

PROPOSAL FORM 1: TECHNICAL PROPOSAL

1. OVERVIEW & QUALIFICATIONS	
1.1. Company Information	
1.1.1. Company Name:	Armis. Inc.
1.1.2. Corporate Street Address:	300 Hamilton Ave. Suite 500 Palo Alto, CA 94301
1.1.3. Remittance Address:	(Wire or ACH): [REDACTED] [REDACTED]
1.1.4. Main Telephone Number:	(888) 452-4011
1.1.5. Website:	www.armis.com
1.1.6. Formation. In what year was the company formed? For how long has your company been operating under its present business name? If your company has changed its business name, include the most recent prior business name and the year of the name change.	2016 6 Years No Changes
1.1.7. Legal Structure. Check the box next to the option that best describes the company's legal structure. Include requested narrative in the space provided.	<input checked="" type="checkbox"/> Corporation – provide the State of incorporation and the company ownership structure. <input type="checkbox"/> Partnership – provide the State of registration and the names of all partners. <input type="checkbox"/> Sole Proprietorship – provide the State of registration and the name and title of the principal. <input type="checkbox"/> Joint Venture – provide the State of registration and the names and titles of all principals. <input type="checkbox"/> Other – provide detailed description of corporate structure and ownership.
	State of Delaware Privately Held
1.1.8. Federal Tax ID# or Social Security #:	FEIN 30-0953950
1.1.9. Primary Point of Contact. Provide information	Contact Name: Josh Snyder

about the Bidder representative/contact person authorized to answer questions regarding the proposal submitted by your company:	Title:	Enterprise Account Executive
	Phone:	(253) 905-6474
	E-Mail Address	Josh.snyder@armis.com
1.1.10. Authorized Representative. Print or type the name of the Bidder representative authorized to address contractual issues, including the authority to execute a contract on behalf of Bidder, and to whom legal notices regarding contract termination or breach, should be sent (if not the same individual as in 1.1.9., provide the following information on each such representative and specify their function).	Contact Name:	Jonathan Carr
	Title:	Chief Financial Officer
	Phone:	+1 (415) 314-7293
	E-Mail Address	jonathan.carr@armis.com
1.2. Financial Strength & Legal Considerations		
1.2.1. Financial Strength. Demonstrate your financial strength and stability with meaningful data. This could include, but is not limited to, such items as financial statements, SEC filings, credit & bond ratings, letters of credit, and detailed reference letters. Note: you may mark this information as a "Trade Secret" per the terms outlined in the RFP.	As a privately held corporation, we cannot disclose the detailed financial information requested. Our financial fitness and growth continue to be validated by our ever-growing customer list, recognition by our strategic partners, and our world-class investors. Armis is proud to partner with investors, including - Insight Partners, capitalG, and Brookfield , who believe in our mission and support us in securing the world of unmanaged and IoT devices. Armis is well funded and continues to grow, and in February 2021 doubled its valuation to \$2 billion in less than a year in a \$125M funding round. In November 2021 One Equity Partners, in conjunction with existing investors, made a combined \$300 million investment. Additionally, our valuation rose to \$3.4 billion at that time.	
1.2.2. Bankruptcy & Insolvency. Describe any bankruptcy or insolvency for your organization (or its predecessors, if any) or	No bankruptcy or insolvency cases	

any principal of the firm in the last three (3) years.	
1.2.3. Litigation. Describe any litigation in which your company has been involved in the last three (3) years and the status of that litigation.	No bankruptcy or insolvency cases
1.3. Industry Qualifications	
1.3.1. Company Identification. How is your organization best identified? Is it a manufacturer, distributor, dealer, reseller, or service provider?	Best fit is “Manufacturer” – However we are a Software Developer providing SaaS
1.3.2. Manufacturer Authorization. If your company is best described as a distributor/dealer/reseller (or similar entity), please provide your written authorization to act as a distributor, dealer, or reseller on behalf of the manufacturer of the product(s) proposed in this RFP.	Not a distributor, dealer, or reseller
1.3.3. Network Relationship. If your company is best described as a manufacturer or service provider, please describe how your dealer network operates to sell and deliver the Products & Services proposed in this RFP. If applicable, is your network independent or company owned?	<p>Armis sells Agentless Device Security Platform through Channel Partners</p> <ul style="list-style-type: none"> - Armis (Manufacturer) - Channel Partner Examples - Presidio, WWT, CDWG, SHI, Guidepoint, Sirius, Insight, Optiv, Newcom - Carahsoft (Distribution)
1.3.4. Industry Experience. How long has your company provided the products and services outlined in your response to this RFP? What percentage of your company’s revenue	6 Years

<p>in each of the last three (3) full calendar years was generated from these products and services?</p>	
<p>1.3.5. Geographic Reach. Describe your company’s service area in the United States and which areas you intend to offer services under a resulting contract if awarded.</p>	<p>The entire United States</p>
<p>1.3.6. Certifications and Licenses. Provide a detailed explanation outlining the licenses and certifications that are i) required to be held, and ii) actually held by your organization (including third parties and subcontractors that you use). Has your company maintained these certifications on an ongoing basis? If not, when and why did your company lose any referenced certifications?</p> <p>NOTE: Provide copies of any of the certificates or licenses included in your response in <u>Proposal Form 5 - Certifications and Licenses.</u></p>	<p>ISO 27001</p> <p>SOC2 Type 2</p>
<p>1.3.7. Awards. Describe any relevant awards received by your company for its products, services, innovation, and/or operations. Include information about the issuing organization and the year(s) the award was issued to your company.</p>	<p>2021 Cas D’Or Cybersecurity Award – Best Cybersecurity vendor for connected devices</p> <p>Computing Security Excellence Awards 2021 – Armis and Eseye jointly win IOT and edge computing security award</p> <p>Constellation Shortlist 2021 – Medical Device Security</p> <p>2021 Global InfoSec Award – Best Product in Cybersecurity IoT & Next-Gen in ISC/SCADA Security</p> <p>ISG Provider Lens Manufacturing Industry Services 2021</p> <p>Forrester New Wave Leader 2020 – Connected Medical Device Security</p>

1.4. Industry Qualifications

<p>1.4.1. Public Sector Cooperative Contracts. What Public Sector Cooperative Contracts (e.g., state term contracts, public sector cooperatives, etc.) does your company have in place to provide products & services defined in this RFP? For each contract, when was the contract established, what is the expiration date, and how much annual revenue does your company generate through the contract(s) in each of the last three (3) calendar years?</p>	<p>I) 14M Revenue II) 11%</p>
<p>1.4.2. Education Success. What is the i) total dollar amount, and ii) percentage of your company's total annual revenue generated by sales to educational institutions (i.e., K-12 schools & school districts and high education)?</p>	<p>I) 3M Revenue II) 2.5%</p>
<p>1.4.3. Government Success. What is the i) total dollar amount, and ii) percentage of your company's total annual revenue generated by sales to local governments (i.e., municipalities, counties, special districts, and state agencies)?</p>	<p>I) 29M Revenue II) 17%</p>
<p>1.4.4. Public Sector Strategic Growth Plan. Describe your company's three to</p>	<p>FY20 2M Revenue 20% FY21 3.5M Revenue 10% FY22 27M Revenue 24%</p>

<p>five-year public sector sales objectives and the key elements of your strategic plan to achieve those objectives. What is the total annual dollar value of your company's total revenue generated by local governments and educational institutions in each of the last three (3) calendar years?</p> <p>What percentage of your company's total annual revenue is generated by sales to local governments and educational institutions?</p> <p>NOTE: For clarity, the figures requested are to include revenue generated through cooperative contracts and all other forms of revenue to local governments and educational institutions to represent the aggregate revenue volume.</p>	<p>Strategic Plan:</p> <ul style="list-style-type: none"> -Expand Sales and Technical Team by at least 25% each year -Critical Infrastructure campaigns for State Governments / State Agencies annually -Channel Business Development
<p>1.4.5. Customer References. Provide references of at least five (5) local government or educational institution customers for which your company has provided products and services similar in nature and scope to those defined in this RFP in the last three (3) years. Each reference should include:</p> <ul style="list-style-type: none"> a. Customer contact person and their title, telephone number, and email address; b. A brief description of the products and 	<p>We have multiple Public Sector references and will furnish upon request. We respect the privacy of our clients and do not like to publish their names.</p> <p>Armis References:</p> <ul style="list-style-type: none"> -Higher Ed -State Agency -State Government -K12 -Local Government -County -Academic Medical

<p>services provided by your company;</p> <p>c. Customer relationship starting and ending dates; and,</p> <p>d. Notes or other pertinent information relating to the customer and/or the products and services your company provided.</p>	
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2. Products & Services

2.1. PRODUCTS & SERVICES

2.1.1. *Product & Services Description(s)*. Provide a detailed description of the products and services you are offering as a part of your proposal.

IMPORTANT. This description along with the products and services included in the **Attachment B – Cost Proposal** will be utilized to define the overall products and services available under a resulting contract.

Armis is the industry leader in Asset Inventory and Unmanaged device Security. The Armis platform is the first agentless, enterprise-class security platform to address the new threat landscape of unmanaged and IoT devices. Armis analyzes device behavior to identify risks or attacks and protects your critical business information and systems. The Armis platform is completely agentless and integrates easily with your existing security products.

A complete inventory of hardware and software is critically important. This is why so many security frameworks, such as the CIS critical security controls and the NIST CSF framework for improving critical infrastructure cybersecurity, start with inventory. Armis automatically generates a complete inventory of devices in your enterprise environment - on or off the network.

