



***REQUEST FOR PROPOSALS:***

IT Managed Services

***RFP #:***

COG-2163

***ISSUED BY:***

The Cooperative Council of Governments  
On Behalf of Equalis Group

*6001 Cochran Road, Suite 333  
Cleveland, Ohio 44139*

***DATED:***

November 8, 2024

***SECTION TWO:***

Proposal Submission Documents, Technical Proposal, Cost  
Proposal and Other Required Forms

# TABLE OF CONTENTS

<b>PROPOSAL FORM CHECKLIST</b>	<b>3</b>
<b>PROPOSAL FORM 1: TECHNICAL PROPOSAL</b>	<b>4</b>
<b>PROPOSAL FORM 2: COST PROPOSAL</b>	<b>13</b>
<b>PROPOSAL FORM 3: DIVERSITY VENDOR CERTIFICATION PARTICIPATION</b>	<b>14</b>
<b>PROPOSAL FORM 4: CERTIFICATIONS AND LICENSES</b>	<b>15</b>
<b>PROPOSAL FORM 5: UNRESOLVED FINDINGS FOR RECOVERY</b>	<b>16</b>
<b>PROPOSAL FORM 6: MANDATORY DISCLOSURES</b>	<b>17</b>
<b>PROPOSAL FORM 7: DEALER, RESELLER, AND DISTRIBUTOR AUTHORIZATION</b>	<b>18</b>
<b>PROPOSAL FORM 8: MANDATORY SUPPLIER &amp; PROPOSAL CERTIFICATIONS</b>	<b>19</b>
<b>PROPOSAL FORM 9: CLEAN AIR ACT &amp; CLEAN WATER ACT</b>	<b>20</b>
<b>PROPOSAL FORM 10: DEBARMENT NOTICE</b>	<b>21</b>
<b>PROPOSAL FORM 11: LOBBYING CERTIFICATIONS</b>	<b>22</b>
<b>PROPOSAL FORM 12: CONTRACTOR CERTIFICATION REQUIREMENTS</b>	<b>23</b>
<b>PROPOSAL FORM 13: BOYCOTT CERTIFICATION</b>	<b>24</b>
<b>PROPOSAL FORM 14: FEDERAL FUNDS CERTIFICATION FORMS</b>	<b>25</b>
<b>PROPOSAL FORM 15: FEMA FUNDING REQUIREMENTS CERTIFICATION FORMS</b>	<b>31</b>
<b>PROPOSAL FORM 16: ARIZONA CONTRACTOR REQUIREMENTS</b>	<b>34</b>
<b>PROPOSAL FORM 17: NEW JERSEY REQUIREMENTS</b>	<b>36</b>
<b>PROPOSAL FORM 18: GENERAL TERMS AND CONDITIONS ACCEPTANCE FORM</b>	<b>47</b>
<b>PROPOSAL FORM 19: EQUALIS GROUP ADMINISTRATION AGREEMENT DECLARATION</b>	<b>48</b>
<b>PROPOSAL FORM 20: MASTER AGREEMENT SIGNATURE FORM</b>	<b>49</b>

# PROPOSAL FORM CHECKLIST

## The following documents must be submitted with the Proposal

The below documents can be found in Section 2; Proposal Submission and Required Forms and must be submitted with the proposal. Please note Proposal Form 2 is a separate attachment (attachment B).

### TECHNICAL PROPOSAL

- ☐ **Proposal Form 1: Technical Proposal**

**PROPOSAL PRICING:** Attachment B is provided separately in a Microsoft Excel file and is required to complete your cost proposal.

- ☐ **Proposal Form 2: Cost Proposal**

### OTHER REQUIRED PROPOSAL FORMS:

- ☐ **Proposal Form 3: Diversity Vendor Certification Participation**
- ☐ **Proposal Form 4: Certifications and Licenses**
- ☐ **Proposal Form 5: Unresolved Findings for Recovery**
- ☐ **Proposal Form 6: Mandatory Disclosures**
- ☐ **Proposal Form 7: Dealer, Reseller, and Distributor Authorization**
- ☐ **Proposal Form 8: Mandatory Supplier & Proposal Certifications**
- ☐ **Proposal Form 9: Clean Air Act & Clean Water Act**
- ☐ **Proposal Form 10: Debarment Notice**
- ☐ **Proposal Form 11: Lobbying Certification**
- ☐ **Proposal Form 12: Contractor Certification Requirements**
- ☐ **Proposal Form 13: Boycott Certification**
- ☐ **Proposal Form 14 Federal Funds Certification Form**
- ☐ **Proposal Form 15 FEMA Funding Requirements Certification Form**
- ☐ **Proposal Form 16: Arizona Contractor Requirements**
- ☐ **Proposal Form 17: New Jersey Requirements**
- ☐ **Proposal Form 18: General Terms and Conditions Acceptance Form**
- ☐ **Proposal Form 19: Equalis Group Administration Agreement Declaration**
- ☐ **Proposal Form 20: Master Agreement Signature Form**

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# PROPOSAL FORM 1: TECHNICAL PROPOSAL

## 1. OVERVIEW & QUALIFICATIONS

### 1.1. Company Information

<b>1.1.1. Company Name:</b>	Forward Edge, LLC.	
<b>1.1.2. Corporate Street Address:</b>	2724 East Kemper Road, Cincinnati, Ohio 45241	
<b>1.1.3. Website:</b>	<a href="https://www.Forward-Edge.net">https://www.Forward-Edge.net</a>	
<b>1.1.4. Formation.</b> 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.	Forward Edge, LLC. was formed in 2005 and has been operating under Forward Edge, LLC since our inception in 2005.	
<b>1.1.5. Primary Point of Contact.</b> Provide information about the Respondent representative/contact person authorized to answer questions regarding the proposal submitted by your company:	Name:	Denise Caccavari
	Title:	Director of Cybersecurity Solutions
	Phone:	513-761-3343 ext. 116
	E-Mail Address:	dcaccavari@forward-edge.net
<b>1.1.6. Authorized Representative.</b> Print or type the name of the Respondent representative authorized to address contractual issues, including the authority to execute a contract on behalf of Respondent, 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).	Name:	Charles L. Logan Jr.
	Title:	COO
	Phone:	513-761-3343 ext. 102
	E-Mail Address:	clogan@forward-edge.net
<b>1.2. Financial Strength &amp; Legal Considerations</b>		
<b>1.2.1. Financial Strength.</b> Demonstrate your financial strength and stability with meaningful data. This could include, but is not limited to, such items as financial statements,	Forward Edge's bondability through Lexon Insurance Company (FSR Rating of A+) is \$1,000,000.00 on individual projects and \$2,000,000.00 total program capacity. Additional financial disclosures can be provided post award.	



<p>SEC filings, credit &amp; bond ratings, letters of credit, and detailed reference letters.</p> <p><b>Note:</b> If the information disclosed in your response is considered “Trade Secret” as defined in Ohio Revised Code, Respondents may mark the information as a “Trade Secret” and the response will be redacted from any future use of the RFP response.</p>	
<p><b>1.2.2. Bankruptcy &amp; Insolvency.</b> Describe any bankruptcy or insolvency for your organization (or its predecessors, if any) or any principal of the firm in the last three (3) years.</p>	N/A
<p><b>1.2.3. Litigation.</b> Describe any litigation in which your company has been involved in the last three (3) years and the status of that litigation.</p>	N/A
<b>1.3. Industry Qualifications</b>	
<p><b>1.3.1. Company Identification.</b> How is your organization best identified? Is it a manufacturer, distributor, dealer, reseller, or service provider?</p>	Solution Provider
<p><b>1.3.2. Manufacturer Authorization.</b> If your company is best described as a distributor, dealer, reseller, or similar entity please certify that your organization is authorized to sell the products and services at the price points disclosed in this proposal.</p>	Forward Edge maintains at a minimum a certified partner level with all manufacturers that Forward Edge sells.
<p><b>1.3.3. Authorized Distributors, Agents, Dealers, or Resellers.</b> 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>	Forward Edge will be the single point of sale. Forward Edge does not utilize a network or distributors, dealers, agents or resellers.

<p><b>NOTE:</b> Respondents intending to authorize distributors, agents, dealers, or resellers must complete <b><u>Proposal Form 7 - Dealer, Distributor and Reseller Authorization Form.</u></b></p>	
<p>1.3.4. <b>Network Relationship.</b> 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 &amp; Services proposed in this RFP. If applicable, is your network independent or company owned?</p>	<p>Forward Edge is an independently owned and operated managed services provider with network engineering as a core competency. Forward Edge maintains well-established sales and marketing divisions that support the strategic promotion and sale of all products and services. (As such, Forward Edge does not use dealers, resellers and/or distributors in the sale of our services.)</p> <p>Noteworthy, delivery of these technologies has resulted in long standing relationships with multiple enterprise technology OEM's. The significant annual hardware, licenses, and support purchases from these OEM's [as well as the OEM's appointed distribution partners where applicable] afford Forward Edge strategic industry relationships.</p> <p>Forward Edge also holds many certifications with these OEM's which designates Forward Edge as a Top Tier Partner with the OEM's providing Forward Edge with additional training, expertise and additional discounts and rebates that can be passed along to the customer.</p> <p>These relationships afford Forward Edge expanded market opportunities vis-a-vis prospect introductions, co-promotional initiatives, sales spiffs, etc.</p>
<p>1.3.5. <b>Industry Experience.</b> How long has your company provided the products and services outlined in your response to this RFP? What percentage of your company's revenue in each of the last three (3) full calendar years was generated from these products and services?</p>	<p>Forward Edge's core competency is network engineering which provides the technology platform for the comprehensive menu of services implemented and supported to its customers. These services have been provided since 2005. Managed Security is a specialty engineering discipline that leverages this expertise has been a formally established practice since January 2011.</p> <p>2022 - 10.05% of Revenue</p> <p>2023 - 17.20% of Revenue</p>
<p>1.3.6. <b>Geographic Reach.</b> Describe your company's <b>current</b> service area in the United States and which areas you intend to offer services under a resulting contract if awarded.</p>	<p>Forward Edge's Managed Services are implemented, managed and supported remotely and made available nationwide without exception.</p>

<p>1.3.7. <b>Socio-economically Disadvantaged Business Engagement.</b> Does bidder commit to take all affirmative steps set forth in <a href="#">2 CFR 200.321</a> to assure that minority businesses, women's business enterprises, labor surplus area firms are used when possible.</p>	<p>X Yes  <input type="checkbox"/> No</p>
<p>1.3.8. <b>Certifications and Licenses.</b> 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>Provide copies of any of the certificates or licenses included in your response in <b><u>Proposal Form 5 - Certifications and Licenses.</u></b></p>	<p>See "ADDENDUM I: Certifications"</p>
<p><b>1.4. Public Sector Experience</b></p>	
<p>1.4.1. <b>Public Sector Cooperative Contracts.</b> Provide a list of the public sector cooperative contracts (e.g., state term contracts, public sector cooperatives, etc.) you currently hold and the annual revenue through those contracts in each of the last three (3) calendar year. Please exclude information and data associated with Federal or GSA contracts</p>	<p>While Forward Edge maintains no current Public Sector COOP contracts specific to Managed Services/Cybersecurity services, the following is noteworthy and relevant to other services we provide:</p> <p>Forward Edge is a member in good standing of the following Texas Purchasing Cooperatives:</p> <ul style="list-style-type: none"> <li>·TexBuy Purchasing Cooperative (Region 10). Technology Products and Solutions Catalog. Amarillo, Texas. <a href="http://www.texbuy.net">http://www.texbuy.net</a></li> <li>·EdTech Exchange (Region 10), Richardson, Texas <a href="https://www.edtechcoop.com/">https://www.edtechcoop.com/</a></li> <li>·Education Service Center Region 11. White Settlement, Texas. <a href="https://www.esc11.net">https://www.esc11.net</a></li> <li>·Education Service Center Region 18. Amarillo, Texas. <a href="https://www.esc16.net">https://www.esc16.net</a></li> </ul>

<p>1.4.2. <b>Education Success.</b> 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 &amp; school districts and high education)?</p>	<p>(i.) \$43,000,000.00 Annual</p> <p>(ii.) Revenue verticals:</p> <ul style="list-style-type: none"> <li>• K-12 School Districts - 94%</li> <li>• Career Centers - 3%</li> <li>• Education Architectural Design Firms - 2.5%</li> <li>• Higher Education - 0.5%</li> </ul>
<p>1.4.3. <b>Government Success.</b> 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>N/A - Forward Edge has historically and predominately served the K-12 educational sector.</p>
<p>1.4.4. <b>Customer References.</b> 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> <ol style="list-style-type: none"> <li>Customer contact person and their title, telephone number, and email address;</li> <li>A brief description of the products and services provided by your company;</li> <li>Customer relationship starting and ending dates; and,</li> <li>Notes or other pertinent information relating to the customer and/or the products and services your company provided.</li> </ol>	<p>(i.) Reference</p> <p>Deer Park Community City Schools 8688 Donna Lane Cincinnati, OH 45236</p> <p>a.) Jay Phillips, Superintendent <a href="mailto:phillips.j@dpccsd.org">phillips.j@dpccsd.org</a> Tel: 513-891-0222</p> <p>b.) Managed Cybersecurity Services/Managed Network Services</p> <p>c.) July 1, 2021/July 1, 2013</p> <p>(ii.) Reference</p> <p>Reading Community City School District 810 East Columbia Avenue Reading, OH 45215</p> <p>a.) Colette Lewis, Treasurer <a href="mailto:clewis@readingschools.org">clewis@readingschools.org</a> Tel: 513-554-1800</p> <p>b.) Managed Cybersecurity Services/Managed Network Services</p> <p>c.) May 1, 2021/March 15, 2020</p> <p>(iii.) Reference</p> <p>Wyoming City Schools 420 Springfield Pike Wyoming, OH 45215</p> <p>Ronda Johnson, Treasurer <a href="mailto:johnsonr@wyomingcityschools.org">johnsonr@wyomingcityschools.org</a> 513-206-7000</p>

	<p>b.) Managed Cybersecurity Services/Managed Network Services c.) April 29, 2021/June 1, 2019</p> <p>(iv.) Reference West Clermont Local Schools 4350 Aicholtz Road Cincinnati, OH 45245 Larry Parece, Director of Technology <a href="mailto:parece_l@westcler.org">parece_l@westcler.org</a> 513-943-5000</p> <p>b.) Managed Cybersecurity Services/Managed Network Services c.) September 9, 2021/July 1, 2015</p> <p>(v.) Reference Loveland City Schools 757 South Lebanon Road Loveland, OH 45140 John Ames, Business Manager <a href="mailto:amesjo@lovelandschools.org">amesjo@lovelandschools.org</a> 513-683-5600</p> <p>b.) Managed Network Services c.) October 6, 2010</p>
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## 2. PRODUCTS & SERVICES

### 2.1. PRODUCTS & SERVICES

<p><b>2.1.1. Product &amp; Services Description(s).</b> Provide a detailed description of the products and services you are offering as a part of your proposal.</p> <p>Your response may include, but is not limited to, information related to your proposal offering, differentiators, capabilities &amp; advantages, processes, warranty information, capabilities, installation or set-up, training services, maintenance services, or any other piece of information that would help understand the breadth and depth of your products and service offering.</p>	<p><u>See Addendum II. Products &amp; Services Descriptions</u></p>
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<p><b>IMPORTANT.</b> This description along with the products and services included in the <b>Attachment B – Cost Proposal</b> will be utilized to define the overall products and services available under a resulting contract.</p>	
<p><b>2.1.2. Data Protection.</b> What security certifications does your company currently hold that establish your processes for protecting user Data?</p>	<p>N/A - Customer Data retention, classification, storage and management is the responsibility of the end user.</p>
<p><b>2.1.3. Security.</b> Describe the protocols are in place to ensure the safe transmission of information being shared through your products and services?</p>	<p>Forward Edge observes and utilizes best practices for data transmission including data encryption.</p>
<p><b>2.1.4. Value-Add or Additional Offering.</b> Please include any additional products and services your organization offers but is not included in the scope of this solicitation and will enhance and add value to this contract's participating agencies.</p>	<p>Forward Edge offers hardware/software solutions, staff augmentation, curriculum technology integration services, network project engineering services, and technology design services.</p>
<p><b>2.1.5. Open Market Products.</b> 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-inventory products.</p> <p><b>NOTE:</b> For a definition of Open Market Items, please refer to <b>Part One, Section 5.4 – Other Pricing Scenarios.</b></p>	<p>Forward Edge deals with a multitude of leading technology distributors, vendors and suppliers that allow Forward Edge to accommodate requests for open market products. If the product requires certification or authorizations, depending on the alignment and requirements, Forward Edge will quickly let the end user know if we can service these specific type requests.</p>
<p><b>2.1.6. Industries Standards.</b> Describe how your products and services conform to applicable industry standards and required specifications.</p>	<p>The "Forward Edge Way" is a methodology designed to create ideal outcomes for schools by utilizing a curated collection of reliable and user-friendly technology solutions called "The Stack."</p> <p><b>Advantages of using The Stack:</b></p> <ul style="list-style-type: none"> <li>• Increased service quality and value</li> <li>• Decreased costs and training fees</li> <li>• Increased expertise</li> </ul>

