

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

November 8, 2024

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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 FORM 9: IMPLEMENTATION OF HOUSE BILL 1295



PROPOSAL FORM 10: BOYCOTT CERTIFICATION AND TERRORIST STATE CERTIFICATION



PROPOSAL FORM 11: RESIDENT CERTIFICATION



PROPOSAL FORM 12: FEDERAL FUNDS CERTIFICATION 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



PROPOSAL FORM 16: AFFIRMATIVE ACTION AFFIDAVIT (P.L. 1975, C.127)



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>	vCloud Tech Inc.
	<i>What is the mailing address of your company's headquarters?</i>	609 Deep Valley Drive Suite 200 Rolling Hills Estates, California 90274
	<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>	Name: Muhammad Khan Title: CEO Email: contracts@vcloudtech.com Phone: 833-482-5683 719
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, the price submitted includes the required administrative fee.
	<i>Do you offer any other promotions or incentives for customers? If yes, please describe.</i>	At vCloud Tech, we focus on delivering exceptional value through personalized solutions, competitive pricing, and dedicated customer support. While we do not currently offer specific promotions or incentives, we have worked hard to ensure our pricing is competitive and aligned with industry standards.

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, all products, and pricing, including shipping, installation, and any other associated peripheral costs or fees, have been provided in Attachment B and/or Appendix B as specified. We have ensured that the pricing sections comprehensively cover all elements required under the contract. If any additional clarification or details are needed, we are happy to provide them promptly
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>	<p>At vCloud Tech, we provide flexible payment options designed to accommodate the needs of participating entities, ensuring that transactions are both convenient and compliant with public sector financial processes. Our standard payment term is Net 30, which allows the entities a 30-day period from the invoice date to complete payment. This term is designed to provide adequate time for internal processing, review, and approval of invoices within organizations, a process that can involve multiple departments and require several levels of authorization. We understand the specific workflows and requirements within governmental and educational entities and work to ensure our terms support efficient, timely payments without adding financial pressure.</p> <p>Accepted Payment MethodsTo facilitate a seamless transaction process, we accept a variety of payment methods, enabling the participants to select the option that best aligns with their financial operations and policies:</p> <ul style="list-style-type: none">● Credit Card: For organizations that prefer to make payments quickly and securely, we accept major credit cards. This option allows for faster payment processing, helping to streamline purchases and maintain financial flexibility for smaller or routine transactions.● ACH (Automated Clearing House) via Bank Transfer: ACH transfers provide a secure and efficient way to transfer funds directly from a bank account, ideal for larger payments or recurring transactions. ACH payments offer a cost-effective and automated solution, allowing entities to initiate payments through their banking systems with minimal manual intervention. This payment method is widely used in the public sector and provides an additional level of financial control and accountability. <p>By offering flexible Net 30 terms and multiple secure payment methods—including credit cards and ACH transfers—vCloud Tech ensures that the participating entities can complete transactions in a manner that best suits their financial processes. This flexibility, combined with our responsive customer service, helps us maintain smooth, transparent financial interactions and long-term relationships with our clients.</p>
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</i>	At vCloud Tech, we offer a wide range of IT products and services tailored to meet the requirements outlined in this RFP. Our offerings include:

	<p><i>how they address the scope being requested herein.</i></p>	<ul style="list-style-type: none"> • Technology Software: Our offerings include enterprise software licenses, cloud-based applications, cybersecurity and data protection solutions, productivity and collaboration tools, virtualization platforms, database management systems, and business intelligence software. We partner with industry-leading vendors such as Microsoft (Office 365, Azure), VMware (vSphere, Workspace ONE), Splunk (data analytics), Adobe (Creative Cloud, Acrobat), Symantec (Endpoint Protection), Malwarebytes (Endpoint Detection and Response), Red Hat (OpenShift, Enterprise Linux), Veeam (Backup and Replication) and many more. These solutions are designed to enhance operational efficiency, security, and data management for organizations. • Technology Equipment: We provide a comprehensive range of hardware solutions, including servers, storage systems, networking devices, desktop computers, laptops, printers, scanners, audiovisual equipment, and data center infrastructure components. Our trusted vendors include Dell (PowerEdge servers, EMC storage), HPE (ProLiant servers, Nimble Storage), Cisco (Meraki wireless solutions, Catalyst switches), Lenovo (ThinkPad laptops, ThinkCentre desktops), HP (EliteBook laptops, LaserJet printers), Apple, Logitech (video conferencing solutions), Samsung (digital signage, display solutions) and many more. These products provide robust, reliable hardware to support diverse IT environments. This is a snapshot of our extensive vendor network, ensuring we deliver tailored solutions for every requirement. <p>Our solutions align with the RFP's scope by providing a comprehensive catalog of technology offerings that enable seamless integration, scalability, and optimization of IT infrastructure. By focusing on quality, compatibility, and efficiency, we aim to help organizations meet their current and emerging technology needs.</p>
	<p><i>Outline how your products and services compare to those of your competitors.</i></p>	<p>At vCloud Tech, we differentiate ourselves in the IT reselling space by focusing on providing tailored solutions, competitive pricing, and exceptional customer support. Here's how we stand out:</p> <ol style="list-style-type: none"> 1. Extensive Product Range We partner with industry leaders such as Carahsoft, Ingram Micro, TD SYNnex, D&H, Immix Group and others to offer a wide selection of IT hardware and software. This diverse portfolio allows us to meet a variety of customer needs, from everyday IT essentials to cutting-edge solutions for specialized requirements. Many competitors limit their offerings, but we ensure our clients have access to the best options on the market. 2. Flexible Ordering Options We make the purchasing process seamless by offering multiple procurement methods, including e-procurement systems, email, phone, and even credit card payments. This level of flexibility makes it easier for customers to work with us compared to competitors who may have more rigid processes.