Armis has four distinct advantages in the identification and classification of managed, unmanaged and IoT devices:

- Easy to Deploy - we can provide a refreshing outlook to a typical IT deployment and can be fully deployed in days vs weeks or months.
- Agentless - Armis is agentless and does not require software to be installed on devices.
- Passive - Armis is 100% passive, so there is no risk of disrupting or crashing sensitive business or IoT devices through scanning.
- Real-time & Continuous - Unlike solutions that work or are applied periodically, Armis is always on, always protecting.

The Armis platform provides immediate benefits to users by providing 100% visibility into every asset, on every network and at every agency.

Armis creates an automatic risk score of each device that it detects, allowing users to focus on the most risky devices.

	<p>The platform also provides an excellent budgeting tool for users by providing real time auditing information about groups of assets, applications, operating systems and counts of networking devices. Our platform can become a single source of truth for all IT staff, with roles-based access control to each agency, and within the agency’s departments. The Armis platform can give users the ability to immediately fill the gaps in their security posture, by deploying a powerful platform as the foundation to build a best-in-class Security Program.</p> <p>See the Appendix “The Armis Platform” for more details about:</p> <ul style="list-style-type: none"> • The Armis platform technology, • Armis solution deployment • The Armis Console • Compliance to NIST CSF requirements • Armis’ relevant experience.
<p>2.1.2. Open Market Products. Provide a detailed description of your ability to accommodate requests for Open Market Products. Open Market Products is a category of products that cannot be found in your standard catalog offering or non-inventoried products.</p>	<p>We are not a Reseller and do not have any direct partnerships in which we would sell something outside of our Armis Platform</p>
<p>2.1.3. Differentiators. Describe what differentiates your company’s products and services from your competitors.</p>	<p>Main Differentiators:</p> <ul style="list-style-type: none"> - Easy to Deploy - Agentless - Passive - Real-time & Continuous <p>Additional Differentiators:</p> <ul style="list-style-type: none"> - Integrations: Armis integrates with the market leaders in IT security (Endpoint, Vulnerability Scanner/Management, SIEM, etc.) to ensure proper remediation of threats. Our platform provides visibility, and then works with current IT security stack to ensure downstream cyber resiliency - Device Knowledgebase: We monitor over 2 billion devices. Allowing us to understand how devices should and should not interact across a network - Research Team: Armis has industry-leading research team that is focused on securing IT, IoT, and OT and other pieces of critical infrastructure. Beyond increasing the utility of the Armis platform, Armis has shared their research with the wider cybersecurity

	community. In the past few years we have disclosed 0-day attacks regarding Bluetooth, OT/SCADA systems, pneumatic pipe systems, and common core networking components.
<p>2.1.4. Manufacturing. If best identified as a manufacturer, describe your manufacturing process and any advantages it offers over your competitors. Your response may include, but is not limited to, facility locations, explanation of the materials used during various manufacturing processes, a description of the inspection & quality control processes, and identification of manufacturing certifications (e.g., ISO).</p>	We are a Software Developer supplying SaaS.
<p>2.1.5. Warranty. Provide a copy of the manufacturer’s warranty. If required, please attach the warranty as an attachment, as instructed in this document. Describe notable features and/or characteristics of the warranty that a public sector customer would find interesting or appealing. Pricing related to the any extended warranty options must be included in <u>Attachment B – Cost Proposal.</u></p>	3 Year Manufacturer Warranty on the hardware collector, if supplied. A SLA applies to the SaaS
2.2. Additional Services	
<p>2.2.1. Turnkey Capabilities. Describe the capabilities available through your company and, if applicable, your authorized network of dealers, distributors, and resellers that support your ability to provide</p>	<p>The Armis platform must be installed and configured before it can be fully utilized to deliver value against a customer’s primary use cases.</p> <p>During the Scoping phase of the onboarding process, our Customer Success team will capture the implementation plan and strategy based on goals, environment and timelines. This includes a kickoff workshop, use case workshops and requirements mapping.</p> <p>Armis has a growing partner community to assist with the implementation.</p>

<p>turnkey solutions to Equalis Group Members. Your response may include, but is not limited to, site assessment, equipment consultations & recommendation, installation, inspection, and maintenance.</p>	
<p>2.2.2. Installation or Set-up. Is installation or set-up available to Members as a part of your proposal?</p>	<p>Yes. Armis has a robust onboarding process and implementation team. Armis provides a Customer Success Manager (CSM) and a Technical Account Manager (TAM) as resources assigned to customers and will provide</p> <ul style="list-style-type: none"> - Product expertise and best practices advise - Assistance with operationalizing Armis - Assistance with 3rd party integrations - Support requests follow up and escalations - Policy suggestions to expand detections and use cases - Assistance with report creation - Assistance ensuring a healthy deployment
<p>2.2.3. Installers. If you responded Yes to the previous question, is the installation service performed by a company owned installation team or one of your dealers or resellers?</p>	<p>Installation is generally completed by the Armis Customer Success team in partnership with the using agency's staff.</p>
<p>2.2.4. Qualifications. Describe the qualification of your installation and set-up crews. Your response may include, but is not limited to, training and certification requirements.</p>	<p>All employees and partners meet and exceed the expected levels of training, along with IT Security industry certifications, in both commercial awareness and technical skills of the Armis Platform. The initial onboarding of an employee or partner consists of online learning and instructor-led courses, which are continually updated and mandated to the employees and partners to attend to keep knowledge up to date and refreshed.</p>
<p>2.2.5. Training. If yes, provide a description of the training services offered. Note: <i>Training services are not limited to those provided to the members but can also extend to the training you provide you dealers, distributors, and resellers.</i></p>	<p>Armis offers a comprehensive set of standard training content, delivered online via the Armis University and in person, as well as options for customized courses tailored to use cases and user personas.</p>

<p>2.2.6. Maintenance Services. If yes, provide a description of the maintenance services included in your proposal.</p>	<p>To ensure customer success, Armis offers Support and Services with every Armis subscription. These Services cover the installation, configuration, training, and technical support for a customer' Armis implementation. Armis' Services are designed to improve the ability of the customer to leverage the full capabilities of the Armis platform.</p> <p>Armis offers its Premium Service Subscription ("Premium") to all Customers with add-on packages, and Platinum, Diamond, and Managed Threat Monitoring upgrade subscription options to ensure customers have the appropriate level of Service in order to properly scale their deployment.</p>
<p>2.3. Value Add</p>	
<p>2.3.1. Additional Offering. Please include any additional products and services not included in the scope of the solicitation that you think will enhance and add value to this contract's participating agencies.</p>	<p>We provided pricing for our SaaS, Collectors, Deployment Services, and Managed Threat Monitoring. At this time we do not have additional offerings to formally include. However as we continue to develop our platform and ensure it best serves our customers we will look to expand our offering. In that case, all future additional offerings will have the same pricing discount and savings as the products/services included in the this proposal response.</p>
<p>3. <u>Business Operations</u></p>	
<p>3.1.1. Logistics</p>	
<p>3.1.2. Distribution Capabilities. Describe how supplier proposes to distribute the products/services in Bidder's defined geographic reach.</p>	<p>As our product is SaaS we have unlimited distribution abilities.</p>
<p>3.1.3. Distribution Centers. Provide the number, size and location of Supplier's distribution facilities, warehouses, and retail network as applicable.</p>	<p>Our product is SaaS therefore we have no physical distribution center.</p> <p>If a physical collector is ordered, Carahsoft will distribute from their facilities.</p>
<p>3.1.4. Supply Chain. Identify all other companies that will be involved in processing, handling, or shipping the products or services to the Equalis Group Member.</p>	<p>Carahsoft is our distributor for the Armis Collector hardware.</p>
<p>3.1.5. Fill Rates. Provide fill rates and average delivery timeframes met</p>	<p>N/A</p>

<p>by specific distribution centers.</p>	
<p>3.1.6. On Time Delivery Rate. Provide your average on-time delivery rate.</p>	<p>N/A</p>
<p>3.1.7. Expedited Orders. Describe your approach to handling emergency orders and/or service. Your description may include, but is not limited to, response time, breadth of service coverage, and service level.</p>	<p>We have global Logistic and Procurement abilities, which gives our team the ability to expedite specific orders in the quickest way possible.</p>
<p>3.2. Customer Service</p>	
<p>3.2.1. Customer Service Department. Describe your company's customer service department & operations. Your description may include, but is not limited to, hours of operation, number and location of service centers, parts outlets, number of customer service representatives. Clarify if the service centers are owned by your company or if they are a network of subcontractors.</p>	<p>All Armis Customers are entitled to Armis' Enterprise Technical Support. Armis provides</p> <p>24x7x365 technical support for Customers to ensure that the Armis platform is properly working and to assist Customers with optimizing their Armis implementation.</p> <p>Support Service Components:</p> <ul style="list-style-type: none"> ● Technical support is available via phone, web support portal, and email <p>Armis Responsibilities</p> <ul style="list-style-type: none"> ● Provide 24x7x365 technical support ● Provide technical support via the following channel: <ul style="list-style-type: none"> ○ Telephone ○ The Armis Support Portal (support.armis.com) ○ Email ● Prioritize customer support requests <ul style="list-style-type: none"> ○ Urgent requests will receive near immediate support ○ Routine requests may receive next business day support, depending on technical support resource availability ● Provide Customers with a Armis customer support ticket number for tracking <p>Customer Responsibilities</p> <ul style="list-style-type: none"> ● Contact support through an approved channel