	<ul style="list-style-type: none"> <li>• Decreased teacher frustration</li> <li>• Optimized functionality</li> <li>• Time and efficiency savings</li> </ul> <p><b>Disadvantages of not using The Stack:</b></p> <ul style="list-style-type: none"> <li>• Increased time and energy</li> <li>• Decreased efficiency</li> <li>• Increased costs due to maintenance of incompatible or unfamiliar systems</li> <li>• Lack of control over what can go wrong</li> <li>• Solutions not optimized for K-12 or education</li> </ul> <p>The Stack includes a variety of technology solutions across different categories, such as:</p> <ul style="list-style-type: none"> <li>• <b>Wireless &amp; Switching:</b> Cisco Meraki, Aruba, Extreme Networks</li> <li>• <b>Firewall:</b> Fortinet, SonicWall</li> <li>• <b>Servers:</b> Lenovo, Hewlett Packard Enterprise, Dell</li> <li>• <b>Backups:</b> Barracuda, Veeam</li> <li>• <b>Power:</b> APC, Eaton, Schneider Electric</li> <li>• <b>Video Surveillance &amp; Access Control:</b> Hanwha Techwin, Axis Communications, Milestone Systems</li> <li>• <b>Software Platforms:</b> Google for Education, Microsoft</li> <li>• <b>Cybersecurity:</b> Perch Security, Qualys, KnowBe4</li> </ul> <p>By partnering with Forward Edge, schools can benefit from direct manufacturer support, exclusive promotions and protections, reliable support from experienced partners, and a focus on factors often ignored by competitors, such as hardware lifecycles, customer service, technology strategy, and future development plans.</p>
<p><b>2.1.7. <i>Warranty.</i></b> 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 <b><u>Attachment B – Cost Proposal.</u></b></p>	<p>OEM warranties apply per solution providers as identified in Attach B - Cost Proposal. Forward Edge provides support in warranty processing as needed.</p>
<p><b>3. <u>BUSINESS OPERATIONS</u></b></p>	

<b>3.1.1. Logistics</b>	
<p><b>3.1.2. Locations; Distribution &amp; Shipping Capabilities.</b> Describe how supplier proposes to distribute the products/services in Respondent's defined geographic reach.</p> <p>Your response may include, but is not limited to, information related to the number of store or showroom locations, distribution facilities, supply chain partners, fill rates, on-time delivery rates, and your ability to accommodate expedited orders.</p>	<p>For solutions provided, the majority is software based and is installed by end user or with remote assistance for Forward Edge. Any physical hardware will be shipped to the desired location. Forward Edge uses only Tier one manufacturers and distribution centers, with access to over 30 warehouses across the US allowing us to ship in a timely manner.</p>
<b>3.2. Customer Service</b>	
<p><b>3.2.1. Customer Service Department.</b> Describe your company's customer service department &amp; 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>Forward Edge maintains an internally owned and fully staffed customer service center.</p> <p>The customer service center is located at Corporate Headquarters, 2724 East Kemper Road, Cincinnati, Ohio 45241.</p> <ul style="list-style-type: none"> <li>• Forward Edge currently maintains a staff of 6 customer service representatives that are available Monday through Friday from 8am - 5pm EST.</li> <li>• Forward Edge utilizes a proactive Customer Care approach to provide customers with information, tools, and services at every point of interaction with the customer. This enhances the overall customer experience. Customer Services representatives are trained to ensure customer satisfaction to include proactive problem resolution in a timely manner.</li> <li>• Forward Edge uses internal KPI's for the customer service team to ensure that our customer needs are being handled in an efficient and proper manner providing the customer with a professionally delivered experience.</li> </ul>
<b>3.3. Customer Set Up; Order &amp; Invoice Processing; Payment</b>	
<p><b>3.3.1. Proposal Development, Order, and Invoice Process.</b> Describe your company's</p>	<p>The Account Executive will facilitate the formulation of a site specific solution proposal based on the unique network topography and other critical environmental attributes; identification of critical and non critical networks assets, users, etc.).</p>




proposal development, order, and invoice process.	The Account Executive generates a “custom quote” through the Forward Edge enterprise CRM system and provides an electronic link to the quote to client organization for acceptance. Client organization purchase orders can also be processed in tandem.
<b>4. PRICING</b>	
<b>4.1. Cost Proposal</b>	
4.1.1. <b>Pricing Model.</b> Provide a description of your pricing model or methodology identifying how the model works for the products and services included in your proposal. Your response should describe how the proposed pricing model is able to be audited by an Equalis Group member to assure compliance with the pricing in the Master Agreement.	<p>Line Item Pricing is the methodology model used in Attachment B.</p> <p>This includes the identification of unique Equalis Group Product IDs. A Unit List Price is determined and an appropriate discount is applied per Line Item to determine the Final Price extended to members (The Final Unit Prices includes consideration to all applicable administrative fees and rebates.) <b>Note that where no unit cost is provided the listed discount is to be applied to published OEM MSRP’s.</b></p>
4.1.2. <b>Auditable.</b> 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.	The assignment of unique Equalis/CCOG product numbers* will be assigned and tracked for this purpose. Forward Edge’s financial systems allow for the classification of part numbers and products which allow for reports to be run for tracking purposes. Reporting complexity capabilities support comprehensive self and external audits. *See Attachment B.
4.1.3. <b>Cost Proposal Value.</b> Which of the following statements best describes the pricing offered included in Respondent’s cost proposal.	<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 checked="" 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 type="checkbox"/> not applicable. Please explain below.</p>
4.1.4. <b>Additional Savings.</b> Describe any quantity or volume discounts or rebate programs included in your Cost Proposal.	N/A
4.1.5. <b>Cost of Shipping.</b> Is the cost of shipping included in the pricing submitted with your response? If	Cost of shipping is not applicable as services are delivered remotely. In the event physical delivery of a device is required, additional shipping charges will apply.

<p>no, describe how freight, shipping, and delivery costs are calculated.</p>	
<p>4.1.6. <b>Pricing Open Market or Sourced Goods.</b> If relevant, propose a method for the pricing of Open Market Items or Sourced Goods.</p> <p><b>NOTE:</b> For a definition of Open Market Items, please refer to <b>Part One, Section 5.4 – Other Pricing Scenarios.</b></p>	<p>Forward Edge is positioned to leverage both our internal network engineering expertise and advanced industry relationships to address and deliver any open market products/solutions a client organization may uniquely require. Pricing methods of Open Market or Sourced Goods will be determined per non-standard deployment project and can be assumed to be on a cost-plus basis. Client organizations can assume that any cost will be a reflection of actual costs incurred by Forward Edge to deliver relevant goods/services.</p>
<p>4.1.7. <b>Total Cost of Acquisition.</b> Identify any components from the total cost of acquisition that are <b>NOT</b> included in the Cost Proposal. This would include all additional charges that are not directly identified as freight or shipping. For example, permitting, installation, set up, mandatory training, site work, or initial inspection may be required but not initially considered in the Cost Proposal. Identify any parties that impose such costs and their relationship to the Respondent.</p>	<p>Total costs of acquisition are <i>included</i> in the pricing as documented in “Attachment B Cost Proposal”. Forward Edge does provide services outside the scope of this contract that may become relevant; eg. network engineering support and related hardware.</p>
<h2>5. GO-TO-MARKET STRATEGY</h2>	
<h3>5.1. Respondent Organizational Structure &amp; Staffing of Relationship</h3>	
<p>5.1.1. <b>Key Contacts.</b> Provide contact information and resumes for the person(s) who will be responsible for the following areas;</p> <ol style="list-style-type: none"> <li>1. Executive Contact</li> <li>2. Contract Manager</li> <li>3. Sales Leader</li> <li>4. Reporting Contact</li> <li>5. Marketing Contact.</li> </ol> <p>***Indicate who the primary contact will be if it is not the Sales Leader.</p>	<p>1.Executive Contact: Charles Logan Tel: 513-761-3343 Email:clogan@forward-edge.net</p> <p>2.Contract Manager: Charles Logan Tel: 513-761-3343 Email:clogan @forward-edge.net</p> <p>3. Sales Leader: John Waltz</p>

	<p>Tel: 513-761-3343 Email: jwaltz@forward-edge.net and Denise Caccavari Tel: 513-761-3343 Email: dcaccavari@forward-edge.net</p> <p>4. Reporting Contact: Esther Green Tel: 513-761-3343 Email: egreen@forward-edge.net</p> <p>5. Marketing Contact: Paige Greve, Director of Marketing Tel: 513-761-3343 Email: pgreve@forward-edge.net</p>
<p>5.1.2. <b>Sales Organization.</b> Provide a description of your sales organization, including key staff members, the size of the organization, in-house vs. third-party sales resources, geographic territories, vertical market segmentation, etc.</p>	<p>Our internal “Teams Organizational Model” includes: (i.) Sales &amp; Marketing (ii.) Cybersecurity Engineering (iii.) Logistics and Operations.</p> <p>It's a team effort at Forward Edge and all silos have profitability responsibility. The cybersecurity sales team is currently composed of five [5] dedicated Account Executives responsible for growth and customer satisfaction.</p> <p>Managed Services/Cybersecurity Engineers have responsibility for security and stability.</p> <p>Logistics and Operations team members have responsibility for onboarding, project management, and financing. Currently, we have over 100 employees with over 15+ open slots for employment. We cover the education market nationwide.</p>
<p><b>5.2. Contract Implementation Strategy &amp; Expectations</b></p>	
<p>5.2.1. <b>Contract Expectation.</b> What are your company's expectations in the event of a contract award?</p>	<p>Contract Expectations are directly related to the anticipated CCOG member district sales penetration of the estimated 1500 K-12 education members (38% of the current 4,000 membership pool). We are excited to create a meaningful partnership that will provide much needed protection to the educational market that has largely been left behind. Our experience tells us that time and speed will be essential for success. Our schools need the very best provider while bringing the best possible value.</p>
<p>5.2.2. <b>Five (5) Year Sales Vision &amp; Strategy.</b> Describe your company's vision and strategy to</p>	<p>Our Vision is clear. We are striving to build the very best Managed Services Solution for the education market. To achieve this, we will continue to leverage our knowledge and experience</p>

<p>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; how you will market the contract, including deployment of the contract on your company website; and the time frames in which this will be completed.</p>	<p>serving the educational market for almost two [2] decades. Our experts in Managed Services, engineering, operational logistics and finance provide meaningful solutions to this most vulnerable market.</p> <p>Our solution does not have operational territory restrictions as afforded by full remote delivery.</p> <p>See Addendum III. GO TO MARKET STRATEGY</p>
<p>5.2.3. <b>Sales Objectives.</b> What are your top line sales objectives in each of the five (5) years if awarded this contract?</p>	<p>Contract Year 1: 50 Member Account Acquisitions Approximate Net Sales Value: \$1,500,000*</p> <p>Contract Year 2: 125 Member Account Acquisitions Approximate Net Sales Value: \$3,750,000*</p> <p>Contract Year 3: 200 Member Account Acquisitions Approximate Net Sales Value: \$6,000,000*</p> <p>Contract Year 4: 250 Member Account Acquisitions Approximate Net Sales Value: \$7,500,000*</p> <p>Contract Year 5: 300 Member Account Acquisitions Approximate Net Sales Value: \$9,000,000*</p> <p>*Average Managed Services Annual account value estimated [conservatively] at \$30,000 per account.</p> <p>Note: Estimates reflect continuous CCOG/Equalis member growth expectations in the K-12 vertical. (Currently reported as comprising 38% of all membership or approximately 1,500 current K-12 members.</p>
<p>6. <u>ADMIN FEE &amp; REPORTING</u></p>	
<p>6.1. <b>Administration Fee &amp; Reporting</b></p>	

<p>6.1.1. <b>Administrative Fee.</b> Equalis Group only generates revenue when the Winning Supplier generates revenue based on contract utilization by current and future Members.</p> <p>The administrative fee is normally calculated as a percentage of the total Spend for agencies accessing products and services through the Master Agreement and is typically two percent (2%) to three percent (3%). In some categories, a flat fee or another fee structure may be acceptable.</p> <p><b>Please provide your proposed Administrative Fee percentage or structure.</b></p> <p><b>NOTE:</b> The proposed Administrative Fee language for this contract is based on the terms disclosed in the <b><u>Attachment A – Model Administration Agreement</u></b>.</p>	
<p><b>6.1.2. Sales &amp; Administrative Fee Reporting.</b> Equalis Group requires monthly reports detailing sales invoiced the prior month and associated Administrative Fees earned by the 15<sup>th</sup> 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>Forward Edge herein confirms our willingness and ability to meet these monthly reporting requirements.</p>
<p><b>6.1.3. Self-Audit.</b> 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 you sales organization provides and 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>Forward Edge has the capacity and internal controls in place to facilitate a self audit and comply with its contractual obligations. The assignment of unique Equalis/CCOG product numbers* will be assigned and tracked for this purpose. Forward Edge's financial systems allow for the classification of part numbers and products which allow for reports to be run for tracking purposes. Reporting complexity capabilities support comprehensive self and external audits.</p>



## 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 Respondent's proposal submission. Respondents 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.

Respondent's Cost Proposal must include the information requested in **Section 5 – Cost Proposal & Pricing**.

**NOTE:** Cost Proposals will remain sealed and will only be opened and reviewed for those Respondents 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, disabled 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.](#)

***(The rest of this page is intentionally left blank)***



## 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 Respondent 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.

N/A

***(The rest of this page is intentionally left blank)***

## 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 Respondent 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 Respondent whose name, or the name of any of the subcontractors proposed by the Respondent, 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

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## 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 Respondent 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 Respondent'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 Respondent's performance of the work, and the best interests of Members.

Provide statement here. N/A

### 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, Respondents 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 Respondent by the governmental agency. While disclosure of any governmental action will not automatically disqualify a Respondent from consideration, such governmental action and a review of the background details may result in a rejection of the Respondent'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 Respondent's performance of the work, and the best interests of Members.

Provide statement here. N/A

***(The rest of this page is intentionally left blank)***

## 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**

X **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.

Respondent Response: Click or tap here to enter text.

***(The rest of this page is intentionally left blank)***

## 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. Companies 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 Respondent's proposal being deemed nonresponsive to this RFP.**

I, **Charles L. Logan Jr.**, hereby certify and affirm that **Forward Edge, LLC.**, 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, **Charles L. Logan Jr.**, hereby certify and affirm that **Forward Edge, LLC.** 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, **Charles L. Logan Jr.**, hereby certify and affirm that **Forward Edge, LLC.** 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, **Charles L. Logan Jr.**, hereby certify and affirm that **Forward Edge, LLC.** 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, **Charles L. Logan Jr.**, hereby affirm that this proposal accurately represents the capabilities and qualifications of **Forward Edge, LLC.** 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 Respondent 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: Charles L. Logan Jr.

Printed Name: Charles L. Logan Jr.

Company Name: Forward Edge, LLC.

Mailing Address: 2724 East Kemper Road, Cincinnati,  
Ohio 45241

Email Address: clogan@forward-edge.net.

Job Title: COO

***(The rest of this page is intentionally left blank)***

## PROPOSAL FORM 10: DEBARMENT NOTICE

I, the Respondent, 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:

Forward Edge, LLC, t.

Mailing Address:

2724 E Kemper Road

Cincinnati, OH 45241

Signature

Charles L. Logan Jr.

Title of Signatory:

Charles L. Logan Jr, COO

***(The rest of this page is intentionally left blank)***

## 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 Respondent 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: Charles L. Logan Jr.  
Date: 12-13-2024

***(The rest of this page is intentionally left blank)***



## 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: Charles L. Logan Jr.  
Date: 12-13-2024

***(The rest of this page is intentionally left blank)***

## PROPOSAL FORM 13: BOYCOTT CERTIFICATION

Respondent 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 Respondent agree? CLL  
(Initials of Authorized Representative)

***(The rest of this page is intentionally left blank)***

## 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 Respondents submitting proposals must complete this Federal Funds Certification Form regarding Respondent’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 their 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 Respondent 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 Respondent agree? CLL

(Initials of Authorized Representative)

### 2. ***Termination for Cause or Convenience***

When a participating agency expends federal funds, the participating agency reserves the right to immediately terminate any agreement in excess of 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. Respondent 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 Respondent agree? CLL

(Initials of Authorized Representative)

### 3. ***Equal Employment Opportunity***

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

The equal opportunity clause provided under 41 CFR 60-1.4(b) is hereby incorporated by reference. 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 Respondent agree? CLL

(Initials of Authorized Representative)

### 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](http://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 Respondent agree? CLL

(Initials of Authorized Representative)

**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 Respondent agree? CLL

(Initials of Authorized Representative)

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

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

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

Does Respondent agree? CLL

(Initials of Authorized Representative)

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

Clean Air Act (42 USC 7401-7671q.) and the Federal Water Pollution Control Act (33 USC 1251-1387), as amended – Contracts and subgrants of amounts in excess of 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 Respondent agree? CLL

(Initials of Authorized Representative)

## 8. **Debarment and Suspension**

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

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 Respondent agree? CLL

(Initials of Authorized Representative)

## 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 Respondent agree? CLL

(Initials of Authorized Representative)

## 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 Respondent agree? CLL

(Initials of Authorized Representative)

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 Respondent agree? CLL

(Initials of Authorized Representative)

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 Respondent agree? CLL

(Initials of Authorized Representative)

13. ***Domestic preferences for procurements***

For participating agency purchases utilizing Federal funds, Respondent 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 Respondent agree? CLL

(Initials of Authorized Representative)

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 Respondent agree? CLL

(Initials of Authorized Representative)

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 Respondent agree? CLL

(Initials of Authorized Representative)

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

Authorized signature:

Charles L. Logan Jr.

Printed Name: Charles L. Logan Jr.

Company Name: Forward Edge, LLC.

Mailing Address: 2724 East Kemper Road, Cincinnati, Ohio 45241

Job Title: COO

***(The rest of this page is intentionally left blank)***



# PROPOSAL FORM 15: FEMA FUNDING REQUIREMENTS CERTIFICATION FORMS

**Please answer the following question. If yes, complete this Proposal Form.**

In the event of a contract award, does the Respondent intend to make their products and services available to public agencies utilizing FEMA funds or seeking reimbursement from FEMA?	<input checked="checked" type="checkbox"/> X	Yes
	<input type="checkbox"/> □	No

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). Additionally, Appendix II to Part 200 authorizes FEMA to require or recommend additional provisions for contracts.

