

REQUEST FOR PROPOSAL #R10-1173 FOR: Technology Software, Equipment, Services and Related Solutions

November 8, 2024

Section Two:
Proposal Submission, Questionnaire and
Required Forms

Proposal Form Checklist.....	3
PROPOSAL FORM 1: ATTACHMENT B – PRICING.....	4
PROPOSAL FORM 2: QUESTIONNAIRE & EVALUATION CRITERIA.....	5
PROPOSAL FORM 3: CERTIFICATIONS AND LICENSES.....	17
PROPOSAL FORM 4: CLEAN AIR WATER ACT	19
PROPOSAL FORM 5: DEBARMENT NOTICE	24
PROPOSAL FORM 6: LOBBYING CERTIFICATION	25
PROPOSAL FORM 7: CONTRACTOR CERTIFICATION REQUIREMENTS	26
PROPOSAL FORM 8: ANTITRUST CERTIFICATION STATEMENTS.....	27
PROPOSAL FORM 9: IMPLEMENTATION OF HOUSE BILL 1295	28
PROPOSAL FORM 10: BOYCOTT CERTIFICATION AND TERRORIST STATE CERTIFICATION	30
PROPOSAL FORM 11: RESIDENT CERTIFICATION	31
PROPOSAL FORM 12: FEDERAL FUNDS CERIFICATION FORM	32
PROPOSAL FORM 13: ADDITIONAL ARIZONA CONTRACTOR REQUIREMENTS	41
PROPOSAL FORM 14: OWNERSHIP DISCLOSURE FORM (N.J.S. 52:25-24.2)	43
PROPOSAL FORM 15: NON-COLLUSION AFFIDAVIT	44
PROPOSAL FORM 16: AFFIRMATIVE ACTION AFFIDAVIT (P.L. 1975, C.127)	45
PROPOSAL FORM 17: C. 271 POLITICAL CONTRIBUTION DISCLOSURE FORM	48
PROPOSAL FORM 18: STOCKHOLDER DISCLOSURE CERTIFICATION	54
PROPOSAL FORM 19: GENERAL TERMS AND CONDITIONS ACCEPTANCE FORM	55
PROPOSAL FORM 20: EQUALIS GROUP ADMINISTRATION AGREEMENT.....	56
PROPOSAL FORM 21: OPEN RECORDS POLICY ACKNOWLEDGEMENT AND ACCEPTANCE	57
PROPOSAL FORM 22: VENDOR CONTRACT AND SIGNATURE FORM	58

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 Bid Forms and must be submitted with the proposal. Please note Proposal Form 1 is a separate attachment (attachment B).

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

☒ **PROPOSAL FORM 1: ATTACHMENT B - PRICING**

QUESTIONNAIRE & EVALUATION CRITERIA:

☒ **PROPOSAL FORM 2: QUESTIONNAIRE & EVALUATION CRITERIA**

OTHER REQUIRED PROPOSAL FORMS:

- ☒ **PROPOSAL FORM 3: CERTIFICATIONS AND LICENSES**
- ☒ **PROPOSAL FORM 4: CLEAN AIR AND WATER ACT**
- ☒ **PROPOSAL FORM 5: DEBARMENT NOTICE**
- ☒ **PROPOSAL FORM 6: LOBBYING CERTIFICATION**
- ☒ **PROPOSAL FORM 7: CONTRACTOR CERTIFICATION REQUIREMENTS**
- ☒ **PROPOSAL FORM 8: ANTITRUST CERTIFICATION STATEMENTS**
- ☒ **PROPOSAL FROM 9: IMPLEMENTATION OF HOUSE BILL 1295**
- ☒ **PROPOSAL FROM 10: BOYCOTT CERTIFICATION AND TERRORIST STATE CERTIFICATION**
- ☒ **PROPOSAL FORM 11: RESIDENT CERTIFICATION**
- ☒ **PROPOSAL FORM 12: FEDERAL FUNDS CERIFICATION FORM**
- ☒ **PROPOSAL FORM 13: ADDITIONAL ARIZONA CONTRACTOR REQUIREMENTS**
- ☒ **PROPOSAL FORM 14: OWNERSHIP DISCLOSURE FORM (N.J.S. 52:25-24.2)**
- ☒ **PROPOSAL FORM 15: NON-COLLUSION AFFIDAVIT**
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- ☒ **PROPOSAL FORM 17: C. 271 POLITICAL CONTRIBUTION DISCLOSURE FORM**
- ☒ **PROPOSAL FORM 18: STOCKHOLDER DISCLOSURE CERTIFICATION**
- ☒ **PROPOSAL FORM 19: GENERAL TERMS AND CONDITIONS ACCEPTANCE FORM**
- ☒ **PROPOSAL FORM 20: EQUALIS GROUP ADMINISTRATION AGREEMENT**
- ☒ **PROPOSAL FORM 21: OPEN RECORDS POLICY ACKNOWLEDGEMENT AND ACCEPTANCE**
- ☒ **PROPOSAL FORM 22: VENDOR CONTRACT AND SIGNATURE FORM**

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PROPOSAL FORM 1: ATTACHMENT B – PRICING

Pricing should be entered in the attachment B Excel form provided in this RFP packet. Please reference Section 1, Part B, Instructions to Proposers, for more information on how to complete pricing.

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PROPOSAL FORM 2: QUESTIONNAIRE & EVALUATION CRITERIA

Instructions:

Respondents should incorporate their questionnaire responses directly into the green cells below. Failure to provide responses in this format may result in the proposal being deemed as non-responsive at the sole discretion of Region 10.

Respondents may incorporate additional documents as part of their response which may be utilized by Region 10 as part of the evaluation. Additional documents must be consolidated as part of this Section 2 at the end of your response. **Vendor responses are strictly limited to 100 total pages (not including Attachment B – Pricing Excel pricesheet).** Vendors who submit more than 30 additional pages may result in the proposal being deemed non-responsive at the sole discretion of Region 10.

Region 10 has associated the evaluation criteria with the question that most closely aligns with that respective evaluation criteria. Region 10 reserves the right at its sole discretion to base its evaluation and specific evaluation criteria on any part of the respondent's proposal.

Evaluation Criteria	Question	Answer
Basic Information		
Required information for notification of RFP results	<i>What is your company's official registered name?</i>	Virtucom, Inc.
	<i>What is the mailing address of your company's headquarters?</i>	1 Sun Court NW, Peachtree Corners, Ga 30092
	<i>Who is the main contact for any questions and notifications concerning this RFP response, including notification of award? Provide name, title, email address, and phone number.</i>	Don Tang, Chief Operations Officer proposals@virtucom.com 800-890-2611 ext. 206
Products/Pricing (30 Points)		
Coverage of products and services	No answer is required. Region 10 will utilize your overall response and the products/services provided in Attachment B to make this determination	
Ability of offered products and services to meet the needs requested in the scope	No answer is required. Region 10 will utilize your overall response and the products/services provided in Attachment B to make this determination	
Competitive pricing for all available products and services, including warranties if applicable	<i>Does pricing submitted include the required administrative fee?</i>	Yes
	<i>Do you offer any other promotions or incentives for customers? If yes, please describe.</i>	No