	<ul style="list-style-type: none"> ● If using the website or email, use the Customers’ email address such that Armis can verify entitlement ● Provide Armis with the customer support ticket number if available ● Provide technical troubleshooting support if the issue may be related to a customer integration <p>Customer Success Manager</p> <p>All Armis Customers are entitled to the Armis Customer Success Manager (CSM) service.</p> <p>Armis’ Customer Success Managers are the primary single point of contact for all Customers’ Armis engagements, and are the primary customer advocate within Armis. CSMs are dedicated to ensure that Customers are satisfied with their Armis implementation. CSMs ensure that the Customers are fully aware of their entitlements and available Armis resources. Within Armis,</p> <p>CSMs advocate for their Customers and help ensure that Armis is meeting the customer’s expectations.</p> <p>Deliverables</p> <ul style="list-style-type: none"> ● Onboarding project tracking & management ● Status updates on existing support tickets ● Status updates on available Armis resources ● Assistance in obtaining Armis resources <p>Armis Responsibilities</p> <ul style="list-style-type: none"> ● Provide the Customer the contact information for their Customer Success Manager ● Advocate within Armis on behalf of the Customer <p>Customer Responsibilities</p> <ul style="list-style-type: none"> ● Provide Armis contact information for the primary and alternate customer representative ● Submit support tickets through the Enterprise Technical Support service
<p>3.2.2. Complaint Resolution. Describe your customer complaint resolution process. Describe how unresolved complaints are handled.</p>	<p>Each customer will have a designated Customer Success Manager supporting their deployment. Any complaint should be fielded with the CSM. They will take the necessary steps to escalate to management and needed teams at Armis. We greatly value customer satisfaction and have the flexibility to work with our customers to deal with issues/complaints as we develop relationship.</p>
<p>3.3. Customer Set Up; Order & Invoice Processing; Payment</p>	

<p>3.3.1. Authorized Distributors, Agents, Dealers, or Resellers. Describe the different channels in which this contract will be made available to Equalis Group Members. Your response should include, but is not limited to, whether your organization will serve as the single point of sale or if the contract will be made available through a network of distributors, agents, dealers, or resellers.</p> <p>NOTE: Bidders intending to authorize distributors, agents, dealers, or resellers must complete Proposal Form 6 - Dealer, Distributor and Reseller Authorization Form.</p>	<p>Armis will only sell through the channel of resellers we work with nationally.</p> <p>3 of those resellers – CDWG, Connections, and Insight have established master agreements with the Region 10.</p> <p>Here is a list of our top resellers (All have a national presence):</p> <ul style="list-style-type: none"> - Optiv - Guidepoint - SHI - WWT - Checkpoint - Presidio
<p>3.3.2. Customer Set Up. Once an Equalis Group Member decides to accept your company’s proposal for products and services as described in this RFP, what is the process for the Member to become a customer?</p>	<p>To be become a customer we would have a valid contractual agreement in place along with a purchase order for each specific order placed. Once order placed, the order will go through our internal review process and email confirmation will be sent to the customer with portal/support login details.</p>
<p>3.3.3. Order Process. Describe your company’s proposal development and order submission process.</p>	<p>Customers purchases order are sent to orders@armis.com where the Deal Desk team reviews the transaction and book accordingly.</p>
<p>3.3.4. Invoice Process. Describe your company’s invoicing process.</p>	<p>CRM and Netsuite (accounting system) are integrated. All orders go through a review process in the CRM tool by Deal Desk. Approved orders are synced to the accounting system. Finance review take place to ensure all documentation is aligned prior to invoicing and submitting invoices to customers electronically or customer invoicing platform.</p>
<p>3.3.5. Payment. What are your standard payment terms? What methods of</p>	<p>Standard payment terms 30NET</p> <p>We accept WIRE/ACH and check payments</p>

<p>payment do your company accept?</p>	
<p>3.3.6. <i>Financing.</i> Does your company offer any financing options or programs? If yes, describe the financing options available to Members.</p>	<p>We currently don't have any financing programs if customer requests financing Armis will evaluate and agree upon case by case.</p>
<p>3.4. Sustainability, Reclamation, and Recycling Initiatives</p>	
<p>3.4.1. <i>Sustainable Company Initiatives.</i> Describe the ways in which your company is addressing the issue of sustainability.</p>	<p>We partner with Amazon Web Services to supply cloud supportive solutions, reducing physical hardware presence in customer environment</p> <p>Our platform is a SaaS platform. The only physical hardware needed would be minimal across customer environment.</p>
<p>4. <u>PRICING</u></p>	
<p>4.1. Cost Proposal</p>	
<p>4.1.1. <i>Pricing Model.</i> Provide a description of your pricing model or methodology identifying how the model works for the products and services included in your proposal.</p>	<p>Armis bases its licensing on the number of FTEs (Full Time Employees) at the organization</p> <p>*1 Full Time Employee per – Armis Total Protect – Vulnerability Management license</p> <p>Armis has quantity bands that reflect specific pricing per license (See Cost Proposal)</p> <p>Armis bills on the number of Collectors used in an install (First standard collector is free)</p> <p>Armis has multiple levels of deployment and technical support services. These could be included in the basic price or as add-on</p> <p>Any additional services specific to an Armis deployment would be executed by one of our channel partners (See 3.3.1)</p>
<p>4.1.2. <i>Auditable.</i> Describe how the proposed pricing model is able to be audited by public sector agencies or CCOG to assure compliance with pricing in the Master Agreement.</p>	<p>Armis Pricelists are available upon written request</p>

<p>4.1.3. Price Change Process. Provide a description of your process for price changes.</p>	<p>All pricing changes go through a pricing committee where pricing changes are reviewed and approved before GTM process starts. Communication is sent out to all our Channel Partners/OEM/Distributors prior to a new pricelist being published.</p>
<p>4.1.4. Cost Proposal Value. Which of the following statements best describes the pricing offered included in Bidder’s cost proposal?</p>	<p>The prices offered in your Cost Proposal are:</p> <p><input type="checkbox"/> lower than what you offer other group purchasing organizations, cooperative purchasing organizations, or state purchasing departments.</p> <p><input type="checkbox"/> equal to what you offer other group purchasing organizations, cooperative purchasing organizations, or state purchasing departments.</p> <p><input type="checkbox"/> higher than what you offer other group purchasing organizations, cooperative purchasing organizations, or state purchasing departments.</p> <p><input checked="" type="checkbox"/> not applicable. Please explain below.</p> <p>No previous master agreement with cooperative purchasing organization</p>
<p>4.1.5. Additional Savings. Describe any quantity or volume discounts or rebate programs included in your Cost Proposal.</p>	<p>SaaS Licensing discount – 50%</p> <p>Deployment Services – 25%</p> <p>Hardware (Physical Collectors if needed) – 25%</p> <p>Futher discounting can be negotiated on a per deal basis.</p>
<p>4.1.6. Cost of Shipping. Is the cost of shipping included in the pricing submitted with your response? If no, describe how cost associated with freight, shipping, and delivery are calculated.</p>	<p>Yes</p>
<p>4.1.7. Pricing Open Market or Sourced Goods. Propose a method for the pricing of Open Market Items. For example, you may supply such items "at cost" or "at cost plus a percentage" or you supply a quote for each such request.</p> <p>NOTE: For a definition of Open Market Items, please refer to Part One, Section 5 – Pricing.</p>	<p>N/A</p>

<p>4.1.8. Total Cost of Acquisition. Identify any total cost of acquisition costs that are NOT included in the pricing submitted with your response. This cost includes all additional charges that are not directly identified as freight or shipping charges. For example, list costs for items like installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Bidder.</p>	<p>No Additional Costs</p>
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5. GO-TO-MARKET STRATEGY

5.1. Bidder Organizational Structure & Staffing of Relationship

<p>5.1.1. Key Contacts. Provide contact information and resumes for the person(s) who will be responsible for the following areas;</p> <ol style="list-style-type: none"> 1. Executive Contact 2. Contract Manager 3. Sales Leader 4. Reporting Contact 5. Marketing Contact. <p>Indicate who the primary contact will be if it is not the Sales Leader</p>	<ol style="list-style-type: none"> 1. Executive Contact: Danny Eilertson Danny.eilertson@armis.com 2. Contract Manager Dana Michels Dana.michels@armis.com 3. Sales Leader Scott Pelletiere Scott.pelletiere@armis.com 4. Reporting Contact Jen Yahyapour Jen.yahyapour@armis.com 5. Marketing Contact Sherina Man Sherina.man@armis.com <p>*Primary Contact: Josh Snyder Josh.snyder@armis.com</p>
<p>5.1.2. Sales Organization. Provide a description of your sales organization, including key staff members, the size of the organization, in-house vs.</p>	<p>Our sales organization is built out across Enterprise, Commercial, and SLED (Public Sector). Our SLED team it is led by our VP of SLED Sales – Danny Eilertson. There are 15 SLED reps that support the United States. Aligned with each of those Account Executives is a sales engineer to support technical demands..</p>