All Respondents submitting proposals who desire to work with Members utilizing FEMA funds must complete this FEMA Recommended Contract Provisions Form regarding Respondent’s willingness and ability to comply with certain requirements which may be applicable to specific participating agency purchases using FEMA funds. This completed form will be made available to Members for their use while considering their purchasing options when using FEMA 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 Respondent’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 Respondent 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. **Access to Records**

### **For All Procurements**

The Winning Supplier agrees to provide the participating agency, the pass-through entity (if applicable), the FEMA Administrator, the Comptroller General of the United States, or any of their authorized representatives access to any books, documents, papers, and records of the Contractor which are directly pertinent to this contract for the purposes of making audits, examinations, excerpts, and transcriptions.

The Winning Supplier agrees to permit any of the foregoing parties to reproduce by any means whatsoever or to copy excerpts and transcriptions as reasonably needed.

The Winning Supplier agrees to provide the FEMA Administrator or his authorized representatives access to construction or other work sites pertaining to the work being completed under the contract.

Does Respondent agree? Charles L. Logan Jr.  
(Initials of Authorized Representative)

## **For Contracts Entered into After August 1, 2017, Under a Major Disaster or Emergency Declaration**

In compliance with section 1225 of the Disaster Recovery Reform Act of 2018, the participating agency, and the Winning Supplier acknowledge and agree that no language in this contract is intended to prohibit audits or internal reviews by the FEMA Administrator or the Comptroller General of the United States.”

Does Respondent agree? CCL

(Initials of Authorized Representative)

## 2. ***Changes***

FEMA recommends that all contracts include a changes clause that describes how, if at all, changes can be made by either party to alter the method, price, or schedule of the work without breaching the contract. The language of the clause may depend on the nature of the contract and the procured item(s) or service(s). The participating agency should also consult their servicing legal counsel to determine whether and how contract changes are permissible under applicable state, local, or tribal laws or regulations.

Does Respondent agree? CLL

(Initials of Authorized Representative)

## 3. ***Use of DHS Seal, Logo, and Flags***

The Winning Supplier shall not use the DHS seal(s), logos, crests, or reproductions of flags or likenesses of DHS agency officials without specific FEMA pre-approval. The contractor shall include this provision in any subcontracts.

Does Respondent agree? Charles L. Logan Jr.

(Initials of Authorized Representative)

## 4. ***Compliance with Federal Law, Regulations, And Executive Orders and Acknowledgement of Federal Funding***

This is an acknowledgement that when FEMA financial assistance is used to fund all or a portion of the participating agency’s contract with the Winning Supplier, the Winning Supplier will comply with all applicable federal law, regulations, executive orders, FEMA policies, procedures, and directives.

Does Respondent agree? CLL

(Initials of Authorized Representative)

## 5. ***No Obligation by Federal Government***

The federal government is not a party to this or any contract resulting from this or future procurements with the participating agencies and is not subject to any obligations or liabilities to the non-federal entity, contractor, or any other party pertaining to any matter resulting from the contract.

Does Respondent agree? CLL

(Initials of Authorized Representative)

## 6. ***Program Fraud and False or Fraudulent Statements or Related Acts***

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

Does Respondent agree? CLL

(Initials of Authorized Representative)

**7. Affirmative Socioeconomic Steps**

If subcontracts are to be let, the Winning Supplier is required to take all necessary steps identified in 2 C.F.R. § 200.321(b)(1)-(5) to ensure that small and minority businesses, women's business enterprises, and labor surplus area firms are used when possible.

Does Respondent agree? CLL

(Initials of Authorized Representative)

**8. License and Delivery of Works Subject to Copyright and Data Rights**

The Winning Supplier grants to the participating agency, a paid-up, royalty-free, nonexclusive, irrevocable, worldwide license in data first produced in the performance of this contract to reproduce, publish, or otherwise use, including prepare derivative works, distribute copies to the public, and perform publicly and display publicly such data. For data required by the contract but not first produced in the performance of this contract, the Winning Supplier will identify such data and grant to the participating agency or acquires on its behalf a license of the same scope as for data first produced in the performance of this contract. Data, as used herein, shall include any work subject to copyright under 17 U.S.C. § 102, for example, any written reports or literary works, software and/or source code, music, choreography, pictures or images, graphics, sculptures, videos, motion pictures or other audiovisual works, sound and/or video recordings, and architectural works. Upon or before the completion of this contract, the Winning Supplier will deliver to the participating agency data first produced in the performance of this contract and data required by the contract but not first produced in the performance of this contract in formats acceptable by the (insert name of the non-federal entity).

Does Respondent agree? CLL

(Initials of Authorized Representative)

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

Authorized signature:

Charles L. Logan Jr.

Printed Name: Charles L. Logan Jr.

Company Name: Forward Edge, LLC.

Mailing Address: 2724 E Kemper Road, Cincinnati, OH 45241.

Job Title: COO.

## PROPOSAL FORM 16: ARIZONA CONTRACTOR REQUIREMENTS

***Please answer the following question. If yes, please complete this Proposal Form.***

In the event of a contract award, does the Respondent intend to make their products and services available to public agencies in the State of Arizona?	<input checked="checked" type="checkbox"/> X	Yes
	<input type="checkbox"/>	No

In the event the Awarded Supplier desires to pursue public sector opportunities in the State of Arizona, it is important to understand the requirements for working with those public agencies. The documentation and information contained in this proposal form are intended to provide the Respondent with documentation that could be relevant to the providing products & services to public agencies in the State of Arizona. It is the responsibility of the public agency to ensure they are in compliance with local 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 CLL<sub>2</sub>

(Initials of Authorized Representative)

Date: 12/13/2024.

***(The rest of this page is intentionally left blank)***

# PROPOSAL FORM 17: NEW JERSEY REQUIREMENTS

**Please answer the following question. If yes, complete this Proposal Form.**

Does the awarded supplier intend to make their products and services available to public agencies in the State of New Jersey?	<input checked="checked" type="checkbox"/> X	Yes
	<input type="checkbox"/>	No

In the event the Awarded Supplier desires to pursue public sector opportunities in the State of New Jersey, it is important to understand the requirements for working with those public agencies. The documentation and information contained in this proposal form are intended to provide the Respondent with documentation that could be relevant to the providing products & services to public agencies in the State of New Jersey. It is the responsibility of the public agency to ensure they are in compliance with local requirements.

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

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

## **A. 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:** Forward Edge, LLC,

**Street:** 2724 East Kemper Road

**City, State, Zip Code:** Cincinnati, OH 45241ck or tap here to enter tex.

### **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, [Charles L. Logan Jr.](#), an authorized representative [Forward Edge, LLC](#), 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**

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

Signature: Charles L. Logan Jr.  
Date: 12-13-2024

***(The rest of this page is intentionally left blank)***

**B. Non-Collusion Affidavit**

**Respondent Name:** \_\_\_\_\_

**Street Address:**

**City, State Zip:**

State of New Jersey

County of Insert County name

I, Insert name here. of the Insert name of City in the County of Insert name of County, State of Insert name of State of full age, being duly sworn according to law on my oath depose and say that:

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

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

Authorized  
signature:

Job Title: Insert job title here.

Subscribed and sworn before me

this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_

\_\_\_\_\_  
Notary Public of New Jersey

My commission expires \_\_\_\_\_, 20\_\_\_\_

SEAL



**C. Affirmative Action Affidavit (P.L. 1975, C.127)**

Company Name: Click or tap here to enter text.  
Street Address: Click or tap here to enter text.  
City, State, Zip Code: Click or tap here to enter text.

**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 photo copy of their Federal Letter of Affirmative Action Plan Approval  
OR
2. A photo copy 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: \_\_\_\_\_  
Title of Signatory: Click or tap here to enter text.  
Date: Click or tap here to enter text.

**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).

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Signature of Procurement Agent

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## D. C. 271 Political Contribution Disclosure Form

### **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](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](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.**

## CONTRACTOR INSTRUCTIONS

Business entities (contractors) receiving contracts from a public agency in the state of New Jersey 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:
  - o of the public entity awarding the contract
  - o of that county in which that public entity is located
  - o of another public entity within that county
  - o 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:	Insert vendor name here.		
Address:	Insert street address here.		
City:	Insert City Here.	State:State.	Zip:Zip Code

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.

_____	Insert Full Name	Insert Title.
Signature of Vendor	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)

### C. 271 POLITICAL CONTRIBUTION DISCLOSURE FORM

Page \_\_\_\_ of \_\_\_\_

[illegible]

Page | 51

**List of Agencies with Elected Officials Required for Political Contribution Disclosure**

**N.J.S.A. 19:44A-20.26**

**County Name:**

State: Governor, and Legislative Leadership Committees

Legislative District #s:

State Senator and two members of the General Assembly per district.

County:

Freeholders

County Clerk

Sheriff

{County Executive}

Surrogate

Municipalities (Mayor and members of governing body, regardless of title):

**USERS SHOULD CREATE THEIR OWN FORM, OR DOWNLOAD FROM [WWW.NJ.GOV/DCA/LGS/P2P](http://WWW.NJ.GOV/DCA/LGS/P2P) A COUNTY-BASED, CUSTOMIZABLE FORM.**

**E. 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  Home Address: Home Address		Name: Stockholder Name  Home Address: Home Address	
Subscribed and sworn before me this ____ day of _____, 2 ____.  (Notary Public)  My Commission expires:		_____ (Affiant)  _____ (Print name & title of affiant)  (Corporate Seal)	

***(The rest of this page is intentionally left blank)***

## PROPOSAL FORM 18: 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 19: 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.

☒ Respondent agrees to all terms and conditions in **Attachment A - Sample Administration Agreement.**

☐ Respondent wishes to negotiate directly with Equalis Group on terms and conditions in the Sample Administration Agreement. Negotiations will commence with Equalis Group after CCOG has completed the contract award.

## PROPOSAL FORM 20: MASTER AGREEMENT SIGNATURE FORM

**RESPONDENTS MUST SUBMIT THIS FORM COMPLETED AND SIGNED WITH THEIR RESPONSE TO BE CONSIDERED FOR AWARD. RESPONDENTS WHO FAIL TO DO SO WILL BE DETERMINED UNRESPONSIVE AND WILL NO LONGER BE CONSIDERED FOR AWARD.**

The undersigned hereby proposes and agrees to furnish Products & 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.

Company Name Forward Edge, LLC.  
Address 2724 East Kemper Road  
City/State/Zip Cincinnati, Ohio 45241  
Phone Number 513-761-3343  
Email Address clogan@forward-edge.net  
Printed Name Charles L. Logan Jr.  
Job Title COO  
Authorized Signature Charles L. Logan Jr.

### Initial Term of the Master Agreement

Contract Effective Date: March 1, 2025  
Contract Expiration Date: February 28, 2029  
Contract Number:

*(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.  
5540 Granite Parkway, Suite 200  
Plano, Texas 75024

By: \_\_\_\_\_  
Name: Franklyn A. Corlett  
As: CCOG Board President

By: \_\_\_\_\_  
Name: Eric Merkle  
As: EVP, Procurement & Operations

Date:

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Date:

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## ADDENDUM II.

### Products and Services Technical Description

2.1. PRODUCTS & SERVICES	
<p><b>2.1.1. Product &amp; Services Description(s).</b> Provide a detailed description of the products and services you are offering as a part of your proposal.</p> <p>Your response may include, but is not limited to, information related to your proposal offering, differentiators, capabilities &amp; advantages, processes, warranty information, capabilities, installation or set-up, training services, maintenance services, or any other piece of information that would help understand the breadth and depth of your products and service offering.</p> <p><b>IMPORTANT.</b> This description along with the products and services included in the <b><u>Attachment B – Cost Proposal</u></b> will be utilized to define the overall products and services available under a resulting contract.</p>	<p><a href="#">Click or tap here to enter text.</a></p>

	Section	Subsection	Forward Edge Service Description Competency Description
5.1	Network Management and Security		
		a. 24/7 network monitoring and maintenance	
		Server Monitoring, maintenance, and patching	<p>The Server Tier of Managed Services relates to providing monitoring and support services to a partner school district's server environment. This tier is critical as it generally relates to the data and end-user access of authorized resources on the school district's network.</p> <p>Performance data is captured and returned to Forward Edge's Network Operations Center (NOC) for real-time analysis and review. For example, if a partner school district utilizes a physical server running ESXi to virtualize its server environment. In this environment, let's say a virtual server exists that has the sole role of being a print server for an elementary school. Due to excess jobs received during the day, the server frequently is bottlenecked by a low memory allocation as part of its configuration. This alert is captured by the probe and forwarded to the Forward Edge NOC. This will then alert system engineers to begin troubleshooting and eventual remediation of the issue – in this case, delivering a quote for additional</p>

			physical memory modules if required or configuring additional needed virtual resources for the print server. Overall, this service allows for additional resources to continuously watch over the compute resources to ensure it is available and capable of sending and receiving data at any given time.
		Switch Monitoring and maintenance	<p>Forward Edge monitors and ensures the network and data side of a partner school district's network remains functional. This level includes Core Switching and routing, edge switching and lab switches. The switching infrastructure is critical to maintain the flow of information throughout the network. Overall, this service allows for additional resources to continuously watch over the network to ensure it is available and capable of sending and receiving data at any given time.</p> <p>An example could be, if a switch shows that a power supply has failed, this device-level alert is captured by the probe and forwarded to the Forward Edge NOC. This will then alert network engineers to begin troubleshooting and eventual remediation of the issue – in this case delivering a quote for a replacement power supply (if out of warranty / support) or guiding the partner school district through an RMA process to get it replaced if applicable.</p>
		b. Firewall management and intrusion detection/prevention	<p>Forward Edge provides monitoring and support services to a partner school district's in-house Firewall. This solution generally relates to a physical hardware appliance. In today's environment, firewalls have become a critical component to protecting a school district not only from threats on the internet but also from other school districts and devices that share the same WAN service.</p> <p>Telemetry data is captured and returned to Forward Edge's Network Operations Center (NOC) for real-time analysis and review. For example, if a partner school district utilizes an in-house firewall in their environment and a large number connections are being generated, an alert would be created and forwarded to the Forward Edge NOC. This will then alert engineers to begin troubleshooting and eventual remediation of the issue. In addition to basic monitoring, districts can also opt for an add-on IDS/IPS (Intrusion Detection and Protection) solution that uses AI and risk intelligence to automatically block malicious activity.</p> <p>Celerium Dark Cubed IDS/IPS: Celerium Dark Cubed set-it-and-forget-it solution delivering 100% automated threat detection and blocking, is deployed in minutes, is</p>



			<p>100% SaaS, and requires no new hardware, no software to install, no agents, and no cyber security analysts needed to operate.</p> <p>Dark Cubed operates by receiving the syslogs from the on prem firewall. Each external IP address seen in the traffic is given a risk score based on several factors. By default if Dark Cubed sees traffic to or from an external IP address rated 8 or greater it will amend the blocklist of the internal firewall to include that IP address.</p>
		c. VPN setup and management,	See Firewall Management (included)
		d. Wi-Fi monitoring / management / maintenance	Forward Edge monitors and ensures the wireless network infrastructure and broadcasted networks remain functional. Not only are more and more devices becoming network connected, most of them are wireless. Wireless connectivity in schools is no longer a convenience, it is a critical system needed for day to day operations. Our managed services offering monitors and maintains this key component of the district's infrastructure to help ensure wireless availability.
		Wyebot active monitoring	Using Wyebot's AI-Driven WiFi Automation, the Wireless Intelligence Platform™ (WIP) gives you the information you need to find and address network problems in real-time. No complexity, no mysteries. Using Wyebot technology, Forward Edge is able to optimize and tune your network for optimum performance.
5.2	Infrastructure Management		
		a. Server administration and virtualization	<p>The Server Tier of Managed Services relates to providing monitoring and support services to a partner school district's server environment. This tier is critical as it generally relates to the data and end-user access of authorized resources on the school district's network.</p> <p>Performance data is captured and returned to Forward Edge's Network Operations Center (NOC) for real-time analysis and review. For example, if a partner school district utilizes a physical server running ESXi to virtualize its server environment. In this environment, let's say a virtual server exists that has the sole role of being a print server for an elementary school. Due to excess jobs received during the day, the server frequently is bottlenecked by a low memory allocation as part of its</p>

			configuration. This alert is captured by the probe and forwarded to the Forward Edge NOC. This will then alert system engineers to begin troubleshooting and eventual remediation of the issue – in this case, delivering a quote for additional physical memory modules if required or configuring additional needed virtual resources for the print server. Overall, this service allows for additional resources to continuously watch over the compute resources to ensure it is available and capable of sending and receiving data at any given time.
		b. Storage solutions and data management	
		c. Disaster recovery and business continuity planning	
		d. Hardware procurement and lifecycle management	Forward Edge is able to tailor solutions to fit your goals and budget. Using the MSR (Managed Services Review) Forward Edge reviews a partner school district's infrastructure, trends and identifies trouble areas. The report includes information on lifecycle management, best practices, and areas of improvement.
5.3	End-User Support		
		a. 24/7 help desk services	Forward Edge's Network Operations Center (NOC) monitors covered infrastructure on a 24x7 basis for analysis and review during business hours. For example, if a switch shows that a power supply has failed, this device-level alert is captured and forwarded to the Forward Edge NOC team. This will then alert network engineers to begin troubleshooting and escalate to remediation of the issue – in this case delivering a quote for a replacement power supply or guiding the partner school district through an RMA process if applicable. Overall, this service allows for additional resources to continuously watch over the network to ensure it is available and capable of sending and receiving data at any given time.
		b. Remote and on-site technical support	

		c. Device management (computers, mobile devices, peripherals)	
		d. Software installation, updates, and patch management	<p>For Device management Forward Edge typically employs SCCM. This tier is critical as it generally relates to maintaining the SCCM / MEMCM Server, deploying Windows Updates to client systems, application packaging and deployment to client systems, and managing operating system deployment (also known as imaging).</p> <p>For example, a partner school district may utilize SCCM / MEMCM for operating system deployment. If there is an issue with failures during this process, the customer can reach out and an engineer will be available to troubleshoot. This could include troubleshooting infrastructure issues, application installation issues, model specific driver issues, or a myriad of other potential issues.</p> <p>For another example, if a customer would like to deploy an application to a large number of devices in the district. If the application supports a silent installation, we can generally package and deploy it to a collection of systems. If all teacher devices need SMART board software installed, we can target those devices and have the software installed silently without the need for user interaction or the need for users to have local administrator rights. Furthermore, we can make the software available in an application catalog for the end users to install at their leisure.</p>
5.4	Cybersecurity Services		
		a. Vulnerability assessments and penetration testing	<p><b>Vulnerability Management</b></p> <p>Xpel by Forward Edge leverages their advanced partnership with Qualys vulnerability management solutions to provide school districts global visibility into IT systems vulnerabilities.</p> <p>The Xpel (Internal and External) Vulnerability Scan detects and classifies exposed entry points into networks and systems on which cyber attackers capitalize by scanning for known threats, out-of-date hardware, software and other appliances. This critical layer in our cyber defense arsenal cumulatively detects critical vulnerabilities and misconfigurations across network devices, operating systems, and applications per industry standard hardening CIS benchmarks. The Xpel SOC</p>