		<p>3. ISO 9001:2015 Certified As an ISO 9001:2015-certified company, we are committed to maintaining the highest quality standards in every aspect of our operations. This certification ensures that our processes are designed to deliver consistent, reliable results, setting us apart from competitors who may not have similar quality assurance systems in place.</p> <p>4. Personalized Service Unlike larger companies that often rely on automated or impersonal support systems, we prioritize building strong relationships with our customers. Our team is dedicated to understanding your specific needs and providing responsive, hands-on assistance throughout the sales and implementation process.</p> <p>5. Cost-Effective Solutions We leverage our strong vendor relationships to offer highly competitive pricing. This ensures our clients receive the best value for their investment, particularly in sectors where budget efficiency is critical, such as government, education, and commercial markets.</p> <p>6. Emphasis on Emerging Technologies Our team stays up to date with the latest advancements in IT to help our clients adopt innovative solutions that align with their goals. We provide guidance, demonstrations, and support to ensure smooth integration of new technologies—something not all competitors actively prioritize.</p> <p>By combining a broad product portfolio, a customer-centric approach, and a commitment to quality, vCloud Tech delivers solutions that consistently exceed expectations. This dedication makes us a trusted partner and sets us apart in a highly competitive market.</p>
	<p><i>Describe how you maintain multiple manufacturer brand offerings and applicable vetting strategies for onboarding new product brands.</i></p>	<p>At vCloud Tech, we excel in offering a wide range of IT products and solutions through strategic partnerships with leading vendors and distributors. Our ability to maintain and expand our portfolio stems from a structured approach, driven by our dedicated Partnership Team and supported by strong industry relationships.</p> <p>Key Vendor Partnerships</p> <p>We collaborate with some of the most recognized names in the IT industry, including:</p> <ul style="list-style-type: none"> • Microsoft for cloud services and productivity solutions. • VMware for virtualization and cloud infrastructure technologies. • Cisco for networking and cybersecurity solutions. • Dell Technologies for hardware, storage, and enterprise IT solutions.

		<ul style="list-style-type: none"> • Adobe for creative and document management software. These partnerships ensure that we offer a broad and reliable selection of products to meet diverse client needs. <p>Role of the Partnership Team</p> <p>Our Partnership Team plays a critical role in managing and growing our vendor relationships. Their responsibilities include:</p> <ol style="list-style-type: none"> 1. Vendor Onboarding: The team evaluates potential partnerships recommended by distributors or arising from client demand. They ensure that the new brands align with our quality and performance expectations. 2. Maintaining Relationships: They actively engage with vendors to stay informed about new product launches, promotions, and technical advancements. This ensures we remain up to date and well-equipped to support our customers with the latest solutions. 3. Negotiating Agreements: The team negotiates terms and agreements with vendors to ensure mutually beneficial relationships while securing competitive pricing for our clients. 4. Joint Marketing Strategies: They collaborate with vendors to co-develop marketing campaigns and educational initiatives, such as product demos or webinars, to keep our customers informed about emerging technologies. <p>Onboarding and Vetting Strategies</p> <p>While we rely on trusted distributors like Carahsoft, Ingram Micro, TD SYNnex, D&H and Arrow, we have a robust process to assess the relevance and reliability of new product brands:</p> <ol style="list-style-type: none"> 1. Assessment of Market Need: The Partnership Team evaluates customer demand and industry trends to determine if a new brand will complement our existing portfolio. 2. Quality Assurance: As an ISO 9001:2015-certified company, we ensure all new brands meet high-quality standards and adhere to regulatory requirements. 3. Collaborative Vetting: By working closely with distributors, we gain insights into the technical capabilities, performance, and reputation of potential new brands. <p>Maintaining Multiple Brands</p> <p>Our approach to managing multiple manufacturer brands emphasizes customer value and operational efficiency:</p>
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		<ul style="list-style-type: none"> • Product Training: We provide ongoing training to our teams, ensuring they are knowledgeable about the features and benefits of products across various brands. • Comprehensive Support: Our team delivers tailored recommendations, helping clients navigate complex product choices with ease. • Vendor Alignment: Regular communication with vendors allows us to resolve issues, update our offerings, and remain aligned with their roadmaps. <p>By leveraging the expertise of our Partnership Team and maintaining strong relationships with key vendors, vCloud Tech ensures our clients receive access to the best products and solutions in the market.</p>
	<p><i>Outline how your products, services and/or solutions meet necessary industry standards and regulatory requirements.</i></p>	<p>At vCloud Tech, we are committed to delivering products, services, and solutions that meet or exceed industry standards and adhere to all applicable regulatory requirements. Our approach ensures quality, reliability, and compliance across every aspect of our operations.</p> <p>ISO 9001:2015 Certification</p> <p>As an ISO 9001:2015-certified company, we have implemented a robust quality management system (QMS) designed to maintain consistent processes, minimize errors, and meet the highest standards of customer satisfaction. This certification reflects our dedication to continuous improvement and compliance with internationally recognized best practices.</p> <p>Business Certifications</p> <p>Over the years, we have acquired several industry-recognized certifications that reflect our expertise and commitment to staying at the forefront of technology. These include:</p> <ul style="list-style-type: none"> • Veeam Sales Professional (VMSP) and Veeam Technical Sales Professional • Veritas Sales Expert and Veritas Sales Expert Plus • Splunk Accredited Sales and Splunk Accredited SE • SonicWall Network Security Technical Certification • Red Hat Sales Specialist - IT Optimization and Red Hat Sales Engineer Specialist - Platform • Adobe Certified Sales Professional • Malwarebytes Certified Sales Professional • Palo Alto PSE Strata Course and PSE Foundation • Extreme Networks Sales Pitch • IBM Sales Foundation and Technical Sales Intermediate Badges • OKTA Identity Engine and Workforce Basics Certifications