Ability of Customers to verify that they received contract pricing	<i>Were all products/lines/services and pricing being made available under this contract provided in the attachment B and/or Appendix B, pricing sections, including shipping, installation, and other peripheral costs/fees?</i>	Yes
Payment methods	<i>Define your invoicing process and methods of payments you will accept. Please include the overall process for agencies to make payments</i>	Our standard terms for payment are Net 30. Invoices are created once a device has been shipped or when installation services are completed if those services were requested. Invoices are sent to the school or district for processing.
Other factors relevant to this section as submitted by the Respondent	No answer is required. Region 10 will utilize your overall response and the products/services provided in Attachment B to make this determination	
Performance Capability (25 Points)		
Product, service and solution features and capabilities	<i>Please provide a high-level overview of the products and services being offered and how they address the scope being requested herein.</i>	Virtucom can provide technology solution products and services from several of our manufacturer partners. While our proposed solution is based on our experience with large K-12 districts, these recommended procedures can be customized prior to contract implementation and throughout the contract. Our team structure and functionality allows us to be flexible to meet the specific needs of your members. As a turn-key service provider, Virtucom is offering optional services complementing hardware solutions. These additional services are designed to improve technology support throughout each district and alleviate the Technology Departments of some routine maintenance and services.
	<i>Outline how your products and services compare to those of your competitors.</i>	a. Our experience – for over 26 years, Virtucom has supported turn-key technology deployments for K-12 customers b. Virtucom is focused on education technology, which makes up over 98% of our sales and service solutions. c. Our services are tailored to each customer’s specific needs. Any education technology is available to any district, but it is the specific needs of a district which vary so our services are customized for each customer. d. Various services available in a-la-cart options for individual customer options e. Certified M/WBE f. Authorized Service Partner (ASP) for major technology manufacturers. We can supply and support the devices we sell. o ESports hardware o Displays o Gaming accessories g. Financially secure h. U.S.-based customer service i. Technicians certified in computer hardware, networking, Microsoft, Cisco, Java, etc. to provide expertise on various projects j. Proactive communication o Kick-off project meeting

		<ul style="list-style-type: none"> o Weekly calls between our Key Personnel and client project staff o Updates on product life cycles and new technology upgrades as they become available o Project Management Team Reviews
	<i>Describe how you maintain multiple manufacturer brand offerings and applicable vetting strategies for onboarding new product brands.</i>	Virtucom can provide technology solution products and services from several of our manufacturer partners. We are authorized dealers or premier partners with HP, Lexmark, Cisco, Intel, McAfee, LANDesk, IBM, SonicWall, Lenovo, Microsoft, Symantec, Acer, Asus, Samsung and may others.
	<i>Outline how your products, services and/or solutions meet necessary industry standards and regulatory requirements.</i>	<p>While our proposed solution is based on our experience with large K-12 districts, these recommended procedures can be customized prior to contract implementation and throughout the contract. Our team structure and functionality allows us to be flexible to meet the specific needs of your members.</p> <p>As a turn-key service provider, Virtucom is offering optional services complimenting ESports hardware solutions. These additional services are designed to improve technology support throughout each district and alleviate the Technology Departments of some routine maintenance and services.</p>
	<i>Describe environmental and energy efficiency practices your organization follows such as end-of-life device removal and sustainability initiatives.</i>	<p>Making rational use of natural resources and preventing pollution is the environmental responsibility of us all - it is not just about teaching students. That is why Virtucom is proud to incorporate our own environmentally responsible process along with partnering with manufacturers with similar actions.</p> <p>During our deployment and warranty support processes, we group our teams into clusters or zones. Our technicians will map out site visits based on their cluster or zone, which minimizes travel and carbon footprints.</p> <p>When possible, we provide bulk shipping of multiple devices in specialized boxes. This eliminates waste at our customer's locations.</p> <p>We have converted to all electronic orders, filing, storage, and communications to minimize paper usage in our offices.</p> <p>Our corporate facility utilizes a cardboard compactor to help recycle boxes. Additionally, we recycle aluminum, plastics, and paper in our offices.</p>
	<i>List the number and location of offices or service centers for all states being proposed in solicitation. Additionally, if your company does not offer all products and services in all 50 states, please describe any geographical limitations on any product or service offered.</i>	<p>Virtucom has five (5) regional facilities as well as regional technicians and sales staff to support customers locally.</p> <ul style="list-style-type: none"> • Headquarters: 1 Sun Ct NW, Peachtree Corners, GA 30092 • 252 Byron Street, Suite B, Chesapeake, VA 23320 • 2912 Skyway Circle North, Irving, TX 75038 • 36 Rosscraggon Rd, Suite C, Asheville, NC 28803 • 3021 Sandy Pkwy, Bldg #1, Suite D, Columbus, GA 31909
	<i>Outline any value-added capabilities not already addressed.</i>	<p>We recognize that supporting Region 10 ESC and its members goes beyond the needs outlined within the bid request. Our desire is to bring value beyond your requests to further drive not only our efficiency and effectiveness, but also success in ESports programs to the members' future.</p> <p>The list of Value Adds provided below by Virtucom are key differentiators offered to Region 10 ESC and its members at no additional cost to the District.</p> <ul style="list-style-type: none"> • Sanitization of Devices

		<ul style="list-style-type: none"> • Project / Device Status Lookup • Free Online Warranty Claim Submission
Customer implementation and scalability	<i>Describe your company's implementation and training plan for new customers, including general timelines for applicable implementation services.</i>	<p>Virtucom recognizes the critical role that effective technical training plays in a successful technology implementation. Our technical training, if requested, would be provided directly from our Virtucom resources. Costs of training would be provided as an additional quote upon request.</p> <p>Below is a recommendation of training that can be provided. The specific topics and schedule for training will be mutually agreed upon by Virtucom and your member's Technology Department.</p>
	<i>Outline what ongoing training and consulting support is available to customers.</i>	Virtucom's online solution includes a customized pricing catalog as well as online solutions designed specifically for our clients. As part of Virtucom's consultative approach, Virtucom has the ability to create an enhanced and unique web-based landing page customized specifically for a customer, creating a single, maneuverable destination highlighting important contract information such as products, services, order information, and contact information.
	<i>Outline the scalability of the products, services and/or solutions offered for varying organizational sizes and growth trajectories.</i>	Virtucom is adept at delivering IT solutions that are precisely scalable to meet the diverse requirements of K-12 institutions, with a particular emphasis on accommodating organizational growth and varied operational scales. Leveraging expertise in logistics and project management, we orchestrate extensive rollouts of Chromebooks, Windows devices, and other essential technology, ensuring that institutions are fully equipped to achieve their educational objectives. Our deployment strategy encompasses advanced imaging, meticulous asset tagging, seamless delivery to specified classrooms or facilities, and robust repair services. By including device repair as a core component, we minimize disruptions and ensure optimal functionality for all hardware assets critical to educational operations. Additionally, we offer tailored training programs that enhance faculty and staff proficiency, ensuring the optimal integration and utilization of technological resources within educational settings.
Maintenance services and staff qualifications	<i>Outline your preventative maintenance program for the offered products and services.</i>	Approximately two-thirds of Virtucom staff are comprised of technical support led by high quality Services Directors. Virtucom can utilize a combination of current service team staff and expand to hire permanent local staff based on the size and scope of the project. During the initial phase of a project, Virtucom current service team can temporarily locate to the area. This experienced team may include a Project Manager, Project Lead(s), engineers, and technicians to establish procedures for the project based on requests, get the project up and running, and bring the new local staff up to date on the Virtucom standards, expectations and results. After the local team is able to manage the project, new Project Leads may take over the leadership roles to maintain the level of service expected.

