketing plans, and streamlining purchasing procedures. Connection offers robust product lines, expert marketing and maintains an award-winning reputation for comprehensive service.

Connection has strong relationships with over 1,600 manufacturers, including original equipment manufacturers (OEMs). Our partner alliances are leveraged through our multiple successful contracts. These relationships, coupled with best commercial practices for delivery, ensure that Connection will be able to meet any stringent delivery requirements of our customers.

The scope of this solicitation includes but is not limited to the following:

Personal, Standard and High-End Computer Systems: PCs, notebooks and laptops from Enterprise and Middle Tier Suppliers. These may be used for typical tasks, including word processing, spreadsheet analysis, statistical analysis, internet, and other office automation activities. Higher end systems may be used by application developers using GIS, CASE or other high-level language development tools, Computer Aided Design and Drafting professional, Internet Application developers or other sophisticated application work.
Connection Response: Connection acknowledges, understands and agrees to offer our full catalog of Personal, Standard and High-End Computer Systems as part of our proposed solution. This includes Apple products for higher education and state and local institutions only.

Network Equipment: This includes equipment primarily used for communications over an IP network. Class of equipment should include home office, small and medium business, and enterprise.
Connection Response: Connection acknowledges, understands and agrees to offer our full catalog of Network Equipment as part of our proposed solution.

Monitors: These will include plug and play compatible monitors that are manufactured for the above systems which meet the most current UL and OSHA requirements.
Connection Response: Connection acknowledges, understands and agrees to offer our full catalog of Monitors as part of our proposed solution.

Computer and Network Products and Peripherals: Complete availability of major manufacturers product lines on items such as, but not limited to RAM, graphic accelerator cards, network interface cards, cables, printers, scanners, keyboards, drives, memory cards, cables, batteries, etc.
Connection Response: Connection acknowledges, understands and agrees to offer our full catalog of Computer and Network Products and Peripherals as part of our proposed solution.

Interactive whiteboards and professional display solutions: Interactive whiteboard panels, walls, tables, etc. Professional and commercial displays specially engineered for business applications. Additional peripherals, services and other solutions that support proper installation and operation of this equipment.
Connection Response: Connection acknowledges, understands and agrees to offer our full catalog of Interactive Whiteboards and Professional Display Solutions as part of our proposed solution.

NOTE: Connection is an authorized reseller of over 300,000 products from over 1,600 manufacturers and has achieved premier certification status with several top manufacturers. These certifications allow us to offer enterprise-class service, access to volume pricing and in-demand products, software licensing programs, and more. For greater details on the products and equipment within the five categories above, please reference the following link https://www.govconnection.com/brand?cm_sp=MegaMenu-Products--ShopByBrand, as well as Connection's *Product Selection* line card within the Additional Qualifications and Capabilities section, and the *Certifications and Authorizations* brochure within Appendix I of this response.

configuration, implementation, installation, training, maintenance, system configurations, testing, hardware/software installation, upgrades, imaging, etc.

Connection Response: Connection acknowledges, understands and agrees to offer our full catalog of professional and configuration services as part of our proposed solution.

Professional Solutions/Services: Connection can provide installation services to Region 10 ESC and its member businesses, as well as a number of other professional services. Our Account Managers and technical experts are ready to assist you with a complete range of services across key technology areas such as: Converged Data Center, Cloud, Security, Mobility, Networking, Software, and Lifecycle. With extensive vendor partnerships and a broad selection of over 300,000 products, Connection combines the professional services, technical expertise, and purchasing power you need for any size project. A scoping call (to assess timeline, location, specifications, etc.) will be done initially, to determine the best resource to fulfill these service needs.

Our teams are trained to assess, design, implement, and manage technology with industry-leading methodologies. This comprehensive approach ensures your technology solutions

- Maximize your efficiency and cost savings;
- Are tailored to the exact needs of your environment, users, and goals;
- Leverage the latest technologies available;
- Continue to deliver the results our customers want, day after day, month after month.

Visit our Solutions Center at www.connection.com/solutions-ps to learn more about the many solutions we offer, gather expert advice and access a variety of resources to ensure your IT success.

Connection's *National Solutions Provider* brochure has been added as an attachment to the Additional Qualifications and Capabilities section of this response.

Connection can also provide implementation, training, support and maintenance. These types of solutions are custom tailored to meet customers' specific needs. Due to these specific needs and requirements we would provide a written scope of work which would include all costs for such services.

B2B Website Creation and Deployment Services: Connection, along with our B2B Website, can help you streamline your IT purchasing. Our B2B Website helps you standardize your purchasing practices, control unauthorized spending, reduce paperwork, and increase productivity. At the same time, Account Managers are available to answer any questions you have and provide dedicated attention. Our B2B Website offers an efficient procurement channel; benefits have been demonstrated within our response to #12 of Appendix F: Company Profile.

Configuration Services: Connection's state-of-the-art Technology Integration and Distribution Center (TIDC), located in Wilmington, Ohio, offers configuration services and is ISO 9001:2015 Certified. Connection's technicians can configure IT equipment to meet specific customer requirements. To augment this facility, we have a second Configuration Center located in Schaumburg, Illinois. This facility is designed to handle custom high touch solutions, manage customer advance exchange depot needs, as well as proving for a beta site to iron out standards and processes prior to moving production to Wilmington.

Our next-business-day configuration services include hardware configuration, software installation, system imaging, product staging, server rack construction, custom printer construction, asset tagging, custom labeling and more.

For additional information on the dependable and seamless distribution and fulfillment offered by Connection's TIDC, we hope you will enjoy the video located at the bottom of the page via the following

link: <http://www.govconnection.com/technology-services/distribution-and-configuration-center> and at <https://vimeo.com/383306378/9ae0111ed7>. Please reference our *Technology Integration Distribution Center* brochure included in the Additional Qualifications and Capabilities section this response for details.

Training Services: Formal and informal training and support is available through Connection for all the products and services we provide.

- Informal training and/or support will be provided, if required, for the products and services offered in this RFP via our technical support group by telephone, during normal working hours. The specific details are product and service specific and will be outlined on a case-by-case basis. Technicians within our Support Group are available and can be reached at 800-800-0011, Monday–Friday, from 9:00 a.m. – 5:30 p.m. ET. Connection Account Managers are also available to assist and support, in conjunction with the products and services offered in this RFP.

Connection was among the first direct response IT solutions companies to offer toll-free technical support for our products including both before and after the sale. Connection’s technical staff is certified to provide factory authorized service for many product brands.

- Formal, customer-specific, classroom training is also provided by Connection. This formalized training can be done at the customer's facilities, via WebEx, at a Connection location or via other means required by the member. There are additional costs for this type of training and will be determined between the customer and Connection, based on the size and scope of the training/project requested. In addition, and dependent upon the manufacturer selected, manufacturer-specific training options may be available.

Reporting Services: Upon award, Connection will supply Region 10 ESC with compliant, monthly reporting. We are able to offer several types of reporting and commit to work diligently to meet all your reporting needs.

Software and Related Services: Includes business software, database & business intelligence, networking, operating systems, security software communication software and other related software or services. Related services include but are not limited to product installation, maintenance and support, managed services and product training.

Connection Response: Connection acknowledges, understands and agrees to offer our full catalog of Software and Related Services as part of our proposed solution.

Our Account Managers work directly with our team of licensing experts to help your organization with software licensing services including:

- Transactional and Contractual Volume Licensing Program Authorization
- License Purchase History Reporting
- Client Assessment
- Contract Processing and Execution
- Contract Management and Administration
- Milestone/Compliance Management and Notification
- Renewal Management (Notification/Verification/Processing)
- Customer Order Management
- Ongoing Pre- and Post-Sales Licensing Support

Other Products and Related Services: Includes, cameras, telecommunications, projectors, data storage, battery backup systems, IOT devices, any other related product or service not already define herein.

Connection Response: Connection is offering the full Connection catalog of products and services. There are several product groups and items that we carry that may not have been specifically mentioned in the RFP. Any and all of Connection products are available to Region 10 for purchase. In addition, Connection is a full IT solutions provider, so we can offer and perform any number of services, including SKU'd and custom.

Financing: Options available such as lease programs and conditional sales contracts.

Connection Response: Connection offers various financing options and will assist Region 10 ESC members to garner the appropriate method of financing, so they can enjoy the requested products and services. For qualified members, we offer Net 30 term accounts as well as flexible operating and capital leasing packages, with payment structures designed to match cash flow needs and budget cycles.

Leasing Options: We work with several leasing partners, among them are Connection Financial Services, Dell Financial Services, Cisco Financial Services, HPE Financial Services, Lenovo Financial Resources and VarResources. We will work with customers to isolate their needs and to determine what the most important features and services are in their leasing solution. With this information, your Account Manager can assist in making recommendations that best fit the individual customer's needs. Each leasing company has a unique set of services and benefits offered as well as their own terms and conditions. Rates are determined based on the credit worthiness of the customer, the length of the lease and the total amount financed.

Your Connection Account Managers can assist with the members' leasing needs, from completing the leasing credit applications to picking up and returning computers at the end of the lease, if desired.

Listed below are examples of some of the ways Connection, in conjunction with the selected leasing partners, can best manage leasing on behalf of Region 10 ESC members:

- 100% financing of the installation, software, hardware costs, extended warranties, and accidental breakage protection plans.
- Customers will decide if they prefer the lease billing to be monthly, quarterly, or annually.
- Billing for equipment on lease will be sent directly to the participating customer, from the selected leasing company.
- Each customer will be able to swap out leased computers for like kind computers during the lease.
- The type, quantity, and location of leased assets are available at any time.
- Asset tagging or labeling is not required, however this can be provided by Connection, upon request.
- Each customer will have the ability to prepay the leases at any time.
- Each customer can purchase the computers at lease end for Fair Market Value, continue leasing the computers, or simply return the computers.
- Customers are not required to return equipment in its original packing materials.
- Equipment return, pick up, packing, and shipping can also be included at lease end.
- Hard drive destruction/data wiping is offered to ensure that private and confidential data is forever removed from every computer.

Payment Methods: Connection can accept payments several different ways. Payments can be transacted with:

- Credit or Procurement Cards: Connection accepts all credit or procurement cards ("P-Cards") issued by an established and accredited bank, either online or over the phone. Connection doesn't recommend adding your credit card number to purchase orders and submitting via fax as this is an unsecure method of relaying your proprietary card numbers.
- Purchase Order: A purchase order with net terms may be provided. Bill to information is stored so that all invoices are directed to the exact location the customer requires.
- EDI and electronic transfers.
- Check payment.

Appendix C: PRICING

Attachment B

Region 10 ESC requests that potential Respondents offer a wide array of products and services at lower prices and with better value than what they would ordinarily offer to a single government agency, a school district, or a regional cooperative.

All pricing must be entered into the Attachment B template provided. Products/lines completed will be used to establish the extent of the Respondents product lines, services, warranties, etc. that are available. All services offered under this contract must be priced or listed as free and unlisted services will not be accepted. Please submit price lists and/or catalogs in excel or delimited format.

Pricing must be entered into each worksheet within the Attachment B as follows:

Core Price List

- Respondents are encouraged to include all high-volume products/services within the scope of this RFP they deem are necessary to show a complete Core Price List.
- All relevant columns in this worksheet should be completed. Incomplete fields or columns may be deemed unresponsive at the sole discretion of Region 10 ESC.

Connection Response: Connection acknowledges, understands and has completed the Core Price List.

Other Pricing

- In addition to prices offered in the Core Price List, respondents shall provide a calculation for pricing on all other products available under the scope of this RFP. The calculation should be based on a discount from a verifiable price list or catalog. Cost plus a percentage as a primary method is not allowed.
- Additional services such as installation, delivery, tech support, training, and other services not already included in the Core Price list should be provided in this worksheet.

Connection Response: Connection acknowledges and understands. Connection is proposing a discount from our standard web catalog list price. The pricing model is one that is fluid and adaptive to the market. As our list prices automatically change to meet demand in the market, account-specific pricing will also automatically change for Region 10 ESC members. This list price is available via our web site catalog located at www.connection.com/ps. We offer discounts by product category. Pricing will be dynamic and based on these publicly available list prices at the time of order. All the Region 10 ESC account-specific pricing will offer our sales team the flexibility to work with vendors and manufacturers to negotiate additional discounts when available.

The offered discount will remain firm for the term of the contract. If a percentage discount causes the sell price to fall below our standard cost, the sell price shall be adjusted and honored at Connection's standard cost. However, contract Fee's cannot be paid on purchases made at or below Connection's Standard cost.

Other Discounts or Enhanced Pricing

- List additional rebates, discounts off list, delivery size incentives or other price discounts not already provided in the other worksheets.
- Respondents are encouraged to offer additional discounts for one-time delivery of large single orders to participating public agencies. Participating public agencies should seek to negotiate additional price concessions based on quantity purchases of any products offered under the Contract.

Connection Response: In addition to the aggressive pricing proposed herein, Connection will work with manufacturers and internal programs to apply a volume discount for orders of six (6) or more of the same item. As manufacturer practices and pricing vary widely, this offer is dependent upon the manufacturer and their ability to offer volume discounts. These opportunities will be pursued, and Connection will pass along discounts when available.

Not to Exceed Pricing

Region 10 ESC requests pricing be submitted as not to exceed for any participating entity.

- Unlike fixed pricing the awarded vendor can adjust submitted pricing lower if needed but, cannot exceed original pricing submitted for solicitation.
- Vendor must allow for lower pricing to be available for similar product and service purchases.

Connection Response: Connection acknowledges, understands and agrees to comply.

Other Restrictions and Fees

Please provide any other relevant information, fees or restrictions for Purchasing Group Members to receive pricing or value under this contract, such as minimum order sizes, restocking fees, and/or any other relevant fee or restriction associated with this contract. Fees or restrictions not listed will not be allowed under this contract.

Connection Response:

- Installation, set up, removal of trash
- Extended Warranties
- White Glove, Warehousing and Configuration Services
- Environmental and Recycling Fees
- Late fees
- Sales tax
- Formal, classroom training
- Return shipping when applicable – over 30

Connection's Return Policy: should notify their Account Manager, within 30 days of purchase, to return defective product, for repair or replacement, for up to 30 days from the date of receipt. After this period, the individual manufacturer's warranty/return policy will come into effect. However, rest assured, even after the manufacturer's warranty process is in place, your Account Manager will be able to assist, if needed, between Harvard and the manufacturer.

Within 30 days, all non-defective returns authorized by Connection, whether opened or unopened, will not be assessed a restocking fee if original packaging materials are returned, and must be authorized for return within 30 days from date of receipt.

Return policies are subject to the various manufacturers' policies. Many manufacturers have imposed certain return restrictions. Consequently, Connection reserves the right to decline specific return requests based on those restrictions. Be sure to ask your Account Manager about specific return conditions before you purchase any item.

Certain items such as CTOs, BTOs, and Software are not returnable, except for defects requiring repair under warranty. As always, Connection is willing to negotiate and work with the manufacturer on behalf of the Member to arrive at an agreeable solution.

For more information on returns, please reference our returns policy located at <http://www.govconnection.com/IPA/Content/Support/Returns/PCCGOV/Default.htm>

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.)

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 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 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 | |

☐ **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 checked="" type="checkbox"/> Puerto Rico |
| <input type="checkbox"/> Guam | <input checked="" 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.)

Connection Response: Please reference the attached *Diversity Program Statement* at the end of this Appendix E.

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

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

3. Diverse Vendor Certification Participation

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

a. Minority Women Business Enterprise

Respondent certifies that this firm is an MWBE ☐ Yes ☒ No

List certifying agency: _____

b. Small Business Enterprise (SBE) or Disadvantaged Business Enterprise (DBE)

Respondent certifies that this firm is a SBE or DBE ☐ Yes ☒ No

List certifying agency: _____

c. Disabled Veterans Business Enterprise (DVBE)

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

List certifying agency: _____

d. Historically Underutilized Businesses (HUB)

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

List certifying agency: _____

e. Historically Underutilized Business Zone Enterprise (HUBZone)

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

List certifying agency: _____

f. Other

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

List certifying agency: _____

4. Residency

Responding Company's principal place of business is in the city of Merrimack State of New Hampshire.

5. Felony Conviction Notice

Please check applicable box:

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

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

6. Processing Information

Company contact for:

Executive Contact

Contact Person: Bob Marconi

Title: Vice President SLED Sales

Company: GovConnection, Inc.

Address: 732 Milford Road

City: Merrimack State: New Hampshire Zip: 03054

Phone: 800-800-0019 ext. 33331 Fax: 603-683-0223

Email: bob.marconi@connection.com

Account Manager / Sales Lead

Contact Person: Corey Petersen

Title: Director SLED Sales

Company: GovConnection, Inc.

Address: 800 Stevens Port Drive, Suite 900

City: Dakota Dunes State: South Dakota Zip: 57049

Phone: 800-800-0019 ext. 75554 Fax: 603-683-1060

Email: corey.petersen@connection.com

Contract Management (if different than the Sales Lead)

Contact Person: Ray McIlwain

Title: Sr. Director Contracts and Compliance

Company: GovConnection, Inc.

Address: 732 Milford Road

City: Merrimack State: New Hampshire Zip: 03054

Phone: 800-800-0019 ext. 78276 Fax: _____

Email: raymond.mcilwain@connection.com

Contract Reporting (if different than the Sales Lead)

Contact Person: Jennifer Schulte

Title: Sr. Contract Specialist

Company: GovConnection, Inc.

Address: 732 Milford Road

City: Merrimack State: New Hampshire Zip: 03054

Phone: 800-800-0019 ext. 2292 Fax: 603-683-1163

Email: jennifer.schulte@connection.com

Billing/Accounts Payable

Contact Person: Jodi White

Title: Director Credit and Collections

Company: PC Connection, Inc.

Address: 730 Milford Road

City: Merrimack State: New Hampshire Zip: 03054

Phone: 800-800-0019 ext. 2252 Fax: 603-683-0007

Email: jodi.white@connection.com

Marketing

Contact Person: Marcia Hewey

Title: Marketing Manager – Segment Marketing

Company: PC Connection, Inc.

Address: 730 Milford Road

City: Merrimack State: New Hampshire Zip: 03054

Phone: 800-800-0019 ext. 2547 Fax: _____

Email: marcia.hewey@connection.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 checked="" type="checkbox"/> Value-added reseller | <input type="checkbox"/> Other _____ |

8. Pricing Information

- In addition to the current typical unit pricing furnished herein, the Vendor agrees to offer all future product introductions at prices that are proportionate to Contract Pricing. ☒ Yes ☐ No
(If answer is no, attach a statement detailing how pricing for participants would be calculated.)
- Pricing submitted includes the required administrative fee. ☒ Yes ☐ No
(Fee calculated based on invoice price to customer)
- Additional discounts for purchase of a guaranteed quantity? ☐ Yes ☒ No

CONNECTION NOTE: In addition to the aggressive pricing proposed herein, Connection will work with manufacturers and internal programs to apply a volume discount for orders of six (6) or more of the same item. As manufacturer practices and pricing vary widely, this offer is dependent upon the manufacturer and their ability to offer volume discounts. These opportunities will be pursued, and Connection will pass along discounts when available.

Cooperative/Group Purchasing Experience

List all cooperative and/or government group purchasing organizations of which your company is currently a member below.

Cooperative/GPO Name	Contract Number	Expiration Date
----------------------	-----------------	-----------------

[See Connection's response below.](#)

Connection Response: Connection has more than twenty (20) years' experience successfully supporting and promoting both State and Local Education (SLED) and Federal cooperative and consortium contracts. Included below is a sampling of current SLED consortium / cooperative contracts for your review.

STATE AND LOCAL EDUCATION COOPERATIVES

- Alabama Community College System: Joint Purchasing Agreement – NEC, Contract #: ALJP201-088, Exp. 6/30/2022
- Buy Board Cooperative Purchasing, Contract #: 579-19, Exp. 12/31/2021
- Choice Partners Cooperative, Contract #: 17/026KH-16, Exp. 6/19/2020
- COSTARS Hardware, Contract #: 003-025, Renewal pending
- COSTARS Software, Contract #: 006-021, Renewal pending
- E&I (Educational & Institutional Coop Purchasing) HW/SW: Contract #: CNR-01483, Exp. 7/31/2022
- E&I Professional Services, Contract #: CNR-01350, Exp. 2/29/2024
- Intalere (Amerinet) Healthcare, Contract #: VH10917, Exp. 6/30/2022
- Lower Hudson Valley: Multiple Colleges and Numbers
- MISBO: Mid-South Independent School Business Officers, Contract #: MISBO Vendor Agreement, Exp. 10/1/2020
- MHEC: Massachusetts Higher Education Consortium Multi-Media, Contract #: MC14-B11, Renewal Pending
- MHEC: Massachusetts Higher Education Consortium Technology, Contract #: MC12-F05, Exp. 9/30/2020
- MEEC: Maryland Educational Enterprise Consortium, Contract #: UMD-972016, Renewal pending
- MS EPL: Mississippi Express Products List, Contract #: 3760, Exp. 6/30/2021
- Mohave (ESC) Educational Services Cooperative, Contract #: 17N-CPSS-0120, Exp. 1/21/2021
- NASPO – National Association of State Procurement Officials: Multiple Vendors/Contract #'s, Exp. 7/31/2021
- NCPA: National Cooperative Purchasing Alliance, Contract #: NCPA01-44, Exp. 10/31/2021
- NEA: National Education Association, National Purchasing Agreement, Exp. Evergreen
- NIPA: National IPA (Omnia Partners), Contract #: R160202, Exp. 10/31/2021
- NSHE: Nevada System of Higher Education, Contract #: MSA-H-NV-143, Exp. 10/9/2022
- NYOGS: State of NY Office of General Services: Multiple Contract #'s

- OETC: Organization for Educational Technology and Curriculum, Contract #: 18I-STEAM, Exp. 11/6/2021
- PEPPM: Pennsylvania Education Purchasing Program for Microcomputers, Contract #: 2018 Catalog Bid, Exp. 10/31/2020
- Premier Healthcare, Contract #: PP-IT-164, Exp. 10/31/2020
- Sourcewell (MN), Contract #: RFP#081419, Exp. 10/30/2023
- SLED GSA, Contract #: GS-35F-0750P, Exp. 8/17/2024
- State of Massachusetts IT Services, Contract #: ITC47, Exp. 6/30/2020
- State of Utah, Contract #: MA259, Exp. 12/31/2022
- Texas DIR: Multiple Manufacturers/Contract #'s
- TIPS/TAPS: Products & Services, Contract #: 190302, Exp. 5/26/2020
- Vizient (Novation), Contract #: IT-0033, Exp. 12/31/2021

FEDERAL CONTRACTS

- Avnet GSA Reseller, Contract #: GS-35F-0349S, Exp. 4/4/2021
- Carasoft GSA Reseller, Contract #: GS-35F-0119Y, Exp. 12/19/2021
- GSA, Contract #: GS-35F-0750P, Exp. 8/17/2024
- IMMEX/EC American GSA Reseller, Contract #: GS-35F-0511T, Exp. 6/26/2022
- Promark GSA Reseller, Contract #: GS-35F-303DA, Exp. 3/3/2021
- Smithsonian BPA, Contract #: 14-BPA-270-0000414930, Exp. 1/10/2024
- Summit Clearcube GSA Reseller, Contract #: GS-35F-0085U, Exp. 9/22/2020
- Synnex Reseller, Contract #: GS-35F-0143R, Exp. 9/26/2024
- WGNA GSA, Contract #: GS-35F-0563U, Exp. 9/4/2023
- NIH GSA BPA, Contract #: HHSN263201500211B, Exp. 7/31/2020
- SEWP 5 0176 SEWP, Contract #: NNG15SC36B, Exp. 4/30/2020
- SEWP (ARMY CHESS OPS) SEWP5 PL 0176 SEWP, Contract #: NNG15SC36B, Exp. 4/30/2020
- CIO-CS NIH CIO-CS, Alt. 1, Contract #: HHSN316201500015W, Exp. 4/30/2020

Diversity Program Statement

GovConnection, Inc. d/b/a Connection Public Sector Solutions (Connection) utilizes small, disadvantaged, minority-owned and/or women-owned, and/or HUBZone businesses, whenever possible. Each situation will be analyzed individually and the partner that best fits each customer's needs, will be used, if possible. However, as Connection is a Value-Added Reseller who does not manufacture products, we can only subcontract to small and socioeconomically challenged businesses that can supply the products and services they are authorized to sell.