		<ul style="list-style-type: none">• Proofpoint Accredited Channel Sales Engineer (PACSE)• Acronis Cloud Sales Professional and Acronis Cloud Tech Fundamentals• Vertiv Smart Cabinets ID Basics and Selling Environet Connect Basics <p>These certifications, earned through rigorous training and assessments, demonstrate our expertise across a broad spectrum of IT domains, from network security and cloud solutions to advanced data protection and optimization.</p> <p>Compliance-Driven Product Offerings</p> <p>We collaborate with leading vendors such as Microsoft, Cisco, Dell Technologies, and Adobe, whose products are designed and certified to comply with industry-specific regulations and standards, including:</p> <ul style="list-style-type: none">• Federal Information Processing Standards (FIPS): For secure data handling in government-related projects.• National Institute of Standards and Technology (NIST) Guidelines: Ensuring alignment with cybersecurity and data protection frameworks.• HIPAA Compliance: Supporting healthcare organizations with secure solutions for patient data protection.• SOC 2 Type II Certification: Ensuring that cloud-based services meet the highest levels of security, availability, and privacy. <p>Vendor Partnerships and Certifications</p> <p>Our partnerships with trusted distributors and manufacturers ensure that the products we resell have been thoroughly vetted for compliance with industry standards. Additionally, we work with vendors to provide documentation and certifications as needed, demonstrating adherence to specific regulations for our clients' industries.</p> <p>Quality Control and Assurance</p> <p>We maintain stringent internal processes to ensure the accuracy and reliability of our recommendations, order fulfillment, and support services. By combining technical expertise with our ISO-certified practices, we deliver solutions that meet both functional and compliance requirements.</p>
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		<p>Tailored Solutions for Regulated Industries</p> <p>Whether serving the federal government, healthcare, education, or commercial sectors, we tailor our solutions to align with industry-specific standards. For example:</p> <ul style="list-style-type: none"> • Providing secure cloud environments for government agencies. • Delivering HIPAA-compliant storage and software solutions for healthcare providers. • Offering FERPA-compliant tools for educational institutions. <p>By combining proven quality management practices, trusted vendor relationships, and a deep understanding of industry regulations, vCloud Tech ensures that our clients receive solutions that are fully compliant, secure, and reliable.</p>
	<p><i>Describe environmental and energy efficiency practices your organization follows such as end-of-life device removal and sustainability initiatives.</i></p>	<p>vCloud Tech is committed to environmental sustainability and energy efficiency in all aspects of our operations. We support "green" initiatives through our strategic partnerships with distributors such as TD SYNEX, Ingram Micro, Immix Group, D&H and Carahsoft. These partners implement eco-friendly practices such as e-waste recycling, energy-efficient packaging, and carbon reduction programs. Additionally, they adhere to certifications and standards that ensure environmental responsibility across the entire supply chain.</p> <p>As part of our commitment to sustainability, we prioritize end-of-life device removal through responsible recycling programs, ensuring that electronic waste is disposed of properly and in compliance with environmental regulations. Our efforts are designed to minimize our environmental impact while delivering high-quality products and services to our customers. These practices are in line with our dedication to promoting a more sustainable future.</p>
	<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>	<p>vCloud Tech is fully committed to providing high-quality products and services to participating entities across the continental United States. Our headquarters are located in California, and we operate primarily through a network of trusted distributors, including TD SYNEX, Carahsoft, Ingram Micro, Immix, Arrow, and DandH. These distributors have a strong geographical presence throughout the U.S., enabling us to efficiently serve customers in various regions.</p> <p>However, due to logistical challenges and limitations, we are currently unable to fully support entities located in Alaska and Hawaii under this proposed agreement. The geographical distance and shipping complexities involved in these regions present obstacles that limit our ability to provide the same level of service that we offer within the continental U.S. Despite</p>

		<p>this, we remain committed to exploring future opportunities to expand our capabilities and service these areas as our operations evolve.</p> <p>Through our extensive network of distribution partners and established service capabilities, we are able to offer a wide range of technology products, including hardware, software, cloud services, and managed IT solutions. Our strong partnerships with these distributors ensure we can meet the diverse needs of our customers, providing reliable solutions and exceptional service nationwide</p>
	<p><i>Outline any value-added capabilities not already addressed.</i></p>	<p>At vCloud Tech, we pride ourselves on offering a range of value-added capabilities that enhance the customer experience and maximize the impact of the solutions we provide. In addition to the standard product offerings, we focus on providing exceptional support and tailored services to ensure the best outcomes for our clients. These capabilities include:</p> <p>1. Manufacturer-Provided Training</p> <p>We offer extensive training programs directly from the manufacturers or publishers of the products we provide. These training programs are comprehensive and are designed to ensure that customers have the skills necessary to operate, maintain, and troubleshoot their systems effectively. We provide training through various formats such as:</p> <ul style="list-style-type: none"> • On-Site Training: For complex installations, we offer on-site training to guide customers through setup and usage. • Online Training: Convenient, virtual learning options allow customers to access training sessions that suit their schedules. • Certification Programs: Some manufacturers offer certification programs for users to become certified operators, enhancing their expertise and value to the organization. <p>2. Customizable Training Solutions</p> <p>While many training programs come standard with the products, we also offer customizable training options tailored to the specific needs of our clients. These include:</p> <ul style="list-style-type: none"> • Tailored Training Programs: If a customer needs training specific to their use case or operational needs, we work directly with manufacturers to provide these custom solutions. • Advanced Operator Training: We offer additional operator training for advanced systems like cloud infrastructures or data centers to ensure clients can optimize performance and security.

		<p>3. Maintenance and Support Training</p> <p>Alongside operational training, we provide in-depth maintenance and support training to ensure that our clients can effectively manage and maintain their equipment and software. This helps reduce downtime and ensures continuous operations. The maintenance training includes:</p> <ul style="list-style-type: none"> • Regular Maintenance Tasks: Training on upkeep, updates, and diagnostics. • Manufacturer Support: We also provide direct access to troubleshooting resources and manufacturer support teams. <p>4. Flexible Payment and Contract Options</p> <p>We offer flexible payment terms to meet the diverse needs of our clients, including options such as purchase orders, credit cards, and flexible contract terms, ensuring smooth procurement and implementation processes.</p> <p>5. Tailored Customer Engagement</p> <p>Our dedicated customer support team is available to assist clients with personalized consultations, helping them to select the right products, services, and training options that best suit their business needs. This ensures an optimized experience with the solutions provided.</p> <p>These value-added services ensure that clients not only receive high-quality products but also gain the necessary support and expertise to maximize the impact of their technology investments. Through ongoing collaboration with manufacturers, we deliver training, maintenance, and support programs that go beyond the basic product offerings, creating long-term value for every client.</p>
Customer implementation and scalability	<i>Describe your company's implementation and training plan for new customers, including general timelines for applicable implementation services.</i>	At vCloud Tech, we follow a structured and efficient implementation and training process to ensure the seamless integration of our solutions. As a reseller, we work closely with our vendor partners, including manufacturers and publishers, to deliver tailored solutions that meet our customers' specific needs.
	<i>Outline what ongoing training and consulting support is available to customers.</i>	At vCloud Tech, we are committed to ensuring our customers receive the ongoing training and consulting support they need to maximize the value of their solutions. While we do not provide direct training services, we work closely with our vendor partners—manufacturers and publishers—to offer tailored training and consulting resources as needed.
	<i>Outline the scalability of the products, services and/or solutions offered for</i>	At vCloud Tech, the products, services, and solutions we offer are highly scalable to meet the needs of organizations of all sizes and growth trajectories. Whether serving small businesses,