		<p>Virtucom's service team can provide next business day on-site support as well as phone and remote support to best address service of warranty issues.</p> <p>Virtucom has the ability to work with customers to make available replacement or loaner devices during warranty repairs that will take over a specified time to complete</p> <p>Virtucom's structure specifically designed to support our clients allowing Virtucom to customize specific services to meet our client's requests.</p>
	<i>Identify certifications and qualifications required by technical and maintenance staff.</i>	<p>Our Virtucom service team members possess certifications in the following areas and are available for a multitude of specific needs that ensure overall project success:</p> <ul style="list-style-type: none"> ☑ A+ ☑ Project + ☑ Network + ☑ HP Certified ☑ Lenovo Certified ☑ Dell Certified ☑ Google Certified ☑ Lexmark Certified ☑ Promethean Certified Installer ☑ Microsoft Certified IT Professional ☑ Microsoft Certified Solutions Associate (MCSA) ☑ Microsoft Enterprise Administrator on Windows Server ☑ Microsoft Windows Server ☑ Microsoft Windows Server Active Directory ☑ Microsoft Windows Server Network Infrastructure ☑ Microsoft Windows Server Applications Infrastructure Configuration ☑ Cisco Certified CCNA ☑ Cisco Certified CCDA ☑ CIW Database Design Specialist ☑ CIW JavaScript Specialist ☑ CIW Web Design Specialist ☑ CIW Web Security Associate / Professional / Specialist
Integration with other platforms	<i>Outline any integration capabilities the proposed services and/or solutions have with existing IT infrastructure or other platforms/systems.</i>	<p>For projects that request our deployment and installation services, Virtucom will provide our most experienced Project Management staff to develop mutual implementation plans and support for this contract with your member. We designate our project management as Virtucom's Premier Support.</p> <p>Under the Premier Support teams, our clients receive the dedication of Virtucom's most experienced members from every department within the company organization. This ensures Virtucom structuring our team experienced to meet the commitment to excellence, develop technology deployments, and support models to realize the needs of each member.</p>

	<i>Outline product assessment capabilities to ensure product compatibility with existing hardware systems.</i>	Virtucom applies a rigorous framework to evaluate product compatibility and optimize integration with existing technological infrastructures. Our technical team performs exhaustive evaluations of institutional technology landscapes, encompassing device inventories and operating system configurations. We conduct pre-deployment testing in controlled environments to confirm the performance and interoperability of proposed solutions. Collaborations with major original equipment manufacturers (OEMs) grant us access to certified compatibility resources, ensuring alignment with institutional requirements. By partnering closely with institutional IT teams, we ensure proposed solutions are meticulously tailored to meet both immediate and long-term operational goals.
Security protocols and privacy protection	<i>Please describe protocols taken to ensure the protection of privacy and data.</i>	Virtucom upholds the highest standards of privacy and data security, integrating advanced safeguards into every aspect of our operations. Robust role-based access controls ensure that only authorized personnel are granted access to sensitive systems and information. We conduct systematic audits and vulnerability assessments to proactively identify and mitigate potential threats to institutional data integrity. A comprehensive incident response strategy enables rapid containment and resolution of any emergent security breaches or cyber threats.
Customer service/problem resolution	<i>Describe your company's Customer Service Department (hours of operation, how you resolve issues, number of service centers, etc.).</i>	Our customer service approach is simple. Our assigned Relationship Manager for a member's territory will be the primary point of contact regarding all communications about the project, purchase orders, product questions, customer service inquiries, and all other matters relating to this proposal. Our Account Support team will provide back-end support for that Relationship Manager to ensure timely responses. Virtucom's standard hours of operation are 7:30 a.m. to 5:00 p.m. EST, Monday-Friday. Our five (5) regional facilities and additional technicians adjust according to the local time zone. Our sales staff will provide their cell phone and email contact information and would be available after hours.
	<i>Describe the type of emergency orders or requests your organization typically receives and how you respond to those requests.</i>	Virtucom's operational philosophy is fundamentally customer-centric, prioritizing satisfaction and efficiency in all emergency order and request processes. A specialized rapid response team manages high-priority requests with precision, minimizing operational downtime and ensuring swift resolution. Through synergistic partnerships with leading manufacturers, we secure prioritized handling and expedited delivery of critical equipment and resources. With a nationwide network of distribution and repair facilities and a dedicated fleet service, we guarantee rapid delivery and maintenance services tailored to the needs of our clients. Transparent and proactive communication with clients throughout the fulfillment process ensures clarity and confidence in our services. Virtucom's dedication to operational excellence,

		fortified by strategic alliances and robust infrastructure, enables us to consistently deliver high-quality, timely solutions that meet and exceed the exigent demands of our clients.
	<i>Outline the return and exchange policy including any warranties/product guarantees offered.</i>	All refunds or credits are granted only upon approval from Virtucom, Inc. A full refund or credit will be considered only within 30 days of the date of the invoice. No credit or refund will be considered for the component parts orders after 30 days. Any items being returned for credit or refund MUST be returned in the original, unmarked, undamaged condition and complete package which includes all manuals, software, cables and accessories. Otherwise, the customer is subject to restocking or reconditioning charges
Financial condition of vendor	<i>Demonstrate your financial strength and stability with meaningful data. This could include, but is not limited to, such items as financial statements, SEC filings, credit & bond ratings, letters of credit, and detailed reference letters</i>	Virtucom is a financially secure company with annual sales of over \$50 million, we have no defaults or bankruptcies. As a privately held company, our financial statements are confidential and can be provided upon requests.
	<i>What was your annual sales volume over last three (3) years?</i>	\$50-75 million
History of meeting products and services deadlines	<i>Outline the process timeline for product pickup, delivery and any other applicable capabilities not already addressed.</i>	<p>Virtucom recommends the following procedures for an efficient delivery and installation process. These processes will be customized to meet your member's requirements and specific requests.</p> <p>The first step to ensuring all needs are achieved is to meet with the district's project management staff to establish an agreed upon installation procedure and checklist. Virtucom staff will meet these expectations with every device deployed. We will work closely with the district and commit to our mutually agreed upon installation and deployment schedules. Upon receipt of your member's purchase order, Virtucom will arrange for devices to be delivered to our facility. Virtucom technicians will perform a Pre-Deployment Inspection (PDI) on 100% of the Systems in Virtucom's Customer Control Center.</p> <ul style="list-style-type: none"> • Upon receipt of the devices, our technicians will perform an inspection of the products. Boxes that appear to be damaged during delivery will be examined before Virtucom accepts ownership. Once Virtucom accepts ownership, the boxes will be unpacked, and the devices will be inspected for damage. • Shipping documents and purchase orders will be compared to verify the complete and correct order was received. Virtucom will follow-up with the manufacturer and resolve any discrepancies. <p>Virtucom technicians will perform any depot services requested such as imaging, asset tagging, etc. The devices will be securely repackaged and staged for delivery.</p> <p>We can provide the district's project management with delivery schedules one (1) week in advance and contact two (2) days before delivery. When scheduled, Virtucom's technicians will deploy to each requested location.</p> <p>Virtucom will create a mutually agreed upon checklist for the installation and deployment of devices. Each Virtucom technician will be responsible for ensuring the checklist is completed</p>