One recently added partner, which will be utilized when possible, for Region 10 ESC member purchases, is:

- Today's Business Solutions (VID# 1542118178300)
1919 Lubbock Street
Houston, TX 77007
<http://www.tbstx.com>

The following is a partial list of additional, diverse businesses that we work with:

- Aberdeen, LLC
- Alliance Technology Group, LLC.
- Cambridge Computer Services, Inc.
- Carahsoft Technology Corporation
- Convergence Technology Consulting, LLC
- DSC Logistics
- Digital Intelligence, Inc.
- Envoy Data Corporation
- ESM Solutions
- Force 3, Inc.
- Integration Technologies Group, Inc.
- JAM Software
- JAR Systems, LLC
- L-COM, Inc.
- Lifeboat Distribution
- MobileMatics, Inc.
- Net Direct Systems, LLC
- NSX Technologies, Inc.
- Oki Data Americas, Inc.
- Planar Systems
- Pro-Line System, Inc. / DBA: Ultra Guard Securities
- Protocase, Inc.
- Sole Source Technology, Inc.
- Spectra Logic Corporation
- Systemtools Software, Inc.
- Tripp Mfg. Company

In addition, Connection has a Federal Government Approved Small Business Subcontracting Plan that is valid for FY2019. In this plan, we have proposed to commit to a total of 40% of total subcontracting dollars to small business concerns including Alaskan, Native Corporations, and Indian tribes, Veteran-Owned Small Businesses, Service-Disabled Veteran-Owned Small Businesses, HUBZone Businesses and Women-Owned Businesses. Additionally, for the past three years Connection Public Sector Solutions has participated in the SBA's Mentor Protégé Program with a Woman-Owned Small Business, a Service-Disabled Veteran-Owned Small Business, and a Veteran-Owned Small Business. As a Prime Contractor to the Federal Government, we are required to prepare and submit a Commercial Subcontracting Plan annually. The plan applies to all sales of commercial items sold by Connection Public Sector Solutions during the Fiscal Year.

GOVCONNECTION, INC. SMALL BUSINESS SUBCONTRACTING PLAN

III. GOALS:

GOVCONNECTION, INC. provides the following separate dollar and percentage goals, which are a percentage of the total subcontracting dollars for each business category:

1. Estimated TOTAL dollars planned to be subcontracted to all types of concerns (generally for both commercial and government business, in support of commercial items sold during company fiscal year):

Annual Commercial Purchases/Spend: \$120,000,000.00 = 100% subcontracted

2. Total dollars planned to be subcontracted to large business concerns (or classified as other than small):

Annual Commercial Purchases/Spend: \$72,000,000.00 = 60% of Total

3. Total dollars planned to be subcontracted to all small business concerns (including ANCs and Indian tribes), VOSB, SDVOSB, HUBZone, SDB (including ANCs and Indian tribes), and WOSB small business concerns:

Annual Commercial Purchases/Spend: \$48,000,000 = 40% of Total

4. Total dollars planned to be subcontracted to veteran-owned small business concerns (including service-disabled veteran-owned small businesses):

Annual Commercial Purchases/Spend: \$4,800,000.00 = 4% of Total

5. Total dollars planned to be subcontracted to service-disabled veteran-owned small business concerns (subset of VOSB above and cannot be higher than #4 above):

Annual Commercial Purchases/Spend: \$4,200,000.00 = 3.5% of Total

6. Total dollars planned to be subcontracted to HUBZone small business concerns:

Annual Commercial Purchases/Spend: \$60,000.00 = 0.05% of Total

7. Total dollars planned to be subcontracted to small disadvantaged business concerns (including ANCs and Indian tribes):

Annual Commercial Purchases/Spend: \$4,200,000.00 = 3.5% of Total

8. Total dollars planned to be subcontracted to women-owned small business concerns:

Annual Commercial Purchases/Spend: \$4,800,000.00 = 4% of Total

XI. ASSIGNMENT OF SIZE STANDARDS TO SUBCONTRACTS:

GOVCONNECTION, INC. agrees to assign North American Industry Classification System (NAICS) codes to subcontracts and further agrees to provide the socio-economic status of the successful subcontractor in the notification to the unsuccessful offerors for the subcontracts.

[3] I Agree

Appendix F: COMPANY PROFILE

Please provide the following:

General Profile

1. Company's official registered name.
Connection Response: GovConnection, Ind. d/b/a Connection Public Sector Solutions
2. Brief history of your company, including the year it was established.
Connection Response: Patricia Gallup and David Hall established PC Connection, Inc., our parent company, in 1982 with a mission to offer "a better way to buy information technology products." The Connection family has since grown into an industry-leading, IT HVAR and a \$2.9 billion company. Connection is a Fortune 1000 Global Solutions Provider and premier reseller of 300,000 IT products/services from over 1,600 manufacturers. The Connection brand includes Connection Public Sector Solutions, Connection Business Solutions, Connection Enterprise Solutions and Connection Global Solutions. Through these companies, we provide customer-centric IT solutions and services to the public sector markets, small- to medium-sized businesses and enterprise.

Since 1993, Public Sector Solutions has become a trusted and recognized leader in the public sector marketplace. Our expertise has in part been built off a decades-long history of supporting state and local government, K–12, and higher education institutions. Our customers have come to recognize and rely upon our demonstrated excellence of service and close affinity for the IT needs in the public sector environment. This experience fuels a team of specialists dedicated to understanding this market and servicing them with technology products, solutions, professional services, and award-winning service. Connection Public Sector Solutions attained industry leadership by adhering tenaciously to a high standard of quality—in our people, products, partnerships, and technology. And despite our continued growth, we have never lost sight of the core of our success—customer satisfaction.

Today, we serve our customers through our staff of highly trained sales force, a team of on-staff experts, and our efficient procurement websites. Connection's tenured sales force is strategically located across the country, positioned to provide our customers with nationwide coverage.

Connection is the most qualified supplier due to our long, rich and successful history providing these services to our public sector customers, our objective solutions recommendations, and the experienced Account Team already in place to service Region 10 ESC members.

3. Company's Dun & Bradstreet (D&B) number.
Connection Response: 80-967-8782 / 5A1
4. Corporate office location.
Connection Response: Merrimack, New Hampshire
5. List the total number of salespersons employed by your organization within the United States, broken down by market.
Connection Response: Connection's salespersons by market are:

Business Solutions Group:	495
Public Sector Solutions Group:	168
Enterprise Solutions Group:	180
Global Serve Solutions Group:	4

6. List the number and location of offices, or service centers for all states being proposed in solicitation.

Connection Response: The Connection subsidiaries (PC Connection, GovConnection, MoreDirect, Softmart and GlobalServe) office locations and employee counts are listed below.

Boca Raton, FL:	121
Dakota Dunes, SD:	29
Exton, PA:	98
Keene, NH:	152
Marlborough, MA:	48
Merrimack, NH, 730 HQ Office:	648
Merrimack, NH, 732 Office:	100
Portsmouth, NH:	71
Rockville, MD:	48
Schaumburg, IL:	131
Shelton, CT:	16
Wilmington, OH:	242
Full-Time Remote:	796

The Connection Public Sector Solutions' sales team will provide nationwide coverage of the Region 10 Contract. This team will be fully trained to utilize and promote this contract and will consist of:

- 1, VP SLED Sales (New Hampshire)
- 1, Sr. Director of SLED Sales (Ohio)
- 2, Directors of SLED Sales (New Hampshire, South Dakota)
- 8, Sales Managers
 - 2, Ohio
 - 2, South Dakota
 - 1, Connecticut
 - 3, New Hampshire
- 103, Account Managers
 - 24, Ohio
 - 26, South Dakota
 - 16, Connecticut
 - 37, New Hampshire
- 1, VP SLED Field Sales
- 1, Sr. Sales Manager Field Sales
- 18, Business Development Managers (Field Sales)
- 2, Vertical Alliance Managers
- 2, Microsoft Innovator Educators
- 1, Apple Business Development Manager

7. Define your standard terms of payment

Connection Response: Connection's payment terms are net 30, by ACH, check or wire. Credit cards may be used for payment at the time of order. Net 30 accounts may not be paid by credit card.

8. Who is your competition in the marketplace?

Connection Response: The direct marketing and sale of information technology products is highly competitive. We compete with other national technology solution providers, including CDW Corporation,

SHI and Insight Enterprises, Inc. We also compete with:

- Software as a Service vendors that only have a direct offering.
- Local and regional VARs.
- Various franchisers, office supply superstores and national computer retailers.

9. Overall annual sales for last three (3) years;

Connection Response: Overall annual sales for the last three (3) years are:

- 2019: \$2,820,034,000
- 2018: \$2,699,489,000
- 2017: \$2,911,883,000

10. Overall public sector sales, excluding Federal Government, for last three (3) years;

Connection Response: Overall public sector (excluding Federal Government) sales for the last three (3) years are:

- 2019: \$432,315,000
- 2018: \$394,143,000
- 2017: \$394,649,000

11. What is your strategy to increase market share in the public sector?

Connection Response: Connection's Marketing Team – Connection staffs a dedicated marketing team responsible for our marketing strategy within the public sector market. This team has a deep understanding of technology trends within this segment, how to effectively reach the technology influencer/decision maker audience and proven track record of expanding awareness of our partnerships with consortiums. Their mission is to develop, evolve, and execute the right mix of brand, customer engagement, lead generation, and sales enablement programs to increase Region 10 ESC's contract participation with Connection.

Marcia Hewey is Connection's full-time Marketing Manager. Marcia joined the Connection team in December of 2015, is the Marketing Manager for Education and Government and is committed to marketing the Region 10 ESC contract. Marcia supports the sales organization by working closely with senior sales management to develop and execute strategic initiatives that will advance the Company's value proposition, drive sales, and increase profitability while also supporting partner interest and garnering program investment. Marcia reports to Jeff Frank, Vice President of Marketing. Contact Information: Email: marcia.hewey@connection.com; Phone: 800-800-0019 ext. 2547.

Connection's Go-To-Market Strategy

Our Go-To-Marketing strategy is broken out into four focus areas: Brand, Customer Engagement, Lead Generation, and Sales Enablement. In addition to a full education and government marketing team, we work in tandem with our healthcare teams to further support growth in these segments.

Brand Strategy

Our brand strategy includes traditional and digital advertising components for K-12, higher education, state and local government institutions and healthcare facilities. We participate in print advertising in well-known, industry related publications. We work with universities to provide custom collateral speaking to their students about Tech Kits developed with their needs in mind. On the digital spectrum we have our own internal email list for state and local government agencies, higher education, K-12, and healthcare and we understand the unique messages when speaking to these markets. Our social media presence is growing at a rapid rate due to our Social Media team. Their understanding of the nuances of social media and targeting capabilities have helped us deliver successful program results in the higher education market. Our social media footprint includes LinkedIn, YouTube, Twitter, Instagram, Facebook, and Glassdoor. Digital marketing also includes external web campaigns with major media, including broad IT media partners like Spiceworks and IDG where we can get as granular as the specific segments and

titles we are targeting. As a National Solutions Provider, our creative team produces collateral and solution guides to detail the 7 pillars we focus on (Converged Data Center, Cloud, Security, Mobility, Networking, Software and Lifecycle). Our corporate marketing team produces a blog with daily entries speaking to all areas of IT. We have also recently launched a podcast that can be found on iTunes and other major networks.

Customer Engagement Strategy

Our Customer Engagement strategy is composed of a large amount of shows for K–12, including FETC and ISTE and Higher Education, including Educause. We participated in over 85, K–12 and Higher Education tradeshows and tabletop events in 2019 alone. We also hold virtual events such as webinars with vendor partners to connect with our current and potential customers. We host special customer events in conjunction with vendor partners on topics that speak to the education market.

The Lead Generation Strategy

Our lead generation strategy is comprised of the annual trade shows and events mentioned above. We reach out to attendees personally and via email after the show to continue to build the relationship. With our vendor partners we create custom assets such as white papers and case studies on IT topics that relate to K–12 and Higher Education. These are then used on digital properties for the targeted education media partners such as District Administration, THE Journal, and eSchool News for K-12 and University Business, CampusTech, and eCampus News for Higher Education, to drive leads. The leads are called upon by our activation team and sent follow up lead nurture emails. Leads are also obtained from our own website with forms on pages for requests like demos and assessments.

Sales Enablement Strategy

We hold approximately 200 Lunch & Learns a year with training provided by our vendor partners across all our sales locations. Vendors also come in weekly to sit in a vendor cube where the sales team can approach them about specific opportunities. A hands-on product Showcase/speed training is held once a quarter for each sales location with anywhere from 12–16 vendors participating. Attendance at these trainings is mandatory for all Account Managers. Our field sales team meets once a quarter for a multi-day training event. We create many custom PDFs for accounts and Connection Public Sector Solutions brand vendor collateral for our sales team to use with their accounts.

Technology, Digital Data, Social Media

Connection has a robust Marketing Technology Stack (MarTech Stack), which has improved further with recent investments, as well as a dedicated Digital Marketing team to manage our digital activities. The team is data-driven, focused on content quality and user engagement. Our company website, www.connection.com/ps, has performance monitoring in place along with web analytics to track user/customer engagement. Behavioral (struggle) analytics are also in place to provide insights into where users encounter issues, offering session videos, heat mapping, etc. The data from these analytics solutions help direct our UX Architects' efforts to improve our overall website structure and flow, and the data is used by the Digital team to track campaign performance and adjust as needed (i.e. adjust digital channel usage to drive more engaged visitors). We use an intent-based analytics solution (surge analytics) to track organizations' interests in technologies – the data is then used to direct our campaign messaging in our account-based marketing (ABM) activities. The Digital Marketing team includes a Social Media team that utilizes a few technologies to assist with our social media activities in Facebook, LinkedIn, and Twitter, from a social media management platform to an internal employee advocacy/ communication solution. The Digital team also uses marketing tools and solutions for paid search, display network, email, affiliate network, and retargeting campaigns/activities. The disparate campaign elements, activities, and metrics are tied together with the web analytics solution, as well as with Marketing Automation – enabling the team to create and manage more in-depth and complex marketing campaigns. The recent addition of a Business Intelligence and Reporting solution further ties the Digital team's campaigns together, providing data sets to improve campaign performance, as well as offering comprehensive views of entire marketing channels.

Please visit the social media sites below for examples of our messaging:

LinkedIn: <https://www.linkedin.com/company/connection-public-sector>
Facebook: <https://www.facebook.com/Connection4IT/>
Twitter: <https://twitter.com/ConnectionIT>

12. What differentiates your company from competitors in the public sector?

Connection Response: Connection offers a partnership that can deliver the most comprehensive solution. Connection's offer is based on our unique capabilities that cannot be matched due to the extent and breadth of our expertise and the long reaching product and services knowledge base. We believe that price, product selection and availability, combined with service and support, are the most important competitive factors in our industry.

Some of the differentiators that set us apart from the competition include:

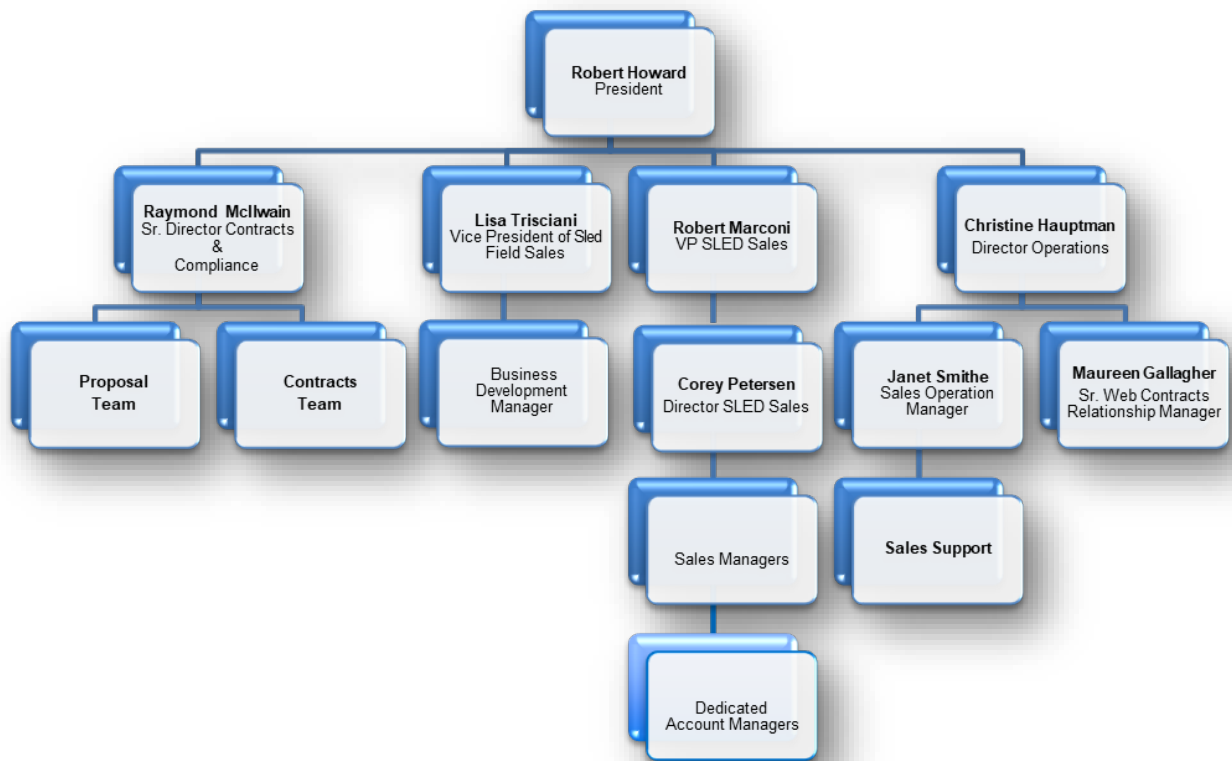
Experienced / Highly Trained: Connection believes our employees, specifically our sales force, are the lifeblood of our organization ***and they are second to none***; complete satisfaction is their goal (see Customer Loyalty graphic below). We invest in training programs for our service and support personnel, with an emphasis on putting customer needs and service first. We continually expand and tailor our training and evaluation programs, system enhancements, and sales tools to focus on assisting our sales personnel in improving their expertise and effectiveness. Because of this, constant training and improvement are a priority. We want our customers to respect and trust the knowledge provided by their dedicated account team. Some of the training programs our employees have access to:

- New Account Managers receive three months of thorough training on product offerings, industry trends, internal infrastructure/applications and available support avenues, prior to being assigned a dedicated territory.
- Continuing Education training is provided, with manufacturers, to keep our employees abreast of industry trends and the latest technology. This is accomplished through Small Group training, vendor forums, WebExs, and frequent Lunch-and-Learns.
- Vendors such as HP, Cisco, VMWare and Microsoft offer training to allow our sales force to become certified in their products.
- Our parent company, PC Connection, Inc., offers ongoing Professional Development courses including Communication Skills and Microsoft Office Applications.
- Ongoing training is available on Industry Regulations and Contract Requirements.

Region 10 ESC's Dedicated Account Team: Our greatest dedicated resource is our seasoned Connection sales team. ***We have one of the most tenured sales staffs in the industry, with an average tenure of over 10 years with Connection and over 15 years in the industry across all positions.*** As part of our partnership commitment, we provide this team to meet all of Region 10 ESC's needs. Connection's nationwide sales force will be fully trained on the Region 10 ESC contract and will communicate details of the awarded contract, verbally, to all existing and new customers.

To Region 10 ESC, this Connection team brings tenured expertise, extreme cost savings, expansive industry knowledge and exemplary customer service skills. The Key Personnel leading this team will be Corey Petersen, Lisa Trisciani and Bob Marconi. This team is backed by the full support of the entire Connection® Public Sector Solutions' executive team and will ensure that your organization receives the resources to fully support your needs.

CONNECTION PUBLIC SECTOR SOLUTIONS' ORGANIZATIONAL CHART



Key Personnel Bios

➤ **Corey Petersen, Director SLED Sales**

Corey began his career at Connection Public Sector Solutions in 2008. Prior to joining Connection, Corey was with Gateway Computers for over sixteen (16) years, holding several positions during that tenure and has a wealth of experience. In his current role as Director SLED Sales, his responsibilities include supervising the dedicated Account Managers, managing call campaigns to completion, as well as working with the marketing team on all materials and events. Corey reports to Bob Marconi, Vice President of SLED Sales. Contact Information: Phone: 800-800-0019 ext. 75554; Email: corey.petersen@connection.com.

➤ **Lisa Trisciani, Vice President SLED Field Sales**

Lisa brings over twenty-six (26) years of Public Sector experience to Connection, starting in 1994. Lisa leads Connection's Field Sales Organization in strategic initiatives and targeted execution, including trade shows, customer events, one-on-one meetings, contract and manufacturer relationships, and customer goals. Lisa also provides direction to the outside field team and support to senior management support for all of Connection's accounts. She has experience as an Account Manager and Business Development Manager for Connection's largest accounts such as Harvard, MIT, and Yale. She led the first implementations of Connection's e-Procurement for these institutions. Lisa reports to Bob Howard, President. Contact Information: Phone: 800-800-0019 ext. 77896; Cell: 603-533-0916; Email: lisa.trisciani@connection.com.

➤ **Bob Marconi, Vice President SLED Sales**

Bob has been with Connection for since 1999. His past Connection experience includes Sr. Director of Sales, Director of Operations and sales management. In his current role of Vice President of Sales, Bob is responsible for all U.S. sales to state and local agencies, Non-profit

organizations, K-12 schools, and higher education institutions and is responsible for all the Account Management teams with the company. Bob reports to Bob Howard, President. Contact Information: Phone: 800-800-0019 ext. 33331; Cell: 603-913-3896; Email: bob.marconi@connection.com.

Accessibility: At Connection, our Account Managers work closely with senior management. Our team managers are only two levels away from our President, Bob Howard. Our entire Sales Team has daily interactions with our President and Vice Presidents, so everyone stays in tune with customers' needs. This also means that you have access to the top levels of our management with a quick phone call or email. We strive to be highly responsive, nimble, and adaptive, and this allows us to serve in ways that other companies cannot. If a customer needs us to change a process quickly, we can accomplish this and still meet timelines.

One Stop Shop, World Class Vendor: Connection is prepared to offer a single pane of glass, one-stop shop, experience for all IT purchases. We are uniquely positioned to leverage our manufacturer partnerships to garner exceptional pricing and can create a customized catalog of all offerings, via our innovative web portal.

Our One Stop Shop, value-added services include but are not limited to; marketing of the contract, free shipping, inventory management, hassle free returns, exceptional customer service, customized websites, a personal purchase program reflective of all offered pricing, configuration and professional services, and much more.

Customer-Centric Approach: Our customer-centric approach focuses on the unique IT goals and challenges facing our customers. We work closely with you before, during and after every purchase to make sure they get exactly what you need, when you need it. As part of the total Connection solution, we provide full support for all the technology we sell. We offer a complete portfolio of IT products and services designed to help our customers get more out of their investment. While other IT suppliers offer only products, and no services, Connection transforms technology; turning trusted brands into complete IT solutions by adding a unique combination of personal service, in-depth expertise and customized support.

Objective Solution Recommendations: Connection has a history, of over 38 years, of maintaining strong, long-standing manufacturer/ vendor partner relationships; we were among the first direct marketers, qualified by manufacturers, to market computer systems to end users. Our current portfolio includes over 300,000 products from over 1,600 manufacturers. These established manufacturer relationships enable us to offer you deep pricing discounts.

One of the most important IT needs is to procure lasting products at high cost savings. As a premier, authorized reseller having no ownership affiliation with any of these partners, we can garner extremely competitive pricing for Region 10 ESC.

A Sampling of Connection's recent Vendor recognition includes:

- 2018–Citrix SMB Partner of the Year
- 2018–Cisco U.S. Marketing Innovator of the Year
- 2018–MSI Valued Channel Partner
- 2018–CRN Tech Elite 250
- 2018–CRN Solution Provider 500
- 2018–Internet Retailer Top 500
- 2018–Fortune 1000 #746
- 2017–HPE NSP SLED Partner of the Year
- 2017–A2B Tracking Reseller Partnership

- 2017—Lenovo Platinum Data Center Partner
- 2017—CRN Tech Elite 250
- 2017—CRN Solution Provider 500
- 2017—Fortune 1000 #775
- 2017—Microsoft Excellence in Operations—Double Gold Level
- 2017—Vizient Innovative Technology Designation
- 2017—CHIME Foundation Partner Award
- 2017—ATEN Best Performance Award
- 2017—Red Hat Rising Star Partner of the Year
- 2017—Kaspersky Lab Large Account Reseller (LAR) of the Year Award
- 2016—HP MPS Best in Class
- 2016—CRN Tech Elite 250
- 2016—CRN Solution Provider 500
- 2016—Fortune 1000 #825
- 2016—Symantec National Reseller Growth Partner of the Year
- 2016—Dell EMC Healthcare Partner of the Year
- 2016—Continuum of Care Award from Premier Inc.
- 2016—VMware Renewals Partner of the Year
- 2016—ESET Most Valuable Partner
- 2015—Symantec Growth Partner of the Year
- 2015—Microsoft Excellence in Operations Award
- 2015—Dell PartnerDirect National Solution Providers Partner of the Year
- 2015—Top 20 on CRN's Solution Provider 500
- 2014—Adobe Reseller Partner of the Year Award
- 2014—Dell National Solutions Provider Partner of the Year
- 2014—Microsoft Excellence in Operations Gold Level Award
- 2014—VMware Mid-Market Partner of the Year
for Americas Region

Self-Maintained Inventory: An area where Connection stands apart from our competition is our ability to respond to our customer's needs. Many IT Solution providers rely on distribution partners to maintain inventory and support their customer shipment logistics. Connection is heavily invested in maintaining our own inventory positions and excels at meeting our customers shipping requirements, by keeping those functions within our control. By maintaining our own inventory, Connection has rapid access to products, can offer value-added custom configuration services and can meet shipping demands that others in the industry simply cannot.