			<p>team provides prioritized identified vulnerabilities to supports the most impactful and time-sensitive remediation</p> <p>The robust reporting not only identifies holes and weaknesses but also provides criticality scores and remediation suggestions in an easy to understand format you can quickly act on!</p> <ul style="list-style-type: none"> <li>■ External VS Internal</li> <li>■ Deployment - Agent or Virtual</li> <li>■ Frequency - Monthly? Continuous?</li> <li>■ Scanning Solution vs Managed Solutions</li> <li>■ Importance of Product Reporting</li> <li>● Vulnerability by group/type/location</li> <li>● Risk Category</li> <li>● Remediation instructions</li> </ul> <p><b>Penetration Testing</b></p> <p>Internal and External IP Range Scanning and Reporting</p>
		b. Security awareness training for employees,	<p><b>Phishing Simulation Training serves multiple purposes -</b></p> <ol style="list-style-type: none"> <li>a. Training to identify threats and</li> <li>b. Creates a line of defense at the end of the keyboard where end users report not only simulations BUT also identify and report actual email threats. These reports result in EML tickets created for the Xpel SOC to investigate. Then, if warranted, the SOC adds the hash to the Xpel EDR and domain blocklists.</li> </ol>

			<p><b>2. Phish Alert Button Benefits:</b></p> <ul style="list-style-type: none"> <li>• Reinforces the district's security culture</li> <li>• Users report suspicious emails with just one click (the hook icon)</li> <li>• Xpel SOC team gets early phishing alerts from users, creating a network of "sensors"</li> <li>• Email is deleted from the user's inbox to prevent future exposure</li> <li>• Easy deployment via MSI file for Outlook and GSuite deployment for Gmail (Chrome) - AD syncing</li> </ul> <p><b>3. Comprehensive library containing themed modules featuring:</b></p> <ul style="list-style-type: none"> <li>a. <b>Animated Videos</b></li> <li>b. <b>Cyber Tip Tuesdays</b></li> <li>c. <b>Bell Announcements</b></li> <li>d. <b>Technical Articles</b></li> </ul>
		c. Endpoint protection and encryption	<ul style="list-style-type: none"> <li>• SentinelOne: <ul style="list-style-type: none"> <li>○ (a.) Kills: All active content in documents, executables, and sub-processes are stopped. The agent enables Kill for processes that act contrary to normal endpoint behavior, or do not fit the actions of the application the process is hiding in.</li> <li>○ (b.) Quarantines: The Quarantine option encrypts malicious executables, and moves them to a confined path. Quarantined files can be retrieved from the SentinelOne Management console for further analysis i.e. detonation in a sandbox.</li> <li>○ (c.) Remediates: The Remediate response measure removes linked libraries, deletes seed files, and restores the configuration of the OS, application, and user settings to the state before an attack began.</li> <li>○ (d.) Rollback: Restores the endpoint to a saved VSS snapshot, undoing the changes made by the malicious process and its associated assets. This option is best for ransomware mitigation and</li> </ul> </li> </ul>

			<p>disaster recovery because it undoes all changes made to files, like encryption.</p> <ul style="list-style-type: none"> <li>○ (e.) Disconnect from Network: SentinelOne offers the option to disconnect an endpoint from the network. This feature enables an administrator to isolate an endpoint from everything except the SentinelOne management console. This preventative measure can stop an incident spreading while the alert is investigated.</li> </ul> <p>Differentiator: The Xpel SOC team maximizes the effectiveness of the SentinelOne EDR solutions by writing custom detection rules. <a href="#">This enables the team to address specific threats unique to both the district's specific environment as well as K-12 environments</a> as a sector.</p> <p>This hyper and singular focus on the K-12 sector heightens the fidelity of the alerts and makes MTTR/MTTD more impactful. The Xpel SOC provides detailed reports available on the CyberHub that provide a comprehensive overview of the district's deployments. These reports include data on active agents, ticket workflows, and deployment graphs, helping teams identify and address blind spots in their security estate. Finally, all threats identified are crowdsourced and applied universally at the parent level to all Xpel SOC customers.</p>
		d. Compliance management (HIPAA, PCI-DSS, GDPR, etc.)	<p>Virtual CISO and Process Review</p> <p>Development of Best Practices that will contribute to a continually improving cybersecurity posture ideally designed to meet the goals of the first implementation group of the Center for Internet Security (CIS) framework. The vCISO roles includes critical compliance support.</p> <p>EG Data Privacy Compliance</p> <p>FERPA (Family Educational Rights and Privacy Act) is the main federal statute governing student data privacy. It mandates that schools safeguard education records and grant parents access to them. Essentially, FERPA defines what information schools can collect, maintain, and disclose, with or without consent from students or their parents.</p>

			<p>CIPA (Children's Internet Protection Act). While content filters are commonly used for CIPA compliance, they may not fully protect student data stored in cloud storage. CIPA aims to prevent unauthorized disclosure, use, and dissemination of personal information regarding minors</p> <p>Protection of Pupil Rights Amendment outlines restrictions related to student privacy in federally funded surveys or evaluations. Schools funded under the Individuals with Disabilities Education Act must also ensure the confidentiality of personally identifiable information.</p>
5.5	Data Analytics and Business Intelligence	a. Data warehouse design and implementation, b. Business intelligence tool integration, c. Custom reporting and dashboard creation, d. Predictive analytics solutions	NO RESPONSE
5.6	Cloud Services	a. Cloud migration strategy and implementation, b. Hybrid cloud environment management, c. Cloud storage and backup solutions, d. Software-as-a-Service (SaaS) integration	NO RESPONSE
5.7	Unified Communications	a. VoIP system implementation and management, b. Video conferencing solutions, c. Collaboration tool integration (e.g., Microsoft Teams, Slack), d. Mobile device	NO RESPONSE

		management and BYOD policies	
5.8	Application Management	a. Custom application development and maintenance, b. Legacy system integration and modernization, c. API development and management, d. Quality assurance and testing services	NO RESPONSE
5.9	IT Strategy and Consulting		
		a. IT roadmap development	Forward Edge is able to tailor solutions to fit your goals and budget. Using the MSR (Managed Services Review) Forward Edge reviews a partner school district's infrastructure, trends and identifies trouble areas. The report includes information on lifecycle management, best practices, and areas of improvement.
		b. Technology stack optimization	Forward Edge is able to tailor solutions to fit your goals and budget. Using the MSR (Managed Services Review) Forward Edge reviews a partner school district's infrastructure, trends and identifies trouble areas. The report includes information on lifecycle management, best practices, and areas of improvement.
		c. Digital transformation initiatives	NO RESPONSE
		d. IT governance and policy development	NO RESPONSE
5.10	Automation and AI Integration	a. Robotic Process Automation (RPA) implementation, b. AI-powered chatbots for customer service, c. Machine learning models for predictive	NO RESPONSE



		maintenance, d. Workflow automation solutions	
5.11	IoT and Edge Computing		
		a. IoT device management and security	NO RESPONSE
		b. Edge computing infrastructure setup	NO RESPONSE
		c. Real-time data processing and analytics	NO RESPONSE
5.12	Compliance and Risk Management		
		a. Regular security audits and assessments	The Xpel SOC team provides an advanced cybersecurity risk assessment designed specifically to address K-12 environments and is in alignment with the CSF control framework. The purpose of a cybersecurity risk assessment is to identify, assess, and prioritize risks to information and information systems. The assessment allows organizations to understand environment-specific exposures that affect security posture, leading to more informed decision-making on how best to allocate funds and resources to implement security controls and protect the environment.
		b. Regulatory compliance monitoring and reporting	NO RESPONSE
		c. third-party risk management	NO RESPONSE
		d. Incident response planning and execution	



# MANAGED SERVICES DONE BETTER

## MANAGED SERVICES

Partner Managed Services ensures your district's systems are proactively maintained.

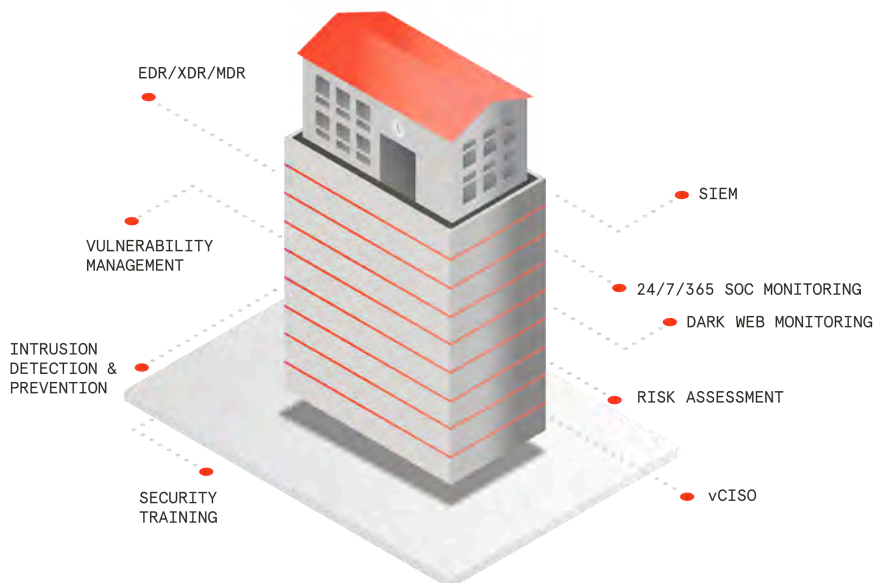
96% of our customers believe Managed Services is a good value for their district & 100% of our customers are referenceable.

Other solution highlights include:

- Proactive Performance & Prevention
- Automated Issue Resolution
- Remote Device Access
- E-Rate Eligible MIBS Contracts



## MANAGED CYBERSECURITY SOLUTIONS









Leverage Xpel by Forward Edge, a complete Cybersecurity suite for K-12 Education.

Transform your district's cybersecurity posture with next generation solutions designed to address the increasing threat to school finances, sensitive data and operational and instructional integrity. Our solution Protects, Detects, and Responds.

Connect with Us!



# MINIMUM BASELINE SECURITY STANDARDS CHECKLIST

- |  |   |  |
|--|---|--|
|    |    | <b>Supported Operating Systems:</b> Keep servers up-to-date with the latest OS versions and service packs. Install all critical updates.   |
|    |    | <b>Genuine Licensed Software:</b> Verify server and desktop software for authenticity, licensing, and vendor support.  |
|    |    | <b>Current Manufacturer Support:</b> Critical infrastructure must have recognized service contracts in place.  |
|   |   | <b>EDR Solution:</b> Licensed, up-to-date, and vendor-supported Endpoint Detection and Response (EDR) solution.  |
|  |  | <b>Air-Gapped Backup:</b> Vendor-supported air-gapped backup solution meeting CIS 11.1. Monitors and sends alerts for success and failure.   |
|  |  | <b>Hardware Firewall Protection:</b> Vendor-supported hardware firewall with the latest security patches.  |
|  |  | <b>Component Lifecycle Compliance:</b> Ensure all covered components meet either manufacturer's lifecycle, mean-time before failure, or within five years from end-of-sale announcement. |

**ENSURE**  
YOUR DISTRICT  
ENVIRONMENT IS  
SECURE.

If you choose not to implement these recommendations, you're acknowledging the risks outlined in our checklist. By signing below the Customer acknowledges that it has read this information and has elected not to follow the MSP's recommendations.

\_\_\_\_\_

Name

\_\_\_\_\_

Date

# Xpel Essentials

## CYBERSECURITY PROTECTION FOR K-12 EDUCATION

Feature	Description	Qty	Included
<b>EDR</b>	Endpoint Detection and Response w/ 24/7/365 Monitoring 	Up to 15 Critical Infrastructure Devices	<input checked="" type="checkbox"/>
<b>SIEM</b>	Security Information Event Management [SIEM] software to actively aggregate, correlate and monitor syslog activity	Up to 15 Critical Infrastructure Devices	<input checked="" type="checkbox"/>
<b>SOC 24/7/365</b>	Xpel SOC Continuous Monitoring and Prevention 24/7/365 	Included	<input checked="" type="checkbox"/>
<b>Dark Web Monitoring</b>	Continuous Dark Web Monitoring	All District Domains and subdomains	<input checked="" type="checkbox"/>
<b>Vulnerability Management</b>	Internal and External Vulnerability Management 	Up to 5,000 IP's	<input checked="" type="checkbox"/>
<b>Annual Risk Assessment</b>	Annual Risk Assessment 	Included	<input checked="" type="checkbox"/>
<b>vCISO</b>	vCISO Advisory to Strategic Planning and NIST/CIS Alignment, Incident Response Playbook Development, Data Privacy Compliance, etc. 	Included	<input checked="" type="checkbox"/>
<b>IDS/ IPS</b>	Intrusion Detection Systems (IDS) and Intrusion Prevention Systems (IPS) from Celerium	Optional	
<b>Phishing Threat Simulations</b>	Phishing Threat Simulations from KnowBe4	Optional	
<b>XPEL ESSENTIALS ANNUAL FEE</b>			<b>\$16,250</b>

# PARTNER MANAGED SERVICES

## WHO WE ARE

Forward Edge is a leading K-12 technology solutions provider, dedicated to empowering schools to reach tomorrow's learners.

With a commitment to delivering cutting-edge solutions and services, Forward Edge is focused on helping educational institutions thrive in the digital age, enabling students to succeed in an increasingly technology-driven world.



## WHY IS PARTNER MANAGED SERVICES IS A GOOD VALUE FOR YOUR DISTRICT?



**Knowledge & Experience of the Team**



**Shared Knowledge of my Infrastructure**



**Reduced Risk**



**Proactive Solutions**



**Time to Focus on other IT Priorities**



**Peace of Mind**



**vCIO**



**Lifecycle Management and Budget Planning**

## WHAT WE DO

Your to-do's seem endless and the technology changes are never ending. We get it. That's why districts partner with us to provide a cost-effective and efficient way for schools and educational institutions to manage their technology infrastructure and support.

Partner Managed services can include everything from network and server management to email and cloud storage solutions, as well as cybersecurity and data backup and recovery. By sharing the risk with Forward Edge, you can save time and resources while ensuring that your technology is always up-to-date and running smoothly.

**"It is true that Forward Edge provides us with tech specialists who oversee our network and are extremely good at what they do, but they also work with us to better understand the impact that technology has on our students' academic and social growth and they provide the needed training and solutions to help us become more effective educators."**

Deer Park Community City Schools



513-761-3343



[www.forward-edge.net](http://www.forward-edge.net)



# Share the Risk for the Reliability & Stability of Your Network

## HOW Our Partner Managed Services Works

Server got hit by lightning



We were alerted immediately! We were able to work with the manufacturer to get replacements and they were back up the next day running properly

The storage array began to malfunction due to an unknown firmware bug; we saw issues with performance and possible data corruption on a holiday



We had two engineers on-site for over 24 hours to work with the manufacturer to resolve the issues and make sure there were no lingering effects for school after break

Broken fiber on a weekend, ISP never notified district



Our staff was on-site within 2 hours to help coordinate the repair

A piece of infrastructure is affected by a high risk cybersecurity incident



Forward Edge works with you to deploy and test manufacturer remediations

## WHY We're Different

**100%**

of our customers said they would recommend us to another district

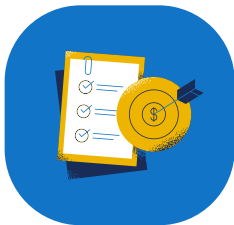
20 customers with

**12+ years**

of working together

**99.67%**

Average Uptime last year



## COUNT ON US...

To work with you to improve district technology processes & planning for the future! Through transparency and collaboration, we provide regular Managed Services Reviews to stay aligned on goals, budgets, forecasting, and provide insight into your district's technology.

All of the people I have worked with are great...They always do a great job for me. [They] are very thorough when helping with the managed switches....very knowledgeable.

Williamsburg City Schools

It is a comfort to know that professional skilled engineers that know our facility and our infrastructure are only a phone call away. No matter how big or small the project, they have never disappointed.