<p>third-party sales resources, geographic territories, vertical market segmentation, etc.</p>	
<p>5.2. Contract Implementation Strategy & Expectations</p>	
<p>5.2.1. Contract Expectation. What are your company's expectations in the event of a contract award?</p>	<p>The Equalis Group would be a valued partner as we cultivate relationships across the US in Higher Ed, State and Local Government, K12, and federal organizations. Upon contract award from an end user (Equalis Member), we would expect the necessary support needed to deploy and ensure all members are satisfied with the sales process, and deployment and future renewal negotiations in the future</p>
<p>5.2.2. Five (5) Year Sales Vision & Strategy. Describe your company's vision and strategy to leverage a resulting contract with Equalis over the next five (5) years. Your response may include but is not limited to; the geographic or public sector vertical markets being targeted; your strategy for acquiring new business and retaining existing business; how the contract will be deployed with your sales team; and the time frames in which this will be completed.</p>	<ul style="list-style-type: none"> - Organize Webinars and Events for the Equalis Members in specific states. - Develop target campaigns across public sector verticals (Higher Ed, K12, State & Local) to educate on Cybersecurity, and build awareness specific to the Master Agreement - Have 5 wins in first 24 months - Use those 5 wins as templates to replicate more opportunities across the United States - Help the Equalis group identify additional Cyber security companies that can add value to the Equalis Group members <p>Acquiring New Business: Cultivate relationships with the Equalis members. Earn the right to be experts and partners with them in their security strategy. Help identify pain points that can be addressed by our platform and then expedite dealing with those challenges through the master agreement</p> <p>Retaining Business: Team of Customer Success managers works to support Armis customers and help them navigate future conversations around renewals.</p> <p>Deployment on Contract: Our knowledge of the Equalis group is dominantly in Ohio. Our goal would be to build best practices in Ohio, that we can replicate across the US, resulting in a consistent flow of opportunities, and continued support of the Equalis Group members.</p>
<p>5.2.3. Sales Team Incentives. Will your sales team be equally incentivized to leverage the Equalis Group Master Agreement when compared to their typical compensation structure?</p>	<p>Yes</p>

<p>5.2.4. Sales Objectives. What are your top line sales objectives in each of the five (5) years if awarded this contract?</p>	<p>Top Sales Objectives:</p> <ul style="list-style-type: none"> - Obtain \$100 Million in Revenue by 2023 - Add 150 new logos across sales organization in the next 12-18 months - Exceed 200% growth in Public Sector Sales by 2023 <p>We can speak to additional sales objectives upon request.</p>
<p>6. ADMIN FEE & REPORTING</p>	
<p>6.1. Bidder Organizational Structure & Staffing of Relationship</p>	
<p>6.1.1. Administrative Fee. Equalis Group only generates revenue when the Winning Supplier generates revenue based on contract utilization by current and future Members. The proposed Administrative Fee for this contract is two percent (2%) based on the terms disclosed in the <u>Attachment A – Model Administration Agreement.</u></p>	<p><input type="checkbox"/> Agree to proposed Administrative Fee</p> <p><input checked="" type="checkbox"/> Negotiate Administrative Fee. Provide additional information below if you opt to negotiate.</p> <hr/> <p>Armis would need additional information on the admin fee and how it applies to each contract</p>
<p>6.1.2. Sales & Administrative Fee Reporting. Equalis Group requires monthly reports detailing sales invoiced the prior month and associated Administrative Fees earned by the 15th of each month. Confirm that your company will meet this reporting requirement. If not, explain why and propose an alternative time schedule for providing these reports to Equalis Group.</p>	<p>We will meet the reporting requirements</p>

<p>6.1.3. Self-Audit. Describe any self-audit process or program that you plan to employ to verify compliance with your proposed contract with Equalis Group. This process includes ensuring that Members obtain the correct pricing, reports reflect all sales made under the Contract, and Winning Supplier remit the proper admin fee to Equalis.</p>	<p>All orders and contracts go through a review process through Legal and Deal Desk internal teams. Deal Desk are responsible to ensure - Pricing is per the contract and agreed upon.</p> <p>If any reporting requirements (report of sales /Admin fees) are outlined in the contract this will be flagged in our CRM tool which is integrated with our accounting system where this requirement will be registered and actioned.</p>
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PROPOSAL FORM 2: COST PROPOSAL

A template for the Cost Proposal has been included as **Attachment B** and must be uploaded as a separate attachment to a Bidder's proposal submission. Bidders are permitted to revise any part of the spreadsheet to the Cost Proposal to accurately reflect the column titles, details, discounts, pricing categories of products, services, and solutions being offered to Equalis Group Members.

Bidder's Cost Proposal must include the information requested in **Section 5 - Pricing**.

NOTE: Cost Proposals will remain sealed and will only be opened and reviewed for those Bidders that meet the minimum Technical Proposal score threshold as described in **Section 6.2 - Evaluation and Scoring of Proposals**.

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PROPOSAL FORM 3: DIVERSITY VENDOR CERTIFICATION PARTICIPATION

Diversity Vendor Certification Participation - It is the policy of some Members 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: Click or tap here to enter text.

- 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: Click or tap here to enter text.

- c. **Disabled Veterans Business Enterprise (DVBE)**
Respondent certifies that this firm is an DVBE Yes No
List certifying agency: Click or tap here to enter text.

- d. **Historically Underutilized Businesses (HUB)**
Respondent certifies that this firm is an HUB Yes No
List certifying agency: Click or tap here to enter text.

- e. **Historically Underutilized Business Zone Enterprise (HUBZone)**
Respondent certifies that this firm is an HUBZone Yes No
List certifying agency: Click or tap here to enter text.

- f. **Other**
Respondent certifies that this firm is a recognized diversity certificate holder Yes No
List certifying agency: Click or tap here to enter text.

PROPOSAL FORM 4: CERTIFICATIONS AND LICENSES

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 Bidder to provide the products and services included in their proposal which can include, 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.

Certification in additional response documents

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PROPOSAL FORM 5: UNRESOLVED FINDINGS FOR RECOVERY

O.R.C. Chapter 9.24 prohibits CCOG from awarding a contract to any entity against whom the Auditor of State has issued a finding for recovery, if such finding for recovery is “unresolved” at the time of award. By submitting a proposal, a Bidder warrants that it is not now, and will not become, subject to an “unresolved” finding for recovery under **O.R.C. Chapter 9.24** prior to the award of any contract arising out of this RFP, without notifying CCOG of such finding. The Proposal Review Team will not evaluate a proposal from any Bidder whose name, or the name of any of the subcontractors proposed by the Bidder, appears on the website of the Auditor of the State of Ohio as having an “unresolved” finding for recovery.

Is your company the subject of any unresolved findings for recoveries?

- Yes
 No

PROPOSAL FORM 6: MANDATORY DISCLOSURES

1. *Mandatory Contract Performance Disclosure.*

Disclose whether your company's performance and/or the performance of any of the proposed subcontractor(s) under contracts for the provision of products and services that are the same or similar to those to be provided for the Program which is the subject of this RFP has resulted in any formal claims for breach of those contracts. For purposes of this disclosure, "**formal claims**" means any claims for breach that have been filed as a lawsuit in any court, submitted for arbitration (whether voluntary or involuntary, binding or not), or assigned to mediation. For any such claims disclosed, fully explain the details of those claims, including the allegations regarding all alleged breaches, any written or legal action resulting from those allegations, and the results of any litigation, arbitration, or mediation regarding those claims, including terms of any settlement. While disclosure of any formal claims will not automatically disqualify a Bidder from consideration, at the sole discretion of Equalis Group, such claims and a review of the background details may result in a rejection of a Bidder's proposal. Equalis Group will make this decision based on the Proposal Review Team's determination of the seriousness of the claims, the potential impact that the behavior that led to the claims could have on the Bidder's performance of the work, and the best interests of Members.

Provide statement here. No Formal Claims

2. *Mandatory Disclosure of Governmental Investigations.*

Indicate whether your company and/or any of the proposed subcontractor(s) has been the subject of any adverse regulatory or adverse administrative governmental action (federal, state, or local) with respect to your company's performance of services similar to those described in this RFP. If any such instances are disclosed, Bidders must fully explain, in detail, the nature of the governmental action, the allegations that led to the governmental action, and the results of the governmental action including any legal action that was taken against the Bidder by the governmental agency. While disclosure of any governmental action will not automatically disqualify a Bidder from consideration, such governmental action and a review of the background details may result in a rejection of the Bidder's proposal at Group's sole discretion. Equalis Group will make this decision based on the Proposal Review Team's determination of the seriousness of the claims, the potential impact that the behavior that led to the claims could have on the Bidder's performance of the work, and the best interests of Members.

Provide statement here. No Litigation

PROPOSAL FORM 7: DEALER, RESELLER, AND DISTRIBUTOR AUTHORIZATION

CCOG allows Suppliers to authorize dealers, distributors, and resellers to sell the products and services made available through, and consistent with the Terms and Conditions set forth in, the Master Agreement. If Supplier intends to authorize their dealers, distributors, or resellers access to the Master Agreement in the event of a contract award Supplier must provide a list, either in the form of a document or a weblink, to identify those organizations who are being authorized access to the Master Agreement.

Will the Supplier authorize dealers, distributors, resellers access to Master Agreement?

- Yes**
 No

If yes, how will Supplier disclose which organization(s) will have access to the Master Agreement? This list can be updated from time to time upon CCOG's approval.

Bidder Response: Any Channel partner of Armis that has established a legal partnership with us will be able to utilize the contract. Our channel partner program is continuing to develop. Upon request we can provide complete partner list.

PROPOSAL FORM 8: MANDATORY SUPPLIER & PROPOSAL CERTIFICATIONS

CCOG may not enter into contracts with any suppliers who have been found to be ineligible for state contracts under specific federal or Ohio statutes or regulations. Bidders responding to any CCOG RFP MUST certify that they are NOT ineligible by signing each of the statements below. **Failure to provide proper affirming signature on any of these statements will result in a Bidder's proposal being deemed nonresponsive to this RFP.**

I, Jonathan Carr, hereby certify and affirm that Armis, Inc., has not been debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in transactions by the United States Department of Labor, the United States Department of Health and Human Services, or any other federal department or agency as set forth in 29 CFR Part 98, or 45 CFR Part 76, or other applicable statutes.