Free FOB, Standard Ground Shipping: Connection has a 99% ship rate and we can ship most in-stock items the same day the order is received. We will offer FREE FOB, standard ground shipping on all product orders of \$50 and above. We are aware that on occasion, emergency, expedited or specialized delivery options may be required to meet your crucial deadlines. We commit to respond to emergency requests within two (2) hours. To meet these needs, we offer Expedited Overnight, Second Day, BOT (by ocean transport), Heavy Weight, Lift Gate, Inside Delivery, Hazardous Materials Delivery, Package Removal and Installation/Product Setup. If such services are required, we ask that you contact a member of your Account Team to arrange and for a tailored rate quote.

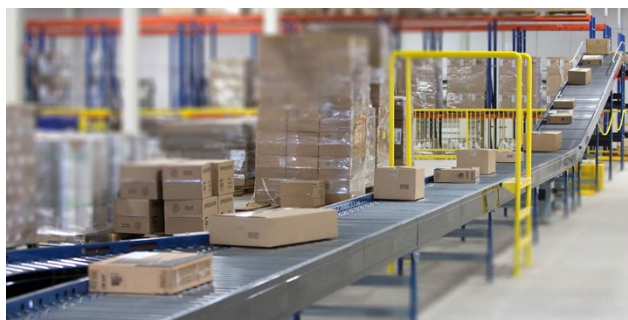
eProcurement / B2B Site: Connection has the capabilities in place to support a robust order process for Region 10 ESC members. We offer secure, online, e-Commerce solution sites that are customizable for each Member, using Region 10 ESC-specific pricing. Connection, along with our B2B website, can help you streamline your IT purchasing. Our B2B website helps you standardize your purchasing practices, control unauthorized spending, reduce paperwork, and increase productivity. These sites offer an efficient procurement channel with benefits that include purchasing authorization control and reporting, among many others. These sites will ensure that products and services that are not on contract, will not be sold.

Some of the features and benefits to individual members include:

- Shop Region 10 ESC-priced, discounted products, over 300,000 technology items, or create a custom catalog of agency approved products only.
- Account dashboard landing page can be customized for the Agency with personalized messaging, logo, along with recommended and product standards for individual purchasers.
- Users research and shop product technology, pricing, specifications, system requirements and compatibility with our easy to use navigation tools.
- Create and save quotes. The quoting system allows users to request online quotes to the Agency's dedicated Account Manager.
- Create personal quick-lists (favorites) for frequently purchased items.
- Check real time order status.
- Multiple level hierarchy of purchase authorization – shopper, buyer and management. Each level can have different permissions and authorizations.
- Users can transact orders independently with payment options of credit card and/or Purchase Order.
- Reporting capability based on User rights including: Order Tracking, Proof of Purchase/Invoicing, Purchase History, Invoice.

Connection is able to integrate with many procurement systems and third-party systems, allowing us to provide seamless single sign on, offsite carts, quoting, automated electronic ordering and electronic invoicing. Connection has successfully integrated its e-procurement tools with these systems to our customers' complete satisfaction. We currently interface with such e-Procurement partners as Scisquest, Ariba (including Ariba Punchout), Oracle Supplier Network, Oracle Exchange and iProcurement, Peoplesoft, SAP-SRM (including OCI Transactions), Katera, Elcom, ExpenseWatch, Epicor, eSchoolMall/Mercury Commerce, UniMarket, SupplyOrg, QValent, and CommerceOne. We can support cXML, xCBL and many other XML variations. We support hosted and dynamic catalogs customized to your needs. Our typical transactions include seamless shopper logins (i.e. PunchoutSetupRequest or other), shopper cart export (PunchOutOrderMessage or other), live price requests, automated electronic POs and electronic invoicing (including credit memos). We have also implemented specialized solutions for customers procurement needs when the situation is deemed appropriate. All eProcurement Transactions are handled securely using HTTP/HTTPS or SFTP.

ISO-Certified, Technology Integration and Distribution Center (TIDC): In 2016, we relocated our TIDC operations to a tremendous, cutting-edge facility that has effectively doubled our capacity for shipment and custom configuration, positioning us to meet your needs well into the future. Our commitment to customer service and satisfaction is our top priority, and our enhanced facility enables us to respond to customer needs—and continue to offer a quality of service that is second to none. Our technicians can perform a broad range of configuration services at our ISO 9001:2015 certified lab in Wilmington, OH. Some of our configuration services include hardware configuration, software installation, system imaging, product staging, server rack construction, custom printer construction, asset tagging, etching and custom labeling.



Marketing the Region 10 ESC Contract: Connection's entire, nationwide sales team will be fully trained on the Region 10 ESC contract. Connection will provide information and training to any Region 10 ESC customer willing to meet with a member of the Connection Sales Team, to go over the contract.

Upon award, and in addition to the marketing initiatives outlined in the attached Marketing Plan,

Connection commits to seek additional, creative ways to market, to assist, to improve and to help you realize your strategic vision and the vision of Region 10 ESC and its members.

13. Provide relevant information regarding your ordering process including your firm's on-line catalog/ordering website, and the ability for purchasing group members to verify they are receiving contract pricing.

Connection Response: Pricing for the Region 10 ESC contract will be directly tied to a special pricing code (ASP) that will constantly and consistently apply the agreed upon contractual discounts to our published and publicly available online catalog. We offer secure, online, e-Commerce solution sites. Discounted Region 10 ESC-specific contract codes will be loaded onto the sites to ensure that when Region 10 ESC members order a specific product, that they will receive the agreed upon contract pricing.

Once the Region 10 ESC member is logged into their web ordering page, the contract code will only allow the discounted product pricing to be applied and will not allow for excluded products to be placed on order. The same function is built into our internal order entry system and will not allow the Connection representative or any delegate to place orders for excluded products. This method allows for complete transparency may be audited at any time for accuracy by Region 10 ESC and its members.

The Process: ASPs are created in our internal order management systems and imported into our B2B sites. ASPs calculate the contract maximum sell price by use of the appropriate formula (list minus, etc.). ASPs feed sku's and pricing directly from our CRM system during the quoting process to ensure that only Region 10 ESC contract compliant products are available for quoting at contract compliant pricing. ASPs can be updated, as needed, if contract pricing changes, or per customer needs (i.e., Member Specific Agreement requirements).

Pricing Commitment: Connection is proposing a discount from our standard web catalog list price. The pricing model is one that is fluid and adaptive to the market. As our list prices automatically change to meet demand in the market, account-specific pricing will also automatically change for Region 10 ESC members. This list price is available via our web site catalog located at www.connection.com/ps. We offer discounts by product category. Pricing will be dynamic and based on these publicly available list prices at the time of order. All the Region 10 ESC account-specific pricing will offer our sales team the flexibility to work with vendors and manufacturers to negotiate additional discounts when available.

Region 10 ESC's discounted pricing can be viewed at www.govconnection.com/ESC10.

The offered discount will remain firm for the term of the contract. If a percentage discount causes the sell price to fall below our standard cost, the sell price shall be adjusted and honored at Connection's standard cost. However, contract Fee's cannot be paid on purchases made at Connection's Standard cost.

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

Connection Response: Whenever a Region 10 ESC member has a question or is need of technical support, the member's dedicated Account Manager, will be the first line of defense. He/she will assess the situation and make a recommendation as to next steps for resolution to your technical issue.

In addition, we offer the following:

- Dedicated 800#: In addition, and to assist in ensuring the Region 10 ESC member receives the most prompt and attentive service, Connection will implement a Region 10 ESC-

specific 800 number, dedicated exclusively to Region 10 ESC and its members.

- Dedicated Email Address: Connection will implement a Region 10 ESC-specific email address, manned by salespersons trained to manage the Region 10 ESC contract.
- Connection's Technical Support Team: Our technical support group, located in Keene, New Hampshire, is available by telephone, during normal working hours. Technicians within our Support Group can be reached at 800-800-0011, Monday-Friday, 9:00am – 5:30pm, ET or via email at technicalsolutions@connection.com.
- Manufacturer Technical Support: If additional product support is required by the manufacturer, your Account Manager can relay the information to the manufacturer on your behalf or can offer the specific manufacturer's warranty support or technical support phone number to the customer.

Connection was among the first direct response IT solutions companies to offer toll-free technical support for our products including both before and after the sale. Connection's technical staff is certified to provide factory authorized service for many product brands.

Customer Support: To ensure the most prompt and attentive customer service and support, Connection provides a Team, Multi-Faceted, Team approach. Some of the methods that Connection will provide exceptional customer service are:

- Provide consistent contract reviews. The Connection account team will conduct biweekly, onsite visits and weekly conference calls, and quarterly program performance reviews to ensure compliance, to update MIT on contract purchases, new product offerings and emerging technologies, service/solution options, road maps for various OEM's, arrange tech fairs, conduct one-to-many training events for Region 10 ESC members and consult with individual departments to listen and learn about any potential issues or concerns.
- Provide complete transparency. Our intent is to provide complete transparency in our processes and a means to ensure continuous improvement. If you need us to change a process, we are flexible and approachable enough that we can incorporate these changes quickly.
- Provide ongoing phone support. Periodic and ongoing phone calls to Region 10 ESC will be made to their buying teams and IT staff to determine if they need any assistance with their accounts, any training on the website or ordering process, and to ascertain that we are performing to their expected standards.
- Provide consistent email communication. Email communication between the account team and Region 10 ESC members is considered vital. It will be used to facilitate IT project management, deliver quotes, and the dissemination of information. Email can be used to deliver duplicate invoices, specification sheets, and the like. In addition to email contact from our account team, Region 10 ESC members will be able to receive system generated (automated) emails to provide them with order status, shipping notifications and tracking information for order placed.
- Provide open communication. The Connection team will interact with Region 10 ESC members, as needed, to provide any information requested via whatever communication method deemed to be the most convenient.
- Offer training to all end-users regarding the various methods available to reach the account team and obtain customer service. These may include WebEx meetings to introduce the account team, how to contact them, and how to navigate the dedicated websites to place orders and receive customer service.
- Offer online support. If at any time during the online shopping and checkout experience, a customer requires support from their dedicated Account Manager, assistance is just one click away. We display a live link to the Account Manager's email address in the header and footer on each page of the site. Upon selection, an email form is generated

and once completed and sent, is immediately directed to your Account Manager to relay your question.

- Additionally, within the footer of the online Contact Us page, a customer can select one of the following options:
 - o Need pre-sale help with product or pricing
 - o Check the status of my order or return
 - o Need post-sale technical support
 - o Need to return a product
 - o Need help with invoicing or proof of purchase
 - o Need a factor-authorized repair
 - o Need to change my mailing address
 - o Investor or Public Relations questions
 - o Provide feedback on our website
- Provide customized customer satisfaction Surveys, which can be created and sent via email.
- Provide customized customer satisfaction surveys accessible through the web portal.

NOTE: Please reference the Net Promoter: Standard for Customer Loyalty graphic below for an additional demonstration of Connection's exceptional customer service and subsequent customer loyalty.

Twice recognized by Forbes as one of "America's Most Trustworthy Companies," our mission is to provide customers with the expert guidance, state-of-the-art tools, and exceptional service to solve their technology challenges. Today, we serve our customers through our staff of highly trained Account Managers, our team of on-staff experts, and our efficient procurement websites. A collaborative approach to the design, deployment, and support of technology has fueled Connection's growth and earned us the reputation of trusted adviser to our customers.



15. Provide your safety record, safety rating, EMR and worker's compensation rate where available.
Connection Response: Connection's 2019 EMR and Incident Rate is:

- 2019 EMR: 1.00
- 2019 Incident Rate: 0.047

16. Describe areas where downtime may occur with products and services provided, historical averages of that downtime, and how you resolve downtime issues when they do occur (For purposes of providing further clarity, examples of downtime might be a website ordering platform that goes offline, installed equipment that requires service or other products and services that can fail or go offline)

Connection Response: Historically, Connection has rarely experienced downtime issues. However, we offer the following:

Downtime for System Maintenance: The Connection website and customized B2B websites implemented by Connection, are available 24/7/365. Any downtime for system maintenance is minimal (1%) and we strive to resolve any website-related issues within 24 hours; all updates are made during off-business hours.

Downtime Resolution: Keeping our website and associated systems highly available is our top priority. All our critical systems, including our web properties, have multiple redundancies built in. In the rare occasions when there is an unplanned outage, the highest priority is given to a quick resolution as the issue is diagnosed and resolved amongst a multi-disciplinary team from various areas of IT, Development and Support staff. Hardware servicing can generally be completed without outages. Software updates or website code updates are generally performed every 3-4 weeks during non-business hours and sometimes come with a brief outage lasting less than 1-2 hours. All updates are tested in advance in a dedicated test environment by a dedicated team of specialists.

Natural Disaster Service Interruption: In the event of a natural disaster or force majeure event, our business could be materially adversely affected by system failures, interruption, integration issues, or security lapses of our information technology systems or those of our third-party providers.

However, our company has a business continuity plan in place to mitigate service interruption. We understand the importance of a disaster recovery plan. By being prepared for these circumstances, we minimize internal issues and the effects that may be felt by our customers. One process that could directly affect our customers is our distribution process. By utilizing various distribution partners located throughout the country, we can ship from different locations and still process and deliver orders if something compromises another location.

Internally, our IS systems are backed up on a regularly scheduled basis. To increase security, the backup information is stored off-site. This gives us the ability to reconstruct and resume our daily IS operations no matter the cause for the disruption. Along with being able to pull information at any time, on any day, we also have instituted personnel contingency plans. We have Account Managers and support personnel at several locations across the country. If one area of the country is affected, we can reroute our customers to another location to handle requirements. All pertinent customer information is shared across the locations so no matter where the support is coming from, our staff will understand the requirements of your account.

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

Connection Response: From time to time, GovConnection, Inc. is party, as plaintiff or defendant, to various types of legal proceedings, audits and claims, which arise in the ordinary course of business. Publicly available information on material matters, if any, is as reported in our SEC filings located at <https://ir.connection.com>.

18. Provide fill rates and average delivery timeframes met by specific distribution center.

Connection Response:

- Connection maintains a same day order fulfillment rate for in-stock, pick and ship products of 99.5%.
- Order Accuracy: 99.998%
- Delivery timeframe: In-stock products are typically delivered within 2-5 business days.

Marketing/Sales

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

- a. A co-branded press release within first 30 days
- 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
- h. Announcement within your firm, including training of the agreement with your national sales force
- i. Marketing the agreement to new and existing government customers

Connection Response: 90-Day Marketing and Sales Enablement Campaign Outline

Connection will participate in a variety of marketing programs to support an award of a contract by Equalis Group and Region 10 ESC. Upon award and with coordination from Equalis Group and Region 10 ESC, Connection will launch the following 90-day marketing and sales enablement campaign.

- Connection's nationwide sales force will be fully trained on the Equalis Group and Region 10 ESC contract and will communicate details of the awarded contract, verbally, to all existing and new customers.
- Co-branded email to entire Connection's education and state and local agency list highlighting contract and special offers for members
- Co-branded press release within first 30-day of award
- Initial call campaign to Connection customers to let them know they can now purchase via the Equalis Group and Region 10 ESC contract. This will continue monthly with any new contract members.
- Listed on each individual state contract page on our website
- Social media campaign to announce award of contract
- Webinar with Equalis Group and Region 10 ESC Members
- Custom co-branded contract collateral
- Attending industry conventions and tradeshow
- Promotions for members on the Equalis Group and Region 10 ESC homepage
- Dedicated onsite visits by our field teams, to existing Connection customers, for deeper account penetration
- Dedicated Equalis Group and Region 10 ESC contract landing page on the govconnection.com website. This page will include:
 - The Equalis Group and Region 10 ESC Logo
 - A link to Equalis Group and Region 10 ESC website

- Summary of contract and services offered
 - Co-branded contract flyer
 - Featured products
 - Due Diligence Documents including; copy of solicitation, copy of contract and any amendments, marketing materials
20. 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.
Connection Response: Connection agrees to provide its company logo to Region 10 ESC and will provide permission for reproduction of such logo in marketing communications and promotions.
21. Provide the agency spend that your organization anticipates each year for the first three (3) years of this agreement.
Connection Response:
- \$5 Million in year one
\$10 Million in year two
\$20 Million in year three

Administration

22. 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).

Connection Response:

Cooperative Experience: For more than twenty years (20), Connection has been successfully partnering with cooperatives that have national, regional, and local reach. A significant portion of our business is conducted through cooperative purchasing contracts. We support the smallest memberships with the same care as we do the largest memberships. We understand how cooperatives work and operate. We pride ourselves on working closely with our cooperatives administrators and members to identify where the value is needed.

Connection understands the importance of Cooperatives in the public arena and what they care about most. It's about value.

- Shared knowledge
- Information gathering
- Purchasing leverage
- Strength in numbers
- Savings so you can provide your clients better value

The value Connection brings to our customers is experience, savings and customer service. Our customer-centric approach focuses on the unique IT goals and challenges facing your members. We work closely with Members before, during and after every purchase to make sure they get exactly what they need, when they need it. As part of the total Connection solution, we provide full support for all the technology we sell. We offer a complete portfolio of IT services designed to help the member get more out of their investment. While other IT suppliers offer only products, and no services, Connection transforms technology; turning trusted brands into complete IT solutions by adding a unique combination of personal service, in-depth expertise and customized support.

Seamless Implementation: Connection understands the unique nature of IT catalog solutions that result in cooperative contracts. By partnering with Connection, the transition to the new contract

will be seamless. The new contract pricing will be available and ready for integration, upon award, to each Region 10 ESC member.

Comprehensive contract training will be provided to the Connection Sales Team, the Management Team, the vendors, manufacturers, and the contract managers. We commit to train and aggressively promote the Region 10 ESC contract.

The following are some examples of the ongoing Region 10 ESC contract training that will be required by Connection:

- Regional team meetings for AMs and AAMs
- WebEx's for Business Development Managers and remote Account Managers
- Onsite Manufacturer training sessions with each of the highlighted partners
- Repository available for Region 10 ESC collateral and tutorial

Connection will work closely with Region 10 ESC's team for a strategy and account mapping. Communication and marketing of the awarded contract will be done verbally, with all existing and new customers, as well as in the following ways:

- Co-branded email to Connection's entire education, healthcare and state and local agencies lists, highlighting contract and special offers for members
- Listed on contracts page linking to customized Region 10 ESC-member contract webpages
- Social media campaign to increase awareness of contract
- Google AdWords campaign to increase awareness of contract
- Webinar with Region 10 ESC members
- Custom collateral

Connection's Contracts and Compliance Group provides training to the sales organization for all new contract awards and ensures pricing terms are hard coded into our order management and sales quoting tools, providing automated pricing specific to the contract. While we utilize the complete buying power of all the PC Connection companies, we are still small enough to quickly roll out information, terms and pricing structures to our sales organization.

Our sales team will coordinate weekly conference calls, will conduct quarterly program performance reviews to ensure compliance, as well as on-site visits, to update Region 10 ESC on its contract purchases, discuss new product offerings, discuss services options, and to listen and learn about any potential issues or concerns. Our intent is to provide complete transparency in our processes and a means to ensure continuous improvement. If at any time Region 10 ESC needs us to change a process, we are flexible and approachable enough that we can incorporate these changes quickly.

23. Describe the capacity of your company to report monthly sales through this agreement.

Connection Response:

Contracts Reporting: Connection's Contracts and Compliance Group can provide accurate, timely and compliant sales reporting as often as required: monthly, quarterly, or annual contract-related reporting. We will work with Region 10 ESC to meet all your reporting needs.

In addition to monthly contracts reporting, examples of additional reporting capabilities are listed below:

E-Commerce Site Reporting/B2B: Connection can provide certain customized, customer-specific, reports based on the User rights of your members' customized procurement solution sites that include:

- o Order Tracking
- o Proof of Purchase/Invoicing
- o Purchase History
- o Proof of Delivery
- o Invoice History

This Reporting can be generated by Region 10 ESC members or administrators of the site, as well as by your Connection dedicated account managers.

KPI, Customized or Ad-hoc Reporting: KPI, Customized or Ad-hoc reporting, outside of the B2B reporting, may be requested and Connection will respond within 3 business days of request to discuss requirements and timeframe. Your Connection account manager will be the direct line of contact for these types of reporting requests.

24. 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.

Connection Response: Connection has the requisite systems and operational controls to provide timely and accurate management reports, customizable to the specific needs of each agency. The Connection e-business system automates the full material purchasing life cycle, i.e. quote, order processing, fulfillment, delivery, invoicing and warranty functions. Upon award of a contract, customer/ contract-specific account numbers are created on the contract templates and Revenue data, product information, delivery status, costs, etc., can be tracked down to the line item/sku level. Our e-business system is augmented by an HR/Talent Management system that we use for the provision of services. Connection develops budgets for labor in accordance with contract terms to set a baseline. Over the course of the project, we benchmark and track expenses against this baseline. Our rigid procedures ensure that no costs are incurred against the wrong account or outside of the authorized period of performance. Time recording and approval are strictly enforced to ensure timeliness and accuracy. Employees record their time in UltiPro daily and notifications are sent to their managers, if they fail to do so. Timesheets are submitted weekly. The UltiPro system allocates the labor hours across contracts and task numbers, in accordance with the awarded contracts. Our process is proven to have more efficient processing time and minimizes the chance of errors which are associated with manual entry. UltiPro can generate labor reports in real time. Our Project Managers use the reports to ensure that labor and other direct costs are tracking within budgets to minimize the possibility of cost overruns. The Connection process ensures real-time, accurate, actionable data for our customers to enhance their decision-making capability.

Please reference the answer to #23 above for reporting options we offer to Region 10 ESC.

25. 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.

Connection Response: The following would allow Connection to better serve the members of Region 10 ESC, and allow us to provide the best value and realize the most savings:

- Anything that Region 10 ESC members can do to consolidate or arrange the purchase of items in bulk, will allow Connection to work with that respective manufacturer and pull in additional discounts that may be available. As mentioned previously in our response, this quantity threshold can vary by manufacturer, so we are unable to cite one exact quantity that covers all items and product groups. Upon discussion with the user and upon identification of their particular product needs, we will be able to communicate this quantity, and work with the end user and manufacturer to meet this threshold.
- If it helps the members to purchase in bulk, Connection offers the ability to stock commonly used and purchased items and can assist Region 10 ESC members with staged shipments for "just-in-time" inventory.
- Connection will also work with Region 10 ESC members to identify key manufacturers and engage these manufacturers to have additional discounts tied to this agreement.

26. Please provide your company's environmental policy and/or sustainability initiative.

Connection Response: Connection has had a long-time commitment to good environmental, “green”, practices, with several established environmental and sustainability policies and programs in place, to meet the requirements of our environmentally conscious customers. In fact, one of the founders of Connection, Patricia Gallup, pioneered the first environmentally friendly packing, eliminating the use of packing peanuts in our organization.

As a leading provider of IT products and services, Connection has built a reputation on delivering creative answers to complex problems. That’s why our approach to eco-friendly operations should come as no surprise. From high-tech solutions to low-tech ingenuity, we’re deeply committed to utilizing every available opportunity to reduce our impact on the world around us. Whether it’s cutting-edge virtualization in the server room or energy-efficient lighting in the break room, we’re doing everything possible to make green technology a part of the workplace. Protecting the environment isn’t always the easiest thing to do, but it’s the right thing to do—and that makes all the difference in the world.