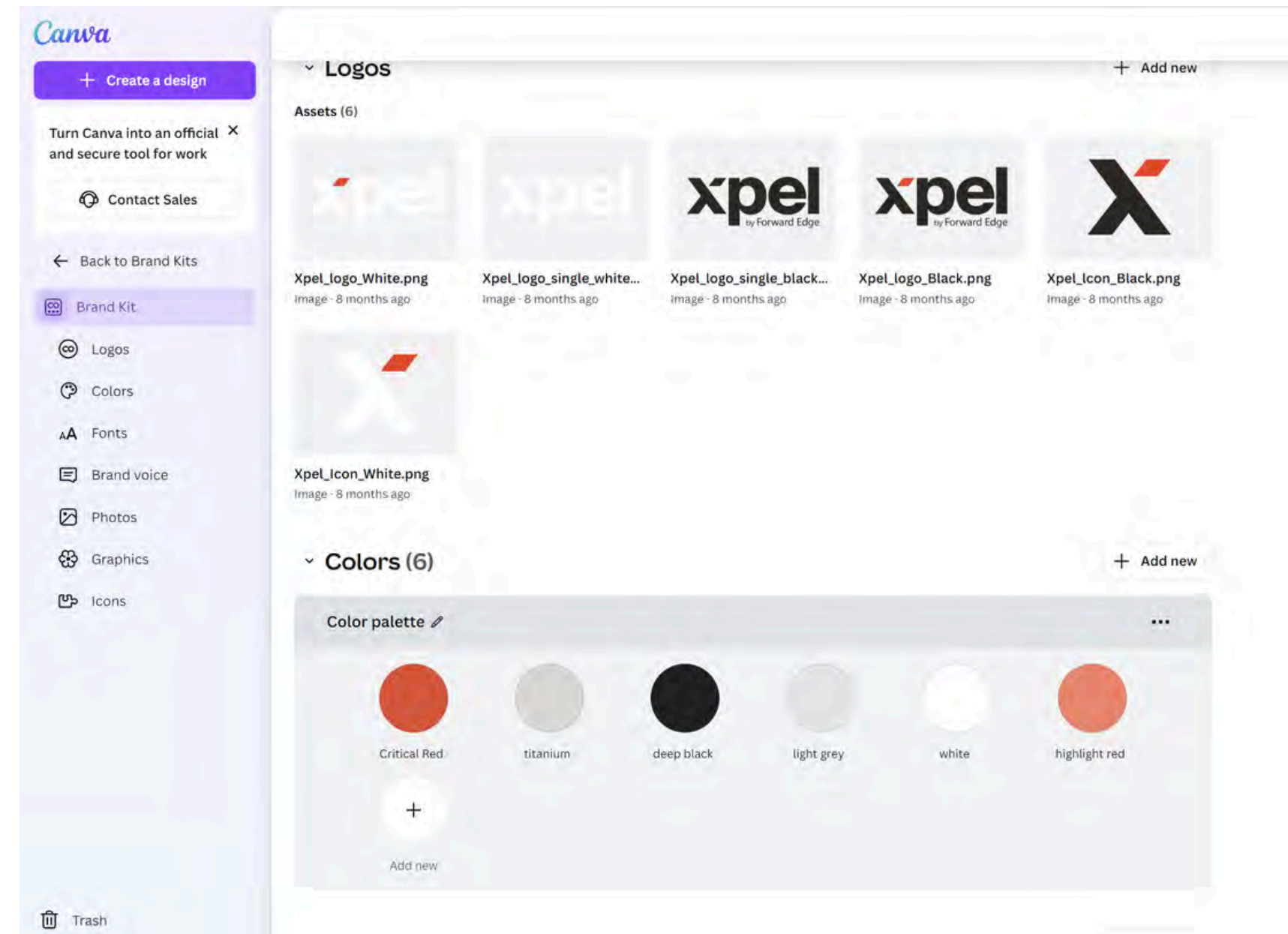
Warren County Career Center

# Brand Project Deliverables





# Brand Kit




Canva Brand Kit includes logos, colors, fonts, language guidelines, approved images, icons and BS created graphics

Flyers

Solution Flyer

Managed Cybersecurity Solutions

Don't dismiss cyberthreats. Dismantle them.



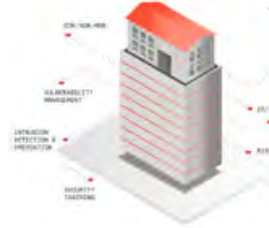
Next-Level Alignment for Unmatched Defense in Depth.

That security professionals at Xpel by Forward Edge understand the critical importance of cybersecurity in the education sector, especially in K-12, allows us to bring the best talent and resources to your district. Our strategy with cybersecurity is a mission-critical, continuously improved, align with the industry's standards, the NIST and CIS cybersecurity frameworks.

Our Solutions

Managed Cybersecurity  
Security Engineering Solutions  
vCISO and Security Training

A Layered Approach to Cybersecurity



Transform your district's cybersecurity posture with our generation of tools designed to address the increased threat to school networks, sensitive data and operational and instructional integrity.

Our Solutions Protect, Detect, and Respond:

- EDR
- SIEM
- Vulnerability Management
- SOC
- vCISO

Our district has taken measures to reduce our exposure to cyber threats this year through the deployment of Xpel's Managed Cybersecurity Solutions. With 24/7 event log monitoring, analysis, and alerting, vulnerability scanning, and anti-phishing education for our staff, they've helped us improve our overall cyber security posture.


—DIRECTOR OF TECHNOLOGY OF AN OHIO CAREER CENTER, 2023

Suite Flyer

Our complete cybersecurity suite for K-12 education.

Secure your district's network and systems with our comprehensive suite of solutions. Our suite includes:

- Managed Cybersecurity
- Security Engineering Solutions
- vCISO
- Security Training



Xpel Essentials Flyer

Cybersecurity Essentials Package

Don't dismiss cyberthreats. Dismantle them.

Xpel by Forward Edge is a proactive, **Defense in Depth, layered approach** to K-12 cybersecurity designed to protect networks and systems from cyber threats such as hacking, ransomware, and data breaches. In alignment with the Center for Internet Security (CIS) and National Institute of Standards and Technology (NIST) cybersecurity framework controls, the Xpel security suite **protects, detects and responds**.



Safeguard Your District with Xpel Essentials!  
Email us at [info@xpelcyber.com](mailto:info@xpelcyber.com) to receive a custom quote in 1 business day or less.

Xpel Essentials

Cybersecurity Protection for K-12 Education

Feature	Description	Qty	Included
EDR	Endpoint Detection and Response w/ 24/7 SOC Monitoring	Up to 10 Critical Infrastructure Devices	<input checked="" type="checkbox"/>
SIEM	Security Information Event Management (SIEM) software to actively aggregate, correlate and monitor system activity	Up to 10 Critical Infrastructure Devices	<input checked="" type="checkbox"/>
SOC 24/7 SOC	Xpel SOC Continuous Monitoring and Prevention 24/7/365	Included	<input checked="" type="checkbox"/>
Dark Web Monitoring	Continuous Dark Web Monitoring	Up to 10,000 IP's	<input checked="" type="checkbox"/>
Vulnerability Management	Internal and External Vulnerability Management	All District Domains and Subdomains	<input checked="" type="checkbox"/>
Annual Risk Assessment	Annual Risk Assessments	Included	<input checked="" type="checkbox"/>
vCISO	vCISO Advisory to Strategic Planning and NIST/CIS Alignment, Incident Response Playbook Development, Data Privacy Compliance, etc.	Included	<input checked="" type="checkbox"/>
IDR/IPS	Intrusion Detection Systems (IDS) and Intrusion Prevention Systems (IPS) from Cisco	Optional	<input type="checkbox"/>
Phishing Threat Simulations	Phishing Threat Simulations from Knowltek	Optional	<input type="checkbox"/>

**XPEL ESSENTIALS ANNUAL FEE \$16,250**

Pilot Program Flyer

\$200M Pilot Program for K-12 Cybersecurity

The Pilot Program

The FCC approved the agency's new 3-year Schools and Libraries Cybersecurity Pilot Program which provides \$200 million in Universal Service Fund support available to participating eligible schools to defray the costs of eligible cybersecurity services and equipment.

Application Process

This fall the FCC will open an application filing window. The filing window is to be determined. The program will be a similar process to the E-Rate program.

Once the application window is open:

- Part One: Fill out form 484 through the FCC to share basic information about your school or library's cybersecurity needs.
- Part Two: The FCC will select an array of schools, libraries, and consortia for the program, where priority will be given to those determined to have the greatest needs. If your school or library is selected, you will move on to part two of the process.
- Part Three: Provide more detailed information about your cybersecurity experiences.

What's Covered

Four broad categories of services and equipment will be eligible for support:

- Advanced and next-generation firewalls
- Endpoint protection
- Identity protection and authentication
- Monitoring, detection, and response

Good News:

Xpel by Forward Edge's K-12 focused cybersecurity solutions are 100% eligible for Pilot Program funding.

Schedule a Meeting with Us:

Learn More:

Read more about the Cybersecurity Pilot Program and view the Eligible Services List.

Assessment Flyer

Xpel by Forward Edge Cybersecurity Assessment

Xpel by Forward Edge provides a comprehensive 5-part Assessment of your cybersecurity posture, with a roadmap containing reporting, recommendations, actionable next steps, and a post-assessment review of findings.



**Proctored Assessment:** The assessment is an exhaustive, proctored deep-dive into your organization, designed to reveal district-wide potential security vulnerabilities across eighteen risk categories of potential exposure.

**Dark Web Scan:** The Dark Web Scan is conducted against the relevant domain(s). It is an identity theft prevention tool that identifies compromised domain information on the Dark Web.

**Phishing Campaign:** This campaign provides data on which employees have been lured by the phishing email and highlights the Customer-specific need for security awareness training to identify suspicious emails and apply security awareness best practices.

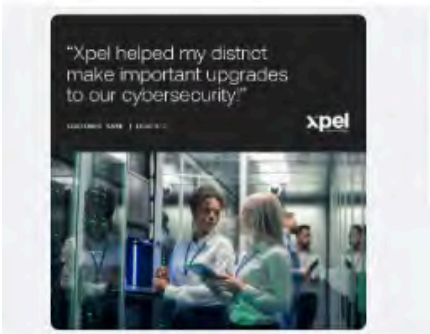
**Vulnerability Scan:** The Vulnerability Scan detects and catalogs exposed entry points into networks and systems on which cyber attackers capitalize by scanning for known threats, out-of-date hardware, software and other appliances.

**Findings Review:** Forward Edge will meet with Customers and review findings from above four cybersecurity posture analysis assessments and provide reporting and recommendations.

Schedule Your Assessment >



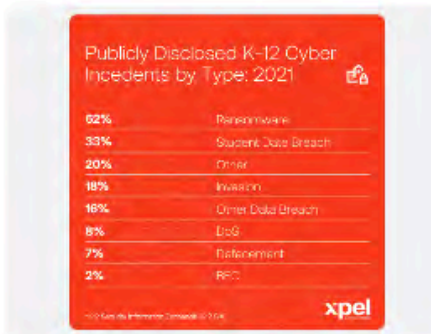
# Social Media Graphics



pel Quote Graphic  
stagram Post



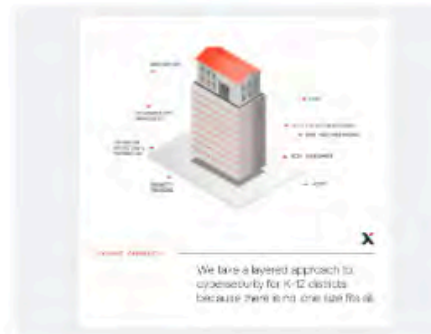
Post 3  
Instagram Post



Post 9  
Instagram Post



Post 2  
Instagram Post



Post 8  
Instagram Post



Post 4  
Instagram Post



Post 5  
Instagram Post



Post 1  
Instagram Post



Post 6  
Instagram Post



Xpel SM Post Inspiration  
Instagram Post



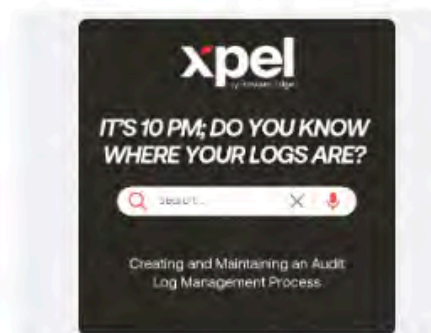
over for 2024: Cybersecurity  
stagram Post



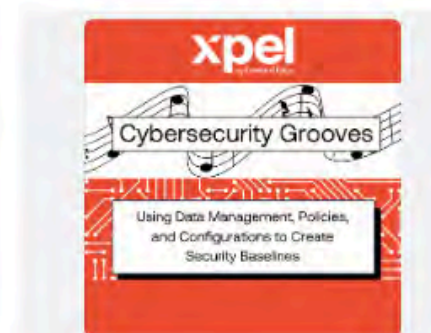
Understanding How Service Provider Inventories Can H...  
Instagram Post



Possible Tech Graphic  
Instagram Post



Search Bar Instagram Post  
Instagram Post



SOC Blog  
Instagram Post



W/O Stars  
Instagram Post



ossible August Article Graphic



Sep. Blog Post



Brick •By• Brick



Leaderboard ad for IASBO Journal



Xpel Branded CSR



Xpel Social Post 1

# Letterhead & Quote Doc



V1



V2



XpelE Quote Doc



# Headers

(for Google Forms, etc.)





Ads

Does your district dismiss cyberthreats or dismantle them?

Leverage Xpel by Forward Edge, a complete Cybersecurity suite for K-12 Education.

The diagram shows a 3D school building with a red roof. Eight red lines radiate from the building to various security services listed around it:

- EDR/XDR/MDR
- SIEM
- VULNERABILITY MANAGEMENT
- 24/7/365 SOC MONITORING
- INTRUSION DETECTION & PREVENTION
- DARK WEB MONITORING
- SECURITY TRAINING
- RISK ASSESSMENT
- VCISO

Secure your school today.  
xpelcyber.com

Schedule a Meeting for Exclusive Incentives >  
Denise Caccavari, Director of Cybersecurity Solutions  
info@xpel.com

Full Page Ad

**xpel**  
by Forward Edge

DON'T DISMISS CYBERTHREATS. DISMANTLE THEM

Google Ad

Does Your District Dismiss Cyberthreats or Dismantle Them?

Leverage Xpel by Forward Edge, a complete Cybersecurity suite for K-12 Education.