		for each device. Team Leads will verify projects are completed before communicating and performing a final walk through with the district's staff.
Other factors relevant to this section as submitted by the Respondent	<i>Describe the capacity of your company to provide management reports, i.e. consolidated billing by location, time and attendance reports, etc. for each eligible agency</i>	<p>Virtucom is able to provide many customizable reports, such as:</p> <ul style="list-style-type: none"> <input checked="" type="checkbox"/> Consolidated billing by location <input checked="" type="checkbox"/> Installation reports by location <input checked="" type="checkbox"/> Service team time/attendance reports <input checked="" type="checkbox"/> Order status reports <input checked="" type="checkbox"/> Inventory reports <input checked="" type="checkbox"/> Warranty expiration/service reports <input checked="" type="checkbox"/> Work order reports – summary and detail
	<i>Provide your safety record, safety rating, EMR and worker's compensation rate where available.</i>	<p>Virtucom employees are trained according to OSHA and state guidelines. We have no reported safety issues to report.</p> <p>The worker's compensation rates are as follows:</p> <p>Class code 8742 - Salesperson or Collectors outside - \$.31 rate</p> <p>Class code 5191 – Office Machine Installation inspection, adjustment or repair - \$1.19 GA rate</p> <p>Class code 5191 – Office Machine Installation inspection, adjustment or repair - \$.49 TX rate</p> <p>We can provide additional rates upon request. We chose Georgia and Texas for a sample range.</p>
Qualification and Experience (25 Points)		
Respondent reputation in the marketplace	<i>Provide a link to your company's website</i>	www.virtucom.com
	<i>Please provide a brief history of your company, including the year it was established.</i>	<p>Virtucom is devoted to enhancing the K-12 learning experience through the provision of skilled technology services and turnkey solutions. Utilizing technology's newest developments, we strive to benefit the academic process for schools, teachers, administrators, and students.</p> <p>Since our initial foundation in 1995, we have partnered with nine (9) of the nation's top fifty (50) school districts along with over 5,000 additional institutions in the pursuit of progressive, educational technology partnerships. We professionally supply school campuses with the necessary tools for a leading-edge and efficient learning environment while satisfying schools' ever-changing technology needs.</p>
Past relationship with Region 10 ESC and/or Region 10 ESC members	<i>Have you worked with Region 10 in the past? If so, provide the timeframe and main contact for that work?</i>	No
Experience and qualification of key employees	<i>Please provide contact information and resumes for the person(s) who will be responsible for the following areas. Region 10 requests contacts to cover the following:</i> <ul style="list-style-type: none"> * Executive Support * Account Manager * Contract Manager 	<p>Executive Support</p> <ul style="list-style-type: none"> • Don Tang, COO / ph # 800-890-2611 ext.206 / proposals@virtucom.com <p>Account / Contract Manager</p> <ul style="list-style-type: none"> • Drew Frazier, Bid Desk Supervisor / ph # 804-799-1512 / bidteam1@virtucom.com <p>Billing / Accounts Payable</p>

	<p>* Marketing</p> <p>* Billing, reporting & Accounts Payable</p>	<ul style="list-style-type: none"> Shumei Zhang, Finance Manager / ph # 800-890-2611 / AR@virtucom.com
Past experience working with the public sector	<p><i>What are your overall public sector sales, excluding Federal Government, for last three (3) years?</i></p> <p><i>What is your strategy to increase market share in the public sector?</i></p>	<p>Virtucom specializes in the education industry, so our sales numbers are the same as above.</p> <p>a. Our experience – for over 26 years, Virtucom has supported turn-key technology deployments for K-12 customers</p> <p>b. Virtucom is focused on education technology, which makes up over 98% of our sales and service solutions.</p> <p>c. Our services are tailored to each customer’s specific needs. Any education technology is available to any district, but it is the specific needs of a district which vary so our services are customized for each customer.</p> <p>d. Various services available in a-la-cart options for individual customer options</p> <p>e. Certified M/WBE</p> <p>f. Authorized Service Partner (ASP) for major technology manufacturers. We can supply and support the devices we sell.</p> <p>g. Financially secure</p> <p>h. U.S.-based customer service</p> <p>i. Technicians certified in computer hardware, networking, Microsoft, Cisco, Java, etc. to provide expertise on various projects</p> <p>j. Proactive communication</p> <ul style="list-style-type: none"> Kick-off project meeting Weekly calls between our Key Personnel and client project staff Updates on product life cycles and new technology upgrades as they become available Project Management Team Reviews
Past litigation, bankruptcy, reorganization, state investigations of entity or current officers and directors	<p><i>Provide information regarding whether your firm, either presently or in the past, has been involved in any litigation, bankruptcy, or reorganization.</i></p>	<p>Virtucom, Inc. has never been involved in any litigation, bankruptcy, or reorganization.</p>
Minimum of 5 public sector customer references relating to the products and services within this RFP	<p><i>Provide a minimum of five (5) customer references for product and/or services of similar scope dating within the past 3 years. Please try to provide references for K12, Higher Education, City/County and State entities. Provide the entity; contact name & title; city & state; phone number; years serviced; description of services; and annual volume</i></p>	<p>Dekalb County School District</p> <p>Natalie Terrell, Director of Project Management</p> <p>1701 Mountain Industrial Blvd</p> <p>Stone Mountain, GA 30083</p> <p>(678) 676-1163</p> <p>Natalie_d_terrell@dekalbschoolsga.org</p> <ul style="list-style-type: none"> Multi-million dollar contracts over a 5 year period. Install computers, Chromebooks, carts, and interactive flat panel displays with project management, imaging, asset tagging, etching, training, and warranty support <p>Virginia Beach City Public Schools</p> <p>Michael A. Combs, Director of Technology</p> <p>2512 George Mason Drive</p>

		<p>Virginia Beach, VA 23456 (757) 264-6806 Michael.combs@vbschools.com</p> <ul style="list-style-type: none"> Multi-million dollar contracts over a five year period. We installed all the interactive flat panels in classrooms. In 2021, we were awarded computers with full deployment and on-site support. <p>Mission Consolidated Independent School District Noe Pena, Director of Technology Systems 1201 Bryce Drive Mission, TX 78572 (956) 323-5300 npena@mcisd.org</p> <ul style="list-style-type: none"> Multi-million dollar contracts over a five-year period. We deploy computers with enrollment, asset tagging, and warranty support. <p>Frisco Independent School District Chony Doster, Budget and Information Specialist 6948 W. Mapel Street Frisco TX 75035 (469) 366-6224 dosterc@friscoisd.org</p> <ul style="list-style-type: none"> Multiple one-time purchases of Chromebooks <p>Rockwall Independent School District Luann Hughes, Senior Executive Director of Technology 1050 Williams Street Rockwall, TX 75087 469-698-7038 Luann.hughes@rockwallisd.org</p> <ul style="list-style-type: none"> Several hundred thousand dollars' worth of one-time purchases of Chromebooks with installation, asset tagging, and deployment services.
Company profile and capabilities	<i>Do you plan to sell to customers directly, use resellers or subcontractors, or a combination of both? If you intend to use resellers and/or subcontractors, describe your process for ensuring that resellers and subcontractors comply with the pricing and terms of the contract.</i>	Virtucom, Inc. plans to sell directly to customers.
Exhibited understanding of cooperative purchasing	No answer is required. Region 10 will utilize your overall response to this questionnaire to make this determination. Previous experience with cooperatives is not necessary to score well for this criterion.	
Other factors relevant to this section as submitted by the Respondent	<i>If your company is a privately held organization, please indicate if the company is owned or operated by anyone</i>	Virtucom, Inc. is not owned or operated by anyone who has been convicted of a felony.