Here are just a few of the ways we are taking up the challenge of creating greener operations:

- Anytime third-party issued eco-labels, ratings or certifications (such as Energy Star, EPEAT, RoHs) for the equipment or products within your catalog related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors are provided to us by the manufacturer in electronic form, we include it on our website. We also utilize the EPEAT website for identifying ratings across the most commonly used IT products.
- Our TIDC tries to ship our packages in as green a manner as possible.
- We have eliminated the use of packing peanuts.
- The shipping cartons we purchase are manufactured with 45% recycled raw material.
- The packing paper we use as dunnage in our shipping cartons is manufactured with 40% recycled raw material.
- Recycling programs, packaging minimization programs, and responsible materials management eliminate waste and preserve natural resources. All waste cardboard and paper is isolated and recycled—and we purchase recycled paper goods, toner cartridges, and similar consumables whenever possible. Industry standard, single wall, corrugated cardboard shipping boxes are utilized for shipping items from the distribution center. Recycled newspaper grade paper or recyclable plastic air pillows are used as packing materials inside the boxes. Boxes are sealed with a single strip of 2" wide 3M cellophane tape.
- We recycle ALL corrugated boxes from suppliers—approximately 140 tons per year. All stretch wrap is also recycled.
- Any material that is not directly reused goes to a contractor that sorts and recycles refuse. We donate our unused office equipment including computers, monitors, printers, copiers, excess office supplies, and furniture to a not-for-profit organization. On a much larger scale, all our facilities are within “recycled” buildings. Repurposed from their former uses, their renovation reduces wasteful new construction and reinvigorates the local community without adding to urban sprawl.
- Virtual trade shows and seminars allow our customers to access information and experts to help them make technology investment decisions—without having to travel across the country. Connection Public Sector Solutions has hosted more than 5,000 users through our online events and trade shows.
- Connection’s account managers attend regular manufacturer meetings and training sessions, so they are kept informed of the latest “green” technology product offerings.
- Utilizing online capabilities ensures that climate-changing gases are not released into the atmosphere from automobile or air travel.
- Telecommuting keeps vehicles off the road and gives many of our employees the ability to work from off-site locations. Armed with the latest remote access technologies and unified communication devices, they have the office resources they need—without using excess natural resources.

- Green information technology is an integral part of our operations at Connection Public Sector Solutions—with virtualization and server consolidation accounting for significant energy cost savings in our data centers. In addition, we have also rolled out LCD monitors and ENERGY STAR 4.0-compliant workstations for our employees—maximizing efficiency while reducing our carbon footprint.
- E-Commerce and online purchasing options make our customers’ supply chain efforts more energy efficient and less paper dependent. We accept online and EFT payments and have moved to an online expense tracking model to eliminate waste.
- Online meeting technologies and videoconferencing decrease our travel to client and vendor offices—increasing convenience and reducing our impact on the environment.
- Our buildings employ electronic energy management systems, which allow the operation and orchestration of numerous mechanical systems as one—with the ability to program different areas of each facility. This delivers precise temperature and lighting control and minimizes energy consumption when a portion of the building is unoccupied. An air circulation system in our warehouse takes advantage of the building’s architectural features and redistributes heated air from the ceiling in the winter and cooler, floor-level air in the summer.
- Green facilities department initiatives are reducing our carbon footprint with low energy lamps, electronic ballasts, and ENERGY STAR-rated equipment. In addition, all coolants in the air conditioning and refrigeration systems are environmentally friendly. We use low-eGlass and special shading systems to control heat gain and cooling loss—and we incorporate skylights to introduce natural light into the work environment.
- Recovered rainwater is utilized in our irrigation systems, creating beautiful landscaping without putting extra demand on precious water resources.

Green Solutions for Every Layer of Our Customers’ Organizations

Connection offers green IT products and services that can help customers improve and transform their infrastructure. Customers can adapt to realize significant cost savings while making their operations easier to manage. We can help customers identify ways to lower your environmental impact—and make the best technology choices for their budget.

Green Initiatives

27. Please provide your company’s environmental policy and/or sustainability initiative.
Connection Response: Please see response to #26 above.

Vendor Certifications (if applicable)

28. 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.
Connection Response: Please reference Connection’s *Certifications and Authorizations* brochure attached in the Appendix I: Certifications section within this response.

In addition, a recently added Texas-based HUB business will be utilized when possible, for Region 10 ESC ESC member purchases. Their VID Authorization # is: 1542118178300.

➤ Today's Business Solutions (VID# 1542118178300)
 1919 Lubbock Street
 Houston, TX 77007
<http://www.tbstx.com>

References

29. 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

Contact Name and Title

City and State

Phone Number

Years Serviced

Description of Services

Annual Volume

Connection Response: Connection Public Sector Solutions offers the following references and examples of our success in providing IT products and solutions, for your review:

Reference #1

Entity Name:

City of Long Beach, CA

Contact Name and Title:

Cason Lee, Deputy Director

City and State:

Long Beach, CA

Phone Number:

562-570-5553; Email: Cason.Lee@longbeach.gov

Years Serviced:

Cason's team – 1 ½+ years to date; Water Dept – 10+ years.

Description of Services:

Provided IT related Hardware and Services.

Product Annual Volume:

Proprietary

Reference #2

Entity Name:

Texas City ISD

Contact Name and Title:

James Banks, Executive Director of Technology

City and State:

Texas City, TX

Phone Number:

281-279-0026

Years Serviced:

Approximately three (3) years

Description of Services:

Over the past 2-3 years, we have worked closely with Texas City ISD and their technology team to implement technology into the district to enhance their IT environment, making it the best it can be for their students. The largest of projects included a 1:1 initiative for their high school grade levels, 4,000 windows-based devices, including imaging and setting up dedicated VPN network to set up their Absolute Software on each device. To streamline the district's needs and for ease of use and purchasing, we have setup standards on student, teacher, and faculty devices, with the customer and the manufacturer of choice. We provide all of their licensing and software for Microsoft and Adobe, along with several other manufacturers' software.

Product Annual Volume:

Proprietary

Reference #3

Entity Name: **Yale University**
Contact Name and Title: Stephen Arnold, Strategic Procurement Professional
City and State: New Haven, CT
Phone Number: Email contact only: stephen.arnold@yale.edu
Years Served: 20 years
Description of Services: Connection is the preferred vendor for Software and Hardware needs (Mainly Lenovo / MS Surface).
Product Annual Volume: Proprietary

Reference #4

Entity Name: **Brevard County Schools**
Contact Name and Title: Chris Ault, Projects & Technology Manager
City and State: Viera, FL
Phone Number: 321-633-1000 ext. 11777
Years Served: 10 years
Description of Services: Connection is the preferred vendor to provide hardware, software, and associated services.
Product Annual Volume: Proprietary

Reference #5

Entity Name: **Edmonds School District**
Contact Name and Title: Devon Miles
City and State: Lynwood, WA
Phone Number: 425-431-7065
Years Served: 10 years
Description of Services: Connection is the preferred vendor to provide hardware, software, and associated services.
Product Annual Volume: Proprietary

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.

Connection will also offer the following added value listed below:

- **e-Procurement Sites:** Connection has the capabilities in place to support a robust order process for Region 10 members. At no additional charge, we offer secure, online, e-Commerce solution sites that are customizable for each member, using Region 10 ESC-specific pricing. Connection, along with our B2B website, can help you streamline your IT purchasing. Our B2B website helps you standardize your purchasing practices, control unauthorized spending, reduce paperwork, and increase productivity. These sites offer an efficient procurement channel with benefits that include purchasing authorization control and reporting, among many others.
- **Green Initiatives:** Connection strives to ship all products in as green a manner as possible. Recycling programs, green packaging minimization programs, and responsible materials management eliminate waste and preserve natural resources. All waste cardboard and paper are isolated and recycled—and we purchase recycled paper goods, toner cartridges, and similar consumables whenever possible. Industry standard, single wall, corrugated cardboard shipping boxes are utilized for shipping items from the TIDC. Please see our response to #26 within Appendix F: Company Profile for more details.
- **Campus Stores:** Connection Public Sector Solutions has many successful, virtual, campus stores. Virtual campus stores are customized websites offering customer-specific products and bundles and/or product catalogs with customer-specific discounts. These are offered to students and faculty, with the ability to ship to their homes. We also offer the ability to supply these campus stores with inventory for phased deployments and shipments of products, if required.
- **Employee Purchase Program** will be offered to all Region 10 ESC employees at your discounted prices.
- **Sponsorship Opportunities:** Any sponsorship opportunities brought forward to Connection Public Sector Solutions will be reviewed by our management team. Previous sponsorships have included Supplier Mixer, One-to-Many events, Golf Tournament Sponsorships, Breakout Sessions at NAEP, etc.
- **Lunch and Learns:** Connection will deliver a Catered Multi-Customer event where one or many vendor partners give presentations regarding current product and new technology.
- **Speed Training or One to Many:** Connection will deliver a set of vendor partners to detail new technology, new roadmaps, emerging technology or new offerings in 10-15 minutes. The larger group of attendees is broken down into smaller groups and after the 10-15-minute window expires, each group moves to a new vendor partner. This gives each partner a quick opportunity to update guests and the guests the option to schedule more time with the vendors of choice.
- **Vendor Fair:** Connection will deliver a Vendor Fair where the end user agency decides the attendee vendor partners or is left up to Connection to select. Connection is responsible for arranging the place, time and vendor partners to attend. This is usually a 4-6 hour window where the vendor partners have tables and agency employees are able to select the booths they would like to visit. This gives the Loyola employees the freedom to attend when their schedule allows.
- **Webinars:** Connection can deliver Webinars where we use Subject Matter Experts to deliver roadmaps, new technology, emerging technology, updates and answer questions about best practices.
- **Call Campaigns:** Connection will utilize targeted call campaigns to highlight vendor partners or innovative products.
- **Internship Opportunities:** Connection offers successful Internship Programs. We offer several corporate, on-site, full or part-time, paid internships. An example of one such program is the Business Development Manager Mentor Program. The student worker assists the Business Development Manager in servicing our customers. The student worker dedicates 20 hours per week and is paid by Connection Public Sector Solutions.

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
- DOC #10 Federal Funds Certification Form

FOR VENDORS INTENDING TO DO BUSINESS IN ARIZONA:

- DOC #11 Arizona Contractor Requirements

FOR VENDORS INTENDING TO DO BUSINESS IN NEW JERSEY:

- DOC #12 Ownership Disclosure Form
- DOC #13 Non-Collusion Affidavit
- DOC #14 Affirmative Action Affidavit
- DOC #15 Political Contribution Disclosure Form
- DOC #16 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: GovConnection, Inc.

Title of Authorized Representative: Vice President SLED Sales

Mailing Address: 732 Milford Road, Merrimack, NH 03054

Signature: *Robert A Marconi Jr*
Robert Marconi

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: GovConnection, Inc.

Title of Authorized Representative: Vice President SLED Sales

Mailing Address: 732 Milford Road, Merrimack, NH 03054

Signature: *Robert A Marconi Jr*
Robert Marconi

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.

Robert A Marconi Jr

Signature of Respondent

Robert Marconi

March 23, 2020

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.

Robert A Marconi Jr

Signature of Respondent

March 23, 2020

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 GovConnection, Inc.

ADDRESS 732 Milford Rd. Merrimack, NH 03054

PHONE 800-800-0019 Ext. 75554

FAX 603-683-1060

RESPONDANT

Robert A Marconi Jr

Signature

Robert Marconi

Printed Name

Vice President SLED Sales

Position with Company

AUTHORIZING OFFICIAL

Robert Howard

Signature

Robert Howard

Printed Name

President

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

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.**

GovConnection, Inc. d/b/a Connection Public Sector Solutions
Merrimack, NH United States

Certificate Number:
2020-590388

Date Filed:
02/20/2020

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 Education Service Center

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.

RFP #EQ-013120-01
Technology Software, Equipment, Services and Related Solutions

4	Name of Interested Party	City, State, Country (place of business)	Nature of interest (check applicable)	
			Controlling	Intermediary
	PC Connection, Inc.	Merrimack, NH United States	X	

5 Check only if there is NO Interested Party.

☐**6 UNSWORN DECLARATION**

My name is Robert Marconi, VP SLED Sales, and my date of birth is _____.

My address is 732 Milford Rd., Merrimack, NH, 03054, USA.
(street) (city) (state) (zip code) (country)

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

Executed in Hillsborough County, State of NH, on the 23rd day of March, 2020.
(month) (year)

Robert A Marconi Jr

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.)

GovConnection, Inc.	732 Milford Rd.	
Company Name	Address	
<hr/>		
Merrimack	NH	03054
City	State	Zip

DOC #10 FEDERAL FUNDS CERTIFICATION FORM

When a participating agency seeks to procure goods and services using funds under a federal grant or contract, specific federal laws, regulations, and requirements may apply in addition to those under state law. This includes, but is not limited to, the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 CFR 200 (sometimes referred to as the “Uniform Guidance” or “EDGAR” requirements). All Vendors submitting proposals must complete this Federal Funds Certification Form regarding Vendor’s willingness and ability to comply with certain requirements which may be applicable to specific participating agency purchases using federal grant funds. This completed form will be made available to participating agencies for their use while considering their purchasing options when using federal grant funds. Participating agencies may also require Vendors to enter into ancillary agreements, in addition to the contract’s general terms and conditions, to address the member’s specific contractual needs, including contract requirements for a procurement using federal grants or contracts.

For each of the items below, Vendor should certify Vendor’s agreement and ability to comply, where applicable, by having Vendor’s authorized representative complete and initial the applicable lines after each section and sign the acknowledgment at the end of this form. If a vendor fails to complete any item in this form, Region 10 ESC will consider the Vendor’s response to be that they are unable or unwilling to comply. A negative response to any of the items may, if applicable, impact the ability of a participating agency to purchase from the Vendor using federal funds.

1. Vendor Violation or Breach of Contract Terms:

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

Any Contract award will be subject to Region 10 ESC General Terms and Conditions, as well as any additional terms and conditions in any Purchase Order, participating agency ancillary contract, or Member Construction Contract agreed upon by Vendor and the participating agency which must be consistent with and protect the participating agency at least to the same extent as the Region 10 ESC Terms and Conditions.

The remedies under the Contract are in addition to any other remedies that may be available under law or in equity. By submitting a Proposal, you agree to these Vendor violation and breach of contract terms.

Does vendor agree? Ram
(Initials of Authorized Representative)

2. Termination for Cause or Convenience:

When a participating agency expends federal funds, the participating agency reserves the right to immediately terminate any agreement in excess of \$10,000 resulting from this procurement process in the event of a breach or default of the agreement by Offeror in the event Offeror fails to: (1) meet schedules, deadlines, and/or delivery dates within the time specified in the procurement solicitation, contract, and/or a purchase order; (2) make any payments owed; or (3) otherwise perform in accordance with the contract and/or the procurement solicitation. participating agency also reserves the right to terminate the contract immediately, with written notice to offeror, for convenience, if participating agency believes, in its sole discretion that it is in the best interest of participating agency to do so. Offeror will be compensated for work performed and accepted and goods accepted by participating agency as of the termination date if the contract is terminated for convenience of participating agency. Any award under this procurement process is not exclusive and participating agency reserves the right to purchase goods and services from other offerors when it is in participating agency’s best interest.

Does vendor agree? Ram
(Initials of Authorized Representative)

3. Equal Employment Opportunity:

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contracts that meet the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 CFR Part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."

The equal opportunity clause provided under 41 CFR 60-1.4(b) is hereby incorporated by reference. Vendor agrees that such provision applies to any participating agency purchase or contract that meets the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 and Vendor agrees that it shall comply with such provision.

Does vendor agree? Ram
(Initials of Authorized Representative)

4. Davis-Bacon Act:

When required by Federal program legislation, Vendor agrees that, for all participating agency prime construction contracts/purchases in excess of \$2,000, Vendor shall comply with the Davis-Bacon Act (40 USC 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, Vendor is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determinate made by the Secretary of Labor. In addition, Vendor shall pay wages not less than once a week.

Current prevailing wage determinations issued by the Department of Labor are available at www.wdol.gov. Vendor agrees that, for any purchase to which this requirement applies, the award of the purchase to the Vendor is conditioned upon Vendor's acceptance of the wage determination.

Vendor further agrees that it shall also comply with the Copeland "Anti-Kickback" Act (40 USC 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled.

Does vendor agree? Ram
(Initials of Authorized Representative)

5. Contract Work Hours and Safety Standards Act:

Where applicable, for all participating agency contracts or purchases in excess of \$100,000 that involve the employment of mechanics or laborers, Vendor agrees to comply with 40 USC 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 USC 3702 of the Act, Vendor is required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 USC 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

Does vendor agree? Ram
(Initials of Authorized Representative)

6. Right to Inventions Made Under a Contract or Agreement:

If the participating agency's Federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experimental, developmental, or research work under that "funding agreement," the recipient or subrecipient must comply with the requirements of 37 CFR Part 401, "Rights to

Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements,” and any implementing regulations issued by the awarding agency.

Vendor agrees to comply with the above requirements when applicable.

Does vendor agree? RAM
(Initials of Authorized Representative)

7. Clean Air Act and Federal Water Pollution Control Act:

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

When required, Vendor agrees to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act and the Federal Water Pollution Control Act.

Does vendor agree? RAM
(Initials of Authorized Representative)

8. Debarment and Suspension:

Debarment and Suspension (Executive Orders 12549 and 12689) – A contract award (see 2 CFR 180.220) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3CFR Part 1989 Comp. p. 235), “Debarment and Suspension.” SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549.

Vendor certifies that Vendor is not currently listed on the government-wide exclusions in SAM, is not debarred, suspended, or otherwise excluded by agencies or declared ineligible under statutory or regulatory authority other than Executive Order 12549. Vendor further agrees to immediately notify the Cooperative and all participating agencies with pending purchases or seeking to purchase from Vendor if Vendor is later listed on the government-wide exclusions in SAM, or is debarred, suspended, or otherwise excluded by agencies or declared ineligible under statutory or regulatory authority other than Executive Order 12549.

Does vendor agree? RAM
(Initials of Authorized Representative)

9. Byrd Anti-Lobbying Amendment:

Byrd Anti-Lobbying Amendment (31 USC 1352) -- Vendors that apply or bid for an award exceeding \$100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 USC 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award. As applicable, Vendor agrees to file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 USC 1352).

Does vendor agree? RAM
(Initials of Authorized Representative)

10. Procurement of Recovered Materials:

For participating agency purchases utilizing Federal funds, Vendor agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements

of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

Does vendor agree? Ram
(Initials of Authorized Representative)

11. Profit as a Separate Element of Price:

For purchases using federal funds in excess of \$150,000, a participating agency may be required to negotiate profit as a separate element of the price. See, 2 CFR 200.323(b). When required by a participating agency, Vendor agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Vendor agrees that the total price, including profit, charged by Vendor to the participating agency shall not exceed the awarded pricing, including any applicable discount, under Vendor's Cooperative Contract.

Does vendor agree? Ram
(Initials of Authorized Representative)

12. General Compliance and Cooperation with Participating Agencies:

In addition to the foregoing specific requirements, Vendor agrees, in accepting any Purchase Order from a participating agency, it shall make a good faith effort to work with participating agencies to provide such information and to satisfy such requirements as may apply to a particular participating agency purchase or purchases including, but not limited to, applicable recordkeeping and record retention requirements.

Does vendor agree? Ram
(Initials of Authorized Representative)

13. Applicability to Subcontractors

Offeror agrees that all contracts it awards pursuant to the Contract shall be bound by the foregoing terms and conditions.

Does vendor agree? Ram
(Initials of Authorized Representative)

By signature below, I certify that the information in this form is true, complete, and accurate and that I am authorized by my company to make this certification and all consents and agreements contained herein.

GovConnection, Inc.
Company Name

Robert A Marconi Jr
Signature of Authorized Company Official

Robert Marconi
Printed Name

Vice President SLED Sales
Title

March 23, 2020
Date

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.

Robert A Marconi Jr

March 23, 2020

Signature of Respondent

Date

DOC #12 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: GovConnection, Inc.

Street: 732 Milford Rd.

City, State, Zip Code: Merrimack, NH 03054

Complete as appropriate:

I _____, 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 _____, 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 Robert Marconi, an authorized representative of GovConnection, Inc., 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
<u>PC Connection, Inc.</u>	<u>730 Milford Rd. Merrimack, NH 03054</u>	<u>100%</u>

GovConnection, Inc. is a wholly owned subsidiary of PC Connection, Inc. d/b/a Connection.

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

Robert A Marconi Jr
Authorized Signature and Title

March 23, 2020
Date

DOC #13 NON-COLLUSION AFFIDAVIT

Company Name: GovConnection, Inc.

Street: 732 Milford Rd.

City, State, Zip Code: Merrimack, NH 03054

New Hampshire
State of ~~New Jersey~~

County of Hillsborough

I, Robert Marconi of the Merrimack
Name City

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

I am the Vice President SLED Sales of the firm of GovConnection, Inc.
Title Company Name

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

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

GovConnection, Inc.
Company Name

Robert A Marconi Jr
Authorized Signature & Title

Subscribed and sworn before me

this 23rd day of March, 2020

Darcy A. Mello

Notary Public of ~~New Jersey~~ New Hampshire

My commission expires June 5, 2024

SEAL



Company Name: GovConnection, Inc.

Street: 732 Milford Rd.

City, State, Zip Code: Merrimack, NH 03054

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 Attached
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 _____

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

Robert A Marconi Jr

Authorized Signature and Title

March 23, 2020

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

Certification **37806**

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-DEC-2017** to **15-DEC-2020**

GOVCONNECTION, INC. D/B/A CONNECTION PUBLIC
732 MILFORD ROAD
MERRIMACK **NH 03054**



Elizabeth Maher Muoio

ELIZABETH MAHER MUOIO
Acting 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 cursive script, reading "Heather Nebily".

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/lfnslfnmenu.shtml).

30. 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).
31. 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.
32. 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.
33. 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. 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.
34. 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.

* N.J.S.A. 19:44A-3(s): “The term “legislative leadership committee” means a committee established, authorized to be established, or designated by the President of the Senate, the Minority Leader of the

Senate, the Speaker of the General Assembly or the Minority Leader of the General Assembly pursuant to section 16 of P.L.1993, c.65 (C.19:44A-10.1) for the purpose of receiving contributions and making expenditures.”

C. 271 POLITICAL CONTRIBUTION DISCLOSURE FORM


Required Pursuant To N.J.S.A. 19:44A-20.26

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

Part I – Vendor Information

Vendor Name:	GovConnection, Inc.		
Address:	732 Milford Rd.		
City:	Merrimack	State:	NH Zip: 03054

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

	<u>Robert Marconi</u>	<u>Vice President SLED Sales</u>
Signature	Printed Name	Title

Part II – Contribution Disclosure

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

☐ Check here if disclosure is provided in electronic form.

Contributor Name	Recipient Name	Date	Dollar Amount
No Contributions have been made.			\$

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

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 A COUNTY-BASED, CUSTOMIZABLE FORM.

DOC #16 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: PC Connection, Inc. d/b/a Connection	Name:
Home Address: 732 Milford Rd. Merrimack, NH 03054	Home Address:
GovConnection, Inc. is a wholly owned subsidiary of PC Connection, Inc. d/b/a Connection	
Name:	Name:
Home Address:	Home Address:
Name:	Name:
Home Address:	Home Address:
Subscribed and sworn before me this <u>23rd</u> day of <u>March</u> , 20 <u>20</u>	
(Notary Public) <u><i>Darcy A. Mello</i></u>	<u><i>Robert A. Marconi Jr</i></u> (Affiant)
My Commission expires: 6/5/2024	<u>Robert Marconi, VP SLED Sales</u> (Print name & title of affiant)
	(Corporate Seal)



Appendix I: CERTIFICATES

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

Please also list and include copies of any certificates you hold that would show value for your response not already included above.

Connection Response: Please reference Connection's Certifications and Authorizations brochure on the following pages for more details regarding our Certifications and Authorizations.

In addition, a recently added Texas-based HUB business will be utilized when possible, for Region 10 ESC member purchases.

Their VID Authorization # is: 1542118178300.

Today's Business Solutions (VID# 1542118178300)
1919 Lubbock Street
Houston, TX 77007
<http://www.tbstx.com>

Certifications and Authorizations



Connection holds premier certifications and authorizations from leading vendors—including Cisco Gold, Hewlett Packard Enterprise Platinum, Lenovo Platinum, and Microsoft Gold. In addition, our talented engineers have acquired more than 2500+ professional certifications. These certifications allow us to offer you enterprise-class service, access to volume pricing and in-demand products, software licensing programs, and expert technical service and support.