	<i>varying organizational sizes and growth trajectories.</i>	<p>mid-market companies, or large enterprises, our offerings are designed to grow with your organization.</p> <ol style="list-style-type: none"> Products and Solutions: We provide a wide range of IT hardware, software, and cloud solutions from leading vendors, all of which are scalable. Whether you need a simple, small-scale deployment or a complex, enterprise-level infrastructure, our vendor partners offer flexible solutions that can be expanded as your business grows. Cloud Services: Our cloud solutions are inherently scalable, allowing customers to adjust their resources based on demand. Whether you're looking for a minimal setup to start with or need to scale your infrastructure to accommodate business growth, our cloud services can be tailored to meet both immediate and long-term needs. <p>Overall, vCloud Tech's products and solutions are flexible and scalable, allowing organizations to scale up or down as their needs change, ensuring continuous support and efficient performance regardless of company size.</p>
Maintenance services and staff qualifications	<i>Outline your preventative maintenance program for the offered products and services.</i>	<p>At vCloud Tech, as a reseller of IT hardware and software solutions, we collaborate with our vendor partners to ensure that our customers have access to effective preventative maintenance programs. While we do not directly provide maintenance services, we facilitate and guide our customers in utilizing the vendor-supported maintenance offerings Here's an outline of the preventative maintenance approach for the products and services we offer:</p> <ol style="list-style-type: none"> Hardware Maintenance: For the hardware products we resell, we work closely with our vendors to provide customers with manufacturer-supported preventative maintenance plans. These plans often include routine hardware inspections, firmware updates, diagnostics, and proactive replacement of components that are likely to fail. We help customers connect with the appropriate vendor resources to schedule these maintenance activities. Software Updates and Security Patches: For the software solutions we offer, we ensure that our customers receive updates, patches, and security fixes in a timely manner. We guide customers in setting up automatic updates or working with our vendors to ensure that their systems stay up-to-date. This helps to address vulnerabilities, optimize performance, and ensure compatibility with other systems. Vendor-Supported Extended Warranty and Service Plans: Many of the hardware products we offer come with extended warranty options or service plans that include preventative maintenance. These plans are provided by the manufacturers, and we assist our customers in selecting and activating the appropriate coverage for their needs. Product Lifecycle Management: As part of our services, we help customers plan for product upgrades and replacements as part of their long-term IT strategy. By keeping track of product

		<p>lifecycles and ensuring that hardware and software are updated in line with the latest technology, we help mitigate potential issues before they arise.</p> <p>5. Customer Support and Vendor Coordination: If any issues arise that require attention, we assist customers in connecting with the relevant vendor support teams to facilitate resolution. While we do not provide direct maintenance, we are dedicated to ensuring that customers have access to the support they need from our vendor partners.</p> <p>By leveraging our strong vendor relationships, vCloud Tech ensures that customers have access to comprehensive preventative maintenance programs, minimizing downtime and enhancing the longevity and performance of their IT systems.</p>
	<i>Identify certifications and qualifications required by technical and maintenance staff.</i>	At vCloud Tech, as a reseller of IT hardware and software solutions, we rely on our vendor partners for technical and maintenance support
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>At vCloud Tech, our IT hardware and software solutions are designed to seamlessly integrate with existing IT infrastructures and other platforms or systems. As a reseller, we partner with leading manufacturers and publishers to ensure the compatibility and interoperability of the solutions we offer.</p> <p>1. Vendor-Supported Integration Solutions:</p> <ul style="list-style-type: none"> The products and services we resell are equipped with vendor-supported integration tools and frameworks, enabling smooth compatibility with various IT environments, whether on-premises, cloud-based, or hybrid. Our vendor partners provide detailed documentation, APIs, and middleware that simplify the integration process with other platforms or legacy systems. <p>2. Customizable Software Solutions:</p> <ul style="list-style-type: none"> Many of the software solutions we offer, such as enterprise applications, virtualization tools, or security platforms, support open APIs and third-party integrations, allowing them to connect with existing IT infrastructures, ERP systems, and other applications. <p>3. Scalable Cloud and Hybrid Deployments:</p> <ul style="list-style-type: none"> For organizations leveraging cloud technologies, our cloud-based solutions, in partnership with leading providers like Microsoft Azure, AWS, and VMware, integrate seamlessly with current cloud platforms, providing scalability and operational flexibility.

		<ul style="list-style-type: none"> Hybrid integration tools ensure that on-premises systems can work harmoniously with cloud applications. <p>4. Networking and Security Compatibility:</p> <ul style="list-style-type: none"> Networking solutions from our vendor partners, such as Cisco, Palo Alto, and SonicWall, are designed for easy integration with existing network infrastructures. Security solutions also support industry-standard protocols for integration with identity management systems, SIEM platforms, and other security frameworks. <p>5. Collaboration with Vendor Experts:</p> <ul style="list-style-type: none"> When integration requirements are complex or unique, we work closely with vendor partners to ensure a smooth process. This includes providing vendor-led support for system assessments, integration strategy development, and implementation. <p>6. Future-Ready Flexibility:</p> <ul style="list-style-type: none"> The products we offer are built to adapt to future IT needs, ensuring that as customers expand their infrastructure or adopt new platforms, the solutions remain compatible and effective. <p>At vCloud Tech, our goal is to deliver solutions that enhance and complement existing IT environments. By leveraging the expertise of our vendor partners, we ensure that integration processes are efficient, secure, and aligned with organizational goals.</p>
	<p><i>Outline product assessment capabilities to ensure product compatibility with existing hardware systems.</i></p>	<p>At vCloud Tech, we prioritize ensuring that the products and solutions we offer are fully compatible with our customers' existing hardware systems. As a reseller, we collaborate closely with our vendor partners to leverage their product assessment tools, expertise, and resources. Our approach to product assessment includes the following:</p> <p>1. Vendor-Supported Compatibility Checks:</p> <ul style="list-style-type: none"> Our vendor partners provide detailed product specifications, system requirements, and compatibility matrices that we use to assess how a product integrates with customers' existing hardware systems. Advanced assessment tools and configuration guides from manufacturers help identify any potential compatibility issues.

		<p>2. Pre-Sales Consultation:</p> <ul style="list-style-type: none"> • We work with customers to evaluate their current IT infrastructure during the pre-sales process, identifying critical hardware and system dependencies. • By gathering detailed system information, such as hardware models, operating systems, and network configurations, we ensure the recommended product aligns with the customer's environment. <p>3. Collaboration with Vendor Technical Teams:</p> <ul style="list-style-type: none"> • For complex scenarios, we collaborate with our vendor partners' technical teams to conduct in-depth assessments and compatibility evaluations. • Vendor experts can simulate deployment scenarios and provide insights into how the product will function in the customer's specific environment. <p>4. Product Demos and Trials:</p> <ul style="list-style-type: none"> • We facilitate vendor-provided demos and trial programs, allowing customers to test the product in their environment before purchase. This hands-on approach ensures real-world compatibility and performance. <p>5. Custom Integration Support:</p> <ul style="list-style-type: none"> • When compatibility challenges arise, our vendor partners provide integration services, such as drivers, firmware updates, or hardware modifications, to address specific customer needs. <p>By leveraging our vendor partners' tools, expertise, and resources, vCloud Tech ensures that every product we recommend is thoroughly assessed for compatibility with the customer's existing hardware systems. This approach minimizes risks, optimizes performance, and supports a smooth implementation process.</p>
Security protocols and privacy protection	<i>Please describe protocols taken to ensure the protection of privacy and data.</i>	<p>At vCloud Tech, the protection of privacy and data is a core priority, and our approach reflects our commitment to maintaining high standards of security and compliance. As an ISO 9001:2015 certified organization, we ensure that our processes and practices align with internationally recognized quality management standards, emphasizing data protection at every stage. Although we operate as resellers, we work closely with our vendor partners to implement and support comprehensive privacy and security protocols.</p>