AND

I, Jonathan Carr, hereby certify and affirm that Armis, Inc., is in compliance with all federal, state, and local laws, rules, and regulations, including but not limited to the Occupational Safety and Health Act and the Ohio Bureau of Employment Services and the following:

- Not penalized or debarred from any public contracts or falsified certified payroll records or any other violation of the Fair Labor Standards Act in the last three (3) years;
- Not found to have violated any worker's compensation law within the last three (3) years;
- Not violated any employee discrimination law within the last three (3) years;
- Not have been found to have committed more than one (1) willful or repeated OSHA violation of a safety standard (*as opposed to a record keeping or administrative standard*) in the last three (3) years;
- Not have an Experience Modification Rating of greater than 1.5 (a penalty-rated employer) with respect to the Bureau of Workers' Compensation risk assessment rating; and
- Not have failed to file any required tax returns or failed to pay any required taxes to any governmental entity within the past three (3) years.

AND

I, Jonathan Carr, hereby certify and affirm that Armis, Inc., is not on the list established by the Ohio Secretary of State, pursuant to **ORC Section 121.23**, which identifies persons and businesses with more than one unfair labor practice contempt of court finding against them.

AND

I, Jonathan Carr, hereby certify and affirm that Armis, Inc., either is not subject to a finding for recovery under **ORC Section 9.24**, or has taken appropriate remedial steps required under that statute to resolve any findings for recovery, or otherwise qualifies under that section to enter into contracts with CCOG.

I, Jonathan Carr, hereby affirm that this proposal accurately represents the capabilities and qualifications of Armis, Inc., and I hereby affirm that the cost(s) proposed to CCOG for the performance of services and/or provision of goods covered in this proposal in response to this CCOG RFP is a firm fixed price structure as described in the Cost Proposal, inclusive of all incidental as well as primary costs. (*Failure to provide the proper affirming signature on this item may result in the disqualification of your proposal.*)

PROPOSAL FORM 9: CLEAN AIR ACT & CLEAN WATER ACT

The Bidder is 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.

Authorized
signature:

DocuSigned by:
Jonathan Carr
747B4A29CDF84B5...

Printed Name:

Jonathan Carr

Company Name:

Armis, Inc.

Mailing Address:

300 Hamilton Ave., Suite 500, Palo Alto,
CA 94301

Email Address:

Legal@Armis.com

Job Title:


Chief Financial Officer

PROPOSAL FORM 10: DEBARMENT NOTICE

I, the Bidder, 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.

Respondents Name: Jonathan Carr

Mailing Address: Legal@armis.com

Signature  747B4A29CDF84B5...

Title of Signatory: Chief Financial Officer

PROPOSAL FORM 11: LOBBYING CERTIFICATIONS

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 ten thousand dollars (\$10,000) and not more than one hundred thousand dollars (\$100,000) for each such failure.

The undersigned certifies, to the best of his/her knowledge and belief, on behalf of Bidder 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 one hundred thousand dollars (\$100,000) in Federal funds at all appropriate tiers and that all sub-recipients shall certify and disclose accordingly.

Signature:

DocuSigned by:
Jonathan Carr
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Date: March 9, 2022

PROPOSAL FORM 12: CONTRACTOR CERTIFICATION REQUIREMENTS

1. *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 CCOG Participating entities in which work is being performed.

2. *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.

Signature: 
Date: March 9, 2022

PROPOSAL FORM 13: BOYCOTT CERTIFICATION

Bidder 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.

Does Bidder agree? Yes
(JC)

PROPOSAL FORM 14: FEDERAL FUNDS CERTIFICATION FORMS

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 bidders submitting proposals must complete this Federal Funds Certification Form regarding bidder’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 Members for their use while considering their purchasing options when using federal grant funds. Members may also require Supplier Partners 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, respondent should certify bidder’s agreement and ability to comply, where applicable, by having respondents authorized representative complete and initial the applicable lines after each section and sign the acknowledgment at the end of this form. If a Bidder fails to complete any item in this form, CCOG will consider the respondent’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 Supplier Partner using federal funds.

1. *Supplier Partner Violation or Breach of Contract Terms*

Contracts for more than the simplified acquisition threshold currently set at one hundred fifty thousand dollars (\$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 Supplier Partners violate or breach contract terms, and provide for such sanctions and penalties as appropriate.

Any contract award will be subject to Terms and Conditions of the Master Agreement, as well as any additional terms and conditions in any purchase order, participating agency ancillary contract, or Member construction contract agreed upon by Supplier Partner and the participating agency which must be consistent with and protect the participating agency at least to the same extent as the CCOG 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 Supplier Partner violation and breach of contract terms.

Does Bidder agree? Yes
(JC)

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 ten thousand dollars (\$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. Bidder 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 Bidder agree? Yes
(JC)

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. Supplier Partner 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 Supplier Partner agrees that it shall comply with such provision.

Does Bidder agree? Yes
(JC)

4. Davis-Bacon Act

When required by Federal program legislation, Supplier Partner agrees that, for all participating agency prime construction contracts/purchases in excess of two thousand dollars (\$2,000), Supplier Partner 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, Supplier Partner 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, Supplier Partner 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. Supplier Partner agrees that, for any purchase to which this requirement applies, the award of the purchase to the Supplier Partner is conditioned upon Supplier Partner's acceptance of the wage determination.

Supplier Partner 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 Supplier Partner 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 Bidder agree? Yes
(JC)

5. Contract Work Hours and Safety Standards Act

Where applicable, for all participating agency contracts or purchases in excess of one hundred thousand dollars (\$100,000) that involve the employment of mechanics or laborers, Supplier Partner 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, Supplier Partner is required to compute the wages of every mechanic and laborer on the basis of a standard work week of forty (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 forty (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 Bidder agree? Yes
(JC)

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.

Supplier Partner agrees to comply with the above requirements when applicable.

Does Bidder agree? Yes
(JC)

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 one hundred fifty thousand dollars (\$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, Supplier Partner 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 Bidder agree? Yes
(JC)

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.

Supplier Partner certifies that Supplier Partner 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. Supplier Partner further agrees to immediately notify the Cooperative and all Members with pending purchases or seeking to purchase from Supplier Partner if Supplier Partner 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 Bidder agree? Yes
(JC)

9. Byrd Anti-Lobbying Amendment

Byrd Anti-Lobbying Amendment (31 USC 1352) – Supplier Partners that apply or bid for an award exceeding one hundred thousand dollars (\$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, Supplier Partner agrees to file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 USC 1352).

Does Bidder agree? Yes
(JC)

10. Procurement of Recovered Materials

For participating agency purchases utilizing Federal funds, Supplier Partner 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 maybe required to confirm estimates and otherwise comply. The requirements of Section 6002 includes 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 ten thousand dollars (\$10,000) or the value of the quantity acquired during the preceding fiscal year exceeded ten thousand dollars (\$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 Bidder agree? Yes

(JC)

11. Profit as a Separate Element of Price

For purchases using federal funds in excess of one hundred fifty thousand dollars (\$150,000), a participating agency may be required to negotiate profit as a separate element of the price. See, 2 CFR 200.324(b). When required by a participating agency, Supplier Partner agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Supplier Partner agrees that the total price, including profit, charged by Supplier Partner to the participating agency shall not exceed the awarded pricing, including any applicable discount, under Supplier Partner's Group Purchasing Agreement.

Does Bidder agree? Yes
(JC)

12. Prohibition on Certain Telecommunications and Video Surveillance Services or Equipment

Vendor agrees that recipients and subrecipients are prohibited from obligating or expending loan or grant funds to procure or obtain, extend or renew a contract to procure or obtain, or enter into a contract (or extend or renew a contract) to procure or obtain equipment, services, or systems that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system from companies described in Public Law 115-232, section 889. Telecommunications or video surveillance equipment or services produced or provided by an entity that the Secretary of Defense, in consultation with the Director of the National Intelligence or the Director of the Federal Bureau of Investigation, reasonably believes to be an entity owned or controlled by, or otherwise connected to, the government of a covered foreign country are also prohibited.

Does Bidder agree? Yes
(JC)

13. Domestic preferences for procurements

For participating agency purchases utilizing Federal funds, Bidder agrees to provide proof, where applicable, that the materials, including but not limited to, iron, aluminum, steel, cement, and other manufactured products are produced in the United States.

"Produced in the United States" means, for iron and steel products, that all manufacturing processes, from the initial melting stage through the application of coatings, occurred in the United States.

"Manufactured products" means items and construction materials composed in whole or in part of non-ferrous metals such as aluminum; plastics and polymer-based products such as polyvinyl chloride pipe; aggregates such as concrete; glass, including optical fiber; and lumber.

Does Bidder agree? Yes
(JC)

14. General Compliance and Cooperation with Members

In addition to the foregoing specific requirements, Vendor agrees, in accepting any purchase order from a Member, it shall make a good faith effort to work with Members 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 Bidder agree? Yes
(JC)

15. Applicability to Subcontractors

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

Does Bidder agree? Yes
(JC)

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.

Authorized
signature:

DocuSigned by:
Jonathan Carr
747B4A29CDF84B5...

Printed Name: Jonathan Carr
Company Name: Armis, Inc.
Mailing Address: 300 Hamilton Ave., Suite 500, Palo Alto, CA 94301
Job Title: Chief Financial Officer

PROPOSAL FORM 15: ARIZONA CONTRACTOR REQUIREMENTS

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"

CCOG reserves the right to cancel or suspend the use of any contract for violations of immigration laws and regulations. CCOG 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. CCOG and/or CCOG members may request verification of compliance from any contractor or sub-contractor performing work under this contract. CCOG and CCOG members reserve the right to confirm compliance. In the event that CCOG or CCOG members suspect or find that any contractor or subcontractor is not in compliance, CCOG 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 upon 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 CCOG 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, CCOG and CCOG 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.