Technical Certifications

AirWatch

- Certified Enterprise Mobility Associate
- Enterprise Mobility Sales
- SE

Apple Authorized Reseller

- Apple Certified iOS Technician (ACiT)
- Apple Certified Macintosh Technician (ACMT)
- Apple Certified Support Professional (ACSP)

Avaya Sapphire Partner

- Contact Center
- IP Office
- Scopia Endpoints
- SME Communication
- Unified Communication

Cisco Gold Certified Partner

- Advanced Collaboration Architecture Specialization
- Advanced Data Center Architecture Specialization
- Advanced Enterprise Networks Architecture Specialization
- Advanced Security Architecture Specialization
- Borderless Network Architecture Design Specialist

- Borderless Network Mobility Support Specialist
- Borderless Network Routing and Switching Support Specialist
- Borderless Network Security Support Specialist
- Cisco Certified Design Associate (CCDA)
- Cisco Certified Design Professional (CCDP)
- Cisco Certified Internetwork Expert Routing and Switching (CCIE Routing and Switching)
- Cisco Certified Internetwork Expert Voice (CCIE Voice)
- Cisco Certified Network Associate (CCNA)
 - Data Center
 - Route Switch
 - Security
 - Wireless
- Cisco Certified Network Professional
 - Data Center
 - Route Switch
- Cisco Certified Network Professional Security (CCNP Security)
- Cisco Certified Network Professional Voice (CCNP Voice)
- Cisco IP Contact Center Express Specialist
- Cisco UC on UCS Specialist
- Cisco Unity Support Specialist

Cisco Gold Certified Partner (Continued)

- Collaboration Architecture Design Specialist
- Collaboration Support Specialist
- Data Center Application Services Support Specialist
- Data Center Architecture Design Specialist
- Data Center Support for UC Specialist
- Data Center Unified Fabric Support Specialist

Citrix

- Citrix Cloud Integrated Apps and Data Suite
- Citrix Cloud Lifecycle Management
- Citrix Cloud Virtual Apps and Desktops
- Citrix Cloud Virtual Desktops
- Citrix NetScaler
- Citrix NetScaler Gateway
- Citrix NetScaler SD-WAN
- Citrix ShareFile
- Citrix Workspace Suite
- Citrix XenApp
- Citrix XenDesktop

Dell EMC Titanium Partner

- Client Data Security
- Cloud Client-Computing
- Converged Infrastructure
 - Converged Infrastructure Services–VxRail–deployment
- Core Client
- Data Protection
 - Data Protection Services–Avamar–deployment
 - Data Protection Services–Data Domain–deployment
 - Data Protection Services–RecoverPoint–deployment
 - Data Protection Services–RecoverPoint/SE–deployment
- Networking
- Server
- Storage
 - Storage Services–Isilon–deployment
 - Storage Services–SC Series–deployment
 - Storage Services–Unity–deployment
- Workstation

Hewlett Packard Enterprise Platinum

- Aruba Certified Design Experts (ACDX)
- Aruba Certified Mobility Professionals (ACMP)
- Aruba Certified Switching Professionals (ACSP)
- HPE Data Center Network Integrators (HPE ASE)
- HPE Enterprise Solutions (APS)
- HPE Enterprise Storage
- HPE FlexNetwork Integrators (HP ASE)
- HPE FlexNetwork Solutions (HPE Master ASE)

- HP Partner First Healthcare Specialist
- HPE SAN Architect (Master ASE)
- HPE Server Solutions Architects (HPE ASE)
- HPE Storage Solutions Architects (HPE Master ASE)

HP Platinum

- HP Desktop, Workstations, and Notebooks (APS)
- HP Digital Signage Solutions
- HP Flow CM
- HP HA LaserJet Solutions (APS)
- HP Imaging and Printing Solutions (APC)
- HP Partner First Healthcare Specialist
- HP Personal Systems
- HP Retail Point of Sale (ASC)

IBM Premier Business Partner

- IBM BladeCenter Certified
- IBM Midrange Storage Certified
- IBM ProFlex Certified
- IBM System X Certified

Ivanti IT Management Solutions

- Premier Status

JAMF

- Certified Computer Administrator (CCA)
- Certified Mobile Administrator (CMA)

McAfee Platinum Partner

Microsoft

- Microsoft Certified Database Administrator (MCDBA)
- Microsoft Certified IT Professional (MCITP)
- Microsoft Certified Professional (MCP)
- Microsoft Certified Solutions Developer (MCSD)
- Microsoft Certified Systems Administrator (MCSA)
- Microsoft Certified Systems Engineer (MCSE)
- Microsoft Certified Technical Professional (MCTP)
- Microsoft Endpoint Certified
- Gold Cloud Platform
- Gold Cloud Productivity
- Gold Collaboration and Content
- Gold Enterprise Mobility Management
- Gold OEM
- Gold SAM
- Gold Volume Licensing
- Silver Datacenter
- Silver Messaging
- Silver Windows and Devices

Mitel

- Contact Center Sales Certified
- Mobility Sales Certified

MobileIron

- Certified Administrator
- Certified Sales Engineer

Polycom **Platinum Partner**

- Installed Voice
- Microsoft Optimized CX Devices
- RealPresence Environments
- RealPresence Platform

Symantec **Platinum Secure One Reseller**

- Archiving and E-Discover
- Data Protection
- Encryption
- Endpoint Management
- Enterprise Security
- High Availability
- Mobility Solutions
- Storage Management

VMware **Premier Corporate Reseller**

- Business Continuity Competency
- Cloud Provider Competency
- DaaS Competency
- Desktop Virtualization Competency
- Hybrid Cloud Competency
- Management Operations Competency
- Mobility Management Competency
- Network Virtualization Competency
- Server Virtualization Competency
- Software Defined Data Center Competency
- Software Defined Storage Competency
- VMware Certified Advanced Professional
- VMware Certified Professional (VCP)
- VMware Sales Professional (VSP)
- VMware Technical Sales Professional (VTSP)

Technical Authorizations

Adobe

- Connect Pro Value Added Reseller (VAR)
- Contractual (CLP), Transactional (TLP), Enterprise (EA) and Volume Incentive Program (VIP)
- Non-Profit Licensing Reseller
- Platinum-Level Reseller
- World Wide Adobe License Center

APC

- Elite for Business Networks

Apple **Authorized Reseller**

- Authorized Service Provider

Audiocodes **Platinum Partner**

Autodesk **Volume Channel Partner (VCP)**

Avaya **Sapphire Partner**

CA **Premier Partner**

Check Point

Cisco **Specializations**

- Advanced Collaboration Architecture
- Advanced Data Center Architecture
- Advanced Enterprise Networks Architecture
- Advanced Security Architecture
- Cisco ONE–Access
- Cisco ONE–Data Center
- Cisco ONE–WAN
- Collab ELA UC WBX OnPrem TP PC
- U.S. Federal Authorization
- WebEx Telepresence Program

Citrix **Gold Solution Provider**

CompTIA

- CompTIA Network+
- CompTIA Security+
- CompTIA Server+

Dell EMC **Titanium Partner**

Google

- Google Cloud Chrome–Partner
- Google Cloud Enterprise Search–Partner
- Google for Education Chrome–Premier
- Google for Education G Suite–Premier

Hewlett Packard Enterprise **Platinum Partner**

- Aruba Certified Design Experts (ACDX)
- Aruba Certified Mobility Professionals (ACMP)
- Aruba Certified Switching Professionals (ACSP)
- HPE Authorized Business Solutions Partner (ABSP)
- HPE Data Center Network Integrators (HPE ASE)
- HPE FlexNetwork Integrators (HP ASE)
- HPE FlexNetwork Solutions (HPE Master ASE)
- HPE Enterprise Solutions
- HPE Enterprise Storage
- HPE Networking Authorized Master Partner
- HPE Server Solutions Architects (HPE ASE)
- HPE Storage Solutions Architects (HPE Master ASE)

Hitachi **Silver Partner**

HP Platinum Partner

- HP Authorized Professional Services Partner (APSP)
 - HP Authorized Support Partner (ASP)
 - HP Digital Signage Solutions
 - HP Retail Point of Sale (ASC)
 - HP Verified Online Supplies Reseller
-

IBM Premier Partner

Intel Technology Provided Platinum Partner

Lenovo Platinum Data Center Partner

Microsoft Select, Open, Charity, and Academic Volume Licensing Programs with Service and Support for Microsoft Enterprise Agreements

- Microsoft Authorized Education Partner (AEP)
 - Microsoft Cloud Services Partner (CSP Tier-1)
 - Microsoft Delivery Service Partner (DSP)
 - Microsoft Double Gold Operational Excellence Award Winner, 2017
 - Microsoft Gold Competencies
 - Azure Cloud Platform
 - Cloud Productivity Platform (Microsoft 365)
 - Collaboration and Content (SharePoint Online and SharePoint Server)
 - Datacenter (System Center, Azure, and Windows Server)
 - Enterprise Mobility Management (Intune, Azure Active Directory (AAD), Azure Rights Management (ARM), System Center Configuration Manager)
 - Messaging (Exchange Online)
 - Small and Midmarket Cloud Solutions (SMB Office 365)
 - Windows and Devices (OEM Manufacturing and Deployment for Windows 10)
 - Microsoft Licensing Solution Provider (LSP)
 - Microsoft Silver Competency
 - Communications (Skype for Business)
-

NetApp Storage Gold Partner*

Palo Alto Networks Silver Partner*

Panasonic TP3 Partner

Polycom Platinum Partner

Pure Storage Silver Partner*

Red Hat Premier Reseller

Ruckus Networks Elite Partner

Samsung National Solution Provider

- Authorized Service Provider
 - Samsung Knox Authorized Reseller
-

SAP Authorized Reseller

Symantec Platinum Secure One Reseller

- Core Security
 - Cyber Security Services
 - Information Protection
 - Threat Protection
-

Tenable Network Security Gold Partner

Toshiba Preferred Partner

Tripp Lite Premier Alliance Partner

Veeam Platinum Partner

- Veeam Certified Engineer (VMCE)
 - Veeam Sales Professional (VMSP)
 - Veeam Technical Sales Professional (VMTSP)
-

VMware Premier Corporate Reseller

Zebra (Motorola) Broadline Technology Partner/ Wireless Network Specialist

*Authorization only applicable to Connection® Enterprise Solutions

For more information about the comprehensive certifications and authorizations Connection offers, contact an Account Manager today.

Business Solutions
1.800.800.0014

Enterprise Solutions
1.800.369.1047

Public Sector Solutions
1.800.800.0019

www.connection.com/Certifications-Authorizations

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AFFIDAVIT OF AUTHORIZATION

I, Robert Marconi, Vice President SLED Sales at GovConnection, Inc. d/b/a Connection Public Sector Solutions, confirm that GovConnection, Inc. has the authority to offer all of the products offered within the Region 10 RFP for Technology Software, Equipment, Services and Related Solutions and Connection's response to the aforementioned RFP.

Robert A Marconi Jr

3/23/2020

Robert Marconi, Vice President SLED Sales

Date

Connection® Public Sector Solutions

732 Milford Road, Merrimack, NH 03054 ▪ www.connection.com/ps

Appendix J: SUPPLEMENTARY CATALOGS AND CONSUMER INFORMATION

Connection Response: Connection is proposing a discount from our standard web catalog list price. The pricing model is one that is fluid and adaptive to the market. As our list prices automatically change to meet demand in the market, account-specific pricing will also automatically change for Region 10 ESC members. This list price is available via our web site catalog located at www.connection.com/ps. We offer discounts by product category. Pricing will be dynamic and based on these publicly available list prices at the time of order. All the Region 10 ESC account-specific pricing will offer our sales team the flexibility to work with vendors and manufacturers to negotiate additional discounts when available.

The offered discount will remain firm for the term of the contract. If a percentage discount causes the sell price to fall below our standard cost, the sell price shall be adjusted and honored at Connection's standard cost. However, contract Fee's cannot be paid on purchases made at Connection's Standard cost.

Region 10 ESC's discounted pricing can be viewed at www.govconnection.com/ESC10.

Administrative Fee: Connection is proposing to offer a 2% RAF (Royalty Administrative Fee) on purchases, excluding Software, Chromebooks, Apple products and products sold at Connection's standard cost. Connection will offer a ½% RAF on all Apple products, Software and Chromebooks. These fees are to be paid to Region 10 ESC for facilitating, managing, and promoting the Region 10 ESC Contract. The fee will be calculated based on the total member spend for a given calendar quarter. The administrative fee will be paid by Connection to Region 10 ESC at the end of each month. (Note that there are restrictions on sales of Apple products to K12 institutions.) In addition, there shall be no Contract Fee's paid on purchases made at or below Connection's Standard cost.

There are no Supplementary Catalogs offered in addition to Connection's web catalog mentioned above.

Appendix K: STATE NOTICE

Pursuant to certain state notice provisions, including but not limited to Oregon Revised Statutes Chapter 279A.220, the following public agencies and political subdivisions of the referenced public agencies are eligible to register with Equalis Group and access the Vendor Contract award made pursuant to this solicitation, and hereby given notice of the foregoing Request for Proposal for purposes of complying with the procedural requirements of said statutes:

Nationwide:

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

Lists of political subdivisions and local governments in the above referenced states/districts may be found at http://www.usa.gov/Agencies/State_and_Territories.shtml and <https://www.usa.gov/local-governments>.

Certain Public Agencies and Political Subdivisions:

CITIES, TOWNS, VILLAGES AND BOROUGHS INCLUDING BUT NOT LIMITED TO:

BAKER CITY GOLF COURSE, OR
CITY OF ADAIR VILLAGE, OR
CITY OF ASHLAND, OR
CITY OF AUMSVILLE, OR
CITY OF AURORA, OR
CITY OF BAKER, OR
CITY OF BATON ROUGE, LA
CITY OF BEAVERTON, OR
CITY OF BEND, OR
CITY OF BOARDMAN, OR
CITY OF BONANAZA, OR
CITY OF BOSSIER CITY, LA
CITY OF BROOKINGS, OR
CITY OF BURNS, OR

CITY OF CANBY, OR
CITY OF CANYONVILLE, OR
CITY OF CLATSKANIE, OR
CITY OF COBURG, OR
CITY OF CONDON, OR
CITY OF COQUILLE, OR
CITY OF CORVALLI, OR
CITY OF CORVALLIS PARKS AND RECREATION DEPARTMENT, OR
CITY OF COTTAGE GROVE, OR
CITY OF DONALD, OR
CITY OF EUGENE, OR
CITY OF FOREST GROVE, OR
CITY OF GOLD HILL, OR
CITY OF GRANTS PASS, OR
CITY OF GRESHAM, OR

CITY OF HILLSBORO, OR
CITY OF INDEPENDENCE, OR
CITY AND COUNTY OF HONOLULU, HI
CITY OF KENNER, LA
CITY OF LA GRANDE, OR
CITY OF LAFAYETTE, LA
CITY OF LAKE CHARLES, OR
CITY OF LEBANON, OR
CITY OF MCMINNVILLE, OR
CITY OF MEDFORD, OR
CITY OF METAIRIE, LA
CITY OF MILL CITY, OR
CITY OF MILWAUKIE, OR
CITY OF MONROE, LA
CITY OF MOSIER, OR
CITY OF NEW ORLEANS, LA
CITY OF NORTH PLAINS, OR
CITY OF OREGON CITY, OR
CITY OF PILOT ROCK, OR
CITY OF PORTLAND, OR
CITY OF POWERS, OR
CITY OF PRINEVILLE, OR
CITY OF REDMOND, OR
CITY OF REEDSPORT, OR
CITY OF RIDDLE, OR
CITY OF ROGUE RIVER, OR
CITY OF ROSEBURG, OR
CITY OF SALEM, OR
CITY OF SANDY, OR
CITY OF SCAPPOOSE, OR
CITY OF SHADY COVE, OR
CITY OF SHERWOOD, OR
CITY OF SHREVEPORT, LA
CITY OF SILVERTON, OR
CITY OF SPRINGFIELD, OR
CITY OF ST. HELENS, OR
CITY OF ST. PAUL, OR
CITY OF SULPHUR, LA
CITY OF TIGARD, OR
CITY OF TROUTDALE, OR
CITY OF TUALATIN, OR
CITY OF WALKER, LA
CITY OF WARRENTON, OR
CITY OF WEST LINN, OR
CITY OF WILSONVILLE, OR
CITY OF WINSTON, OR
CITY OF WOODBURN, OR
LEAGUE OF OREGON CITIES
THE CITY OF HAPPY VALLEY OREGON
ALPINE, UT
ALTA, UT
ALTAMONT, UT
ALTON, UT
AMALGA, UT
AMERICAN FORK CITY, UT
ANNABELLA, UT
ANTIMONY, UT
APPLE VALLEY, UT
AURORA, UT
BALLARD, UT

BEAR RIVER CITY, UT
BEAVER, UT
BICKNELL, UT
BIG WATER, UT
BLANDING, UT
BLUFFDALE, UT
BOULDER, UT
CITY OF BOUNTIFUL, UT
BRIAN HEAD, UT
BRIGHAM CITY CORPORATION, UT
BRYCE CANYON CITY, UT
CANNONVILLE, UT
CASTLE DALE, UT
CASTLE VALLEY, UT
CITY OF CEDAR CITY, UT
CEDAR FORT, UT
CITY OF CEDAR HILLS, UT
CENTERFIELD, UT
CENTERVILLE CITY CORPORATION, UT
CENTRAL VALLEY, UT
CHARLESTON, UT
CIRCLEVILLE, UT
CLARKSTON, UT
CLAWSON, UT
CLEARFIELD, UT
CLEVELAND, UT
CLINTON CITY CORPORATION, UT
COALVILLE, UT
CORINNE, UT
CORNISH, UT
COTTONWOOD HEIGHTS, UT
DANIEL, UT
DELTA, UT
DEWEYVILLE, UT
DRAPER CITY, UT
DUCHESNE, UT
EAGLE MOUNTAIN, UT
EAST CARBON, UT
ELK RIDGE, UT
ELMO, UT
ELSINORE, UT
ELWOOD, UT
EMERY, UT
ENOCH, UT
ENTERPRISE, UT
EPHRAIM, UT
ESCALANTE, UT
EUREKA, UT
FAIRFIELD, UT
FAIRVIEW, UT
FARMINGTON, UT
FARR WEST, UT
FAYETTE, UT
FERRON, UT
FIELDING, UT
FILLMORE, UT
FOUNTAIN GREEN, UT
FRANCIS, UT
FRUIT HEIGHTS, UT
GARDEN CITY, UT

GARLAND, UT
GENOLA, UT
GLENDALE, UT
GLENWOOD, UT
GOSHEN, UT
GRANTSVILLE, UT
GREEN RIVER, UT
GUNNISON, UT
HANKSVILLE, UT
HARRISVILLE, UT
HATCH, UT
HEBER CITY CORPORATION, UT
HELPER, UT
HENEFER, UT
HENRIEVILLE, UT
HERRIMAN, UT
HIDEOUT, UT
HIGHLAND, UT
HILDALE, UT
HINCKLEY, UT
HOLDEN, UT
HOLLADAY, UT
HONEYVILLE, UT
HOOPER, UT
HOWELL, UT
HUNTINGTON, UT
HUNTSVILLE, UT
CITY OF HURRICANE, UT
HYDE PARK, UT
HYRUM, UT
INDEPENDENCE, UT
IVINS, UT
JOSEPH, UT
JUNCTION, UT
KAMAS, UT
KANAB, UT
KANARRAVILLE, UT
KANOSH, UT
KAYSVILLE, UT
KINGSTON, UT
KOOSHAREM, UT
LAKETOWN, UT
LA VERKIN, UT
LAYTON, UT
LEAMINGTON, UT
LEEDS, UT
LEHI CITY CORPORATION, UT
LEVAN, UT
LEWISTON, UT
LINDON, UT
LOA, UT
LOGAN CITY, UT
LYMAN, UT
LYNN DYLL, UT
MANILA, UT
MANTI, UT
MANTUA, UT
MAPLETON, UT
MARRIOTT-SLATERVILLE, UT
MARYSVALE, UT

MAYFIELD, UT
MEADOW, UT
MENDON, UT
MIDVALE CITY INC., UT
MIDWAY, UT
MILFORD, UT
MILLVILLE, UT
MINERSVILLE, UT
MOAB, UT
MONA, UT
MONROE, UT
CITY OF MONTICELLO, UT
MORGAN, UT
MORONI, UT
MOUNT PLEASANT, UT
MURRAY CITY CORPORATION, UT
MYTON, UT
NAPLES, UT
NEPHI, UT
NEW HARMONY, UT
NEWTON, UT
NIBLEY, UT
NORTH LOGAN, UT
NORTH OGDEN, UT
NORTH SALT LAKE CITY, UT
OAK CITY, UT
OAKLEY, UT
OGDEN CITY CORPORATION, UT
OPHIR, UT
ORANGEVILLE, UT
ORDERVILLE, UT
OREM, UT
PANGUITCH, UT
PARADISE, UT
PARAGONAH, UT
PARK CITY, UT
PAROWAN, UT
PAYSON, UT
PERRY, UT
PLAIN CITY, UT
PLEASANT GROVE CITY, UT
PLEASANT VIEW, UT
PLYMOUTH, UT
PORTAGE, UT
PRICE, UT
PROVIDENCE, UT
PROVO, UT
RANDOLPH, UT
REDMOND, UT
RICHFIELD, UT
RICHMOND, UT
RIVERDALE, UT
RIVER HEIGHTS, UT
RIVERTON CITY, UT
ROCKVILLE, UT
ROCKY RIDGE, UT
ROOSEVELT CITY CORPORATION, UT
ROY, UT
RUSH VALLEY, UT
CITY OF ST. GEORGE, UT

SALEM, UT
SALINA, UT
SALT LAKE CITY CORPORATION, UT
SANDY, UT
SANTA CLARA, UT
SANTAQUIN, UT
SARATOGA SPRINGS, UT
SCIPIO, UT
SCOFIELD, UT
SIGURD, UT
SMITHFIELD, UT
SNOWVILLE, UT
CITY OF SOUTH JORDAN, UT
SOUTH OGDEN, UT
CITY OF SOUTH SALT LAKE, UT
SOUTH WEBER, UT
SPANISH FORK, UT
SPRING CITY, UT
SPRINGDALE, UT
SPRINGVILLE, UT
STERLING, UT
STOCKTON, UT
SUNNYSIDE, UT
SUNSET CITY CORP, UT
SYRACUSE, UT
TABIONA, UT
CITY OF TAYLORSVILLE, UT
TOOELE CITY CORPORATION, UT
TOQUERVILLE, UT
TORREY, UT
TREMONTON CITY, UT
TRENTON, UT
TROPIC, UT
UINTAH, UT
VERNAL CITY, UT
VERNON, UT
VINEYARD, UT
VIRGIN, UT
WALES, UT
WALLSBURG, UT
WASHINGTON CITY, UT
WASHINGTON TERRACE, UT
WELLINGTON, UT
WELLSVILLE, UT
WENDOVER, UT
WEST BOUNTIFUL, UT
WEST HAVEN, UT
WEST JORDAN, UT
WEST POINT, UT
WEST VALLEY CITY, UT
WILLARD, UT
WOODLAND HILLS, UT
WOODRUFF, UT
WOODS CROSS, UT

COUNTIES AND PARISHES INCLUDING BUT NOT LIMITED TO:

ASCENSION PARISH, LA
ASCENSION PARISH, LA, CLEAR OF COURT
CADDO PARISH, LA
CALCASIEU PARISH, LA

CALCASIEU PARISH SHERIFF'S OFFICE, LA
CITY AND COUNTY OF HONOLULU, HI
CLACKAMAS COUNTY, OR
CLACKAMAS COUNTY DEPT OF TRANSPORTATION, OR
CLATSOP COUNTY, OR
COLUMBIA COUNTY, OR
COOS COUNTY, OR
COOS COUNTY HIGHWAY DEPARTMENT, OR
COUNTY OF HAWAII, OR
CROOK COUNTY, OR
CROOK COUNTY ROAD DEPARTMENT, OR
CURRY COUNTY, OR
DESCHUTES COUNTY, OR
DOUGLAS COUNTY, OR
EAST BATON ROUGE PARISH, LA
GILLIAM COUNTY, OR
GRANT COUNTY, OR
HARNEY COUNTY, OR
HARNEY COUNTY SHERIFFS OFFICE, OR
HAWAII COUNTY, HI
HOOD RIVER COUNTY, OR
JACKSON COUNTY, OR
JEFFERSON COUNTY, OR
JEFFERSON PARISH, LA
JOSEPHINE COUNTY GOVERNMENT, OR
LAFAYETTE CONSOLIDATED GOVERNMENT, LA
LAFAYETTE PARISH, LA
LAFAYETTE PARISH CONVENTION & VISITORS COMMISSION
LAFOURCHE PARISH, LA
KAUAI COUNTY, HI
KLAMATH COUNTY, OR
LAKE COUNTY, OR
LANE COUNTY, OR
LINCOLN COUNTY, OR
LINN COUNTY, OR
LIVINGSTON PARISH, LA
MALHEUR COUNTY, OR
MAUI COUNTY, HI
MARION COUNTY, SALEM, OR
MORROW COUNTY, OR
MULTNOMAH COUNTY, OR
MULTNOMAH COUNTY BUSINESS AND COMMUNITY SERVICES, OR
MULTNOMAH COUNTY SHERIFFS OFFICE, OR
MULTNOMAH LAW LIBRARY, OR
ORLEANS PARISH, LA
PLAQUEMINES PARISH, LA
POLK COUNTY, OR
RAPIDES PARISH, LA
SAINT CHARLES PARISH, LA
SAINT CHARLES PARISH PUBLIC SCHOOLS, LA
SAINT LANDRY PARISH, LA
SAINT TAMMANY PARISH, LA
SHERMAN COUNTY, OR
TERREBONNE PARISH, LA
TILLAMOOK COUNTY, OR
TILLAMOOK COUNTY SHERIFF'S OFFICE, OR
TILLAMOOK COUNTY GENERAL HOSPITAL, OR
UMATILLA COUNTY, OR
UNION COUNTY, OR