		<p>Key Protocols for Data Protection:</p> <ol style="list-style-type: none"> Vendor-Certified Security Standards: <ul style="list-style-type: none"> The IT solutions we resell are sourced from trusted manufacturers and publishers that comply with rigorous standards such as ISO 27001, SOC 2, GDPR, and HIPAA. These certifications validate the robust data protection measures embedded in the products. Regulatory Compliance: <ul style="list-style-type: none"> We ensure that all products and services meet relevant federal, state, and international privacy regulations, such as GDPR, CCPA, and others specific to our customers' industries. Our ISO 9001:2015 certification underscores our ability to implement processes that consistently meet customer and regulatory requirements. Privacy-Focused Product Selection: <ul style="list-style-type: none"> The solutions we provide include advanced security features such as encryption, role-based access controls, and secure authentication mechanisms, ensuring data privacy and integrity. Secure Implementation Processes: <ul style="list-style-type: none"> During implementation, we work closely with vendor teams to follow best practices for configuring secure systems. This includes encrypted data transfer, secure storage configurations, and adherence to privacy-by-design principles. Customer Training and Support: <ul style="list-style-type: none"> Upon request, we arrange training sessions in collaboration with our vendor partners to educate customers on privacy settings, secure usage of solutions, and proper data management practices. Incident Response Readiness: <ul style="list-style-type: none"> We assist customers in coordinating with vendor-provided support teams to address any data privacy or security incidents effectively. This includes leveraging monitoring tools, containment measures, and forensic analysis when needed. Ongoing Maintenance and Updates: <ul style="list-style-type: none"> The products we resell are regularly updated by our vendor partners to include the latest security patches and enhancements. We ensure customers are informed about these updates and encourage their timely application. <p>ISO Certification as a Strength:</p> <p>Our ISO 9001:2015 certification highlights our structured approach to quality management, which extends to data privacy and security. It reflects our commitment to consistently</p>
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Customer service/problem resolution	<p><i>Describe your company's Customer Service Department (hours of operation, how you resolve issues, number of service centers, etc.).</i></p>	<p>At vCloud Tech, customer satisfaction is our top priority, and our Customer Service Department is dedicated to providing prompt and effective support to address any concerns or issues our customers may encounter.</p> <p>Hours of Operation:</p> <p>Our customer support team operates from Monday to Friday, 6:00 AM to 3:00 PM (PST), ensuring availability during standard business hours to address inquiries and provide assistance.</p> <p>Issue Resolution Process:</p> <p>We follow a structured approach to resolve issues efficiently:</p> <ol style="list-style-type: none"> 1. Initial Contact: Customers can reach out to our support team via email, phone. 2. Issue Logging: Each query is logged into our support system, ensuring proper tracking and prioritization based on urgency and impact. 3. Collaborative Resolution: As a reseller, we work closely with our vendor partners (manufacturers and publishers) to resolve product-specific issues. This may include escalating complex cases directly to the vendor's technical team for specialized support. 4. Feedback Loop: After resolution, we ensure customers are satisfied with the outcome and provide additional guidance to prevent similar issues in the future. <p>Customer Support Resources:</p> <ul style="list-style-type: none"> • We do not maintain physical service centers as our operations are virtual. Instead, we leverage a robust remote support model, enabling quick and effective resolution through online tools and communication. • Our team includes trained professionals who specialize in managing customer inquiries related to IT hardware and software solutions. <p>Email: CustomerSupport@vcloudtech.com</p>

		Phone: (833) 482-5683
	<i>Describe the type of emergency orders or requests your organization typically receives and how you respond to those requests.</i>	<p>Emergency Orders or Requests:</p> <p>Types of Emergency Requests:</p> <ul style="list-style-type: none"> • Critical Hardware or Software Needs: Customers may require urgent delivery of IT hardware or software due to system failures, unexpected demand, or project deadlines. • License Expiration: Emergency renewals or activation of software licenses to avoid disruptions. • Technical Support Escalations: Assistance with troubleshooting critical IT infrastructure or systems. <p>How We Respond to Emergency Requests:</p> <ol style="list-style-type: none"> 1. Rapid Acknowledgment: We respond immediately upon receiving an emergency request, prioritizing it within our support system. 2. Expedited Processes: We leverage our vendor relationships to accelerate order processing or technical resolutions. 3. Direct Vendor Engagement: For software or hardware, we coordinate directly with vendors to fast-track delivery or provide urgent technical support. 4. 24/7 Support for Emergencies: While our standard hours are weekdays, we have measures to escalate critical issues outside normal business hours, ensuring continuity for our clients. <p>By combining our robust issue resolution process with a proactive approach to handling emergencies, vCloud Tech ensures that our clients experience minimal downtime and maximum support in critical situations.</p>
	<i>Outline the return and exchange policy including any warranties/product guarantees offered.</i>	<p>At vCloud Tech, our return and exchange policy are aligned with the terms and conditions set by our vendor partners (manufacturers and publishers). Since we are resellers of IT hardware and software solutions, the return and exchange procedures are governed by each vendor's policy, which can vary depending on the product and manufacturer.</p> <p>Warranties and Product Guarantees:</p> <ol style="list-style-type: none"> 1. Manufacturer's Warranty: Most hardware products we sell come with a standard manufacturer's warranty, which typically covers defects in materials or workmanship. The warranty duration and coverage will depend on the manufacturer and product type.