Does Bidder agree? Yes
(JC)

Date: March 9, 2022

PROPOSAL FORM 16: 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: Armis, Inc.

Street: 300 Hamilton Ave., Suite 500

City, State, Zip Code: Palo Alto, CA 94301

Complete as appropriate:

I, [Click or tap here to enter text.](#), certify that I am the sole owner of [Click or tap here to enter text.](#), 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, [Click or tap here to enter text.](#), a partner in [Click or tap here to enter text.](#), 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, Jonathan Carr, an authorized representative Armis, 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

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

Signature:  747B4A29CDF84B5...

Date: March 9, 2022

PROPOSAL FORM 17: NON-COLLUSION AFFIDAVIT

Bidder Name: Armis, Inc.

Street Address: 300 Hamilton Ave., Suite 500

City, State Zip: Palo Alto, CA 94301

State of New Jersey


County of Insert County name

I, Jonathan Carr of the city of Palo Alto in the County of Santa Clara, State of California of full age, being duly sworn according to law on my oath depose and say that:

I am the Chief Financial Officer of the firm of Armis, Inc. the Bidder 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

Authorized signature:

DocuSigned by:

 747B4A29CDE84B5...

 Chief Financial Officer

Job Title:

Subscribed and sworn before me

this _____ day of _____, 20____

Notary Public of New Jersey

My commission expires _____, 20____

SEAL

PROPOSAL FORM 18: AFFIRMATIVE ACTION AFFIDAVIT (P.L. 1975, C.127)

Company Name: Armis, Inc.
 Street Address: 300 Hamilton Ave., Suite 500
 City, State, Zip Code: Palo Alto, CA 94301

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)

Suppliers must submit with proposal:

1. A photocopy of their Federal Letter of Affirmative Action Plan Approval
OR
2. A photocopy of their Certificate of Employee Information Report
OR
3. A complete Affirmative Action Employee Information Report (AA302)


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

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

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.

Authorized Signature:

DocuSigned by:


747B4A29CDF84B5...
 Chief Financial Officer

 Date: March 9, 2022

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 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 it 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).

DocuSigned by:

Jonathan Carr

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Signature of Procurement Agent

PROPOSAL FORM 19: C. 271 POLITICAL CONTRIBUTION DISCLOSURE FROM

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 is available in Local Finance Notice 2006-1 (https://www.nj.gov/dca/divisions/dlgs/resources/lfns_2006.html).

1. The disclosure is required for all contracts in excess of \$17,500 that are **not awarded** pursuant to a “fair and open” process (N.J.S.A. 19:44A-20.7).
2. Due to the potential length of some contractor submissions, the public agency should consider allowing data to be submitted in electronic form (i.e., spreadsheet, pdf file, etc.). Submissions must be kept with the contract documents or in an appropriate computer file and be available for public access. **The form is worded to accept this alternate submission.** The text should be amended if electronic submission will not be allowed.
3. The submission must be **received from the contractor and** on file at least 10 days prior to award of the contract. Resolutions of award should reflect that the disclosure has been received and is on file.
4. The contractor must disclose contributions made to candidate and party committees covering a wide range of public agencies, including all public agencies that have elected officials in the county of the public agency, state legislative positions, and various state entities. The Division of Local Government Services recommends that contractors be provided a list of the affected agencies. This will assist contractors in determining the campaign and political committees of the officials and candidates affected by the disclosure.
 - a) The Division has prepared model disclosure forms for each county. They can be downloaded from the “County PCD Forms” link on the Pay-to-Play web site at https://www.state.nj.us/dca/divisions/dlgs/programs/pay_2_play.html They will be updated from time-to-time as necessary.
 - b) A public agency using these forms **should edit them to properly reflect the correct legislative district(s).** As the forms are county-based, **they list all legislative districts** in each county. **Districts that do not represent the public agency should be removed from the lists.**
 - c) Some contractors may find it easier to provide a single list that covers all contributions, regardless of the county. These submissions are appropriate and should be accepted.
 - d) The form may be used “as-is”, subject to edits as described herein.
 - e) The “Contractor Instructions” sheet is intended to be provided with the form. It is recommended that the Instructions and the form be printed on the same piece of paper. The form notes that the Instructions are printed on the back of the form; where that is not the case, the text should be edited accordingly.
 - f) The form is a Word document and can be edited to meet local needs, and posted for download on web sites, used as an e-mail attachment, or provided as a printed document.
5. It is recommended that the contractor also complete a “Stockholder Disclosure Certification.” This will assist the local unit in its obligation to ensure that contractor did not make any prohibited contributions to the committees listed on the Business Entity Disclosure Certification in the 12 months prior to the contract. (See Local Finance Notice 2006-7 for additional information on this obligation) A sample Certification form is part of this package and the instruction to complete it is included in the Contractor Instructions. **NOTE: This section is not applicable to Boards of Education.**

C. 271 POLITICAL CONTRIBUTION DISCLOSURE FORM

Contractor Instructions

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

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

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

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

NOTE: This section does not apply to Board of Education contracts.

* 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:	Armis, Inc.		
Address:	300 Hamilton Ave		
City:	Palo Alto	State:CA	Zip:90272

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.

DocuSigned by: <i>Jonathan Carr</i>		
<u>Jonathan Carr</u>	<u>Jonathan Carr</u>	<u>Chief Financial Officer</u>
Signature of Vendor 747B4A29CDF84B5...	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
			\$

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

Continuation Page

C. 271 POLITICAL CONTRIBUTION DISCLOSURE FORM

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

Page ___ of _____

Vendor Name:

Contributor Name	Recipient Name	Date	Dollar Amount
Contributor Name	Recipient Name	Date	Amount
Contributor Name	Recipient Name	Date	Amount
Contributor Name	Recipient Name	Date	Amount
Contributor Name	Recipient Name	Date	Amount
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Contributor Name	Recipient Name	Date	\$Amount
Contributor Name	Recipient Name	Date	\$Amount
Contributor Name	Recipient Name	Date	\$Amount

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.

PROPOSAL FORM 20: 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
- Corporation
- Sole Proprietorship
- Limited Partnership
- Limited Liability Corporation
- Limited Liability Partnership
- Subchapter S Corporation

Sign and notarize the form below, and, if necessary, complete the stockholder list below.

Stockholders:

Name: Stockholder Name	Name: Stockholder Name
Home Address: Home Address	Home Address: Home Address
Name: Stockholder Name	Name: Stockholder Name
Home Address: Home Address	Home Address: Home Address
Name: Stockholder Name	Name: Stockholder Name
Home Address: Home Address	Home Address: Home Address
Subscribed and sworn before me this ____ day of _____, 2__.	_____ (Affiant)
(Notary Public)	_____ (Print name & title of affiant)

My Commission expires:

(Corporate Seal)

PROPOSAL FORM 21: GENERAL TERMS AND CONDITIONS ACCEPTANCE FORM

Check one of the following responses to the General Terms and Conditions in this solicitation, including the Master Agreement:

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:

[Click or tap here to enter text.](#)

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

PROPOSAL FORM 22: EQUALIS GROUP ADMINISTRATION AGREEMENT DECLARATION

Attachment A - Sample Administration Agreement of this solicitation is for reference only. Contracting with Equalis Group and the Winning Supplier will occur after contract award.

Execution of the Administration Agreement is required for the Master Agreement to be administered by Equalis Group. **Attachment A - Sample Administration Agreement** defines i) the roles and responsibilities of both parties relating to marketing and selling the Program to current and prospective Members, and ii) the financial terms between Equalis Group and Winning Supplier.


Redlined copies of this agreement should not be submitted with the response. Should a respondent be recommended for award, this agreement will be negotiated and executed between Equalis Group and the respondent. Respondents must select one of the following options for submitting their response.

- Bidder agrees to all terms and conditions outlined in the **Attachment A - Sample Administration Agreement**.
- Bidder wishes to negotiate directly with Equalis Group on terms and conditions outlined in the Sample Administration Agreement. Negotiations will commence after CCOG has completed contract award.

PROPOSAL FORM 23: MASTER AGREEMENT SIGNATURE FORM

The undersigned hereby proposes and agrees to furnish goods and services in strict compliance with the terms, specifications, and conditions contained within this RFP and the Master Agreement at the prices proposed within the submitted proposal 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.

BIDDERS MUST SUBMIT THIS FORM COMPLETED AND SIGNED WITH THEIR RESPONSE TO BE CONSIDERED FOR AWARD.

Company Name	Armis, Inc.
Address	300 Hamilton Ave., Suite 500
City/State/Zip	Palo Alto, CA 94301
Phone Number	888-452-4011
Email Address	legal@armis.com
Printed Name	Jonathan Carr
Job Title	Chief Financial Officer
Authorized Signature	<div style="border: 1px solid black; padding: 2px;"> <small>DocuSigned by:</small>  <small>747B4AZ9CDF84B5...</small> </div>

Initial Term of the Master Agreement

Contract Effective Date:	May 1, 2022
Contract Expiration Date:	April 30, 2026
Contract Number:	[Redacted]

(Note: Contract Number will be applied prior to CCOG and Equalis Group countersigning.)