**xpel**  
by Forward Edge

Ask your Technology Director to Schedule a Meeting to Learn More

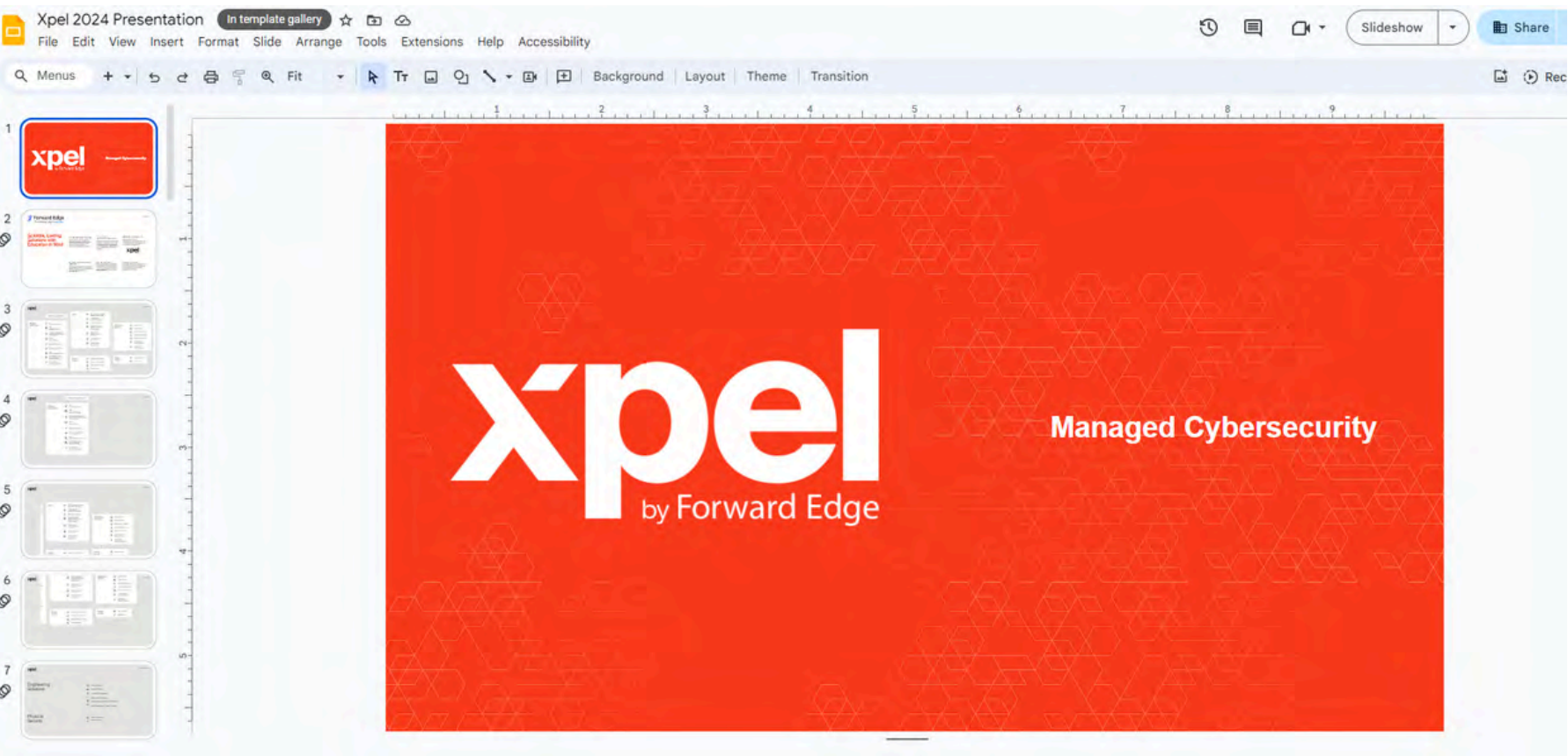
info@xpel.com  
xpelcyber.com

1/4 Page Ad

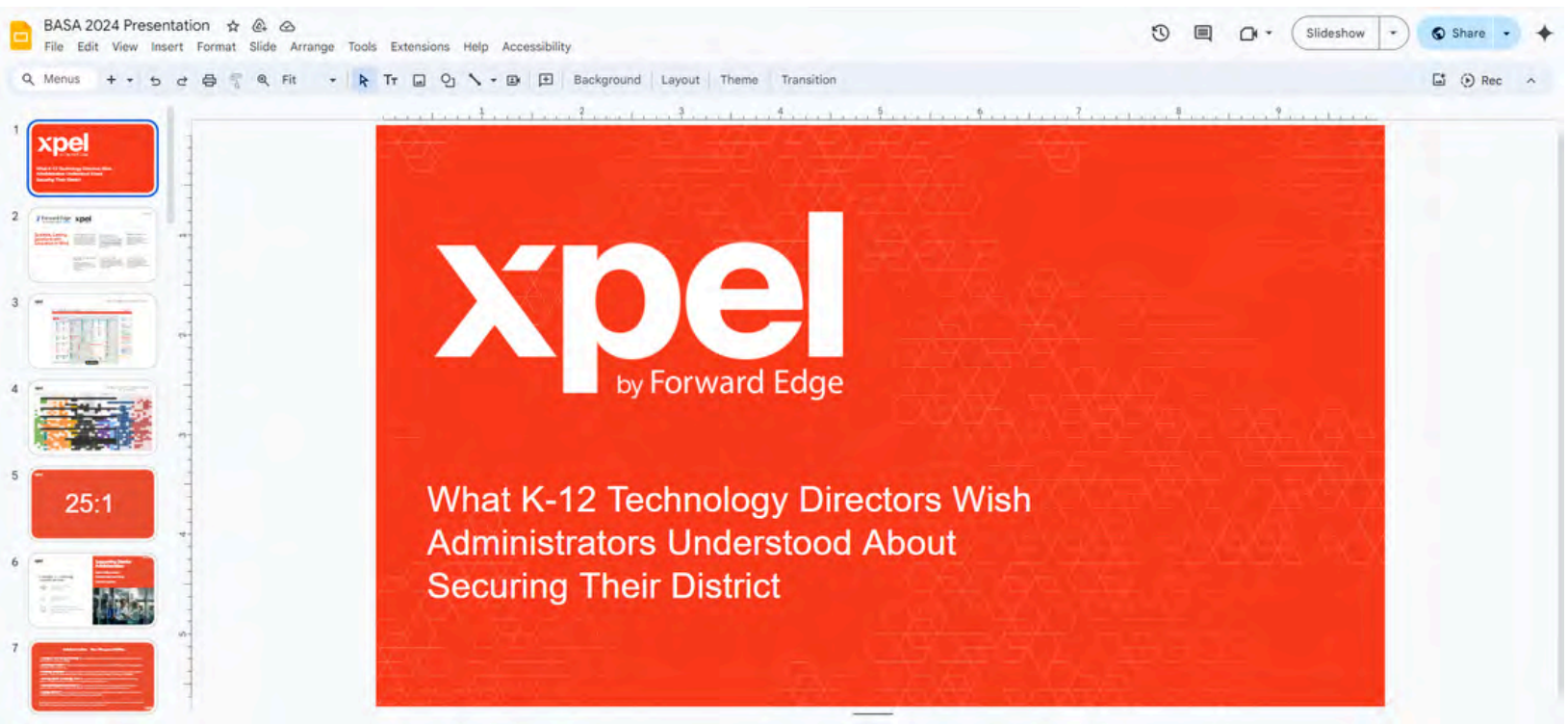


# Presentations

## Master Presentation




## Session Presentations





Emails

Brand Emails  
Pre-Conference Emails & Sales Campaigns



Your District is Unique. Your Cyber Solution Should Be Too.


Apply for the 2nd round of CyberOhio's \$6.84 million SLGFP grant, the application deadline is September 16th!

Interested in a cyber solution tailored to your specific K-12 needs? Call us for a custom Xpel Essentials quote.

Apply Now for the SLGFP Grant!


What's Included in Xpel Essentials?

**Xpel Essentials**  
Cybersecurity Protection for K-12 Education



Feature	Description	Qty	Included
EDR	Endpoint Detection and Response (EDR) Monitoring	Up to 10,000 Endpoints	✓
SIEM	Security Information and Event Management (SIEM) Software to analyze logs, correlate events and provide real-time alerts	Up to 10,000 Endpoints	✓
SOC 24/7/365	Xpel SOC Continuous Monitoring and Protection 24/7/365	Included	✓
Dark Web Monitoring	Dark Web Monitoring	All Districts	✓
Vulnerability Management	Internal and External Vulnerability Management	Up to 10,000 IP's	✓
Annual Risk Assessment	Annual Risk Assessment	Included	✓
vCISO	vCISO Advisory to Strategic Planning and MPO/CIS Alignment, Incident Response, Riskbook Development, Data Privacy	Included	✓
IDS/IPS	Intrusion Detection Systems (IDS) and Intrusion Prevention Systems (IPS) from Cisco	Optional	
Phishing Threat Simulations	Phishing, Threat Simulations from Proofpoint	Optional	
XPEL ESSENTIALS ANNUAL FEE			\$16,250

Contact Us for a Custom Quote



Good News: Cybersecurity E-Rate Funding Announced!

FCC approved the agency's new 3 year **Schools and Libraries Cybersecurity Pilot Program** which provides **\$200 million** in **Universal Service Fund** support available to participating eligible schools to defray the costs of eligible cybersecurity services and equipment.

- Advanced Next Generation Firewalls
- Endpoint Protection
- Identity Protection and Authentication
- Monitoring, Detection and Response

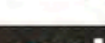
To be considered for the Pilot, a school district applicant must complete and submit one of the FCC Form 484 application describing its proposed Pilot project.

Visit Program Announcement: <https://www.fcc.gov/pressroom/2024/09/13-ccr240913-04-cybersecurity-pilot>

More Good News!

Xpel by Forward Edge's K-12 focused cybersecurity solutions are 100% eligible for Pilot Program funding.


**Xpel Essentials**  
Cybersecurity Protection for K-12 Education



Feature	Description	Qty	Included
EDR	Endpoint Detection and Response (EDR) Monitoring	Up to 10,000 Endpoints	✓
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Phishing Threat Simulations	Phishing, Threat Simulations from Proofpoint	Optional	
XPEL ESSENTIALS ANNUAL FEE			\$16,250

Contact our K-12 cybersecurity professionals today to learn more.

Contact Us Today!



Strengthen Your Cyber Profile with Xpel Essentials


Good News! CyberOhio is offering a 2nd round, \$6.84 million dollar grant, distributed through the State of Ohio's SLGFP (State Local Cyber Grant Program), to bolster school safety and cybersecurity.

This grant could provide up to \$20,000 to your district, with just a 20% match. Apply now to secure the resources you need to protect your district. **the application closes September 16th.**

Apply Now for the SLGFP Grant!

Introducing Xpel's Essentials Package, tailored for rural school districts. Use grant funding to secure a K-12 specific cybersecurity solution. Join the 40+ Ohio districts already protected by Xpel!

**Essentials Package**  
Cybersecurity Protection for K-12 Education Environments



ANNUAL FEE: \$16,250

EDR 24/7/365 Monitoring

SIEM 24/7/365 Monitoring

Security Operations Center (SOC)

Vulnerability Management

Dark Web Monitoring


Risk Assessment


vCISO Advisory Service

Security Awareness Training

\*Optional Add-ons include IDS/IPS and Phishing Threat Simulations

Get the Xpel Essentials Package for Your District Today!





Visit us at BASA 2024 Booth #7

Learn about **Xpel**, the Complete Cybersecurity Suite for K-12 Education

Secure your district using Xpel Professional 24/7 Security Operations Center Monitoring, and more.

Visit us to enter for a chance to win a **FREE YETI Cooler!**

Attend Our Session

"What K-12 Technology Directors Wish Administrators Understood About Securing Their District"

- October 1st: 2:15-2:55 PM
- Presented by **Denise Caccavari**, Director of Cybersecurity and **Kahlan Rutan**, Senior Information Security Officer

Share our Solutions Guide with your Tech Director

24/7/365 SOC MONITORING

SECURITY TRAINING

vCISO


DARK WEB MONITORING


EDR/XDR/MDR

RISK ASSESSMENT

VULNERABILITY MANAGEMENT

SIEM







Cybercriminals never rest. Luckily, there's Xpel 24/7 SOC.

Recently, we detected and shut down a brute-force attack targeting one of our school districts on a weekend. Our 24/7 SOC team jumped into action, working hand-in-hand with the district's IT team to contain the threat and prevent any data loss.

Key Takeaways:

- Vigilance is key:** Attacks can happen anytime, anywhere. Xpel's constant monitoring keeps you protected.
- Experience matters:** Our team recognizes attack patterns, allowing for swift and decisive action.
- Partnership is essential:** We're in the fight against cybercriminals together. We use these experiences to refine our detection and response, making your security even stronger.

This Cybersecurity month, share these essential tips with your staff to stay safe online.

Download the CISA "Secure Your World" Tip Sheet



A Day in the Life... Cybersecurity Edition

READ MORE +

Identifying and Reporting Cybersecurity Incidents

READ MORE +

Cybersecurity Isn't Punk Rock: How to Use and Apply Compli

READ MORE +

How Hardware and Software Inventories Help Secure Our Networ

READ MORE +

Top Secret: A Guide to Implementing Data Classification in E

READ MORE +

Malware Analysis of the Emotet Banking Trojan

READ MORE +

Contact Us

Schedule a Meeting

Blog

5 Steps to Protect PII

AUTHOR: BRICE DICKINSON

DATE: 08.23.24

CONTENTS

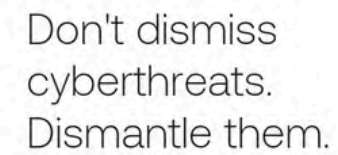
- A Practical Guide For Protecting Our Most Important Information
- What is PII? Understanding the Basics
- Step 1: Identify and Locate PII
- Step 2: Classify Your Data
- Step 3: Implement Strict Access Control
- Step 4: Encrypt Sensitive PII
- Step 5: Establish Clear Policies and Procedures
- Proactive Protection for Your District's Data

A Practical Guide For Protecting Our Most Important Information

It seems that week after week there is a new story in the news about yet another company suffering a data breach. It has become so commonplace now that only the truly large breaches make the headlines. But despite truly staggering numbers of data breaches, many people in the education field still don't believe it could happen to their district. However, from the [2020 State of K-12 Cybersecurity Report](#) from kt2cybersecure.com, we have seen an **18 percent increase in incidents year over year** that was publicly disclosed. With this rather dramatic increase happening year over year, how can we continue to protect the sensitive information and PII that our districts hold, and steer clear of data breaches? In this article, we will go over what exactly PII is and the 5 steps you and your district can take to protect and secure the data in your district.

What is PII? Understanding the Basics

PII is an acronym for Personally Identifiable Information and is the name for some of the most important data that our systems may hold. NIST, National Institute of Standards and Technology, classifies the following as PII: **Name:** An individual's full name, maiden name, alias, or mother's maiden name, **ID number:** Social Security, passport, driver's license, tax ID, or credit card number, **Address:** Email or physical mailing address, **Characteristics:** Photographs, fingerprints, signature or handwriting, and other biometric data such as voice signature or facial geometry, and **Linkable data:** Other indirect data that links a person to one of the above categories, like employment information, medical history, date of birth or financial information. This information can be classified into two separate groups, sensitive PII and non-sensitive PII. These groups will help determine how the data should be stored, who can have access to it, and what can be shared with others.



### Next-Level Alignment for Unmatched Defense in Depth

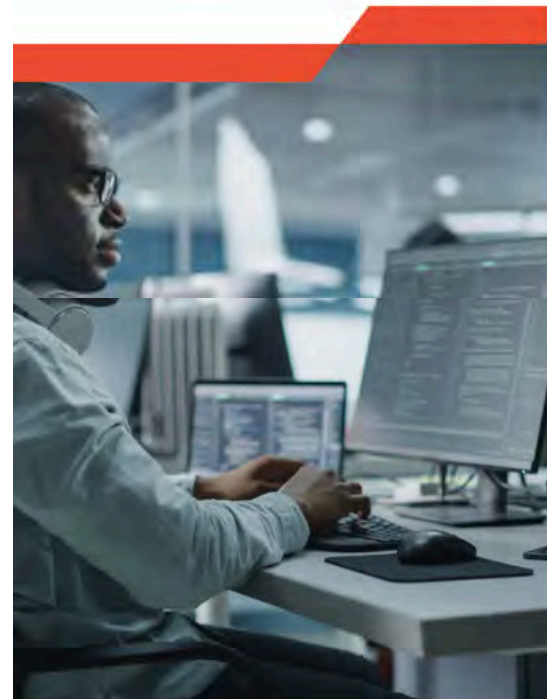
The security professionals at Xpel by Forward Edge understand the critical importance of cybersecurity in the education sector, especially in K-12 districts where young learners and sensitive data are involved. Our strategy isn't just proactive; it's a step ahead—meticulously engineered to align with the industry's gold standards, the NIST and CIS cybersecurity frameworks.



Managed Cybersecurity Solutions

🔒 Security Focused Engineering Solutions +

vCISO



**For more information,  
download our guide**

## Contact Us

Transform your district's cybersecurity posture with next generation solutions

First Name

Last Name

Email

Managed Cybersecurity Solutions

- EDR – Endpoint Detection and Response (EDR/XDR/MDR)
- SIEM – Security Information Event Management – Log Analytics
- Vulnerability Management – Internal and External Scanning/Cumulative Actionable Reporting
- IDS/IPS – Intrusion Detection and Prevention Solutions
- Dark Web Monitoring – Continuous Domain
- Phishing Threat Simulations – Real Time Security Training
- vCISO – Virtual Chief Information Security Officer
- Security Awareness Training – Security Training Modules Designed for K-12 Audiences
- SOC Monitoring – 24/7/365 Eyes-on-Glass Security Operations Center Monitoring

🏠 Security Focused Engineering Solutions ✖

- Backup Solutions
- Firewall Solutions
- Vulnerability Management
- Network Asset Discovery
- Incident Response / Forensics / Incident Recovery
- Project Based Engineering Support

- Video Surveillance
- Access Control

✓ vCISO

- Security Awareness Training
- Professional Development
- Phishing Threat Simulations
- Tabletop Exercises – Realistic intent scenarios to test Incident Response Teams

- NIST/CIS Security Framework Alignment – Policy Support
- Incident Response Playbook Development
- Data Privacy Compliance
- Security Assessment – Comprehensive organizational cybersecurity analysis – 18 Critical Risk Categories
- Network Audit – Comprehensive analysis of IT infrastructure.
- Penetration Testing: Internal and External
- Strategic Planning – Lifecycle Management and Fiscal Forecasting

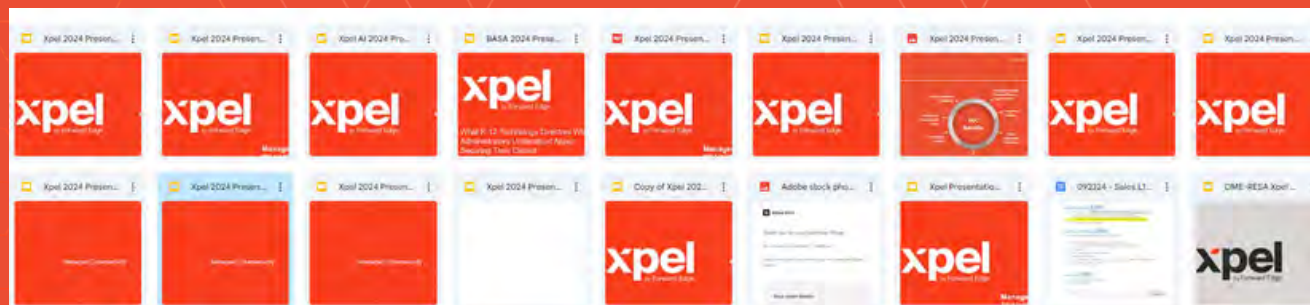


# Outstanding Web Pages & Timeline

- Security Operations Center & Benefits of Xpel S.O.C.
    - Become a Reseller
  - Security Engineered Solutions
  - About Us
    - Cooperative Contracts and Purchasing
  - Join Us
    - Events
    - Join Our Team
  - Resources
- 
- **Design (*In production*) - 10 hours of Design Remaining (to be finished by 10/15)**
  - **Development - to be completed before end of month**

# What's Next?

- Conference Strategy and Strategic Map of Prospects – *ALMOST COMPLETE*
- Key Upcoming Projects and Events
  - Cyber Month Marketing
  - Website Completion
  - OSBA and EdTech Leaders Alliance
  - Process for Duplicating Collateral



## ADDENDUM II.

### Products and Services Technical Description

2.1. PRODUCTS & SERVICES	
<p><b>2.1.1. Product &amp; Services Description(s).</b> Provide a detailed description of the products and services you are offering as a part of your proposal.</p> <p>Your response may include, but is not limited to, information related to your proposal offering, differentiators, capabilities &amp; advantages, processes, warranty information, capabilities, installation or set-up, training services, maintenance services, or any other piece of information that would help understand the breadth and depth of your products and service offering.</p> <p><b>IMPORTANT.</b> This description along with the products and services included in the <b><u>Attachment B – Cost Proposal</u></b> will be utilized to define the overall products and services available under a resulting contract.</p>	<p><a href="#">Click or tap here to enter text.</a></p>