	<p><i>who has been convicted of a felony. If yes, a detailed explanation of the names and conviction is required.</i></p> <p>Provide a copy of all current licenses, registrations and certifications issued by federal, state and local agencies, and any other licenses, registrations or certifications from any other governmental entity with jurisdiction, allowing Respondent to perform the covered services. These will be provided in the space provided in Form 3. No answer is required here.</p>	
MWBE Status and/or Program Capabilities (10 Points)		
MWBE status, subcontractor plan, and/or joint venture program	<p><i>Please indicate whether you hold any diversity certifications, including, but not limited to MWBE, SBE, DBE, DVBE, HUB, or HUBZone</i></p> <p><i>Do you currently have a diversity program in place, such as a Mentor Protégé Program or subcontractor program? If you have a diversity program, please describe it and indicate whether you plan to offer your program or partnership through Equalis Group?</i></p> <p>Please attach any certifications you have as part of your response to Form 3.</p>	<p>Virtucom, Inc. is a certified MWBE through the State of Illinois Commission on Equity and Inclusion Business Enterprise Program. Our certificate ID number is 6213257.</p> <p>No</p>
Good faith efforts to involve MWBE subcontractors in response	<p><i>Did your company contact MWBEs or minority chambers of commerce by telephone, written correspondence, or trade associations at least one week before the due date of this RFP to provide information relevant to this opportunity and to determine whether any MWBEs were interested in subcontracting and/or joint ventures?</i></p>	No
Demonstrated ongoing MWBE program	<p><i>Outline your subcontractor strategy and efforts your organization takes to include MWBE subcontractors in future work, including but not limited to efforts to reach out to individual MWBE businesses, minority chambers of commerce, and other minority business and trade associations.</i></p>	Virtucom is a certified M/WBE. We will perform the deployment and optional services for this contract through our in-house technical and service teams without the use of third parties or subcontractors.
Commitment to Service Equalis Group Members (10 Points)		
Marketing plan, capability, and commitment	<p><i>Detail how your organization plans to market and promote this contract upon award, including how this contract will fit into your organization's current go-to-market strategy in the public sector.</i></p>	<p>Upon award of the Region 10 ESC contract, Virtucom will initiate a marketing effort within the first 90 days, which may include mailings, emails, phone calls, and site visits, to eligible school districts and private schools which could include the Region 10 ESC contract reference as well as the Virtucom contacts. Virtucom will continue to support the contract through these same efforts for the duration of the contract. Virtucom will encourage the districts to submit qualified purchase orders according to Region 10 ESC processes for reporting and tracking</p>

	<i>Detail how your organization will train your sales force and customer service representatives on this contract to ensure that they can competently and consistently present the contract to public agency customers and answer any questions they might have concerning it.</i>	Virtucom recognizes the critical role that effective technical training plays in a successful technology implementation. Our technical training, if requested, would be provided directly from our Virtucom resources. Costs of training would be provided as an additional quote upon request. Below is a recommendation of training that can be provided. The specific topics and schedule for training will be mutually agreed upon by Virtucom and your member's Technology Department.
	<i>Acknowledge that your organization agrees to provide its company logo(s) to Region 10 ESC and Equalis Group and agrees to provide permission for reproduction of such logo in marketing communications and promotions</i>	Virtucom will provide our company logo to Region 10 ESC and provide our permission for the reproduction of our logo in marketing communications and promotions.
Ability to manage a cooperative contract	<i>Describe the capacity of your company to report monthly sales through this agreement to Equalis Group.</i>	We will provide a contact for all reporting questions. If Equalis receives any purchase orders directly from customers, we will process those upon receipt from Equalis. For any purchase orders sent directly to Virtucom, we will include on a monthly report to Equalis. Upon receipt of an invoice from Equalis, we will verify orders have been shipped and process for payment.
	<i>Identify any contracts with other cooperative or government group purchasing organizations of which your company is currently a part of:</i>	BuyBoard 661-22 Tips/Taps 240101 USETPA 121004
Commitment to supporting agencies to utilize the contract	<i>If awarded a contract, how would you approach agencies in regards to this contract? Please indicate how this would work for both new customers to your organization, as well as existing.</i>	Virtucom's online solution includes a customized pricing catalog as well as online solutions designed specifically for our clients. As part of Virtucom's consultative approach, Virtucom has the ability to create an enhanced and unique web-based landing page customized specifically for a customer, creating a single, maneuverable destination highlighting important contract information such as products, services, order information, and contact information.
Other factors relevant to this section as submitted by the Respondent	<i>Provide the number of sales representatives which will work on this contract and where the sales representatives are located.</i>	1-2 sales representatives at any given time working out of our Head Quarters at 1 Sun Court NW, Peachtree Corners, GA 30092.

PROPOSAL FORM 3: 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 perform the covered services including, but not limited to licenses, registrations or certifications. M/WBE, HUB, DVBE, small and disadvantaged business certifications and other diverse business certifications, as well as manufacturer certifications for sales and service must be included if applicable.



2024
**BUSINESS OCCUPATIONAL
TAX CERTIFICATE**

Other Computer Related Services
(NOT TRANSFERABLE)

Business ID
15543

License Number
2024-5890

Date Issued
04/09/2024

Date Expires
03/31/2025

**CITY OF PEACHTREE CORNERS
310 TECHNOLOGY PKWY
PEACHTREE CORNERS, GA 30092**

FOR OPERATION IN THE CITY OF PEACHTREE CORNERS,
GEORGIA SUBJECT TO ZONING RESTRICTIONS AND ALL
OTHER CODES AND RESOLUTIONS OF THE MAYOR AND
CITY COUNCIL OF THE CITY OF PEACHTREE CORNERS,
GEORGIA. THIS LICENSE IS A MERE PRIVILEGE SUBJECT
TO BE SUSPENDED OR REVOKED, AND IS SUBJECT TO
ANY FURTHER ORDINANCES WHICH MAY BE ENACTED

Valid for Business Shown Below Only:

BUSINESS NAME / ADDRESS:

VIRTUCOM, INC
1 SUN CT NW
PEACHTREE CORNERS GA 30092

CORPORATE / MAILING ADDRESS:

VIRTUCOM, INC
1 SUN COURT NW
PEACHTREE CORNERS, GA 30092

MUST POST IN A CONSPICUOUS LOCATION



STATE OF NEW JERSEY BUSINESS REGISTRATION CERTIFICATE

Taxpayer Name:	VIRTUCOM GEORGIA INC.
Trade Name:	
Address:	1 SUN COURT NW PEACHTREE CORNERS, GA 30092-2851
Certificate Number:	2919468
Effective Date:	November 21, 2023
Date of Issuance:	November 21, 2023