WALLOWA COUNTY, OR
 WASCO COUNTY, OR
 WASHINGTON COUNTY, OR
 WEST BATON ROUGE PARISH, LA
 WHEELER COUNTY, OR
 YAMHILL COUNTY, OR
 COUNTY OF BOX ELDER, UT
 COUNTY OF CACHE, UT
 COUNTY OF RICH, UT
 COUNTY OF WEBER, UT
 COUNTY OF MORGAN, UT
 COUNTY OF DAVIS, UT
 COUNTY OF SUMMIT, UT
 COUNTY OF DAGGETT, UT
 COUNTY OF SALT LAKE, UT
 COUNTY OF TOOELE, UT
 COUNTY OF UTAH, UT
 COUNTY OF WASATCH, UT
 COUNTY OF DUCHESNE, UT
 COUNTY OF Uintah, UT
 COUNTY OF CARBON, UT
 COUNTY OF SANPETE, UT
 COUNTY OF JUAB, UT
 COUNTY OF MILLARD, UT
 COUNTY OF SEVIER, UT
 COUNTY OF EMERY, UT
 COUNTY OF GRAND, UT
 COUNTY OF BEVER, UT
 COUNTY OF PIUTE, UT
 COUNTY OF WAYNE, UT
 COUNTY OF SAN JUAN, UT
 COUNTY OF GARFIELD, UT
 COUNTY OF KANE, UT
 COUNTY OF IRON, UT
 COUNTY OF WASHINGTON, UT

OTHER AGENCIES INCLUDING ASSOCIATIONS, BOARDS, DISTRICTS, COMMISSIONS, COUNCILS, PUBLIC CORPORATIONS, PUBLIC DEVELOPMENT AUTHORITIES, RESERVATIONS AND UTILITIES INCLUDING BUT NOT LIMITED TO:

BANKS FIRE DISTRICT, OR
 BATON ROUGE WATER COMPANY
 BEND METRO PARK AND RECREATION DISTRICT
 BIENVILLE PARISH FIRE PROTECTION DISTRICT 6, LA
 BOARDMAN PARK AND RECREATION DISTRICT
 CENTRAL CITY ECONOMIC OPPORTUNITY CORP, LA
 CENTRAL OREGON INTERGOVERNMENTAL COUNCIL
 CITY OF BOGALUSA SCHOOL BOARD, LA
 CLACKAMAS RIVER WATER
 CLATSKANIE PEOPLE'S UTILITY DISTRICT
 CLEAN WATER SERVICES
 CONFEDERATED TRIBES OF THE UMATILLA INDIAN RESERVATION
 COOS FOREST PROTECTIVE ASSOCIATION
 CHEHALEM PARK AND RECREATION DISTRICT
 DAVID CROCKETT STEAM FIRE COMPANY #1, LA
 EUGENE WATER AND ELECTRIC BOARD
 HONOLULU INTERNATIONAL AIRPORT
 HOODLAND FIRE DISTRICT #74

HOUSING AUTHORITY OF PORTLAND
 ILLINOIS VALLEY FIRE DISTRICT
 LAFAYETTE AIRPORT COMMISSION, LA
 LAFORCHE PARISH HEALTH UNIT – DHH-OPH REGION 3
 LOUISIANA PUBLIC SERVICE COMMISSION, LA
 LOUISIANA WATER WORKS
 MEDFORD WATER COMMISSION
 MELHEUR COUNTY JAIL, OR
 METRO REGIONAL GOVERNMENT
 METRO REGIONAL PARKS
 METROPOLITAN EXPOSITION RECREATION COMMISSION
 METROPOLITAN SERVICE DISTRICT (METRO)
 MULTNOMAH EDUCATION SERVICE DISTRICT
 NEW ORLEANS REDEVELOPMENT AUTHORITY, LA
 NORTHEAST OREGON HOUSING AUTHORITY, OR
 PORT OF BRANDON, OR
 PORT OF MORGAN CITY, LA
 PORTLAND DEVELOPMENT COMMISSION, OR
 PORTLAND FIRE AND RESCUE
 PORTLAND HOUSING CENTER, OR
 OREGON COAST COMMUNITY ACTION
 OREGON HOUSING AND COMMUNITY SERVICES
 OREGON LEGISLATIVE ADMINISTRATION
 ROGUE VALLEY SEWER, OR
 SAINT LANDRY PARISH TOURIST COMMISSION
 SAINT MARY PARISH REC DISTRICT 2
 SAINT MARY PARISH REC DISTRICT 3
 SAINT TAMMANY FIRE DISTRICT 4, LA
 SALEM MASS TRANSIT DISTRICT
 SEWERAGE AND WATER BOARD OF NEW ORLEANS, LA
 SOUTH LAFORCHE LEVEE DISTRICT, LA
 TRI-COUNTY METROPOLITAN TRANSPORTATION DISTRICT OF OREGON
 TUALATIN HILLS PARK & RECREATION DISTRICT
 TUALATIN VALLEY FIRE & RESCUE
 TUALATIN VALLEY WATER DISTRICT
 WILLAMALANE PARK AND RECREATION DISTRICT
 WILLAMETTE HUMANE SOCIETY

K-12 INCLUDING BUT NOT LIMITED TO:

ACADIA PARISH SCHOOL BOARD
 BEAVERTON SCHOOL DISTRICT
 BEND-LA PINE SCHOOL DISTRICT
 BOGALUSA HIGH SCHOOL, LA
 BOSSIER PARISH SCHOOL BOARD
 BROOKING HARBOR SCHOOL DISTRICT
 CADDO PARISH SCHOOL DISTRICT
 CALCASIEU PARISH SCHOOL DISTRICT
 CANBY SCHOOL DISTRICT
 CANYONVILLE CHRISTIAN ACADEMY
 CASCADE SCHOOL DISTRICT
 CASCADES ACADEMY OF CENTRAL OREGON
 CENTENNIAL SCHOOL DISTRICT
 CENTRAL CATHOLIC HIGH SCHOOL
 CENTRAL POINT SCHOOL DISTRICT NO.6
 CENTRAL SCHOOL DISTRICT 13J
 COOS BAY SCHOOL DISTRICT NO.9
 CORVALLIS SCHOOL DISTRICT 509J
 COUNTY OF YAMHILL SCHOOL DISTRICT 29

CULVER SCHOOL DISTRICT
 DALLAS SCHOOL DISTRICT NO.2
 DAVID DOUGLAS SCHOOL DISTRICT
 DAYTON SCHOOL DISTRICT NO.8
 DE LA SALLE N CATHOLIC HS
 DESCHUTES COUNTY SCHOOL DISTRICT NO.6
 DOUGLAS EDUCATIONAL DISTRICT SERVICE
 DUFUR SCHOOL DISTRICT NO.29
 EAST BATON ROUGE PARISH SCHOOL DISTRICT
 ESTACADA SCHOOL DISTRICT NO.10B
 FOREST GROVE SCHOOL DISTRICT
 GEORGE MIDDLE SCHOOL
 GLADSTONE SCHOOL DISTRICT
 GRANTS PASS SCHOOL DISTRICT 7
 GREATER ALBANY PUBLIC SCHOOL DISTRICT
 GRESHAM BARLOW JOINT SCHOOL DISTRICT
 HEAD START OF LANE COUNTY
 HIGH DESERT EDUCATION SERVICE DISTRICT
 HILLSBORO SCHOOL DISTRICT
 HOOD RIVER COUNTY SCHOOL DISTRICT
 JACKSON CO SCHOOL DIST NO.9
 JEFFERSON COUNTY SCHOOL DISTRICT 509-J
 JEFFERSON PARISH SCHOOL DISTRICT
 JEFFERSON SCHOOL DISTRICT
 JUNCTION CITY SCHOOLS, OR
 KLAMATH COUNTY SCHOOL DISTRICT
 KLAMATH FALLS CITY SCHOOLS
 LAFAYETTE PARISH SCHOOL DISTRICT
 LAKE OSWEGO SCHOOL DISTRICT 7J
 LANE COUNTY SCHOOL DISTRICT 4J
 LINCOLN COUNTY SCHOOL DISTRICT
 LINN CO. SCHOOL DIST. 95C
 LIVINGSTON PARISH SCHOOL DISTRICT
 LOST RIVER JR/SR HIGH SCHOOL
 LOWELL SCHOOL DISTRICT NO.71
 MARION COUNTY SCHOOL DISTRICT
 MARION COUNTY SCHOOL DISTRICT 103
 MARIST HIGH SCHOOL, OR
 MCMINNVILLE SCHOOL DISTRICT NOAO
 MEDFORD SCHOOL DISTRICT 549C
 MITCH CHARTER SCHOOL
 MONROE SCHOOL DISTRICT NO.1J
 MORROW COUNTY SCHOOL DIST, OR
 MULTNOMAH EDUCATION SERVICE DISTRICT
 MULTISENSORY LEARNING ACADEMY
 MYRTLE PINT SCHOOL DISTRICT 41
 NEAH-KAH-NIE DISTRICT NO.56
 NEWBERG PUBLIC SCHOOLS
 NESTUCCA VALLEY SCHOOL DISTRICT NO.101
 NOBEL LEARNING COMMUNITIES
 NORTH BEND SCHOOL DISTRICT 13
 NORTH CLACKAMAS SCHOOL DISTRICT
 NORTH DOUGLAS SCHOOL DISTRICT
 NORTH WASCO CITY SCHOOL DISTRICT 21
 NORTHWEST REGIONAL EDUCATION SERVICE DISTRICT
 ONTARIO MIDDLE SCHOOL
 OREGON TRAIL SCHOOL DISTRICT NOA6
 ORLEANS PARISH SCHOOL DISTRICT
 PHOENIX-TALENT SCHOOL DISTRICT NOA
 PLEASANT HILL SCHOOL DISTRICT

PORTLAND JEWISH ACADEMY
 PORTLAND PUBLIC SCHOOLS
 RAPIDES PARISH SCHOOL DISTRICT
 REDMOND SCHOOL DISTRICT
 REYNOLDS SCHOOL DISTRICT
 ROGUE RIVER SCHOOL DISTRICT
 ROSEBURG PUBLIC SCHOOLS
 SCAPPOOSE SCHOOL DISTRICT 1J
 SAINT TAMMANY PARISH SCHOOL BOARD, LA
 SEASIDE SCHOOL DISTRICT 10
 SHERWOOD SCHOOL DISTRICT 88J
 SILVER FALLS SCHOOL DISTRICT 4J
 SOUTH LANE SCHOOL DISTRICT 45J3
 SOUTHERN OREGON EDUCATION SERVICE DISTRICT
 SPRINGFIELD PUBLIC SCHOOLS
 SUTHERLIN SCHOOL DISTRICT
 SWEET HOME SCHOOL DISTRICT NO.55
 TERREBONNE PARISH SCHOOL DISTRICT
 THE CATLIN GABEL SCHOOL
 TIGARD-TUALATIN SCHOOL DISTRICT
 UMATILLA MORROW ESD
 WEST LINN WILSONVILLE SCHOOL DISTRICT
 WILLAMETTE EDUCATION SERVICE DISTRICT
 WOODBURN SCHOOL DISTRICT
 YONCALLA SCHOOL DISTRICT
 ACADEMY FOR MATH ENGINEERING & SCIENCE (AMES), UT
 ALIANZA ACADEMY, UT
 ALPINE DISTRICT, UT
 AMERICAN LEADERSHIP ACADEMY, UT
 AMERICAN PREPARATORY ACADEMY, UT
 BAER CANYON HIGH SCHOOL FOR SPORTS & MEDICAL
 SCIENCES, UT
 BEAR RIVER CHARTER SCHOOL, UT
 BEAVER SCHOOL DISTRICT, UT
 BEEHIVE SCIENCE & TECHNOLOGY ACADEMY (BSTA), UT
 BOX ELDER SCHOOL DISTRICT, UT
 CBA CENTER, UT
 CACHE SCHOOL DISTRICT, UT
 CANYON RIM ACADEMY, UT
 CANYONS DISTRICT, UT
 CARBON SCHOOL DISTRICT, UT
 CHANNING HALL, UT
 CHARTER SCHOOL LEWIS ACADEMY, UT
 CITY ACADEMY, UT
 DAGGETT SCHOOL DISTRICT, UT
 DAVINCI ACADEMY, UT
 DAVIS DISTRICT, UT
 DUAL IMMERSION ACADEMY, UT
 DUCHESNE SCHOOL DISTRICT, UT
 EARLY LIGHT ACADEMY AT DAYBREAK, UT
 EAST HOLLYWOOD HIGH, UT
 EDITH BOWEN LABORATORY SCHOOL, UT
 EMERSON ALCOTT ACADEMY, UT
 EMERY SCHOOL DISTRICT, UT
 ENTHEOS ACADEMY, UT
 EXCELSIOR ACADEMY, UT
 FAST FORWARD HIGH, UT
 FREEDOM ACADEMY, UT
 GARFIELD SCHOOL DISTRICT, UT
 GATEWAY PREPARATORY ACADEMY, UT

GEORGE WASHINGTON ACADEMY, UT
 GOOD FOUNDATION ACADEMY, UT
 GRAND SCHOOL DISTRICT, UT
 GRANITE DISTRICT, UT
 GUADALUPE SCHOOL, UT
 HAWTHORN ACADEMY, UT
 INTECH COLLEGIATE HIGH SCHOOL, UT
 IRON SCHOOL DISTRICT, UT
 ITINERIS EARLY COLLEGE HIGH, UT
 JOHN HANCOCK CHARTER SCHOOL, UT
 JORDAN DISTRICT, UT
 JUAB SCHOOL DISTRICT, UT
 KANE SCHOOL DISTRICT, UT
 KARL G MAESER PREPARATORY ACADEMY, UT
 LAKEVIEW ACADEMY, UT
 LEGACY PREPARATORY ACADEMY, UT
 LIBERTY ACADEMY, UT
 LINCOLN ACADEMY, UT
 LOGAN SCHOOL DISTRICT, UT
 MARIA MONTESSORI ACADEMY, UT
 MERIT COLLEGE PREPARATORY ACADEMY, UT
 MILLARD SCHOOL DISTRICT, UT
 MOAB CHARTER SCHOOL, UT
 MONTICELLO ACADEMY, UT
 MORGAN SCHOOL DISTRICT, UT
 MOUNTAINVILLE ACADEMY, UT
 MURRAY SCHOOL DISTRICT, UT
 NAVIGATOR POINTE ACADEMY, UT
 NEBO SCHOOL DISTRICT, UT
 NO UT ACAD FOR MATH ENGINEERING & SCIENCE (NUAMES), UT
 NOAH WEBSTER ACADEMY, UT
 NORTH DAVIS PREPARATORY ACADEMY, UT
 NORTH SANPETE SCHOOL DISTRICT, UT
 NORTH STAR ACADEMY, UT
 NORTH SUMMIT SCHOOL DISTRICT, UT
 ODYSSEY CHARTER SCHOOL, UT
 OGDEN PREPARATORY ACADEMY, UT
 OGDEN SCHOOL DISTRICT, UT
 OPEN CLASSROOM, UT
 OPEN HIGH SCHOOL OF UTAH, UT
 OQUIRRH MOUNTAIN CHARTER SCHOOL, UT
 PARADIGM HIGH SCHOOL, UT
 PARK CITY SCHOOL DISTRICT, UT
 PINNACLE CANYON ACADEMY, UT
 PIUTE SCHOOL DISTRICT, UT
 PROVIDENCE HALL, UT
 PROVO SCHOOL DISTRICT, UT
 QUAIL RUN PRIMARY SCHOOL, UT
 QUEST ACADEMY, UT
 RANCHES ACADEMY, UT
 REAGAN ACADEMY, UT
 RENAISSANCE ACADEMY, UT
 RICH SCHOOL DISTRICT, UT
 ROCKWELL CHARTER HIGH SCHOOL, UT
 SALT LAKE ARTS ACADEMY, UT
 SALT LAKE CENTER FOR SCIENCE EDUCATION, UT
 SALT LAKE SCHOOL DISTRICT, UT
 SALT LAKE SCHOOL FOR THE PERFORMING ARTS, UT
 SAN JUAN SCHOOL DISTRICT, UT

SEVIER SCHOOL DISTRICT, UT
 SOLDIER HOLLOW CHARTER SCHOOL, UT
 SOUTH SANPETE SCHOOL DISTRICT, UT
 SOUTH SUMMIT SCHOOL DISTRICT, UT
 SPECTRUM ACADEMY, UT
 SUCCESS ACADEMY, UT
 SUCCESS SCHOOL, UT
 SUMMIT ACADEMY, UT
 SUMMIT ACADEMY HIGH SCHOOL, UT
 SYRACUSE ARTS ACADEMY, UT
 THOMAS EDISON - NORTH, UT
 TIMPANOGOS ACADEMY, UT
 TINTIC SCHOOL DISTRICT, UT
 TOOELE SCHOOL DISTRICT, UT
 TUACAHN HIGH SCHOOL FOR THE PERFORMING ARTS, UT
 UINTAH RIVER HIGH, UT
 UINTAH SCHOOL DISTRICT, UT
 UTAH CONNECTIONS ACADEMY, UT
 UTAH COUNTY ACADEMY OF SCIENCE, UT
 UTAH ELECTRONIC HIGH SCHOOL, UT
 UTAH SCHOOLS FOR DEAF & BLIND, UT
 UTAH STATE OFFICE OF EDUCATION, UT
 UTAH VIRTUAL ACADEMY, UT
 VENTURE ACADEMY, UT
 VISTA AT ENTRADA SCHOOL OF PERFORMING ARTS AND TECHNOLOGY, UT
 WALDEN SCHOOL OF LIBERAL ARTS, UT
 WASATCH PEAK ACADEMY, UT
 WASATCH SCHOOL DISTRICT, UT
 WASHINGTON SCHOOL DISTRICT, UT
 WAYNE SCHOOL DISTRICT, UT
 WEBER SCHOOL DISTRICT, UT
 WEILENMANN SCHOOL OF DISCOVERY, UT

HIGHER EDUCATION

ARGOSY UNIVERSITY
 BATON ROUGE COMMUNITY COLLEGE, LA
 BIRTHINGWAY COLLEGE OF MIDWIFERY
 BLUE MOUNTAIN COMMUNITY COLLEGE
 BRIGHAM YOUNG UNIVERSITY - HAWAII
 CENTRAL OREGON COMMUNITY COLLEGE
 CENTENARY COLLEGE OF LOUISIANA
 CHEMEKETA COMMUNITY COLLEGE
 CLACKAMAS COMMUNITY COLLEGE
 COLLEGE OF THE MARSHALL ISLANDS
 COLUMBIA GORGE COMMUNITY COLLEGE
 CONCORDIA UNIVERSITY
 GEORGE FOX UNIVERSITY
 KLAMATH COMMUNITY COLLEGE DISTRICT
 LANE COMMUNITY COLLEGE
 LEWIS AND CLARK COLLEGE
 LINFIELD COLLEGE
 LINN-BENTON COMMUNITY COLLEGE
 LOUISIANA COLLEGE, LA
 LOUISIANA STATE UNIVERSITY
 LOUISIANA STATE UNIVERSITY HEALTH SERVICES
 MARYLHURST UNIVERSITY
 MT. HOOD COMMUNITY COLLEGE
 MULTNOMAH BIBLE COLLEGE
 NATIONAL COLLEGE OF NATURAL MEDICINE

NORTHWEST CHRISTIAN COLLEGE
 OREGON HEALTH AND SCIENCE UNIVERSITY
 OREGON INSTITUTE OF TECHNOLOGY
 OREGON STATE UNIVERSITY
 OREGON UNIVERSITY SYSTEM
 PACIFIC UNIVERSITY
 PIONEER PACIFIC COLLEGE
 PORTLAND COMMUNITY COLLEGE
 PORTLAND STATE UNIVERSITY
 REED COLLEGE
 RESEARCH CORPORATION OF THE UNIVERSITY OF HAWAII
 ROGUE COMMUNITY COLLEGE
 SOUTHEASTERN LOUISIANA UNIVERSITY
 SOUTHERN OREGON UNIVERSITY (OREGON UNIVERSITY
 SYSTEM)
 SOUTHWESTERN OREGON COMMUNITY COLLEGE
 TULANE UNIVERSITY
 TILLAMOOK BAY COMMUNITY COLLEGE
 UMPQUA COMMUNITY COLLEGE
 UNIVERSITY OF HAWAII BOARD OF REGENTS
 UNIVERSITY OF HAWAII-HONOLULU COMMUNITY COLLEGE
 UNIVERSITY OF OREGON-GRADUATE SCHOOL
 UNIVERSITY OF PORTLAND
 UNIVERSITY OF NEW ORLEANS
 WESTERN OREGON UNIVERSITY
 WESTERN STATES CHIROPRACTIC COLLEGE
 WILLAMETTE UNIVERSITY
 XAVIER UNIVERSITY
 UTAH SYSTEM OF HIGHER EDUCATION, UT
 UNIVERSITY OF UTAH, UT
 UTAH STATE UNIVERSITY, UT
 WEBER STATE UNIVERSITY, UT
 SOUTHERN UTAH UNIVERSITY, UT
 SNOW COLLEGE, UT
 DIXIE STATE COLLEGE, UT
 COLLEGE OF EASTERN UTAH, UT
 UTAH VALLEY UNIVERSITY, UT
 SALT LAKE COMMUNITY COLLEGE, UT
 UTAH COLLEGE OF APPLIED TECHNOLOGY, UT

STATE AGENCIES

ADMIN. SERVICES OFFICE
 BOARD OF MEDICAL EXAMINERS
 HAWAII CHILD SUPPORT ENFORCEMENT AGENCY
 HAWAII DEPARTMENT OF TRANSPORTATION
 HAWAII HEALTH SYSTEMS CORPORATION
 OFFICE OF MEDICAL ASSISTANCE PROGRAMS
 OFFICE OF THE STATE TREASURER
 OREGON BOARD OF ARCHITECTS
 OREGON CHILD DEVELOPMENT COALITION
 OREGON DEPARTMENT OF EDUCATION
 OREGON DEPARTMENT OF FORESTRY
 OREGON DEPT OF TRANSPORTATION
 OREGON DEPT. OF EDUCATION
 OREGON LOTTERY
 OREGON OFFICE OF ENERGY
 OREGON STATE BOARD OF NURSING
 OREGON STATE DEPT OF CORRECTIONS
 OREGON STATE POLICE
 OREGON TOURISM COMMISSION

OREGON TRAVEL INFORMATION COUNCIL
 SANTIAM CANYON COMMUNICATION CENTER
 SEIU LOCAL 503, OPEU
 SOH- JUDICIARY CONTRACTS AND PURCH
 STATE DEPARTMENT OF DEFENSE, STATE OF HAWAII
 STATE OF HAWAII
 STATE OF HAWAII, DEPT. OF EDUCATION
 STATE OF LOUISIANA
 STATE OF LOUISIANA DEPT. OF EDUCATION
 STATE OF LOUISIANA, 26TH JUDICIAL DISTRICT ATTORNEY
 STATE OF UTAH

Connection Public Sector Solutions' Additional Qualifications and Capabilities

Product Selection

Connection offers more than 300,000 products—the broadest suite of IT solutions—from all major industry manufacturers.