	Section	Subsection	Forward Edge Service Description Competency Description
5.1	Network Management and Security		
		a. 24/7 network monitoring and maintenance	
		Server Monitoring, maintenance, and patching	<p>The Server Tier of Managed Services relates to providing monitoring and support services to a partner school district's server environment. This tier is critical as it generally relates to the data and end-user access of authorized resources on the school district's network.</p> <p>Performance data is captured and returned to Forward Edge's Network Operations Center (NOC) for real-time analysis and review. For example, if a partner school district utilizes a physical server running ESXi to virtualize its server environment. In this environment, let's say a virtual server exists that has the sole role of being a print server for an elementary school. Due to excess jobs received during the day, the server frequently is bottlenecked by a low memory allocation as part of its configuration. This alert is captured by the probe and forwarded to the Forward Edge NOC. This will then alert system engineers to begin troubleshooting and eventual remediation of the issue – in this case, delivering a quote for additional</p>

			physical memory modules if required or configuring additional needed virtual resources for the print server. Overall, this service allows for additional resources to continuously watch over the compute resources to ensure it is available and capable of sending and receiving data at any given time.
		Switch Monitoring and maintenance	<p>Forward Edge monitors and ensures the network and data side of a partner school district's network remains functional. This level includes Core Switching and routing, edge switching and lab switches. The switching infrastructure is critical to maintain the flow of information throughout the network. Overall, this service allows for additional resources to continuously watch over the network to ensure it is available and capable of sending and receiving data at any given time.</p> <p>An example could be, if a switch shows that a power supply has failed, this device-level alert is captured by the probe and forwarded to the Forward Edge NOC. This will then alert network engineers to begin troubleshooting and eventual remediation of the issue – in this case delivering a quote for a replacement power supply (if out of warranty / support) or guiding the partner school district through an RMA process to get it replaced if applicable.</p>
		b. Firewall management and intrusion detection/prevention	<p>Forward Edge provides monitoring and support services to a partner school district's in-house Firewall. This solution generally relates to a physical hardware appliance. In today's environment, firewalls have become a critical component to protecting a school district not only from threats on the internet but also from other school districts and devices that share the same WAN service.</p> <p>Telemetry data is captured and returned to Forward Edge's Network Operations Center (NOC) for real-time analysis and review. For example, if a partner school district utilizes an in-house firewall in their environment and a large number connections are being generated, an alert would be created and forwarded to the Forward Edge NOC. This will then alert engineers to begin troubleshooting and eventual remediation of the issue. In addition to basic monitoring, districts can also opt for an add-on IDS/IPS (Intrusion Detection and Protection) solution that uses AI and risk intelligence to automatically block malicious activity.</p> <p>Celerium Dark Cubed ISD/IPS: Celerium Dark Cubed set-it-and-forget-it solution delivering 100% automated threat detection and blocking, is deployed in minutes, is</p>

			<p>100% SaaS, and requires no new hardware, no software to install, no agents, and no cyber security analysts needed to operate.</p> <p>Dark Cubed operates by receiving the syslogs from the on prem firewall. Each external IP address seen in the traffic is given a risk score based on several factors. By default if Dark Cubed sees traffic to or from an external IP address rated 8 or greater it will amend the blocklist of the internal firewall to include that IP address.</p>
		c. VPN setup and management,	See Firewall Management (included)
		d. Wi-Fi monitoring / management / maintenance	Forward Edge monitors and ensures the wireless network infrastructure and broadcasted networks remain functional. Not only are more and more devices becoming network connected, most of them are wireless. Wireless connectivity in schools is no longer a convenience, it is a critical system needed for day to day operations. Our managed services offering monitors and maintains this key component of the district's infrastructure to help ensure wireless availability.
		Wyebot active monitoring	Using Wyebot's AI-Driven WiFi Automation, the Wireless Intelligence Platform™ (WIP) gives you the information you need to find and address network problems in real-time. No complexity, no mysteries. Using Wyebot technology, Forward Edge is able to optimize and tune your network for optimum performance.
5.2	Infrastructure Management		
		a. Server administration and virtualization	<p>The Server Tier of Managed Services relates to providing monitoring and support services to a partner school district's server environment. This tier is critical as it generally relates to the data and end-user access of authorized resources on the school district's network.</p> <p>Performance data is captured and returned to Forward Edge's Network Operations Center (NOC) for real-time analysis and review. For example, if a partner school district utilizes a physical server running ESXi to virtualize its server environment. In this environment, let's say a virtual server exists that has the sole role of being a print server for an elementary school. Due to excess jobs received during the day, the server frequently is bottlenecked by a low memory allocation as part of its</p>



			configuration. This alert is captured by the probe and forwarded to the Forward Edge NOC. This will then alert system engineers to begin troubleshooting and eventual remediation of the issue – in this case, delivering a quote for additional physical memory modules if required or configuring additional needed virtual resources for the print server. Overall, this service allows for additional resources to continuously watch over the compute resources to ensure it is available and capable of sending and receiving data at any given time.
		b. Storage solutions and data management	
		c. Disaster recovery and business continuity planning	
		d. Hardware procurement and lifecycle management	Forward Edge is able to tailor solutions to fit your goals and budget. Using the MSR (Managed Services Review) Forward Edge reviews a partner school district's infrastructure, trends and identifies trouble areas. The report includes information on lifecycle management, best practices, and areas of improvement.
5.3	End-User Support		
		a. 24/7 help desk services	Forward Edge's Network Operations Center (NOC) monitors covered infrastructure on a 24x7 basis for analysis and review during business hours. For example, if a switch shows that a power supply has failed, this device-level alert is captured and forwarded to the Forward Edge NOC team. This will then alert network engineers to begin troubleshooting and escalate to remediation of the issue – in this case delivering a quote for a replacement power supply or guiding the partner school district through an RMA process if applicable. Overall, this service allows for additional resources to continuously watch over the network to ensure it is available and capable of sending and receiving data at any given time.
		b. Remote and on-site technical support	

		c. Device management (computers, mobile devices, peripherals)	
		d. Software installation, updates, and patch management	<p>For Device management Forward Edge typically employs SCCM. This tier is critical as it generally relates to maintaining the SCCM / MEMCM Server, deploying Windows Updates to client systems, application packaging and deployment to client systems, and managing operating system deployment (also known as imaging).</p> <p>For example, a partner school district may utilize SCCM / MEMCM for operating system deployment. If there is an issue with failures during this process, the customer can reach out and an engineer will be available to troubleshoot. This could include troubleshooting infrastructure issues, application installation issues, model specific driver issues, or a myriad of other potential issues.</p> <p>For another example, if a customer would like to deploy an application to a large number of devices in the district. If the application supports a silent installation, we can generally package and deploy it to a collection of systems. If all teacher devices need SMART board software installed, we can target those devices and have the software installed silently without the need for user interaction or the need for users to have local administrator rights. Furthermore, we can make the software available in an application catalog for the end users to install at their leisure.</p>
5.4	Cybersecurity Services		
		a. Vulnerability assessments and penetration testing	<p><b>Vulnerability Management</b></p> <p>Xpel by Forward Edge leverages their advanced partnership with Qualys vulnerability management solutions to provide school districts global visibility into IT systems vulnerabilities.</p> <p>The Xpel (Internal and External) Vulnerability Scan detects and classifies exposed entry points into networks and systems on which cyber attackers capitalize by scanning for known threats, out-of-date hardware, software and other appliances. This critical layer in our cyber defense arsenal cumulatively detects critical vulnerabilities and misconfigurations across network devices, operating systems, and applications per industry standard hardening CIS benchmarks. The Xpel SOC</p>

			<p>team provides prioritized identified vulnerabilities to supports the most impactful and time-sensitive remediation</p> <p>The robust reporting not only identifies holes and weaknesses but also provides criticality scores and remediation suggestions in an easy to understand format you can quickly act on!</p> <ul style="list-style-type: none"> <li>■ External VS Internal</li> <li>■ Deployment - Agent or Virtual</li> <li>■ Frequency - Monthly? Continuous?</li> <li>■ Scanning Solution vs Managed Solutions</li> <li>■ Importance of Product Reporting</li> <li>● Vulnerability by group/type/location</li> <li>● Risk Category</li> <li>● Remediation instructions</li> </ul> <p><b>Penetration Testing</b> Internal and External IP Range Scanning and Reporting</p>
		b. Security awareness training for employees,	<p><b>Phishing Simulation Training serves multiple purposes -</b></p> <ol style="list-style-type: none"> <li>a. Training to identify threats and</li> <li>b. Creates a line of defense at the end of the keyboard where end users report not only simulations BUT also identify and report actual email threats. These reports result in EML tickets created for the Xpel SOC to investigate. Then, if warranted, the SOC adds the hash to the Xpel EDR and domain blocklists.</li> </ol>

			<p><b>2. Phish Alert Button Benefits:</b></p> <ul style="list-style-type: none"> <li>• Reinforces the district's security culture</li> <li>• Users report suspicious emails with just one click (the hook icon)</li> <li>• Xpel SOC team gets early phishing alerts from users, creating a network of "sensors"</li> <li>• Email is deleted from the user's inbox to prevent future exposure</li> <li>• Easy deployment via MSI file for Outlook and GSuite deployment for Gmail (Chrome) - AD syncing</li> </ul> <p><b>3. Comprehensive library containing themed modules featuring:</b></p> <ul style="list-style-type: none"> <li>a. <b>Animated Videos</b></li> <li>b. <b>Cyber Tip Tuesdays</b></li> <li>c. <b>Bell Announcements</b></li> <li>d. <b>Technical Articles</b></li> </ul>
		c. Endpoint protection and encryption	<ul style="list-style-type: none"> <li>• SentinelOne: <ul style="list-style-type: none"> <li>○ (a.) Kills: All active content in documents, executables, and sub-processes are stopped. The agent enables Kill for processes that act contrary to normal endpoint behavior, or do not fit the actions of the application the process is hiding in.</li> <li>○ (b.) Quarantines: The Quarantine option encrypts malicious executables, and moves them to a confined path. Quarantined files can be retrieved from the SentinelOne Management console for further analysis i.e. detonation in a sandbox.</li> <li>○ (c.) Remediates: The Remediate response measure removes linked libraries, deletes seed files, and restores the configuration of the OS, application, and user settings to the state before an attack began.</li> <li>○ (d.) Rollback: Restores the endpoint to a saved VSS snapshot, undoing the changes made by the malicious process and its associated assets. This option is best for ransomware mitigation and</li> </ul> </li> </ul>

			<p>disaster recovery because it undoes all changes made to files, like encryption.</p> <ul style="list-style-type: none"> <li>○ (e.) Disconnect from Network: SentinelOne offers the option to disconnect an endpoint from the network. This feature enables an administrator to isolate an endpoint from everything except the SentinelOne management console. This preventative measure can stop an incident spreading while the alert is investigated.</li> </ul> <p>Differentiator: The Xpel SOC team maximizes the effectiveness of the SentinelOne EDR solutions by writing custom detection rules. <a href="#">This enables the team to address specific threats unique to both the district's specific environment as well as K-12 environments</a> as a sector.</p> <p>This hyper and singular focus on the K-12 sector heightens the fidelity of the alerts and makes MTBD/MTTR more impactful. The Xpel SOC provides detailed reports available on the CyberHub that provide a comprehensive overview of the district's deployments. These reports include data on active agents, ticket workflows, and deployment graphs, helping teams identify and address blind spots in their security estate. Finally, all threats identified are crowdsourced and applied universally at the parent level to all Xpel SOC customers.</p>
		d. Compliance management (HIPAA, PCI-DSS, GDPR, etc.)	<p>Virtual CISO and Process Review</p> <p>Development of Best Practices that will contribute to a continually improving cybersecurity posture ideally designed to meet the goals of the first implementation group of the Center for Internet Security (CIS) framework. The vCISO roles includes critical compliance support.</p> <p>EG Data Privacy Compliance</p> <p>FERPA (Family Educational Rights and Privacy Act) is the main federal statute governing student data privacy. It mandates that schools safeguard education records and grant parents access to them. Essentially, FERPA defines what information schools can collect, maintain, and disclose, with or without consent from students or their parents.</p>

			<p>CIPA (Children's Internet Protection Act). While content filters are commonly used for CIPA compliance, they may not fully protect student data stored in cloud storage. CIPA aims to prevent unauthorized disclosure, use, and dissemination of personal information regarding minors</p> <p>Protection of Pupil Rights Amendment outlines restrictions related to student privacy in federally funded surveys or evaluations. Schools funded under the Individuals with Disabilities Education Act must also ensure the confidentiality of personally identifiable information.</p>
5.5	Data Analytics and Business Intelligence	a. Data warehouse design and implementation, b. Business intelligence tool integration, c. Custom reporting and dashboard creation, d. Predictive analytics solutions	NO RESPONSE
5.6	Cloud Services	a. Cloud migration strategy and implementation, b. Hybrid cloud environment management, c. Cloud storage and backup solutions, d. Software-as-a-Service (SaaS) integration	NO RESPONSE
5.7	Unified Communications	a. VoIP system implementation and management, b. Video conferencing solutions, c. Collaboration tool integration (e.g., Microsoft Teams, Slack), d. Mobile device	NO RESPONSE

		management and BYOD policies	
5.8	Application Management	a. Custom application development and maintenance, b. Legacy system integration and modernization, c. API development and management, d. Quality assurance and testing services	NO RESPONSE
5.9	IT Strategy and Consulting		
		a. IT roadmap development	Forward Edge is able to tailor solutions to fit your goals and budget. Using the MSR (Managed Services Review) Forward Edge reviews a partner school district's infrastructure, trends and identifies trouble areas. The report includes information on lifecycle management, best practices, and areas of improvement.
		b. Technology stack optimization	Forward Edge is able to tailor solutions to fit your goals and budget. Using the MSR (Managed Services Review) Forward Edge reviews a partner school district's infrastructure, trends and identifies trouble areas. The report includes information on lifecycle management, best practices, and areas of improvement.
		c. Digital transformation initiatives	NO RESPONSE
		d. IT governance and policy development	NO RESPONSE
5.10	Automation and AI Integration	a. Robotic Process Automation (RPA) implementation, b. AI-powered chatbots for customer service, c. Machine learning models for predictive	NO RESPONSE

		maintenance, d. Workflow automation solutions	
5.11	IoT and Edge Computing		
		a. IoT device management and security	NO RESPONSE
		b. Edge computing infrastructure setup	NO RESPONSE
		c. Real-time data processing and analytics	NO RESPONSE
5.12	Compliance and Risk Management		
		a. Regular security audits and assessments	The Xpel SOC team provides an advanced cybersecurity risk assessment designed specifically to address K-12 environments and is in alignment with the CSF control framework. The purpose of a cybersecurity risk assessment is to identify, assess, and prioritize risks to information and information systems. The assessment allows organizations to understand environment-specific exposures that affect security posture, leading to more informed decision-making on how best to allocate funds and resources to implement security controls and protect the environment.
		b. Regulatory compliance monitoring and reporting	NO RESPONSE
		c. third-party risk management	NO RESPONSE
		d. Incident response planning and execution	





# Xpel by Forward Edge Cybersecurity Assessment



Xpel by Forward Edge provides a comprehensive 5-part Assessment of your cybersecurity posture, with a roadmap containing reporting, recommendations, actionable next steps, and a post-assessment review of findings.



**Proctored  
Assessment**



**Vulnerability  
Scan**



**Dark Web  
Monitoring**



**Phishing  
Campaign**

**Proctored Assessment:** The assessment is an exhaustive, proctored deep-dive into your organization, designed to reveal district-wide potential security vulnerabilities across eighteen risk categories of potential exposure.

**Dark Web Scan:** The Dark Web Scan is conducted against the relevant domain(s), it is an identity theft prevention tool that identifies compromised domain information on the Dark Web.

**Phishing Campaign:** This campaign provides data on which employees have been baited by the phishing email and highlights the Customer-specific need for security awareness training to identify suspicious emails and apply security awareness best practices.

**Vulnerability Scan:** The Vulnerability Scan detects and classifies exposed entry points into networks and systems on which cyber attackers capitalize by scanning for known threats, out-of-date hardware, software and other appliances.

**Findings Review:** Forward Edge will meet with Customers and review findings from above four cybersecurity posture analysis assessments and provide reporting and recommendations.

**Schedule Your  
Assessment >**



[qrfy.com/r/schedule](https://qrfy.com/r/schedule)



[xpelcyber.com](https://xpelcyber.com)

## ADDENDUM I. Certifications

Network Operations Center (NOC) certifications include:

Google Educator 2	Lenovo Support	Microsoft MCDE	Extreme EDS Wireless Cloud
Google Admin	Apple ACMT	Microsoft MCIT	Extreme EDS IP Campus
Testout Network Pro	Cisco CCNA	Microsoft MCP	Extreme ECS Wireless Cloud
Testout PC Pro	Google Innovator	Axis ACP	Extreme EDS Campus Fabric
Testout Client Pro	Qualys Vulnerability Management Specialist	ICAgile Project and Delivery Management	Barracuda Backup Certified Engineer
Dell Support	Extreme EDS Management Center	Extreme EDS Wing Wireless	Extreme ECS Campus EXOS
HP Support	Extreme ECS Management Center	Extreme EDS Control	Extreme ECS Access Wireless
Extreme ECS Wireless CORE	ICAgile Certified Professional	StorageCraft Master Engineer	ITIL v3 Foundation Certification
S2 Certification	CompTIA Network+	CompTIA A+	CompTIA Network Vulnerability Assessment Professional
CompTIA Security+	CompTIA Pentest+		

## ADDENDUM I. Certifications

Cybersecurity 24/7/365 Security Operations Center (SOC) certifications include:



CISSP



GCFA



Security +



GCIA



OSCP



GSLC



GWAPT



GCIH

CompTIA

CompTIA



GPEN

## Addendum III.

### Go to Market Strategy and Marketing and Sales Commitment

#### Forward Edge Agrees to coordinate with Equalis to develop annualized Marketing Plan to include:

- Marketing the Master Agreement to Equalis members and prospective new Equalis members
- Issue a Co-Branded Press Release to Equalis members and on the Forward Edge blog
- Publish Master Agreement details and contact information on both Equalis and Forward Edge websites
- Schedule and hold training on the master Agreement for the sales teams of both Equalis and Forward Edge
- Design, publish and distribute co-branded marketing materials
- Engage in ongoing marketing and promotion of the Master Agreement for the entire Terms of the Master Agreement
- Quarterly co-branded social media blasts
- Graphic and content support from Marketing team at Forward Edge

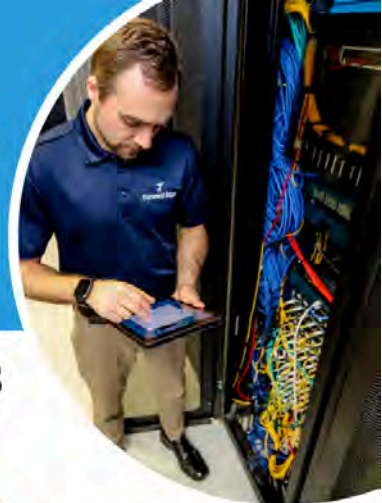
#### Go to Market Strategy

##### Important Consideration of FE Qualification:

Equalis should be aware that Forward Edge has an established and well-staffed marketing division dedicated to the promotion of Forward Edge technology services.