For Office Use Only:
20231121110953836



Franchise Tax Account Status

As of: 03/15/2016 10:08:46 AM

This Page is Not Sufficient for Filings with the Secretary of State

VIRTUCOM, INC.	
Texas Taxpayer Number	15821613609
Mailing Address	5060 AVALON RIDGE PKWY STE 300 PEACHTREE COR, GA 30071-5701
Right to Transact Business in Texas	ACTIVE
State of Formation	GA
Effective SOS Registration Date	11/18/2013
Texas SOS File Number	0801888807
Registered Agent Name	CORPORATION SERVICE COMPANY DBA CSC - LAWYERS INCO
Registered Office Street Address	211 E. 7TH STREET, SUITE 620 AUSTIN, TX 78701



State of Illinois Commission on Equity and Inclusion
Business Enterprise Program
100 W. Randolph St., Suite 4-100, Chicago, IL 60601
www.cei.illinois.gov

January 30, 2024

Jenny Tang
virtucom
5060 Avalon Ridge Pkwy
Suite 300
GA
Peachtree Corners, GA 30071-5701

Dear Business Owner:

Re: **NCA Certification Approval** Women/Minority Business Enterprise (WMBE)
Certification Term Expires: December 22, 2024

Congratulations! After reviewing the No-Change Affidavit (NCA) information you supplied, we are pleased to inform you that your firm has been granted continued certification under the Business Enterprise Program (BEP) for Minorities, Females and Persons with Disabilities.

This certification is in effect with the State of Illinois until the date specified above as long as you continue to submit annual No - Change Affidavits and are found to still meet the requirements of the Program.

Your firm's name will appear in the State's Directory as a certified vendor with the BEP in the specialty area(s) of:

NIGP 20453: MICROCOMPUTERS, DESKTOP OR TOWER BASED
NIGP 20454: MICROCOMPUTERS, LAPTOP, NOTEBOOK AND TABLETS
NIGP 92045: SOFTWARE MAINTENANCE AND SUPPORT SERVICES
NIGP 92047: SUPPORT SERVICES, COMPUTER, INCLUDES COMPUTER WARRANTIES

Also, please be advised that this certification does not guarantee that you will receive a State contract. Please visit the Vendor Registration page on www.opportunities.illinois.gov and be sure to register with each of the Procurement Bulletins listed so that you are notified of upcoming solicitations in your NIGP codes. Certification with the Business Enterprise Program does not ensure you receive notifications; you must also register with the Procurement Bulletins.

Thank you for your participation in the BEP. We welcome your participation and wish you continued success.

Sincerely,

A handwritten signature in black ink, appearing to read "Carlos Gutiérrez".

Carlos Gutiérrez
Certification Manager
Business Enterprise Program

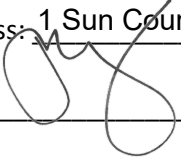
PROPOSAL FORM 4: CLEAN AIR WATER ACT

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

Potential Vendor: Virtucom, Inc.

Title of Authorized Representative: Chief Operations Officer

Mailing Address: 1 Sun Court NW, Peachtree Corners, GA 30092

Signature: _____

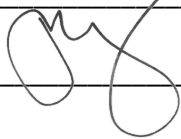
PROPOSAL FORM 5: DEBARMENT NOTICE

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

Potential Vendor: Virtucom, Inc.

Title of Authorized Representative: Chief Operations Officer

Mailing Address: 1 Sun Court NW, Peachtree Corners, GA

Signature:  _____

PROPOSAL FORM 6: LOBBYING CERTIFICATION

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

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

1. No Federal appropriated funds have been paid or will be paid on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, the making of a Federal grant, the making of a Federal loan, the entering into a cooperative agreement, and the extension, continuation, renewal, amendment, or modification of a Federal contract, grant, loan, or cooperative agreement.
2. If any funds other than Federal appropriated funds have been or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract or cooperative agreement, the undersigned shall complete and submit Standard Form LLL, "Disclosure of Lobbying Activities," in accordance with its instructions.
3. The undersigned shall require that the language of this certification be included in the award documents for all covered sub-awards exceeding \$100,000 in Federal funds at all appropriate tiers and that all sub-recipients shall certify and disclose accordingly.



Signature of Respondent

12/12/2024

Date

PROPOSAL FORM 7: CONTRACTOR CERTIFICATION REQUIREMENTS

Contractor’s Employment Eligibility

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

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

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

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

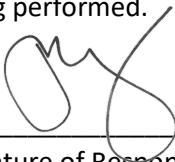
Contractor shall comply with governing board policy of the Region 10 ESC Participating entities in which work is being performed.

Fingerprint & Criminal Background Checks

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

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

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



Signature of Respondent

12/12/2024

Date

PROPOSAL FORM 8: ANTITRUST CERTIFICATION STATEMENTS
(Tex. Government Code § 2155.005)

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

- (1) I am duly authorized to execute this contract on my own behalf or on behalf of the company, corporation, firm, partnership or individual (Company) listed below;
- (2) In connection with this proposal, neither I nor any representative of the Company has violated any provision of the Texas Free Enterprise and Antitrust Act, Tex. Bus. & Comm. Code Chapter 15;
- (3) In connection with this proposal, neither I nor any representative of the Company has violated any federal antitrust law; and
- (4) Neither I nor any representative of the Company has directly or indirectly communicated any of the contents of this proposal to a competitor of the Company or any other company, corporation, firm, partnership or individual engaged in the same line of business as the Company.

VENDOR Virtucom, Inc.

ADDRESS 1 Sun Court NW

Peachtree Corners, GA 30092

PHONE 800-890-2611

FAX 770-908-8100

RESPONDANT



Signature

Don Tang

Printed Name

Chief Operations Officer

Position with Company

AUTHORIZING OFFICIAL



Signature

Don Tang

Printed Name

Chief Operations Officer

Position with Company

PROPOSAL FORM 9: IMPLEMENTATION OF HOUSE BILL 1295

Certificate of Interested Parties (Form 1295):

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


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

Filing Process:

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

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

Information regarding how to use the filing application will be available on this site starting on January 1, 2016.
https://www.ethics.state.tx.us/whatsnew/elf_info_form1295.htm