THE COOPERATIVE COUNCIL OF GOVERNMENTS, INC.
6001 Cochran Road, Suite 333
Cleveland, Ohio 44139

EQUALIS GROUP, LLC.
5550 Granite Parkway, Suite 298
Plano, Texas 75024

By: _____

Name: Scott A. Morgan

As: CCOG Board President

Date: _____

By: _____

Name: Eric Merkle

As: SVP, Procurement & Operations

Date: _____

CERTIFICATE OF REGISTRATION

Information Security Management System - ISO/IEC 27001:2013

The Certification Body of Schellman & Company, LLC hereby certifies that the following organization operates an Information Security Management System that conforms to the requirements of ISO/IEC 27001:2013

Armis Inc.

for the following scope of registration

The scope of the ISO/IEC 27001:2013 certification covers the Information Security Management System (ISMS) supporting the Agentless Platform Services and aligned with ISO/IEC 27018:2019 (Code of Practice for PII in public clouds acting as PII processors), and in accordance with the Statement of Applicability, version 1.0, dated June 1, 2021.

which includes the following in-scope location(s) on page 2 of 2

Certificate Number: **1865558-2**

Authorized by:



Ryan Mackie
Principal, Schellman & Company
4010 W Boy Scout Blvd., Suite 600
Tampa, Florida 33607, United States
www.schellman.com



Issue Date
October 27, 2021

Original Registration Date
July 5, 2017

Expiration Date
July 4, 2023

Certificate Version
Version 2

CONDITIONS & LIMITATIONS:

1. The aforementioned organization has a perpetual responsibility to maintain compliance with ISO/IEC 27001:2013 during the period of certification.
2. This certificate is subject to the satisfactory completion of annual surveillance audits by Schellman & Company, LLC
3. ISO/IEC 27001:2013 compliance audits are not designed to detect or prevent criminal activity or other acts that may result in an information security breach. As such, this certification should not be construed as a guarantee or assurance that an organization is unsusceptible to information security breaches.
4. The information in this document is provided "AS IS", without warranties of any kind. Schellman & Company, LLC expressly disclaims any representations and warranties, including, without limitation, the implied warranties of merchantability and fitness for a particular purpose.
5. This certificate is the property of Schellman & Company, LLC and is bound by the conditions of contract. The authenticity of this certificate can be validated by contacting Schellman & Company, LLC

In-Scope Location(s)

Location	Function / Role
29 Arnhá Osvaldo Street Tel Aviv Israel	Main Location of the ISMS

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THE ARMIS PLATFORM

Table of Contents

<i>Armis Platform Overview.....</i>	<i>1</i>
<i>The Armis Platform - Technology.....</i>	<i>1</i>
<i>Armis Solution Deployment</i>	<i>3</i>
<i>The Armis Console</i>	<i>5</i>
<i>Meeting NIST CSF Requirements.....</i>	<i>6</i>
<i>Armis Relevant Experience</i>	<i>11</i>

Armis Platform Overview

Armis is the industry leader in Asset Inventory and Unmanaged device Security. The Armis platform is the first agentless, enterprise-class security platform to address the new threat landscape of unmanaged and IoT devices. Armis analyzes device behavior to identify risks or attacks and protects your critical business information and systems. The Armis platform is completely agentless and integrates easily with your existing security products.

Armis has four distinct advantages in the identification and classification of managed, unmanaged and IoT devices:

- **Easy to Deploy** - we can provide a refreshing outlook to a typical IT deployment and can be fully deployed in days vs weeks or months.
- **Agentless** - Armis is agentless and does not require software to be installed on devices.
- **Passive** - Armis is 100% passive, so there is no risk of disrupting or crashing sensitive business or IoT devices through scanning.
- **Real-time & Continuous** - Unlike solutions that work or are applied periodically, Armis is always on, always protecting.

The Armis platform can provide immediate benefits to Equalis members by providing 100% visibility into every asset, on every network and at every agency.

The platform also provides an excellent budgeting tool for Equalis members by providing real time auditing information about groups of assets, applications, operating systems and counts of networking devices. Our platform can become a single source of truth for all IT staff, with roles-based access control to each agency, and within the agency's departments. The Armis platform can give Equalis members the ability to immediately fill the gaps in their security posture, by deploying a powerful platform as the foundation to build a best-in-class Security Program.

The Armis Platform - Technology

Armis provides the leading agentless device security platform purpose-built to protect the world of unmanaged and IoT devices, providing real-time and continuous asset inventory, risk management, and detection and response to prevent cyberattacks that can disrupt and compromise businesses.

The Armis asset inventory and security platform has three distinct advantages to identify and secure all devices in the customer environment.

Armis Advantages

- Agentless
- Passive
- Real-time & Continuous

Agentless - Armis is agentless and does not require software to be installed on devices.

Passive - Armis is 100% passive, so there is no risk of disrupting or crashing sensitive business or IoT devices through scanning.

Real-time & Continuous - Unlike solutions that work or are applied periodically, Armis is always on, always protecting.

More specifically, the Armis solution is designed to provide the following:

- Asset Inventory – The most comprehensive device/software discovery and asset inventory of devices on and off the network.
- Risk Management – Passive, real-time continuous risk and vulnerability assessment with deepest device behavior and threat intelligence.
- Detection & Response – Critical incident response and remediation of threats to compromised devices.

A complete inventory of hardware and software is critically important. This is why so many security frameworks, such as the CIS critical security controls and the NIST framework for improving critical infrastructure cybersecurity, start with inventory. Armis automatically generates a complete inventory of devices in your enterprise environment - on or off the network.

Core to the Armis platform is our Device Knowledgebase, which is a giant, crowd-sourced, cloud-based device behavior repository of information—the largest in the world, tracking 230 million devices and growing. Each profile includes unique device information such as how often each device communicates with other devices, over what protocols, how much data is typically transmitted, whether the device is usually stationary, what software runs on each device, etc. A record is stored for every action on every device.

This information provides critical and unparalleled context for each device. Armis understands not only the type of device and what it *is* doing, but also what it *should* be doing in its assigned environment. These device insights enable Armis to discover and classify devices, as well as detect threats with a high degree of accuracy. Armis compares real-time device state and behavior to “known-good” baselines for similar devices seen in other environments. When a device operates outside of its baseline, Armis issues an alert or can automatically disconnect or quarantine a device.

Armis Solution Deployment

Because Armis is agentless, it is fast and easy to deploy across any network, environment, or location around the world. The agentless security platform integrates with the Equalis member's existing network infrastructure, wired and wireless, to discover and track devices, and protect the organization. The system will also integrate with the Equalis member's IT security and management systems (SOC) and network security, from your firewall to your NAC to your SIEM, letting the Equalis members achieve greater value and more automated response.

Armis requires no software agents to be installed or deployed. It also does not rely on active scanning or probing of devices (which has the potential to introduce catastrophic consequences).

The standard EDR solutions require agents to be installed resulting in longer time to deployment, as well as the constant concern about updating agents etc. Armis takes a different approach - our solution is totally agentless. This allows us to deploy rapidly - the solution can be deployed within hours and immediately provide value. Rapid deployment and the absence of endpoint version management is a huge benefit for Equalis members delivering value in hours and a lower cost of ownership.

To provide continuous and near to real-time monitoring, the Armis collector appliance is deployed to collect data from both the wired and wireless airspace networks. The Armis collector appliance is available in physical and virtual offerings.

The Armis collector appliance collects asset data and network data in a passive and out-of-band manner via a combination of the below methods:

- SPAN/TAP port for wired network monitoring.
- A standard user account in the wireless LAN controller for wireless network monitoring.
- API access to CMDB, endpoint tools and vulnerability tools for asset enrichment purposes.

After the data is collected by the Armis collector appliance:

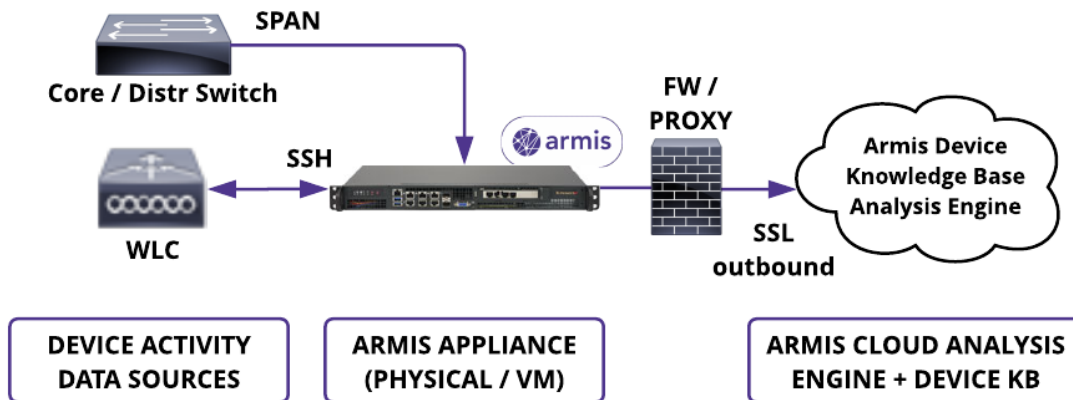
1. The network packets are examined.
2. Data payloads are stripped out and removed.
3. The remaining non-sensitive metadata are sent to the Armis Cloud for analysis.

For Equalis members, Armis will provide and deploy the necessary number of Armis

collector appliances to discover, classify and risk-score all devices within the environment scope.

The Equalis member will provide the required infrastructure changes to enable Armis components to communicate with management back end, data sources, and integration points, per plan and technical design, and governed by customer change control processes. Diagram of the basic components is also below. These include:

- Cloud connectivity: Physical network access, firewall rules, proxy configuration for each site / network Access for Armis collectors to communicate over https with the Armis cloud.
- Network traffic: Configuring SPAN ports on switches, and / or taps via packet switching systems to enable required network traffic for device visibility and threat analysis.
- Wireless: Defining service accounts on WLAN controllers, enabling VLANs containing traversal of wireless traffic to controllers.
- Integration points: Access configuration for specific connectivity from collectors to control points inside the customer network, and any system access for API based integrations.



Armis Collector Deployment

All Armis collectors (physical and virtual) are built, pre-configured with connectivity settings (IP, proxy, etc.), delivered to each site, and are immediately ready for simple installation.