Computing

Chrome

Acer
ASUS
Dell EMC
Google
HP
Lenovo
Samsung

Desktops

Acer
Apple
ASUS
Dell EMC
HP
Lenovo
MSI

Handhelds

ASUS
HP
Palm
Samsung
Zebra

Notebooks

Acer
Apple
ASUS
Dell EMC

Fujitsu
Google
HP
Lenovo
Microsoft Surface
MSI
Panasonic
Samsung
Toshiba

Servers

Acer
Apple
Cisco
Dell EMC
Fujitsu
Hewlett Packard Enterprise
IBM
Intel
Lenovo
Supermicro

Server Hard Drives

Axiom
Cisco
Dell EMC
Hewlett Packard Enterprise
Hitachi
IBM
Intel
Lenovo

Seagate
Western Digital

Server Memory

Axiom
Cisco
Dell EMC
EDGE Memory
Hewlett Packard Enterprise
IBM
Kingston Technology
Lenovo
Micron

Tablets

Acer
Apple
Cisco
Fujitsu
HP
Lenovo
Motion
Samsung
Toshiba
Xplore
Zebra

Thin Clients

HP
Lenovo
Wyse

Workstations

Apple
Dell EMC
HP
IBM
Lenovo

Networking

Battery Backup

APC
Aruba
Belkin
CyberPower
Eaton
Liebert
Tripp Lite

Cables

Belkin
Black Box
C2G
Connection
StarTech
Tripp Lite

CD/DVD Servers

CD Int'l.
MaxOptix
Prime Array
Procom

Hard Drives

Buffalo
CMS
Dell EMC
Fujitsu
Hewlett Packard Enterprise
Hitachi
IBM
Intel
Iomega
Kanguru
LaCie
Seagate
Toshiba
Western Digital

KVM Switches

Aruba
Aten
Avocent
Belkin
D-Link
IOGEAR
Linksys
Raritan
StarTech.com
TRENDnet
Tripp Lite

Modems

D-Link
Linksys
TRENDnet
USRobotics

NIC Adapters

Belkin
Dell EMC
D-Link
Hewlett Packard Enterprise
Intel
Linksys
NETGEAR
SIIG
TRENDnet

Removable Drives

Fujitsu
Hewlett Packard Enterprise
Iomega
Panasonic

Routers

Belkin
Cisco
Cradlepoint
D-Link
Hewlett Packard Enterprise
Linksys
NETGEAR
TRENDnet

Server Racks

APC
Black Box
Hewlett Packard Enterprise
Hubbell
IBM
Lenovo
Liebert
StarTech
Tripp Lite

Switches

Aruba
Black Box
Cisco
Dell EMC
D-Link
Intel
Juniper Networks
Lenovo
Linksys
NETGEAR
TRENDnet

Unified Communications

AudioCodes
Avaya
Cisco
D-Link
Linksys
Mitel
Polycom

Videoconferencing

AudioCodes
Cisco
Polycom
Sony
VoIP

Wireless

Adtran
Aerohive
Alvarion
Apple
Aruba
Belkin
Blue Coat
Cisco
Dell EMC
D-Link
IBM
Intel
Juniper Networks
Linksys
NETGEAR
Ruckus Wireless
Trendnet

Peripherals

Accessories

3M
Apple
Belkin
BTI
Chief Manufacturing
Cisco
Da-Lite
Dell EMC
Ergotron
GN Netcom
Interlink Electronics
IOGEAR
Kensington
Keyspan
Lenovo
Logitech
Peerless
Plantronics
Targus
Toshiba

Cases

Apple
Dell EMC
Kensington
Lenovo
Mobile Edge
Targus
Toshiba
Tripp Lite

CD-RW/DVD

Creative Labs
Fujifilm
HP
Iomega
Kanguru
Maxell
Microboards
Micro Solutions
Panasonic
QPS
Toshiba
Verbatim

Consumer Electronics

Apple
Dell EMC
Electronic Arts
HP
JVC
Klipsch
Microsoft
Nintendo
Panasonic
Philips
Samsung
Sharp
Sony
SOYO
Toshiba
Vantage Point
Westinghouse
Digital Electronics

Copiers

Canon
Dell EMC
Sharp

Data Capture and Point of Sale

Cherry
Datamax/O'Neil
Dell EMC
ELO Touch Systems
Epson
Honeywell
HP
Intermec Technologies
Magtek
NEC Handheld Products
Pioneer
Socket Mobile
Star Micronics
Topaz
Wasp Barcode Technologies
Zebra

Digital Cameras

Canon
Fujifilm
HP
Kodak
Minolta
Nikon
Olympus
Panasonic
Polycom
Sony

GPS

Garmin
HP
Magellan
NAVIGON
Navman
Pharos

Input Devices

Adesso
Apple
Axiom
Dell EMC
Gyratation
HP
IOGEAR
Kensington
Keyspan
Kingston Technology
Logitech
Macally
Microsoft

MoGo
Razer
SanDisk
Targus
Wacom

Monitors

Acer
BenQ
Dell EMC
DoubleSight
Eizo
HP
IBM
LaCie
Lenovo
LG
NEC
Philips
Planar
Samsung
ViewSonic

MP3 Players

Apple
Archos Technology
Creative Labs
Mach Speed
Microsoft
Philips
Samsung
SanDisk
Sony

Plotters

Epson
HP

Power

APC
Belkin
CyberPower
Dell EMC
Eaton
HP
Liebert
Tripp Lite

Printers

Brother
Canon
Epson
HP
IBM
Konica Minolta
Lexmark
OKI Data
Ricoh
Sharp
Xerox

Projectors

Dell EMC
Epson
InFocus
Lenovo
Mitsubishi
NEC
Optoma
Panasonic
Sharp
Toshiba
ViewSonic

Scanners

Canon
Eastman Kodak
Epson
Fujitsu
HP
IRIS
Microtek
Sanford
ScanSoft
Vioneer

Video and Graphics Accelerators

3D Labs
Apple
ATI
Diamond Multimedia
Eizo
eVGA
HP
Jaton
Matrox
MicroStar International
Pine Technology
Planar
PNY

Wearable Technology

Apple
Samsung
Zebra

Security

Enterprise

Axis Communications
Barracuda Networks
CA
Check Point
Cisco
FireEye
ForeScout
Fortinet
Hewlett Packard Enterprise
Imprivata
Ivanti
Kaspersky
McAfee
Microsoft
RSA Security
SonicWALL
Sophos
Symantec
VMware
WatchGuard

Firewalls

Barracuda Networks
Checkpoint
Cisco
Forcepoint
ForeScout
Fortinet
Hewlett Packard Enterprise
McAfee
NETGEAR
Nokia
SonicWALL
Sophos
Symantec
WatchGuard

Software

Business

Adobe
Business Objects
Corel
FileMaker
Frontrange Solutions
Google
IBM Software
Intuit
Microsoft
Nuance
Sage

Collaboration

Bigtincan
PatientSafe Solutions
TigerConnect

Developer Tools

Adobe
Embarcadero
FileMaker
Intel
Microsoft

Graphics

Adobe
Autodesk
Corel
Enfocus
Extensis
Microsoft
Pantone
Quark

Healthcare

PatientSafe Solutions
TigerConnect
Tonic Solutions

Multimedia

Adobe
Apple
ATI
Creative Labs

Networking

Aruba
CA
Cisco
Citrix

Cradlepoint
Dell EMC
Ipswitch
Juniper Networks
Kemp Technologies
Legato
Microsoft
Solarwinds
Symantec
VMware

Operating Systems

Apple
Microsoft
Novell
Red Hat

Security

CA
Check Point
Cisco
Dell EMC
FireEye
ForeScout
Ivanti
Kaspersky Lab
McAfee
Microsoft
RSA Security
Sophos
Symantec
Trend Micro
VMware

Storage

CA
Carbonite
Commvault
Dell EMC
Hewlett Packard Enterprise
Microsoft
Unitrends
Veeam
Veritas
VMware

Utilities

CA
Dataviz
Diskeeper
IBM Software
McAfee
Nuance

Roxio
Smith Micro
Symantec

Virtualization

Citrix
Microsoft
Vizioncore
VMware

Storage

Desktops

Adaptec
Addonics
Aluratek
Apricorn
Buffalo
CMS Products
Data Robotics
Dell EMC
Hewlett Packard Enterprise
Imation
Iomega
LaCie
Lenovo
Memorex
Microtech
Plextor
Quantum
Seagate
Thecus
Western Digital

Enterprise

Compellent
Dell EMC
Hewlett Packard Enterprise
Hitachi (HDS)
IBM
LeftHand Networks
Lenovo
NETGEAR

Nutanix
Overland
Quantum
Scale Computing
SimpliVity
Tegile
Veritas

NAS

Buffalo
Cisco
Dell EMC
Hewlett Packard Enterprise
IBM
Iomega
Lenovo
Linksys
NETGEAR
Overland
QNAP
Seagate
Synology
Western Digital

Tape Drives

Exabyte/Tandberg
Hewlett Packard Enterprise
IBM
Lenovo
Overland
Quantum
Sony

Tape Libraries

Hewlett Packard Enterprise
IBM
Lenovo
Overland
Quantum
Spectra Logic

For more information about industry-leading solutions and services focused on your needs, contact an Account Manager today.

Business Solutions
1.800.800.0014

Enterprise Solutions
1.800.369.1047

Public Sector Solutions
1.800.800.0019

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Connection
we solve IT™



Technology Integration and Distribution Center

Connection[™]
we solve IT[™]

Custom Integrations for Today's Technology

You need technology that integrates seamlessly into your existing infrastructure, workflows, and processes. That's why Connection has upgraded and rebranded our distribution facility in Wilmington, OH. Now known as the Technology Integration and Distribution Center (TIDC), this new name reflects the full capabilities of our world-class integration services—and our commitment to connecting you with technology solutions that exceed your expectations.

State-of-the-Art Custom Integration Center

Count on Connection to deliver custom integration services on your schedule. Our enhanced facility covers more than 42,000 square feet, with over 1000 live connections. This enables us to deliver the advanced services you've come to depend on today—with the speed and scalability you'll need tomorrow.

The Connection TIDC is equipped with the latest technologies and powered by industry-leading methodologies, ensuring even the largest custom configuration orders are completed to your

exact specifications and ready for overnight delivery to any of your locations, branches, or remote facilities nationwide. Our technicians maintain extensive certifications and authorizations from all major manufacturers, with more than 90% of the team holding one or more CompTIA certifications. Connection is dedicated to ongoing technology training, so our team stays current on the latest industry developments as well as advances in partner technologies and best practices.

Optimize Your Next IT Deployment with Integration Services

Connection offers complete solutions with every order—from the simple request to the complex—no order is too big or too small. Our integration teams have developed key services to provide you with the simplest, most effective methods to deploy your systems, saving you time and money.

Our Technology Integration and Distribution Center Offers:

- **Provisioning and Imaging:** By providing several methods of deployment, such as DISM, MDT, SCCM, and our own custom Connect Deploy tool, we can save you hundreds of staff hours in deployment time. Plus, ensure excellence in image consistency by having our experts build and maintain your image.
- **VPN-based Provisioning:** Setting up a point-to-point VPN connection between the TIDC and your facility enables us to provide complete provisioning services, including the capability to send a unit to your facility with plug-and-play functionality.
- **Deployment Hosting:** Utilizing VPN services, we provide you with a “virtual slice” in our facility to set up a complete SCCM environment or distribution points (MDT, DP). This allows us to deploy directly from your network, speeding the provisioning process and providing excellent quality controls.
- **White Glove (Google and Microsoft):** White Glove enrollment services include the Chrome Enterprise or Microsoft AutoPilot/Intune solutions. This allows you to receive devices that are ready to use and ready to manage—right out of the box.
- **Mobile Provisioning:** The TIDC offers a wide array of mobile device provisioning and has experience with all major MDM environments, including AirWatch, Mobile Iron, SOTI, and using manufacturer-specific provisioning utilities, such as Samsung Knox and Zebra Stage Now.
- **Jamf Services:** Automate the processes and workflows related to the management of Apple devices from zero-touch to complex deployment. The TIDC offers setup and management of a Jamf Pro instance for easy deployment of all your macOS, iOS, and tvOS devices, and can offer customized deployment options suited to your specific business needs.
- **Remote Management:** Take the hassle out of managing your Apple devices. Using Jamf, we can assist with all aspects of provisioning new equipment and providing remote support to units in the field—including inventory reporting, self-service, compliance monitoring, policy enforcement, software distribution, and patch management.
- **Location in a Box:** Take advantage of one-stop shopping by sourcing all of your equipment from Connection. Our experts provision and test all units and send them directly to your location, in as few boxes as possible or on a skid. This greatly reduces your on-site staff setup time and saves you money because the units are out-of-box ready.
- **Asset Tagging and Data Capture:** Keep track of your important capital assets and save valuable administrative time with one of our multiple tagging solutions. We can utilize your organization’s existing label set or create one for you, from simple white labels with digit codes to sturdier tags with colored logos.
- **Kitting/Reverse Kit Solutions:** Our experts can prepare custom kits for your new users. Let us image your systems, ship them, and include additional items that might be required, such as networking equipment or setup documentation.
- **Laser Engraving:** The TIDC can perform laser engraving services that feature your own artwork, adding a layer of device security and increasing your brand awareness.
- **Inventory Planning and Rollout:** Let us manage the logistics of a rollout, securely store newly purchased equipment, and custom tailor a delivery schedule. We can also store your hardware standards and software images, giving you the ability to easily expedite replacements for broken, worn out, or lost equipment.
- **Document/Printing Insertion Service:** Insert a printed set of customized instructions with each product or kit. Our configuration specialists will work with you to develop the documentation your end users need, from answers to common questions to instructions on how to connect a new device to the network.
- **Custom Packing:** To save you significant time in unboxing and waste management, we can remove products from manufacturer packaging and place them in case packs specially engineered to meet your needs.

Need assistance integrating technology into your organization? Let our experts help streamline the configuration, deployment, and support of your IT today.

Business Solutions	Enterprise Solutions	Public Sector Solutions
1.800.800.0014	1.800.369.1047	1.800.800.0019

Learn more at www.connection.com

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Your National Solutions Provider

For the Entire IT Lifecycle



CONVERGED
DATA CENTER



CLOUD



SECURITY



MOBILITY



NETWORKING



SOFTWARE



LIFECYCLE

OUR MISSION IS TO CONNECT PEOPLE WITH TECHNOLOGY THAT:
» Enhances growth » Elevates productivity » Empowers innovation

Connection™

we solve IT™



SINCE OUR FOUNDING

in 1982, Connection has set the standard for customer service in the IT industry. We strive to create a foundation for long-lasting and rewarding partnerships. We offer expert guidance, exceptional service, and innovative strategies to empower you to make informed IT investment decisions.

A collaborative approach to the design, deployment, and support of technology has fueled Connection's growth and earned us the reputation of trusted advisor to our customers.

Connection[™] | we solve IT[™]

Business Solutions
1.800.800.0014

Enterprise Solutions
1.800.369.1047

Public Sector Solutions
1.800.800.0019

Why Connection?

- › We are a financially stable, Fortune 1000 company
- › We offer complete solutions and services designed to improve operations and increase the value of IT
- › We employ the most highly trained, experienced IT professionals in the industry
- › We strive to understand your needs and to create solutions that adhere to your requirements and budget
- › We serve as a trusted extension of your IT staff
- › We are relentless in our commitment to exceeding your expectations

TRUSTED SUPPORT FOR THE Complete IT Lifecycle

As a leading National Solutions Provider, we connect people with technology that enhances growth, elevates productivity, and empowers innovation. Our Technology Solutions Group will partner as an extension of your team to:



Enhance YOUR GROWTH

We help our customers leverage technology to gain a competitive advantage in their industry. Our Assess, Design, Implement, and Manage (ADIM) approach to solution design ensures we fit the best solutions for your unique requirements.

Let us customize your solution, and then help you extract the full value from your IT investments.



Elevate YOUR PRODUCTIVITY

The work we do helps our customers improve their data centers and IT operations. We enable IT teams to deploy innovative, time-saving solutions to increase productivity, increase agility, and move quickly to better serve constituents.

Leverage the know-how of our team, so you can implement IT that improves your service levels.



Empower YOUR INNOVATION

With our guidance, customers break free of the paradigm where 70% of IT budgets go to maintenance. We deploy innovative approaches to IT challenges—flash storage, hyper-converged infrastructure, and cloud computing—that optimize IT operations.

Partner with us and discover new ways to increase the ROI of your investments.

A Solutions Approach, Focused on Your Needs

Every successful engagement begins with trust. Our teams engage customers with a solutions approach that fosters deep relationships based on trust and exceptional service. We help customers navigate the technology landscape and address their changing needs and challenges, on time and on budget. Everything we do is geared toward meeting your needs today and planning for your needs tomorrow.

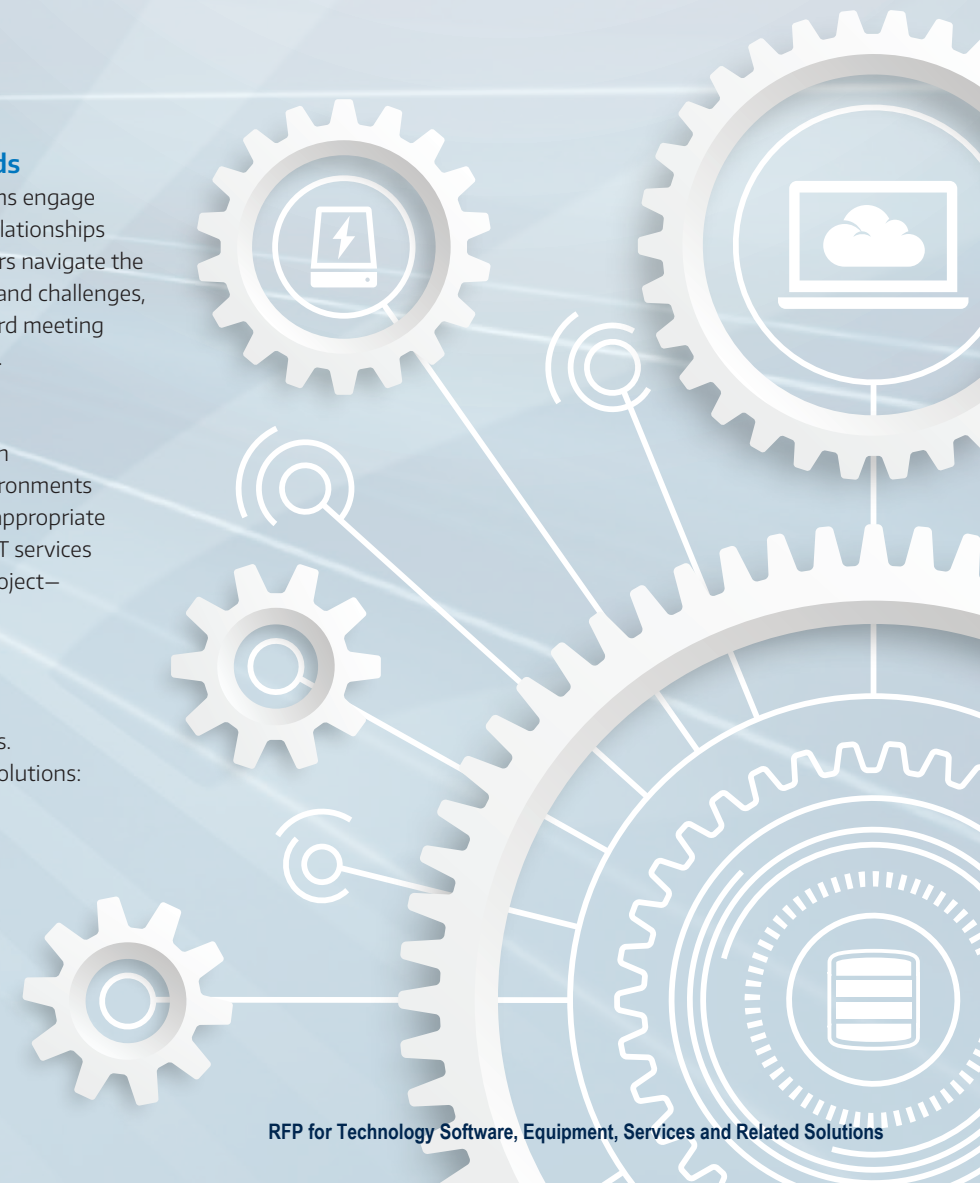
The Power of Our Practice Expertise

Our technology practices work in concert to create proven implementations. We have seen countless customer environments and have the experience to selectively employ the most appropriate solutions for your needs. We deliver robust professional IT services and support to ensure the successful delivery of every project—no matter how big or how small.

Results through Quality ADIM Methodology

Our teams are trained to assess, design, implement, and manage technology with industry-leading methodologies. This comprehensive approach ensures your technology solutions:

- Maximize your efficiency and cost savings
- Are tailored to the exact needs of your environment, users, and goals
- Leverage the latest technologies available
- Continue to deliver the results you want day after day, month after month





Converged Data Center PRACTICE



Cloud PRACTICE

Our Expertise

Connection has qualified experts and experience implementing a breadth of data center solutions for customers of all sizes across diverse industries. Our Converged Data Center Services make it easy to adopt and implement the industry's highest performing infrastructure technologies to keep data centers running efficiently and effectively. Resources can be allocated and used based on analytics whereby workflows and workloads are directed to best serve the organization at any particular point in time. When optimized, organizations can attain new levels of agility and flexibility across all domains of the data center including servers, virtualization, and storage. This is the era of the software-defined data center, and our team can help you realize both the vision and the benefits.

Private and Hybrid Cloud

An on-premises virtualized data center, built by your organization and run by your organization, can be upgraded into a private cloud environment. A true private cloud environment builds from traditional server virtualization and offers distinct attributes of cloud models: pools of compute resources, broad access to data, rapid scalability, self-service provisioning, and the ability to measure usage. Integrate that capability with an off-premises, hosted cloud solution, and organizations can benefit from expanded resource pools for burst, proximity, and budgetary benefit.

Converged Infrastructure

Integrated server, storage, networking, and virtualization platforms are emerging as the modern option for maximum performance and cost efficiency to address today's demanding workloads. Let our team lead you through the planning, integration, and guide the implementation of one of these high-performance platforms to better serve your organization.

Data Protection and Business Continuity

Insulate your operations and your partners from technology failures, natural disasters, and unplanned outages before you have to recover from an unexpected event. Our experts will design a world-class business continuity plan

to keep your most critical systems and workloads available—even when disaster occurs. Our team can help you assess the factors to consider how to design your plan and the best technology to implement to achieve continuity in your systems and more importantly, across your entire infrastructure.

Enterprise Disk Arrays and Storage Networking

An organization's data is one of its most valuable assets. The need for efficient, reliable, and cost-effective storage solutions has never been greater. Our team of experts can ensure that you leverage the right storage tiering, classification, and investments to fuel your infrastructure with the data it needs to operate. Whether you want to build a new storage environment or add to an existing one, we can help.

Server and Desktop Virtualization

To develop and roll out a virtualization strategy that helps you maximize data center efficiency and user satisfaction simultaneously is a monumental challenge. Our team of experts has implemented virtualized data centers for customers of all sizes and with widely varied requirements. Whether you start with our virtualization workload assessment, adopt end user computing virtualization, or pursue a software-defined data center vision, let our experts lead you with strategies proven to maximize your investment.

Converged Data Center Solutions FEATURED PARTNERS:

Brocade

Cisco

Dell EMC

Hewlett Packard Enterprise

Nutanix

SimpliVity

Symantec

Veeam

VMware

Our Expertise

Connection has qualified experts with years of experience who provide a personalized engagement with customers to build the right hybrid and public cloud solutions. Our team helps you discern the factors that should drive the identification and prioritization of providers that can best host your workloads. Combine the attributes of public cloud capacity with high-performing network connectivity and the option to co-locate legacy or proprietary hardware, and optimal possibilities evolve. That's where our team excels—we give you options for delivering a next-generation IT strategy.

Cloud Storage and Disaster Recovery

With an on-premises data center connected to the storage pools or replication services of a public cloud provider, you get a tiered and resilient data protection strategy. Whether your goal is redundancy, primary off-site storage, or a new storage pool for the delivery of a new application, our team will design a solution to accomplish every facet with one of our many public cloud storage partners.

Desktop as a Service (DaaS)

Don't be intimidated by the idea of mobile workforce computing solutions powered by VDI technology. We will simplify it for you. Our team can help you identify the best platforms, approach, and implementation strategy to put the power of hosted desktops to work for your users.

Unified Communications as a Service (UCaaS)

Any technology adopted over the past two decades is now obsolete or will be very soon. The traditional PBX phone system is a perfect example. As organizations seek to replace their aged communication infrastructures, they quickly realize that new ways of delivering telecommunication technology can enhance employee productivity and the customer experience. Our cloud team can guide you through the transition. Let us guide the process to evaluate and implement a hosted UCaaS solution that will meet your unique needs.

Infrastructure as a Service (IaaS) and Platform as a Service (PaaS)

Any organization on a path to fully migrate to the cloud or a new platform to build their next application must make critical decisions. It begins with consideration of the SMAC stack (social, mobile, analytics, and cloud). Our team is well versed in this area and prepared to help navigate the factors that will lead to proper selection—the right architecture and the most appropriate provider.

Connectivity

To develop and implement a connectivity strategy that provides your organization's users and applications with the bandwidth and redundancy to keep your organization running is a daunting task. Couple that challenge with the ability to keep costs under control and manage the network interface effectively, and you face a substantial challenge. Our team has helped customers design resilient, cost-effective networks regardless of environment size or requirements. Put our knowledge to work for your organization.

Colocation

Colocation can provide you with additional or alternate space in which to run your most critical workloads. Our tier 3 colocation data center providers can deliver high fidelity data center capacity through managed data center services for your equipment. Need a better, safer, and more resilient environment? We can help you find the right facility in the right location to meet your needs.