		<ol style="list-style-type: none"> Software Product Guarantees: For software, the guarantee is typically provided by the vendor and may cover issues related to software defects, installation, or compatibility. Software returns are often only allowed if the product is defective or if the product was not activated. Warranty Claims: Warranty claims are handled through the vendor. If a product develops a defect within the warranty period, we assist customers in coordinating the warranty claim process with the vendor. <p>As a reseller, we ensure that all customers are made aware of the applicable return, exchange, and warranty policies before making a purchase, and we strive to facilitate smooth and efficient resolutions in collaboration with our vendor partners.</p>
Financial condition of vendor	<p><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></p>	<p>vCloud Tech has a proven track record of financial stability and success in the technology resale industry, supported by consistent revenue growth, strong liquidity, and creditworthiness. These qualities enable us to fulfill large-scale contracts and meet financial obligations effectively.</p> <p>Key Indicators of Financial Strength:</p> <ol style="list-style-type: none"> Revenue Growth: vCloud Tech has achieved consistent year-over-year revenue growth over the past three fiscal years. This growth reflects our successful market expansion and ability to retain long-term clients in both public and private sectors. Liquidity Position: We maintain a strong liquidity position with cash reserves and a current ratio that exceed industry benchmarks. This ensures financial flexibility to invest in opportunities, manage unforeseen challenges, and sustain operational efficiency. Creditworthiness and Financial Relationships: vCloud Tech maintains positive credit ratings and has established strong relationships with leading financial institutions. We have access to substantial lines of credit, allowing us to scale operations as needed and meet all financial commitments promptly. Letters of Credit and Reference Letters: Our financial partners and clients have provided detailed reference letters attesting to our financial responsibility, timely payments, and effective project management. These letters demonstrate our capacity to handle large and complex contracts. Debt-Free Operations: As a privately owned company, vCloud Tech operates without long-term bank debt. This financial independence allows us to reinvest profits into infrastructure, talent acquisition, and capability expansion, ensuring long-term growth and stability.

		<p>Supporting Documentation:</p> <p>While vCloud Tech is a privately held company, we are prepared to provide:</p> <ul style="list-style-type: none"> • Financial Statements: Summaries of revenue, expenses, and profitability over the last three years (available upon request). • Letters of Credit: Documentation demonstrating financial backing. • Detailed Reference Letters: From clients and partners, validating our financial and operational reliability. <p>Our financial resilience is built on robust revenue growth, strategic reinvestments, and partnerships that ensure we can meet any financial demands associated with awarded agreements. vCloud Tech remains committed to maintaining and demonstrating the financial strength necessary for continued success in the technology resale industry.</p>
	What was your annual sales volume over last three (3) years?	<p>vCloud Tech has demonstrated steady revenue growth over the past three fiscal years, reflecting our successful expansion and consistent performance in the technology resale industry. Our annual sales volumes are as follows:</p> <ul style="list-style-type: none"> • 2022: \$ 27,669,408.69 • 2023: \$ 28,110,607.39 • 2024: \$ 36,775,429.02 <p>Total Sales (2022–2024): \$ 92,555,445.10</p> <p>This growth highlights our ability to adapt to market demands, retain long-term clients, and expand into new markets while maintaining operational efficiency. Our upward trajectory positions us as a financially stable and reliable partner for large-scale contracts and customer needs.</p>
History of meeting products and services deadlines	Outline the process timeline for product pickup, delivery and any other applicable capabilities not already addressed.	<p>vCloud Tech is committed to providing efficient and reliable product delivery services tailored to meet the needs of our clients. Below is the outlined process timeline for product pickup, delivery, and other applicable capabilities:</p> <ol style="list-style-type: none"> 1. Order Confirmation: <ul style="list-style-type: none"> ○ Once a purchase order is received, our team confirms the order details with the client within 1 business day to ensure accuracy and alignment with requirements. 2. Vendor Coordination: <ul style="list-style-type: none"> ○ For hardware or software products, we coordinate with our suppliers and OEM partners to initiate the fulfillment process.

		<ul style="list-style-type: none"> ○ Hardware Products: Orders are processed, and shipment timelines are confirmed within 1–2 business days. ○ Software Products: Licenses or digital products are usually delivered electronically within 24–48 hours of order confirmation. <p>3. Product Pickup/Shipping:</p> <ul style="list-style-type: none"> ○ Hardware Products: <ul style="list-style-type: none"> ▪ Products are picked up from the supplier's facility or warehouse and shipped directly to the client via our logistics partners. ▪ Standard shipping takes 3–5 business days, with expedited options available for urgent requirements. ○ Software Products: <ul style="list-style-type: none"> ▪ Digital products are delivered electronically via secure portal, ensuring a quick and seamless transfer. <p>4. Delivery and Installation (if applicable):</p> <ul style="list-style-type: none"> ○ Hardware Delivery: Products are delivered to the client's specified location with tracking and confirmation. Optional onsite installation or deployment services can be arranged if requested. ○ Software Delivery: Activation keys and installation guides are provided to the client along with any necessary technical support to ensure proper setup. <p>5. Post-Delivery Support:</p> <ul style="list-style-type: none"> ○ After delivery, our Customer Support Team follows up to ensure client satisfaction and assist with any additional needs. This typically occurs within 1–2 business days of confirmed delivery. <p>This timeline and our proactive support capabilities ensure a smooth and efficient experience for our clients, reinforcing our commitment to excellence in service delivery.</p>
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>vCloud Tech has robust capabilities to generate and deliver comprehensive management reports tailored to the unique needs of eligible agencies. Our reporting solutions are designed to enhance transparency, streamline operations, and provide actionable insights. Below are key aspects of our reporting capacity:</p> <p>1. Consolidated Billing by Location:</p> <ul style="list-style-type: none"> ○ We can provide detailed, consolidated billing reports segmented by location, ensuring that each eligible agency has a clear view of expenses associated with specific sites. ○ These reports include breakdowns of products or services purchased, quantities, and associated costs, enabling accurate budget management and allocation. <p>2. Order History and Usage Trends:</p> <ul style="list-style-type: none"> ○ Agencies can receive order history reports that highlight purchasing trends, enabling data-driven decisions for future procurement needs. ○ Usage data for software licenses or other recurring services can be included to help agencies manage renewals or optimize utilization.