CERTIFICATE OF INTERESTED PARTIES		FORM 1295	
		1 of 1	
Complete Nos. 1 - 4 and 6 if there are interested parties. Complete Nos. 1, 2, 3, 5, and 6 if there are no interested parties.		OFFICE USE ONLY	
		CERTIFICATION OF FILING	
1 Name of business entity filing form, and the city, state and country of the business entity's place of business. Virtucom, Inc. Peachtree Corners, GA United States		Certificate Number: 2024-1248473 Date Filed: 12/12/2024 Date Acknowledged:	
2 Name of governmental entity or state agency that is a party to the contract for which the form is being filed. Region 10 ESC			
3 Provide the identification number used by the governmental entity or state agency to track or identify the contract, and provide a description of the services, goods, or other property to be provided under the contract. R10-1173 Technology Software, Equipment, Services and Related Solutions			
4	Name of Interested Party	City, State, Country (place of business)	Nature of interest (check applicable)
			<input type="checkbox"/> Controlling <input type="checkbox"/> Intermediary
5 Check only if there is NO Interested Party. <input checked="" type="checkbox"/>			
6 UNSWORN DECLARATION			
My name is <u>Don Tang</u> , and my date of birth is <u>8/4/1970</u> .			
My address is <u>1 Sun Court NW</u> , <u>Peachtree Corners</u> , <u>GA</u> , <u>30092</u> , <u>USA</u> . <div style="display: flex; justify-content: space-between; font-size: small;"> (street) (city) (state) (zip code) (country) </div>			
I declare under penalty of perjury that the foregoing is true and correct.			
Executed in <u>Gwinnett</u> County, State of <u>Georgia</u> , on the <u>12</u> day of <u>December</u> , 20 <u>24</u> . <div style="display: flex; justify-content: flex-end; font-size: small;"> (month) (year) </div>			
 _____ Signature of authorized agent of contracting business entity (Declarant)			

PROPOSAL FORM 10: BOYCOTT CERTIFICATION AND TERRORIST STATE CERTIFICATION

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 vendor agree? DT
(Initials of Authorized Representative)

Respondent must certify that it does not have a practice, policy, guidance, or directive that discriminates against a firearm entity or firearm trade association; and will not discriminate during the term of the contract against a firearm entity or firearm trade association. Respondent must also certify that it does not boycott energy companies; and will not boycott energy companies during the term of the contract.

Does vendor agree? _____
(Initials of Authorized Representative)

TERRORIST STATE CERTIFICATION

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

Does vendor agree? DT
(Initials of Authorized Representative)

PROPOSAL FORM 11: RESIDENT CERTIFICATION

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

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

Texas or Non-Texas Resident

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

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

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

Virtucom, Inc		Compan
y Name	Address	
1 Sun Court NW, Peachtree Corners, GA 30092		City
State	Zip	

PROPOSAL FORM 12: FEDERAL FUNDS CERTIFICATION FORM

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

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

1. Vendor Violation or Breach of Contract Terms:

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

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

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

Does vendor agree? DT

(Initials of Authorized Representative)

2. Termination for Cause or Convenience:

When a participating agency expends federal funds, the participating agency reserves the right to immediately terminate any agreement in excess of \$10,000 resulting from this procurement process in the event of a breach or default of the agreement by Offeror in the event Offeror fails to: (1) meet schedules, deadlines, and/or delivery dates within the time specified in the procurement solicitation, contract, and/or a purchase order; (2) make any payments owed; or (3) otherwise perform in accordance with the contract and/or the procurement solicitation. participating agency also reserves the right to terminate the contract immediately, with written notice to offeror, for convenience, if participating agency believes, in its sole discretion that it is in the best

interest of participating agency to do so. Offeror will be compensated for work performed and accepted and goods accepted by participating agency as of the termination date if the contract is terminated for convenience of participating agency. Any award under this procurement process is not exclusive and participating agency reserves the right to purchase goods and services from other offerors when it is in participating agency's best interest.

Does vendor agree? DT

(Initials of Authorized Representative)

3. Equal Employment Opportunity:

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

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

Does vendor agree? DT

(Initials of Authorized Representative)

4. Davis-Bacon Act:

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

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

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

Does vendor agree? DT
(Initials of Authorized Representative)

5. Contract Work Hours and Safety Standards Act:

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

Does vendor agree? DT
(Initials of Authorized Representative)

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

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

Vendor agrees to comply with the above requirements when applicable.

Does vendor agree? DT
(Initials of Authorized Representative)

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

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

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

Does vendor agree? DT

(Initials of Authorized Representative)

8. Debarment and Suspension:

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

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

Does vendor agree? DT

(Initials of Authorized Representative)

9. Byrd Anti-Lobbying Amendment:

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

Does vendor agree? DT

(Initials of Authorized Representative)

10. Procurement of Recovered Materials:

For participating agency purchases utilizing Federal funds, Vendor agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery,

and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

Does vendor agree? DT

(Initials of Authorized Representative)

11. Profit as a Separate Element of Price:

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

Does vendor agree? DT

(Initials of Authorized Representative)

12. Domestic Preference

Vendor must be prepared to provide a comprehensive list of the number of goods, products, and/or materials (including but not limited to iron, aluminum, steel, cement, and other manufactured products) being used for specific purchase orders under the contract award which were produced in the United States upon request to Region 10 ESC or any Equalis member who intends to use this contract with federal funds.

Does vendor agree? DT

(Initials of Authorized Representative)

13. 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 vendor agree? DT

(Initials of Authorized Representative)

14. General Compliance and Cooperation with Participating Agencies:

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

Does vendor agree? DT
(Initials of Authorized Representative)

15. Applicability to Subcontractors

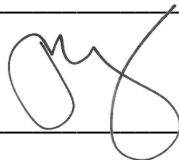
Offeror agrees that all contracts it awards pursuant to the Contract shall be bound by the foregoing terms and conditions.

Does vendor agree? DT
(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.

Virtucom, Inc.

Company Name



Signature of Authorized Company Official

Don Tang

Printed Name

Chief Operations Officer

Title

12/12/2024

Date

PROPOSAL FORM 13: FEMA REQUIREMENTS

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 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, Region 10 ESC 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? DT
(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? DT
(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? DT
(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? DT
(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? DT
(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? DT
(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? DT
(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? DT
(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? DT
(Initials of Authorized Representative)

PROPOSAL FORM 14: ADDITIONAL ARIZONA CONTRACTOR REQUIREMENTS

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

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

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

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

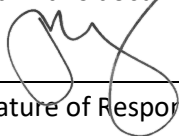
AZ Non-Compliance: All federally assisted contracts to members that exceed \$10,000.00 may be terminated by the federal grantee for noncompliance by contractor. In projects that are not federally funded, Respondent must agree to meet any federal, state or local requirements as necessary. In addition,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

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

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

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

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



Signature of Respondent

12/12/2024

Date

PROPOSAL FORM 15: 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: Virtucom Inc.

Street: 1 Sun Court NW

City, State, Zip Code: Peachtree Corners, GA 30092

Complete as appropriate:

I _____, certify that I am the sole owner of _____, that there are no partners and the business is not incorporated, and the provisions of N.J.S. 52:25-24.2 do not apply.

OR:

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

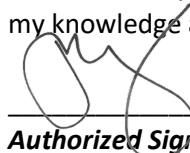
OR:

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

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

Name	Address	Interest
Jenny Tang, CEO	1 Sun Court NW, Peachtree Corners, GA	80%
Don Tang, COO	1 Sun Court NW, Peachtree Corners, GA	10%
Jessica Tang, CFO	1 Sun Court NW, Peachtree Corners, GA	10%

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



Authorized Signature and Title

Chief Operations Officer

12/12/2024

Date

PROPOSAL FORM 16: NON-COLLUSION AFFIDAVIT

Company Name: Virtucom, Inc.