Cloud Solutions

FEATURED PARTNERS:

8x8

CenturyLink

CoreSite

Cosentry

Datapipe

Digital Realty

EvolveIP

HOSTING

Level 3

Lighttower

Masergy

Microsoft

NaviSite

NetWolves

nScaled

Peak 10

QTS

Rackspace

RapidScale

ShoreTel

Thinking Phone Networks

Verizon Terremark

ViaWest

VMware

WestIP

Windstream

Zayo

» For more information, visit www.connection.com/DataCenterPractice

» For more information, visit www.connection.com/CloudPractice



Security PRACTICE

Our Expertise

With the continuous state of change in the global threat landscape, organizations face cyberattacks and security breaches that are growing in frequency and sophistication every day. Our Security Practice offers solutions and services to counteract increased risk proliferation. Based on your organization's needs, environment, processes, and security goals, our experts will provide insights to help you implement the right solutions to address your critical risks and protect your operations. As an extension of your IT team, we're committed to keeping your organization operating safely and securely.

Security Assessment and Audit

Our Security Assessment and Penetration Testing Services help prioritize where you should focus resources to reduce overall risk. We will help you better understand today's real-world threats and how they could affect your organization. A Penetration Test can uncover a myriad of vulnerabilities in any environment. It helps highlight which vulnerabilities are exploitable, which risks are critical and therefore need to be addressed with a high priority, and which items must be remediated over time. Our team identifies and understands the vulnerabilities that exist in your environment, then works with you to develop a prioritized plan to bring that risk in line with acceptable levels in accordance with compliance-based security requirements such as HIPAA, HITECH, ePHI, PCI, GLBA, and FISMA.

Security Suite Optimization

Industry data shows that more than 30% of all software security solutions are acquired in suites to aid in the unification and implementation of security policies. In other words, where one mechanism leaves off—another one immediately picks up. Since security can often be a mix of investments from multiple vendors, we frequently see areas where coverage cannot be extended and also examples where integration between vendors' products is less than ideal.

In this engagement, our team works with you to determine and document your security risks, outlines gaps in security coverage and protection, and advises you on the correct steps to take to address these risks. Our team can help ensure that whether you're using one or multiple security

providers, your environment is adequately configured and provides the protection, visibility, and oversight that your organization, users, and data require. This "Unified Security Stack" is the goal based on principles of uniform policy implementation, complete coverage and seamless security protection.

Security Governance, Risk, and Compliance

A multi-step process is needed to develop and implement a comprehensive security management plan. The first step is to have a solid understanding of your environment's security risk level. Let our experts help you identify and document all policies and controls. Then we will help validate an ongoing process to maintain compliance with those policies over time. Our team draws on years of experience and stays abreast of current threats in order to help you develop a well-documented, well-defined security program from investigation to implementation.

Managed Security Services

Does your organization know where it stands in relation to company policies and compliance controls, 24 x 7 x 365? Does your security infrastructure provide you the protection, visibility, and oversight to manage security events? Our Security Practice utilizes a proven process and industry-leading tools to continuously monitor and manage your environment. Our team will give you an accurate picture of your risk and a solid foundation to continuously protect, detect, and react to today's sophisticated and constantly evolving security threats.

» For more information, visit www.connection.com/SecurityPractice



Mobility PRACTICE

Our Expertise

Connection works with customers to extend their on-premises and on-campus IT infrastructures to the mobile experiences that today's organizations require. Our team can work with you to ensure that the necessary network infrastructure is in place all the way through to securing the data on each device to prohibit unnecessary or unacceptable risk.

Whether your requirements are small or large, we can help you develop the right solution with products and services best suited for your mobile device environment. We support the mobile computing needs of a workforce increasingly on the go. We offer custom configuration, imaging, delivery, and enhanced security solutions for mobile data and devices.

Mobile Readiness Survey

A successful on-campus mobile project is reliant on the wireless network that will support it. Let our team perform a full site survey to help you map out where you have the coverage necessary to succeed and where upgrade or extension of that network will be necessary to achieve success. Our team will architect a solution for you based on our findings and can deliver the full implementation for you to ensure that you don't under or overestimate what's required.

Mobile Device Management

Whether you are going with an organization-owned device strategy or an employee-owned device strategy, you will need to ensure that the registration process and security policies properly govern those devices as they traverse yours and other host networks. Ranging from application delivery and device management policy all the way to user-level restrictions, our team can ensure that your MDM project is a success from day one.

Mobile Device Security

The first step in any mobility initiative is to ensure proper security, protect data, and comply with regulations. With so many different devices, products, and methods available the choices can seem complex. Our team of specialists can also help you deliver Mobile Content Management (MCM) solutions, which allow organizations to secure document distribution and mobile access to files through a native mobile app. Let us help you sort through the complexity with our diverse knowledge of today's market and products, so your employees can securely access the resources they need to stay productive.

Mobile Deployment Services

Deploying a large number of mobile devices over a large territory can stress the limits of your IT organization and be very costly. Our warehouse and configuration center can make this a budget-friendly and simple exercise and provide you with an ongoing solution.

» For more information, visit www.connection.com/MobilityPractice

Mobility Solutions

FEATURED PARTNERS:

AirWatch by VMware

Good Technology

JAMF Software

MobileIron

PLATFORM EXPERTISE:

iOS

macOS

Android

Blackberry

Windows Mobile

Security Solutions

FEATURED PARTNERS:

AirWatch by VMware

Aruba

Barracuda

BeyondTrust

Check Point

Cisco ISE

Cisco/Sourcefire

Fortinet

Imprivata

Intel Security

Kaspersky

LogRhythm

MobileIron

Ping Identity

Quest Software

RSA

SecureAuth

Solarwinds

Sophos

Splunk

Symantec

Trend Micro

WatchGuard



Networking PRACTICE

Our Expertise

Connection has qualified experts with experience building the right networking solutions for thousands of customers. Let our in-house experts help you build a complete IT infrastructure with a solid foundation. Our services address network efficiencies, collaboration requirements, increased speed, and greater productivity. In-depth assessment, documentation, consultation, design, planning, installation, and management services are available for all networking solutions.

Network Architecture

A secure, reliable and resilient network is crucial for any entity operating in today's technology-driven world. Our Network Practice can help you develop a clear understanding of the capabilities and shortcomings of your existing infrastructure and chart a plan for remediation. Engagement goals include:

- Understand existing network infrastructure
- Find new ways to expand capabilities
- Leverage current investments

Rapid network expansion, newly acquired or merged networks, may leave you with uncertainty about your overall environment. We can dig deep into your infrastructure with a comprehensive discovery of your IT network, document its current state, and conduct a performance analysis for each appliance for a holistic view. We help identify the equipment that should be upgraded and review performance issues, such as bottlenecks.

Once issues are uncovered or known issues are identified, we provide remediation plans to fix the problems, optimize your network's performance, and increase your network capabilities. Let our experts help you define the right network architecture for your organization, implement it according to proven practices, and tune it for the applications and traffic patterns that exist in your environment.

Network Access

Network access can be simplified and secured with one network, one policy, and one management architecture. Our experts will take a holistic approach to design a network

that provides wireless access that performs like wired, and effectively supports the policies that enable BYOD (Bring Your Own Device). Our Networking Practice works closely with our Security Practice to create policy-driven, on-demand access solutions with built-in security layers and will help you not only optimize your environment and resolve capacity issues but also include security measures across all domains.

Collaboration

The social, mobile, collaborative world is upon us. Regardless of job function, organization, or industry, technologies to maximize your efficiency and ability to remain engaged are essential. Our team has guided organizations through the careful selection of the right unified communication and collaboration technologies that drive innovative efficiencies. Take the journey with us to find new ways to uncover and act on information that is often scattered across your organization.

We will work together with you to unify voice and video across your organization and build upon the existing foundation of your network infrastructure. We can also help you understand how to expand your existing network footprint to support the use of video and determine if your network is ready to support the real-time traffic and Quality of Service (QoS) necessary for these types of applications. With network weaknesses identified and remediated, we'll help ensure your IT dollars produce maximum ROI while delivering high levels of performance.

Networking Solutions FEATURED PARTNERS:

Aerohive

Aruba

Cisco

Dell EMC

F5

Hewlett Packard Enterprise

Polycom

Riverbed

ShoreTel

VMware



Software PRACTICE

Our Expertise

Connection has qualified experts and decades of experience to help customers build the right solution stack for their organizations. Our team helps you discern the factors that should drive the architectural considerations that in turn should drive your investment. Today's IT strategy is focused on outcomes, and there's no greater source than the software that manages the data and yields the insights that drive our daily work.

Messaging Platform Services

A secure, reliable, and resilient messaging architecture is an essential asset for any entity to operate in today's technology-dependent world. Let our experts help you choose the right messaging platform for your needs and implement it according to proven practices.

Whether you're migrating to Office 365, upgrading your on-premises Microsoft Exchange infrastructure, or moving from a legacy to a modern messaging platform, our team can help. Once you're up and running, we will further integrate and performance-tune it for the applications and traffic patterns that exist or may change in your environment.

Infrastructure Software Services

Software versions change often. With every passing launch, upgrade, and end of support there is opportunity, from reconfiguration to redesign. Let our team of experts show you where your infrastructure would benefit from re-architecting the design and deployment of your Windows and Active Directory services.

Once new versions of the core services are in place, continuing to leverage an old Microsoft services design is a missed opportunity. Leverage our team to show you how to get the most from your investment.

Application and Database Services

Today's information architectures are built off of the applications that users navigate to create and manage data. That data then fuels decision-making, personalization possibilities, and ultimately the customer experience. From higher education institutions that want to deliver a great new admissions application to growing commercial entities that need to reach more consumers, the database is at the core of applications.

Our team of experts will ensure that you've implemented your database platform in the most scalable and proven pattern. If you need performance improvements, let us perform a healthcheck to ascertain what optimization is required. For example, if resiliency and failover are your priorities, let us design and build the solution that meets those specs.

Software Solutions FEATURED PARTNERS:

AirWatch by VMware

Citrix

Intel Security

Microsoft

MobileIron

Red Hat

Sophos

Symantec

Veeam

VMware

» For more information, visit www.connection.com/NetworkingPractice

» For more information, visit www.connection.com/SoftwarePractice



Lifecycle PRACTICE

Our Expertise

Connection offers a contemporary IT Service Management (ITSM) model, which includes service desk offerings, IT staffing, remote infrastructure management, and lifecycle services. Technology deployments, refresh/upgrades, move/add/change, maintenance, management, and disposal services are available as projects or as ongoing managed services. We also maintain configuration and depot services for network and end-user assets. Our robust Project Management Office and IT Infrastructure Library (ITIL) foundation ensures operational excellence throughout every engagement. With more than 97% of U.S. zip codes available for field services, support locations, and service desk operations nationwide, we are ready to provide service anytime, anywhere.

IT Service Management

Relevant forces such as aggressive application adoption, rapidly evolving infrastructure, end-user sophistication, and IT functions at the department level increase constraints on IT. The resulting adverse effects include the inability to sustain governance, difficulties safeguarding infrastructure, and challenges to maintain service level agreements. However, if you evolve service desk operations to an ITSM framework—including remote infrastructure management, provisioning, and asset management solutions—you gain a first line of defense to reclaim consistent support and visibility. Our single point of contact ITSM framework has proven successful for many IT leaders. As a national IT solutions provider, Connection will function as an extension of your IT department to deliver the ITSM Solutions that give you a measurable advantage.

Our team offers decades of experience through comprehensive, yet flexible, services:

- Service Desk
- Maintenance
- Asset Management
- IMAC
- Remote Management

Technology Deployments

As a qualified extension of your IT department, we deliver lifecycle services from the data center to the desktop, nationwide. Solutions range from complete ITSM services to modular lifecycle functions, as required. Services can be executed on a per project basis

or as an ongoing managed service in a very customizable and agile framework.

Services span:

- Configuration
- Installation
- Logistics
- Maintenance
- Refreshes
- Disposal
- Upgrades
- Device as a Service

IT Staffing Services

Hiring top IT talent is a crucial ingredient in your organization's success. Finding those individuals quickly saves time and money. Connection offers a full range of Technology Staffing Services to fit every organization and environment. Our experienced staffing experts can help you recruit the best candidates for any project and any timeline. With our Contract-to-Hire Staffing Service, organizations gain the freedom to make hiring decisions with confidence. Our recruitment team works with your hiring managers to identify the skills, traits, and experience your organization requires, and then we find the best candidates for the job.

Our offerings include:

- Contract
- Direct Hire
- Contract-to-Hire
- Payrolling Services

We can provide the expertise you need to remain productive, and focused on your job—without the wait, costs, or risks of traditional hiring.

Our Lifecycle Services Delivery Model Is Your Foundation for Success:

Proven Solutions—Reliable, measurable, and flexible services throughout the engagement process

Win-Win Approach—The most flexible approach to solving IT needs and ensuring ongoing operational excellence

Fully Integrated Offerings—From discrete lifecycle projects to ongoing deliverables to managed service level agreements including service desk, asset management, refresh cycles, and remote infrastructure management

Project Management—Onboarding support, lifecycle implementation, and steady state operations in conjunction with service delivery teams

Service Delivery Support—Highly effective service accountability, ongoing service execution, and continuous improvement

Full Suite of Services—Extensive consulting, engineering, process improvement resources, and customer advocacy to leverage optimal client outcomes and customer satisfaction

WebSPOC™—This ITIL certified incident management system includes asset management, problem management, contract management, configuration management database, and overall ITSM framework

YOUR IDEAL PARTNERSHIP TO Optimize IT

CONNECT WITH OUR:



Advanced Technology Solutions

We transform technology, turning trusted brands into complete IT solutions, by adding a unique combination of IT services, expertise, and support.



Dedicated Account Teams

Our sales force is the most tenured in the industry, and they understand your environment and the external forces that affect it.



Convenient Availability

We have priority access to the biggest IT brands in the industry—granting us the ability to maximize product availability.



Rapid Response Times

Within hours of an order, we can have items picked, configured, packed, and in-flight to any nationwide location—well past typical cut-off times—for next-day delivery.



Global Procurement

We offer global procurement in 174 countries with more than 500 suppliers, allowing us to provide IT service management that's unmatched in our industry.



Industry-Leading Expertise

Our team of experts can support the assessment, design, implementation, and management of all your IT projects.



Software Licensing

Our experienced licensing team is ready to help you find licensing programs that will stretch your software budget and protect you from liability.



Premier Technology Certifications

We hold premier certifications with top vendors that allow us to offer in-demand products and expert technical service and support.



Product Authorizations

We hold authorizations with top OEM partners. This keeps us in-tune with advances in technology and enables us to offer the most sought-after products.



Custom Configuration

Our technicians perform a broad range of services at our ISO 9001:2008 certified lab, and we can deliver the next business day.



Support Throughout the IT Lifecycle

We provide a full line of IT services to maintain your infrastructure throughout the technology lifecycle, as well as customizable professional services to support the unique needs of your organization.



Efficient Procurement Tools

Our website offers an efficient procurement channel with benefits that include purchasing authorization control and the ability to connect eProcurement systems, ERPs, marketplaces, and more. We also offer flexible payment options like credit card, P-Card, Net Terms Account, and leasing programs.



Vendor-Agnostic Design

We offer recommendations that reflect the best possible outcome for your needs, regardless of vendor or brand.



Strong Industry Partnerships

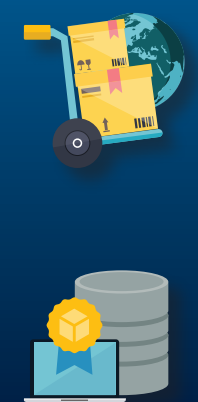
Our award-winning service and deep partnerships with leading industry suppliers ensure you have access to the latest technologies and resources.

» For more information, visit www.connection.com/LifecyclePractice

» Visit www.connection.com/ConnectionDifference to learn more.

GLOBAL SERVICES:

Anywhere IT Simplified



Our Expertise

The Global Services team at Connection is well established in our industry with decades of technology experience at home and abroad. Whether you're procuring IT for a branch office across town or an office halfway across the globe, we can help. Our alliances throughout the world provide seamless solutions for your global IT needs. Our team of experts offers assessments, analysis, and technology planning and integration to help you simply and seamlessly manage and enable global procurement. Turn to our GlobalServe solutions experts to help you solve your toughest procurement challenges.

Logistics

Customs inspections, missing paperwork, and local regulatory requirements can often lead to delayed product deliveries. We have a deep understanding of and experience with global logistics and supply chains and can help you navigate the challenges of getting a product from point A to point B.

Sourcing

Locating a reliable partner or IT supply chain in an unfamiliar country can create confusion and require added scrutiny. Calls to unknown suppliers with questionable reputations can add both time and risk to the process. We take the frustration out of supplier relationships. Our team has more than a decade of experience contracting with over 500 suppliers in 174 countries. We can do all the work for you.

Account Management

Organizations prefer to work with a trusted resource, and that can become difficult when you are branching out into several locations around the world. Additionally, it can be difficult to manage and update catalogs, manage end of life products, and SKU and currency conversions with global procurement. Our Data Management Team handles all the complexities of deploying your catalogs in a global environment. And, our Supplier Management Team manages all vendors in country to circumvent challenges with languages and currencies.

Acquisition Activity

Mergers inherently create a complicated web of vendors and partners around the world. As a result, companies often face redundancies, budgetary waste and missed opportunities for savings. We can help you consolidate and simplify IT procurement activities—with full discount levels that would otherwise be difficult to achieve with global procurement.

Our Solution

Organizations with an international footprint are constantly searching for simple and seamless global purchasing to streamline communication and in-country support, while staying connected to worldwide branches. Challenges span delivery inconsistencies, freight forwarding, customs, tax considerations, currency and exchange factors, warranty claims, and service. Our GlobalServe solution delivers the support you need, with four pillars of global procurement and supply excellence:

People

Delivering global solutions for over 16 years, Connection has some of the most knowledgeable and experienced people on our team. We intimately understand the complexities of global logistics and supply chain.

Process

Our digital GlobalServe solution is powered by automation, enabling billions of transaction dollars to seamlessly traverse our systems and processes. Our team is dedicated to sound processes that make our systems more efficient, enabling prompt problem resolution. Whether we are onboarding a new customer or supplier or escalating a transaction, we are dedicated to efficiency and speed.

Technology

Connection's GlobalServe solution lets you capture full discount levels that are difficult or impossible through other global procurement. Our solution runs on patented technology, enabling organizations to purchase products from multiple OEMs in multiple currencies. You can

build catalog bundles, extended catalogs, and domestic catalogs, utilize punch out and hybrid purchasing, and direct and indirect purchasing channels. Our technology makes it easy to add new equipment to a catalog and manage vendors and normalize the transaction flow in an automated fashion, regardless of geography and currency.

Supply Chain

In addition to products, we provide a broad spectrum of IT services to our customers. Our team has more than a decade of experience, contracting with a network of over 25,000 certified IT professionals. We've done all the work for you. We have all the contracts and fulfillment services agreements in place. When we create a scope of work for a new customer, it becomes an addendum to our preestablished terms and conditions with our suppliers. This lets us quickly and easily activate the supply chain around each individual customer's varying technology requirements.

For more information, watch our global procurement video online at www.connection.com/GlobalServices

TAKE THE COMPLEXITY OUT OF IT with Our Resources

Finding the right IT solution or service for your organization can be a challenge. Connection makes it easier to identify and evaluate the right technologies for your unique environment. Our experts have assembled all the information you need to make informed IT investments—with valuable articles, case studies, videos, and online tools just one click away.

Connection's Official Blog

Our technology blog, Connected, serves as your one-stop resource for valuable insights from our on-staff technology experts and featured industry leaders regarding the latest news and information on IT solutions and technology trends. Join the conversation as we explore topics of importance to IT professionals.

www.connection.com/Blog

Solutions Videos

Keep up to date with trending topics, delivered directly from Connection's in-house studio. Our comprehensive video library provides answers to your questions on today's toughest technology issues. Meet the teams behind our Practice Areas and learn how they can help you optimize your IT. Each solution video showcases top experts who discuss emerging trends and key challenges in today's technology ecosystem.

www.connection.com/Videos

The Pulse of IT

We partnered with IDG, the world's leading IT research company, to survey IT decision makers across the nation. The results provide insights around today's top concerns, industry trends, and challenges faced by respondents in their day-to-day roles. Find out what your peers are saying about their past, present, and future IT experiences. How does your organization compare? Find out by viewing the results for yourself.

www.connection.com/TechPulse

Connected Magazine

Browse the most recent issues of Connected magazine for information and insights on the latest technologies, IT trends, and more. Each edition of our publication is full of helpful resources on in-demand topics, including articles, survey results, and in-depth info on cutting-edge hardware and software solutions.

www.connection.com/eMags

Case Studies

Are you considering a complex IT initiative at your organization? See how the experts at Connection helped your peers take their toughest projects from the planning stage all the way to a successful deployment. Visit our case study repository for dozens of real-world examples of satisfied customers, from an affordable Infrastructure as a Service (IaaS) solution at your local corner store to stadium-wide Wi-Fi at your favorite sporting arena.

www.connection.com/CaseStudies

Online Account Center

Our Account Center empowers your organization by allowing you to assign administration approvals and create custom catalogs that show only the products you want. And when it's time to look at your order history, our search options make it easy for authorized personnel to track spending with powerful and convenient reporting tools. Customize your shopping experience today!

www.connection.com/AccountCenter

Technology Library

We know how important it is to have up-to-date information to aid in the IT decision-making process. Visit our online Technology Library for a comprehensive repository of articles, webinars, podcasts, expert features, and more. Discover valuable information about the latest technologies, access advice from your peers, and get tips from our team of technical experts.

www.connection.com/TechLibrary

Social Media

Connect with our experts and other members of the IT community through our social media platforms. From Facebook and Twitter to LinkedIn, we're all about getting the conversation started and keeping it going by sharing ideas on a wide variety of IT topics. Join the conversation today!

Connect with us



Official IT blog

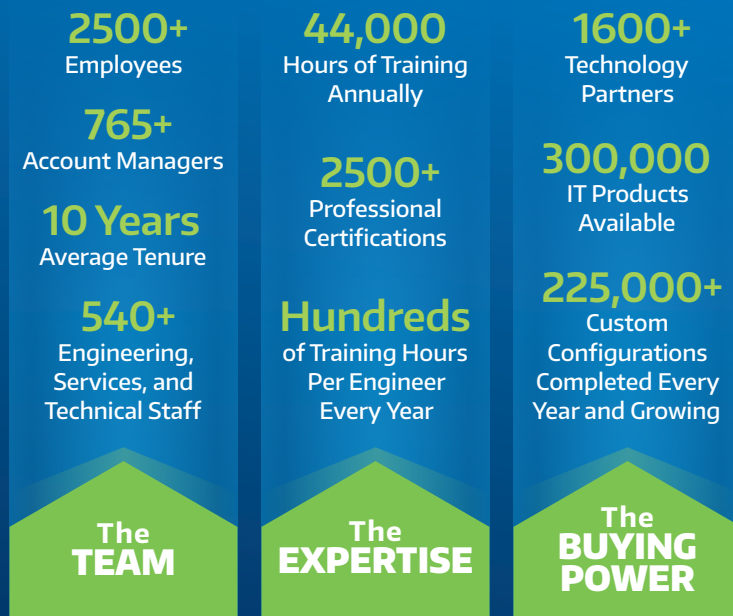


connection.com/blog

Solve Your IT Challenges with a Trusted Technology Partner

With a reliable IT partner on your side, you can turn challenges into opportunities. A partnership with Connection will deliver value through in-depth expertise, savings, and outstanding service.

The IT marketplace is full of companies who claim to be different. Our experts can show you the Connection difference.



Connection™

we solve IT™

» To learn more about our services available to support your IT projects, contact an Account Manager or visit www.connection.com/Solutions

Business Solutions
1.800.800.0014

Enterprise Solutions
1.800.369.1047

Public Sector Solutions
1.800.800.0019

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Partner with Us

When you are faced with opportunities and challenges, it's important to have a reliable IT partner on your side. We are confident that your partnership with Connection® Public Sector Solutions will deliver you value through a combination of depth of experience, savings, and outstanding service.

Take a closer look at Connection and you'll see that everything we do revolves around making it easier for you to evaluate, design, purchase, implement, and maintain complete IT solutions that enable you to better fulfill your mission. Not only are we named on the contracts you use most, but we have the technology solutions, dedicated account teams, on-staff experts, product authorizations, IT services and efficient procurement tools you need to take care of everything with a single phone call.

The IT marketplace is full of companies who simply claim to be different. We prefer to prove it, day in and day out. Choose Connection and we'll prove it to you. We are committed to the highest standards of quality in our people, products, partnerships, and technology, to ensure we continue to deliver on the reason for our success—customer satisfaction.

Why Connection® Public Sector Solutions?

- We are a financially stable, Fortune 1000 company.
- We offer complete solutions and services designed to improve operations and increase the value of IT.
- We employ the most highly trained, experienced IT professionals in the industry.
- We strive to understand your needs and to create solutions that adhere to your requirements and budget.
- We serve as a trusted extension of your IT staff.
- We are relentless in our commitment to exceeding your expectations.

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