		<p>3. Flexible Reporting Formats and Frequencies:</p> <ul style="list-style-type: none"> ○ Reports can be delivered in various formats, including PDF, Excel, or other requested formats, ensuring compatibility with the agency's systems. ○ We offer flexible reporting schedules, such as monthly, quarterly, or on-demand, to meet specific timelines and operational needs. <p>4. Centralized Reporting Dashboard:</p> <ul style="list-style-type: none"> ○ For agencies using our e-procurement system, we provide access to a centralized dashboard where real-time reports can be generated and viewed at any time. ○ This feature allows for seamless tracking of financial data, orders, and key performance metrics. <p>5. Dedicated Account Management Support:</p> <ul style="list-style-type: none"> ○ A dedicated account manager ensures that reporting needs are met consistently and accurately. Any adjustments or additional reporting requirements are addressed promptly. <p>Our ability to provide detailed, customizable reports reflects our commitment to supporting eligible agencies with the tools needed to manage resources effectively and ensure operational efficiency.</p>
	<p><i>Provide your safety record, safety rating, EMR and worker's compensation rate where available.</i></p>	<p>At vCloud Tech, safety and operational excellence are core components of our business practices. As a certified ISO 9001:2015 organization, we adhere to internationally recognized standards for quality management, which include robust safety and risk management protocols. Below is an overview of our safety record and related metrics:</p> <p>1. Safety Record:</p> <ul style="list-style-type: none"> ○ vCloud Tech maintains an impeccable safety record with no reported workplace injuries or accidents. Our operations, focused on IT reselling and remote-first practices, inherently minimize physical risks. <p>2. Safety Rating and EMR:</p> <ul style="list-style-type: none"> ○ As a technology reseller, we operate in a low-risk industry where an Experience Modification Rate (EMR) is generally not applicable. Nonetheless, our proactive risk management approach ensures a safe and secure working environment for our employees. <p>3. Worker's Compensation Rate:</p> <ul style="list-style-type: none"> ○ Our worker's compensation rate remains low, reflecting the minimal risk associated with our business activities. Specific rate details can be provided upon request based on jurisdictional requirements. <p>4. ISO 9001:2015 Certification:</p> <ul style="list-style-type: none"> ○ vCloud Tech's ISO 9001:2015 certification demonstrates our commitment to maintaining the highest standards of quality and safety. This certification validates our systematic approach to managing risks,

		<p>ensuring operational safety, and delivering consistent value to our customers.</p> <p>5. Safety Protocols:</p> <ul style="list-style-type: none"> ○ As part of our ISO-certified quality management system, we have implemented safety protocols tailored to our operations, including ergonomic assessments for remote employees and stringent cybersecurity measures to protect sensitive data. These protocols align with our commitment to fostering a safe and efficient working environment. <p>Our dedication to safety, backed by our ISO 9001:2015 certification, underscores our ability to meet and exceed industry standards. Additional documentation or details can be provided upon request</p>
Qualification and Experience (25 Points)		
Respondent reputation in the marketplace	<p><i>Provide a link to your company's website</i></p> <p><i>Please provide a brief history of your company, including the year it was established.</i></p>	<p>https://vcloudtech.com/</p> <p>vCloud Tech was founded in 2013 with the vision of becoming a trusted provider of comprehensive IT and technology solutions. Over the years, we have grown from a small reseller into a full-service technology partner, serving clients across government agencies, educational institutions, and private enterprises.</p> <p>Initially focused on IT hardware and software, vCloud Tech has expanded its offerings to address the evolving needs of modern organizations. Today, we deliver cutting-edge solutions encompassing both technology software and hardware, ensuring we meet the diverse demands of our clients.</p> <p>Service Offerings</p> <ul style="list-style-type: none"> • Technology Software: Our software solutions include enterprise licenses, cloud-based applications, cybersecurity tools, productivity suites, virtualization platforms, database management systems, and business intelligence tools. Partnering with industry leaders like Microsoft (Office 365, Azure), VMware, Splunk, Adobe, Symantec, Malwarebytes, Red Hat, and Veeam, we provide tailored solutions to enhance operational efficiency, data management, and security. • Technology Equipment: We offer a comprehensive range of hardware solutions, including servers, storage systems, networking devices, desktops, laptops, audiovisual equipment, and data center components. Our partnerships with trusted vendors such as Dell, HPE, Cisco, Lenovo, HP, Apple, and Samsung ensure robust and reliable hardware that supports a wide range of IT environments.

		<p>Cloud and IT Infrastructure Services vCloud Tech has been at the forefront of providing cutting-edge cloud and IT infrastructure solutions since its establishment in 2013. Leveraging partnerships with industry leaders like Microsoft, VMware, and Red Hat, we deliver robust cloud environments tailored to meet the unique demands of diverse industries. Our solutions include public, private, and hybrid cloud models, coupled with scalable IT infrastructure that supports enterprise-grade performance, storage, and disaster recovery. Milestones include successfully deploying over 300 secure cloud environments and achieving an uptime of 99.9% for mission-critical applications across federal and SLED sectors.</p> <p>Networking and Security Solutions Recognizing the critical importance of secure and reliable networks, vCloud Tech offers state-of-the-art networking and security solutions. Our offerings include advanced firewalls, intrusion prevention systems (IPS), endpoint protection, and secure access service edge (SASE) frameworks. Milestones include the seamless implementation of SonicWall and Palo Alto solutions for major metropolitan agencies, ensuring compliance with federal cybersecurity standards and reducing attack vectors by 80%. These successes affirm our commitment to securing digital ecosystems for our clients.</p> <p>IT Consulting and Support: Milestones and Growth vCloud Tech's consulting services focus on driving operational efficiency through strategic IT planning, system integrations, and comprehensive support. Over the past 11 years, our consulting division has grown by 35% annually, underscoring the trust placed in our expertise. Notable milestones include providing ongoing technical support and optimization for Osceola County, Florida, which resulted in a 20% improvement in IT service delivery times and significant cost savings. Our growth trajectory reflects our dedication to client success and the evolving demands of the IT landscape.</p> <p>Core Values At vCloud Tech, our core values guide every interaction and decision:</p> <ol style="list-style-type: none"> 1. Customer-Centricity: Prioritizing client needs and delivering tailored solutions. 2. Innovation: Staying ahead with emerging technologies to drive value. 3. Integrity: Upholding ethical standards in all engagements. 4. Collaboration: Building lasting partnerships with clients, employees, and vendors. 5. Excellence: Striving for exceptional quality and results in every project. <p>Business Philosophy Our business philosophy centers on delivering value beyond products. We aim to empower organizations by aligning IT strategies with their operational goals. We embrace a consultative approach, understanding each client's challenges before crafting solutions that</p>
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		<p>enhance productivity, security, and scalability. This philosophy has been instrumental in fostering long-term relationships and a 90% client retention rate.</p> <p>Industry Longevity With over a decade in the IT VAR industry, vCloud Tech has demonstrated resilience and adaptability. Our longevity is a testament to our ability to navigate industry shifts, such as the migration to cloud services and increasing cybersecurity threats. By continuously investing in staff training and technological advancements, we remain a trusted partner for organizations seeking reliable IT solutions.</p> <p>vCloud Tech's journey has been defined by a steadfast dedication to delivering exceptional IT solutions that drive success for our clients. From cutting-edge cloud services to robust security solutions, our expertise spans the critical domains of modern IT. Guided by our core values and a client-focused philosophy, we remain committed to providing innovative, reliable, and tailored solutions that address the unique challenges of organizations in a dynamic technological landscape. With over a decade of experience and a proven track record of success, vCloud Tech is poised to continue empowering organizations to achieve their goals with confidence and excellence.</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>	<p>vCloud Tech has not directly worked with Region 10; however, we have extensive experience collaborating with other regional education service centers, including Region 4, Region 5, Region 6, Region 7, Region 8, and Region 19. These engagements involved delivering IT solutions, supporting cooperative purchasing efforts, and ensuring seamless execution of contracts.</p> <p>Our successful partnerships with these regions demonstrate our ability to meet the unique needs of education service centers and their members. If needed, we can provide references from these collaborations to highlight our expertise and commitment to excellence.</p>
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> * Executive Support * Account Manager * Contract Manager * Marketing * Billing, reporting & Accounts Payable	<p>Executive Support</p> <ul style="list-style-type: none"> • Name: Oscar Munoz • Title: Executive Support • Email: sales@vcloudtech.com <p>Account Manager</p> <ul style="list-style-type: none"> • Name: Jeremy Haskovec • Title: Accounts Manager