Street: 1 Sun Court NW

City, State, Zip Code: Peachtree Corners, GA 30092

State of ~~New Jersey~~ Georgia

County of Gwinnett

I, Don Tang of the Peachtree Corners
Name City

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

I am the Chief Operations Officer of the firm of Virtucom, Inc.
Title Company Name

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

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

Virtucom, Inc.
Company Name

[Signature] Chief Operations Officer
Authorized Signature & Title

Subscribed and sworn before me

this 12 day of December, 2024

[Signature]
Notary Public of ~~New Jersey~~ Gwinnett
My commission expires Sept. 4, 2024

SEAL



PROPOSAL FORM 17: AFFIRMATIVE ACTION AFFIDAVIT (P.L. 1975, C.127)

Company Name: Virtucom, Inc.

Street: 1 Sun Court NW

City, State, Zip Code: Peachtree Corners, GA 30092

Bid Proposal Certification:

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

Required Affirmative Action Evidence:

Procurement, Professional & Service Contracts (Exhibit A)

Vendors must submit with proposal:

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

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

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

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

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



Authorized Signature and Title

12/12/2024

Date

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

MANDATORY AFFIRMATIVE ACTION LANGUAGE

PROCUREMENT, PROFESSIONAL AND SERVICE CONTRACTS

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

The contractor or subcontractor, where applicable, will not discriminate against any employee or applicant for employment because of age, race, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation. The contractor will take affirmative action to ensure that such applicants are recruited and employed, and that employees are treated during employment, without regard to their age, race, creed, color,

national origin, ancestry, marital status, sex, affectional or sexual orientation. Such action shall include, but not be limited to the following: employment, upgrading, demotion, or transfer; recruitment or recruitment advertising; layoff or termination; rates of pay or other forms of compensation; and selection for training, including apprenticeship. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices to be provided by the Public Agency Compliance Officer setting forth provisions of this non-discrimination clause.

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

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

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

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

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

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

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

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



Signature of Procurement Agent

Certification **73981**

CERTIFICATE OF EMPLOYEE INFORMATION REPORT INITIAL

This is to certify that the contractor listed below has submitted an Employee Information Report pursuant to N.J.A.C. 17:27-1.1 et. seq. and the State Treasurer has approved said report. This approval will remain in effect for the period of **15-Jul-2024 to 15-Jul-2027**

VIRTUCOM, INC.
1 SUN COURT NW
PEACHTREE CORNE

GA 30092



Elizabeth Maher Muoio
ELIZABETH MAHER MUOIO
State Treasurer

PROPOSAL FORM 18: 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).

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

C. 271 POLITICAL CONTRIBUTION DISCLOSURE FORM

Contractor Instructions

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

1. any State, county, or municipal committee of a political party
2. any legislative leadership committee*
3. any continuing political committee (a.k.a., political action committee)
4. any candidate committee of a candidate for, or holder of, an elective office:
 1. of the public entity awarding the contract
 2. of that county in which that public entity is located
 3. of another public entity within that county
 4. 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:

5. 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
6. all principals, partners, officers, or directors of the business entity or their spouses
7. any subsidiaries directly or indirectly controlled by the business entity
8. 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:	Virtucom, Inc.		
Address:	1 Sun Court NW		
City:	Peachtree Corners	State: GA	Zip: 30092

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.


Signature _____ Don Tang _____ 12/12/2024 _____
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
N/A			\$

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

Continuation Page

C. 271 POLITICAL CONTRIBUTION DISCLOSURE FORM

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

Page ____ of ____

Vendor Name:

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

List of Agencies with Elected Officials Required for Political Contribution Disclosure

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

County Name:

State: Governor, and Legislative Leadership Committees

Legislative District #s:

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

County:

Freeholders

County Clerk

Sheriff

{County Executive}

Surrogate

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

USERS SHOULD CREATE THEIR OWN FORM, OR DOWNLOAD FROM WWW.NJ.GOV/DCA/LGS/P2P A COUNTY-BASED, CUSTOMIZABLE FORM.

PROPOSAL FORM 19: 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

☐ Sole Proprietorship

☐ Limited Liability Partnership

☒ Corporation


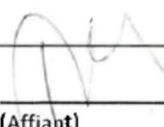
☐ Limited Partnership

☐ Limited Liability Corporation

☐ Subchapter S Corporation

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

Stockholders:

Name: Jenny Tang, CEO Home Address: 1 Sun Court NW Peachtree Corners, GA 30092	Name: Don Tang, COO Home Address: 1 Sun Court NW Peachtree Corners, GA 30092
Name: Jessica Tang, CFO Home Address: 1 Sun Court NW Peachtree Corners, GA 30092	Name: Home Address:
Name: Home Address:	Name: Home Address:
<p>Subscribed and sworn before me this <u>12</u> day of <u>December</u>, 2024</p> <p>(Notary Public) <i>Amber O'Brien</i> My Commission expires: 9/4/2027</p> <p></p> <p> (Affiant) Don Tang, Chief Operations Officer (Print name & title of affiant) (Corporate Seal)</p>	

PROPOSAL FORM 20: GENERAL TERMS AND CONDITIONS ACCEPTANCE FORM

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

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

☒ We take no exceptions/deviations to the general terms and conditions

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

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

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

PROPOSAL FORM 21: EQUALIS GROUP ADMINISTRATION AGREEMENT

Requirements for Master Agreement To be administered by Equalis Group

Attachment A, Equalis Group Administrative Agreement is used in administering Master Agreements with Region 10 and is preferred by Equalis Group. 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 outlined in each of the Administration Agreement.
- ☐ Respondent wishes to negotiate directly with Equalis Group on terms and conditions outlined in the Administration Agreement. Negotiations will commence after sealed Proposals are opened and Region 10 has determined the respondent met all requirements in their response and may be eligible for award.

PROPOSAL FORM 22: OPEN RECORDS POLICY ACKNOWLEDGEMENT AND ACCEPTANCE

OPEN RECORDS POLICY ACKNOWLEDGMENT AND ACCEPTANCE

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

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

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

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

Signature below certifies complete acceptance of Region 10 ESC's Open Records Policy, except as noted below (additional pages may be attached, if necessary). Check one of the following responses to the Acknowledgment and Acceptance of Region 10 ESC's Open Records Policy below:

☒ We acknowledge Region 10 ESC's Public Information Act policy and declare that no information submitted with this proposal, or any part of our proposal, is exempt from disclosure under the Public Information Act.

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

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

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

12/12/2024

Date



Chief Operations Officer

Authorized Signature & Title

PROPOSAL FORM 23: VENDOR CONTRACT AND SIGNATURE FORM

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

VENDORS MUST SUBMIT THIS FORM COMPLETED AND SIGNED WITH THEIR RESPONSE TO BE CONSIDERED

Company name	<u>Virtucom, Inc.</u>
Address	<u>1 Sun Court NW</u>
City/State/Zip	<u>Peachtree Corners, GA 30092</u>
Telephone No.	<u>800-890-2611</u>
Fax No.	<u>770-908-8007</u>
Email address	<u>proposals@virtucom.com</u>
Printed name	<u>Don Tang</u>
Position with company	<u>Chief Operations Officer</u>
Authorized signature	

Term of contract March 1, 2025 to February 28, 2028

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

Region 10 ESC Authorized Agent

Date

Print Name

Equalis Group Contract Number _____



Did you sign the vendor contract and signature form? **If not, your Proposal will be rejected.**

Region 10 will negotiate any exceptions and both parties will agree upon which exceptions will be accepted or altered before the Region 10 board votes to accept or reject the proposals.