For reference, please review the following operational **marketing strategy for Forward Edge** as a demonstration of our advanced commitment to funding comprehensive and ongoing marketing initiatives and specifically in promotion of Forward Edge's Managed Services and Xpel Solutions.

## MANAGED SERVICES DONE BETTER



### MANAGED SERVICES

Partner Managed Services ensures your district's systems are proactively maintained.

96% of our customers believe Managed Services is a good value for their district & 100% of our customers are referenceable.

Other solution highlights include:

- Proactive Performance & Prevention
- Automated Issue Resolution
- Remote Device Access
- E-Rate Eligible MIBS Contracts



### MANAGED CYBERSECURITY SOLUTIONS



Leverage Xpel by Forward Edge, a complete Cybersecurity suite for K-12 Education.

Transform your district's cybersecurity posture with next generation solutions designed to address the increasing threat to school finances, sensitive data and operational and instructional integrity. Our solution Protects, Detects, and Responds.

Connect with Us!



Targets for our Managed Services and Xpel Cybersecurity solutions are District Admin, IT Decision Makers and in some cases Financial Administration, like Treasurers, within the district.

We look at the following demographics, psychographics, pain points and needs to determine whether or not a district is the right fit for our solutions. Top considerations include: school district size, student count, state contracts, cooperative memberships, data privacy policies, Cybersecurity district initiatives with a particular interest in districts that value transformative solutions for K-12, Student outcomes, technology, security, proactive support, and partnerships.

## Our Proven Process

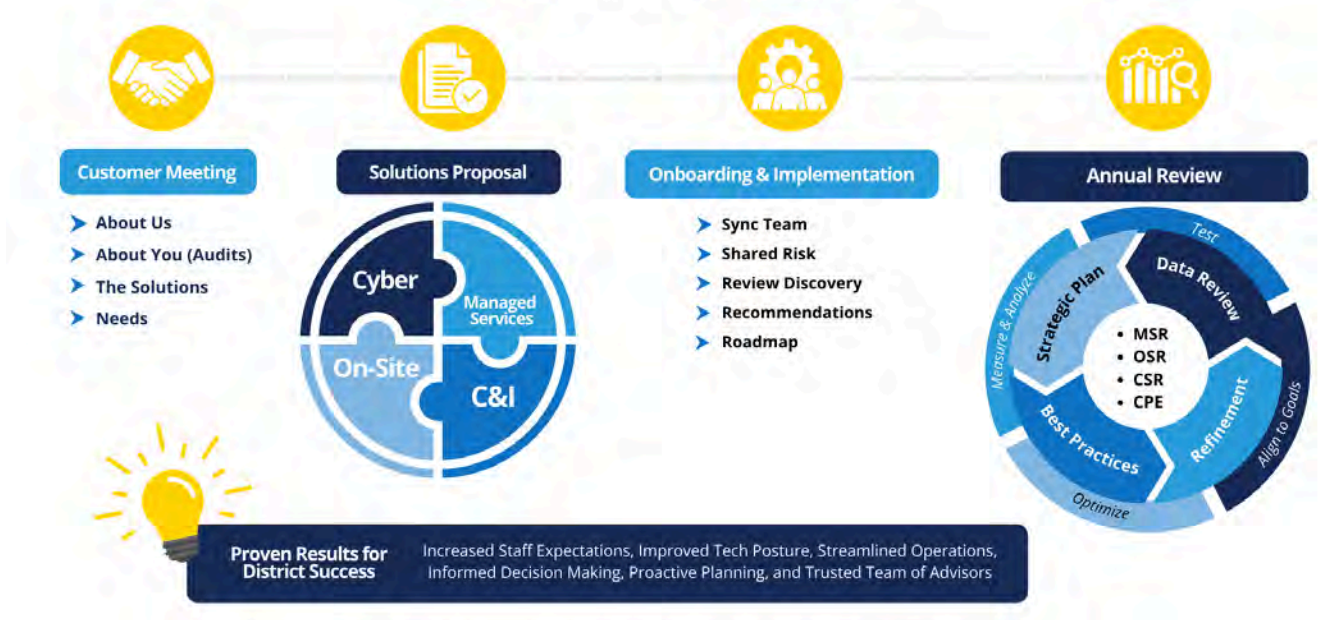
Our comprehensive approach to focusing on K-12 education allows us to develop solutions that truly have the customer's best interest at heart because we have thought of every angle. We have found that due to our expertise in education, and our high customer satisfaction levels, one solution usually leads to another, which is evidence in the fact that our top 60 customers use over 50% of our solutions.

All Forward Edge solutions follow a similar strategy which includes the following process.



# Proven Process

FORWARD EDGE'S PORTRAIT OF A PARTNER



We recognize the diverse needs of Equalis members and have honed a proven process to deliver customized solutions:

1. **Understanding Your Needs:** We begin by actively listening and learning about your district's specific goals, challenges, and technology landscape during a *Customer Meeting*. This collaborative approach ensures alignment and sets the stage for a successful partnership.
2. **Comprehensive Assessment & Solutions Proposal:** Our expert team conducts a thorough assessment of your current technology infrastructure, identifying areas for improvement and optimization. We analyze your systems, security posture, and operational workflows to pinpoint opportunities for enhanced efficiency, cost savings, and security. We then present a *Solutions Proposal*, in this case, highlighting our Managed Services and Xpel Solutions.
3. **Ongoing Partnership and Support:** We leverage our comprehensive suite of services and work hand-in-hand with districts to provide a well-rounded *Onboarding and Implementation* plan. This includes syncing both district and Forward Edge teams, reviewing recommendations and providing a roadmap to guide your district toward success.



4. **Annual Reviews:** Our commitment extends beyond implementation. We provide continuous support, proactive monitoring, and *Annual Reviews (like our Managed Services Review and Cybersecurity Review)* to ensure your technology operates at peak performance. We remain adaptable to your evolving needs, providing ongoing recommendations, reviewing industry best practices, and addressing your questions promptly.

## Customer Testimonials

"One of my favorite things about Forward Edge's cybersecurity package is that your team understands education! You understand K-12 school districts. You did not try to oversell or jack up the prices like other vendors. You don't try to treat us like a Fortune 500 company or a hospital with medical records and billions of dollars to spend. You help us focus on what we need, and only what we need, and a fair and reasonable price!" - *Chris Vipond, Technology Director at Libertyville District 70 & Xpel Cybersecurity Customer*

"The [Forward Edge] brand makes me think about the great people who provide essential services for our school district. They were thorough in the implementation [of Xpel] and follow-up. That is consistent with the service I have always received." - *Chris Lockhart, Former Technology Director at Princeton City Schools & Long-time Forward Edge Customer*

## Equalis Contract: Amplifying Value and Reach

The Equalis contract presents a unique opportunity to extend our proven process and deliver exceptional value to a broader network of K-12 schools. We are committed to leveraging this partnership to:

- **Streamline Procurement:** Simplify the acquisition of technology solutions for Equalis members and prospective members, facilitating efficient and cost-effective procurement processes.
- **Expand Service Accessibility:** Increase access to our comprehensive suite of services, ensuring that all Equalis members can benefit from our expertise and support.
- **Enhance Collaboration:** Foster collaboration and knowledge sharing among Equalis members, promoting best practices and driving innovation in K-12 technology.

Forward Edge is confident that our partnership-driven approach, combined with the Equalis contract, will empower K-12 districts to achieve their technology goals and enhance

the learning experience for all students. We are committed to being a trusted advisor and partner, guiding districts toward success in the ever-evolving world of technology.

## Key Messaging Points

Our messaging will focus on the key benefits of Forward Edge's Managed Services solution, combined with the Xpel Cybersecurity Solution for K-12 schools:

- **Cost Savings:** Reduce IT expenses through predictable monthly costs, optimized resource allocation, and access to cost-effective technology solutions.
- **Enhanced Security:** Protect sensitive student data and school networks with advanced cybersecurity measures, including proactive threat monitoring, data encryption, and multi-factor authentication.
- **Improved Efficiency:** Free up IT staff to focus on strategic initiatives by offloading routine tasks, streamlining IT operations, and providing access to expert technical support.
- **Continuous Support:** Ensure uninterrupted technology access for students and staff with round-the-clock support from our experienced engineers.

## Brand Alignment and Sales and Marketing Commitment

We will utilize a multi-channel marketing approach to reach current and prospective Equalis members:

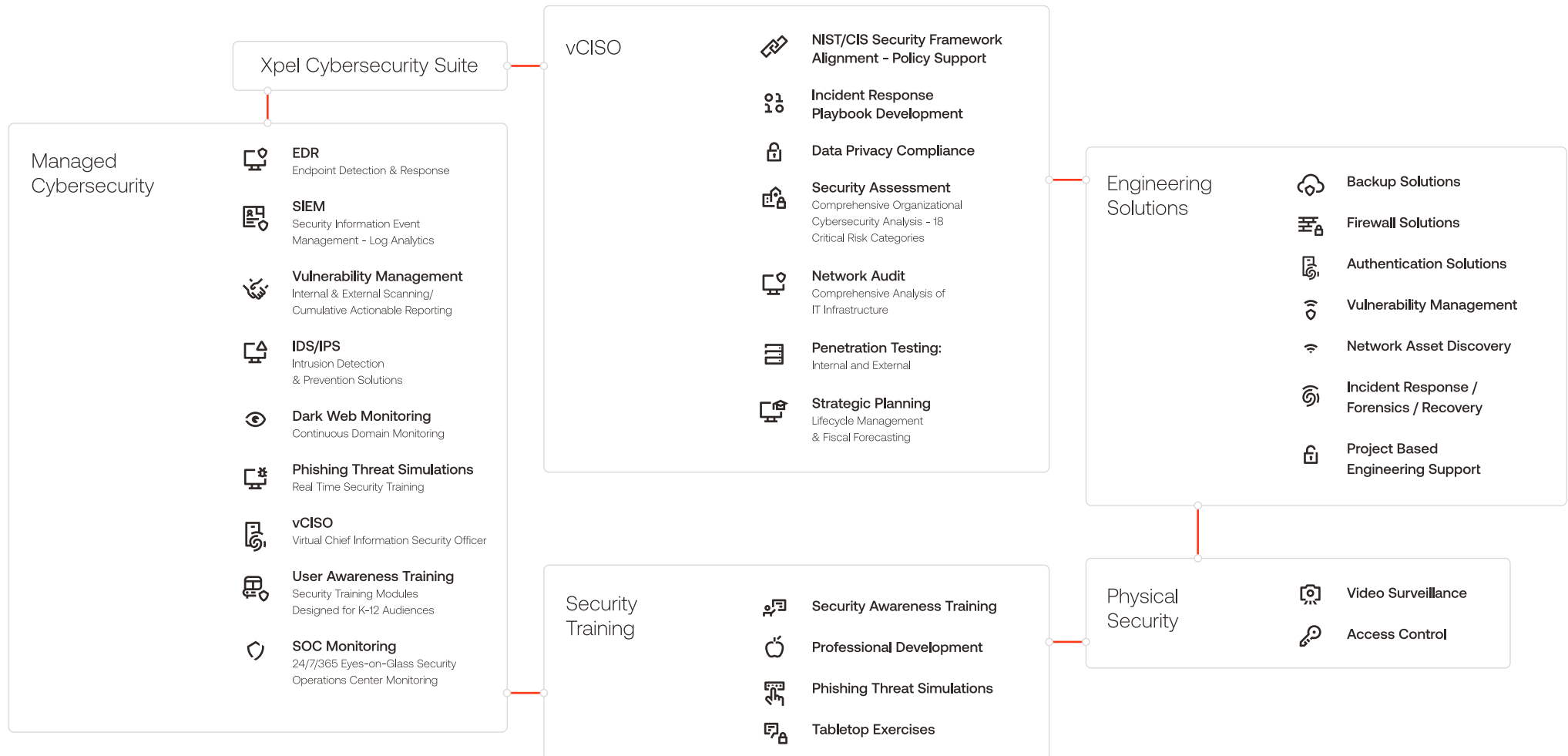
- **Equalis Cooperative Website:** Leverage the Equalis website to showcase Forward Edge's Managed Services and Xpel solution, highlighting its benefits and value proposition for K-12 schools.
- **Email Campaigns:** Develop targeted email campaigns to reach K-12 IT leaders within the Equalis cooperative, promoting our solution and offering valuable resources.
- **Webinars and Online Events:** Host webinars and online events to educate K-12 IT leaders about the benefits of Managed Services and Xpel Cybersecurity.
- **Content Marketing:** Create informative and engaging content, such as blog posts, case studies, and white papers, that address the specific challenges and priorities of K-12 IT departments.
- **Social Media:** Utilize social media platforms, such as LinkedIn and Twitter, to share relevant content, engage with K-12 IT leaders, and promote Forward Edge's Managed Services and Xpel solution.

- **Conferences and Trade Shows:** Participate in relevant K-12 education conferences like Brainstorm (*PA, Sandusky, and Wisconsin Dells*), OASBO, IASBO, BASA, OSBA, and the EdTech Leaders Alliance to network with potential customers and showcase our combined Managed Service and Xpel Cybersecurity Solution.
- **Leverage Forward Edge Critical Manufacturer Partnerships**
  - [Highlight our stack of solutions](#)
  - Sales SPIFFS
  - Co-Presentations and Event Sponsorships

We're confident that our comprehensive Marketing Strategy will effectively reach and engage K-12 leaders. The potential increase in visibility to our solutions, and ease of use of the Equalis purchasing vehicle will drive additional awareness, generate leads, and ultimately increase revenue for both Forward Edge and Equalis.

# Our complete cybersecurity suite for K-12 education.

Navigate cybersecurity challenges with the advantage of Xpel by Forward Edge, the emerging leader in next-generation cybersecurity solutions designed specifically for the K-12 environment. Xpel by Forward Edge safeguards your district with intelligence driven strategies.



Learn more at: [xpelcyber.com](https://xpelcyber.com)

**Don't dismiss  
cyberthreats.  
Dismantle them.**



# Don't dismiss cyberthreats. Dismantle them.



Navigate cybersecurity challenges with the advantage of Xpel by Forward Edge, the emerging leader in next-generation cybersecurity solutions designed specifically for the K-12 environment. Xpel by Forward Edge safeguards your district with intelligence driven strategies.

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## Our Solutions

Managed Cybersecurity  
Security Engineering Solutions  
vCISO and Security Training

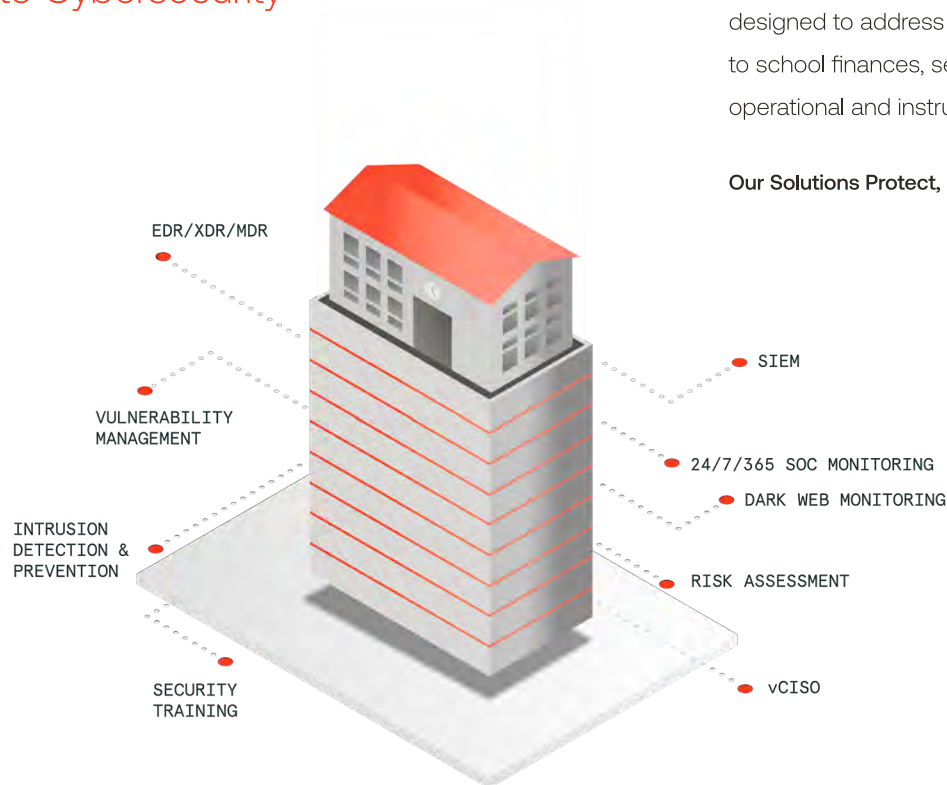
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## Next-Level Alignment for Unmatched Defense in Depth

The security professionals at Xpel by Forward Edge understand the critical importance of cybersecurity in the education sector, especially in K-12 districts where young learners and sensitive data are involved. Our strategy isn't just proactive; it's a step ahead —meticulously engineered to align with the industry's gold standards, the NIST and CIS cybersecurity frameworks.



## A Layered Approach to Cybersecurity



Transform your district's cybersecurity posture with next generation solutions designed to address the increasing threat to school finances, sensitive data and operational and instructional integrity.

**Our Solutions Protect, Detect, and Respond.**

“ Our district has taken measures to reduce our exposure to cyber threats this year through the deployment of Xpel’s Managed Cybersecurity Solutions. With 24/7 event log monitoring, analysis, and alerting, vulnerability scanning, and anti-phishing education for our staff, they’ve helped us improve our overall cyber security posture. ”

-DIRECTOR OF TECHNOLOGY OF  
AN OHIO CAREER CENTER, 2023