Collector build / ship logistics: Collectors are built individually with full configuration, delivered in concert with customer requirements for logistics control (US and international), and supported by the dedicated Armis logistics team.

Site installation guide and support: Custom installation guides can be created tailored to the installation execution teams' needs, and direct support via remote session will be provided for the initial sites and as needed for any special situations.

Collector commissioning: Procedure guide will be created to outline the commissioning steps required for each collector to be fully activated to the production environment.

In addition to discovering and classifying a device, Armis also calculates a risk score for every device based on multiple factors including:

- Vulnerabilities like unpatched software versions or known hardware exploits.
- Anomalies like port scans, abnormal or high-volume traffic, and devices accessing malicious domains.
- Threats like exploitation of vulnerabilities associated with attack patterns including those like KRACK, BlueBorne, DNS rebinding, or BLEEDINGBIT.
- Known attack patterns, and the behaviors observed of each device.

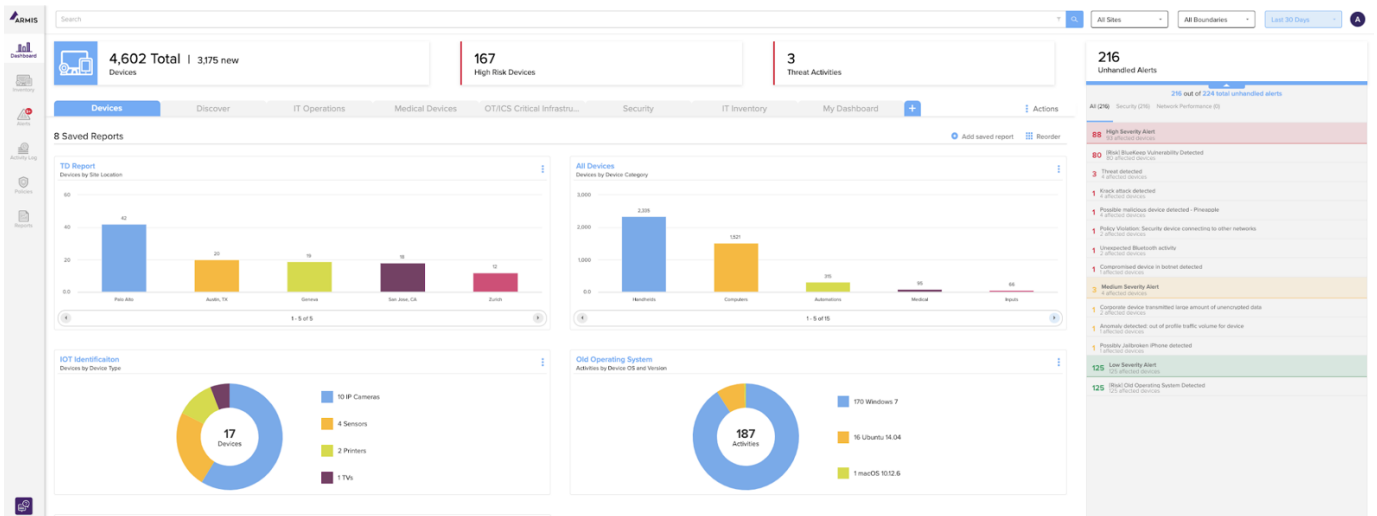
This risk scoring helps the Equalis member's security team understand the attack surface and also meet compliance with regulatory frameworks that require identification and prioritization of vulnerabilities.

- a) Installation and configuration.
- b) Asset inventory reconciliation.
- c) Testing.
- d) Reporting.

The Armis Console

Armis provides a multi-site, multi-network dashboard that provides actionable information on all of the customer's networked devices. Through integrations, Armis is able to bring into the dashboard not only Armis generated data about each device, but also enrich that device data through these integrations.

If an Equalis member wishes for Armis to feed data into existing dashboards, Armis provides a full set of APIs which can be leveraged to pull device specific data from Armis. Additionally, Armis has multiple integrations which push Armis data to other systems such as SIEMs and CMDBs.



Armis detects and classifies each device on the network. Armis' Knowledgebase of over 2 billion devices is the largest in industry and allows Armis to have a best-in-class identification capability. Not only does Armis detect everything, it is also able to pull through multiple integrations additional information regarding the devices, to provide the customer a single pane of glass view of all device details.

Meeting NIST CSF Requirements

In addition, the Armis Platform addresses many other NIST "Cybersecurity Framework" requirements outside of inventory and asset management:

Category	Subcategory	Armis
<p>Risk Assessment (ID.RA):</p>	<p>ID.RA-1: Asset vulnerabilities are identified and documented</p>	<p>The Armis platform constantly monitors all devices on the enterprise network and identifies the vulnerabilities that are present in each device. Armis does this without any need for an agent on the endpoint; this allows Armis to detect software vulnerabilities on just about everything—managed computers, BYOD devices, and the increasingly large number of connected “things” on enterprise networks.</p>
	<p>ID.RA-2: Cyber threat intelligence is received from information sharing forums and sources</p>	<p>Armis receives various sources of threat intelligence. This is used by Armis’ cloud-based risk analysis engine to produce a unique risk score for every device in our customer environment and to detect live threats and attacks.</p>
	<p>ID.RA-3: Threats, both internal and external, are identified and documented</p>	<p>The Armis platform continuously monitors the behavior of every device in the enterprise environment and compares that behavior to various baselines. When a behavioral anomaly is detected, this is almost always an indication that the device has been compromised by a threat actor.</p>

Category	Subcategory	Armis
	ID.RA-5: Threats, vulnerabilities, likelihoods, and impacts are used to determine risk	Armis' cloud-based risk analysis engine generates a unique risk score for every device in every customer environment. The score is based on multiple risk factors including the historical risks associated with the device, current behavior of the device as compared with known "good" behavioral baselines, and known software vulnerabilities.
	ID.RA-6: Risk responses are identified and prioritized	This risk score that Armis generates for each device helps enterprise security teams prioritize their actions to reduce the enterprise attack surface.
Data Security (PR.DS):	PR.DS-5: Protections against data leaks are implemented	Armis continuously monitors all connections in the environment and will alert if a device's connections are consistent with a data leak. For example: connections to unauthorized networks; connections to known malicious domains; anomalous quantities of data; anomalous times of data transmission.
Information Protection Processes and Procedures (PR.IP)	PR.IP-12: A vulnerability management plan is developed and implemented	Armis recognizes and alerts on vulnerabilities to managed and unmanaged endpoints based on known vulnerabilities issued in the CVE list.

Category	Subcategory	Armis
Protective Technology (PR.PT)	PR.PT-4: Communications and control networks are protected	Armis passively monitors device communications and associates active ports, services, and protocols to the hardware assets in the asset inventory. Armis' policy engine can be configured to alert or remediate (e.g., quarantine) whenever Armis observes a device utilizing unauthorized ports, protocols, or services.
Anomalies and Events (DE.AE)	DE.AE-1: A baseline of network operations and expected data flows for users and systems is established and managed	Armis' Device Knowledgebase contains six million distinct device baselines of normal device behavior. These baselines are gleaned from multiple sources including Armis research, device manufacturers, and Armis' enterprise customer environments.
	DE.AE-3: Event data are collected and correlated from multiple sources and sensors	Armis' virtual appliance passively and continuously monitors the behavior of every device on the assigned networks. Armis compares every device's real-time activity to the established and "known-good" activity baseline for the specific device which is stored in our Device Knowledgebase. When abnormal behavior generates a security alert, Armis updates the risk score.

Category	Subcategory	Armis
Security Continuous Monitoring (DE.CM)	DE.CM-1: The network is monitored to detect potential cybersecurity events	Armis passively monitors network communications and alerts whenever Armis observes a device utilizing unauthorized ports, protocols or services or whenever anomalous traffic is observed.
	DE.CM-8: Vulnerability scans are performed	Armis uses passive monitoring, not active network scans, to detect vulnerabilities. Passive monitoring is easier and more comprehensive than active scans, and passive monitoring is less disruptive to devices that are on the network.
Detection Processes (DE.DP)	DE.DP-4: Event detection information is communicated	When Armis detects abnormal behavior, it alerts the security team and, depending on the Equalis member's policies, can initiate an automated response. Armis also communicates event detection to existing SIEM systems and other management systems.

Category	Subcategory	Armis
Mitigation (RS.MI)	RS.MI-1: Incidents are contained	Through integration with the Equalis member's switches and wireless LAN controllers, as well as existing security enforcement points like Cisco and Palo Alto Networks firewalls and/or network access control (NAC) products, Armis can restrict access of malicious devices immediately.

Armis Relevant Experience

Using the same technology and approach as outlined in this response, Armis has successfully deployed the Armis platform for state and local public entities of all sizes, including state agencies, large counties, cities, airports, ports, K-12 schools, and universities of all sizes.

Armis has partnered with some of the largest enterprises in the world (Fortune 50) - some with over 100,000 employees, delivering worldwide deployments. We provided full visibility into all assets in their environment for the purpose of device discovery, asset inventory, NIST compliance and security.

ARMIS, INC.

ANNEX TO FORM 16

- 1) Ownership of Armis, Inc is 100% Armis Security, Ltd
- 2) Shareholders of Armis Security Ltd are as follows:

One Equity Partners, Insight Partners, Brookfield Asset Management, Georgian, RedDot, and CapitalG, Alphabet's independent growth fund. Insight Partners is the majority owner, and Armis operates independently, fully managed by its two co-founders, Yevgeny Dibrov, CEO, and Nadir Izrael, CTO, and the executive team.