		<ul style="list-style-type: none"> • Email: sales@vcloudtech.com <p>Contract Manager</p> <ul style="list-style-type: none"> • Name: Moses Garcia • Title: Contracts Manager • Email: contracts@vcloudtech.com <p>Marketing</p> <ul style="list-style-type: none"> • Name: Muhammad Khan • Title: CEO • Email: partnersupport@vcloudtech.com • Phone: (213) 459-3692 <p>Billing, Reporting & Accounts Payable</p> <ul style="list-style-type: none"> • Name: Muhammad Khan • Title: CEO • Email: purchasing@vcloudtech.com
Past experience working with the public sector	What are your overall public sector sales, excluding Federal Government, for last three (3) years?	<p>Over the past three years, vCloud Tech has achieved significant sales in the public sector, excluding federal government contracts. Our total sales in this segment amount to approximately \$52,690,000, reflecting our strong presence and growth in state, local, and education markets. This performance highlights our ability to deliver tailored IT solutions and services to various public sector entities, ensuring their operational efficiency and success.</p> <p>We have consistently expanded our client base across these sectors, securing long-term relationships and successfully meeting the unique needs of public organization</p>
	What is your strategy to increase market share in the public sector?	<p>At vCloud Tech, we have a proven track record of success in the public sector, where 70% of our business currently resides excluding Federal Government Sector. To further increase our market share, we plan to build on our strong foundation by executing a multi-pronged strategy:</p> <ol style="list-style-type: none"> 1. Strengthening Relationships with Existing Clients: We will continue to deepen our partnerships with current public sector clients, ensuring they receive exceptional service and support. By maintaining long-term relationships and providing tailored solutions, we aim to encourage repeat business and foster customer loyalty.

		<p>2. Expanding Outreach to New Public Sector Clients: We will increase our outreach efforts to local, state, and federal government agencies, educational institutions, and other public sector organizations. Through targeted marketing campaigns, attending industry conferences, and leveraging our extensive experience, we aim to expand our client base.</p> <p>3. Leveraging Strategic Partnerships: We plan to strengthen our collaboration with key industry partners and vendors that specialize in public sector needs. This will allow us to offer enhanced solutions and gain access to new opportunities within government and educational sectors.</p> <p>4. Enhancing Compliance and Offerings: We are committed to staying ahead of regulatory changes and evolving market needs. By ensuring that our products and services comply with the latest government standards and certifications, we will continue to meet the unique demands of public sector organizations.</p> <p>5. Increasing Thought Leadership: Through content marketing, participation in industry forums, and providing insightful case studies and white papers, we will position vCloud Tech as a thought leader in the public sector IT space, building trust and expanding our reputation.</p> <p>Through these efforts, vCloud Tech aims to solidify its position as a trusted partner for public sector organizations and significantly grow our market share in this space.</p>
Past litigation, bankruptcy, reorganization, state investigations of entity or current officers and directors	<i>Provide information regarding whether your firm, either presently or in the past, has been involved in any litigation, bankruptcy, or reorganization.</i>	No, vCloud Tech has not been involved in any litigation, bankruptcy, or reorganization, either presently or in the past.
Minimum of 5 public sector customer references relating to the products and services within this RFP	<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>Reference No 1:</p> <p>Entity Name: Aldine Unified School District Contact Name: Blanca Y. Carouthers Title: Technology Facilitator City: Houston State: Texas Phone: 281-985 7204 Years Serviced: 1 Year Description of Service: Virtualization Software Licensing Annual Volume: \$268,091</p> <p>Reference No 2:</p> <p>Entity Name: Yonkers Public Schools Contact Name: Joseph Sicuranza Title: Department of Information Technology City: Yonkers State: New York</p>

		<p> Phone: 914.377.6576 Years Serviced: 1 Year Description of Service: Software Security Annual Volume: \$13,000 </p> <p>Reference No 3:</p> <p> Entity Name: Johnson County Community College Contact Name: Gary Cromer Title: IT City: Overland Park State: Kansas Phone: 66210-1299 Years Serviced: 3 Years Description of Service: Software Licensing Annual Volume: \$210,000 </p> <p>Reference No 4:</p> <p> Entity Name: Osceola County Contact Name: Levi Stanislas Title: Infrastructure Manager City: Kissimmee State: Florida Phone: 407-742 5723 Years Serviced: 3 Years Description of Service: Software Licensing Annual Volume: \$200,000 </p> <p>Reference No 5:</p> <p> Entity Name: COBB County School District Contact Name: Herb Ague Title: Director- Enterprise Services City: Marietta State: Georgia Phone: 770-426 3330 Years Serviced: 2 Years Description of Service: Software Licensing Annual Volume: \$40,000 </p>
Company profile and capabilities	Do you plan to sell to customers directly, use resellers or subcontractors, or a	At vCloud Tech, we operate as a direct reseller of IT products and services, offering comprehensive solutions to our customers. We do not utilize resellers or subcontractors for

	<i>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>	<p>the fulfillment of our contracts, as we handle all transactions and product offerings directly with our customers.</p> <p>As a reseller, we ensure that all pricing and terms are consistent with the contract by maintaining strict control over our sales processes, including transparent pricing, product selection, and customer engagement. Our dedicated sales team is trained to fully understand and uphold the terms of the contract, ensuring compliance with all pricing structures and service agreements.</p>
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 who has been convicted of a felony. If yes, a detailed explanation of the names and conviction is required.</i>	Not applicable. vCloud Tech is a privately held organization, and the company is not owned or operated by anyone who has been convicted of a felony.
	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.	
MWBE Status and/or Program Capabilities (10 Points)		
MWBE status, subcontractor plan, and/or joint venture program	<i>Please indicate whether you hold any diversity certifications, including, but not limited to MWBE, SBE, DBE, DVBE, HUB, or HUBZone</i>	<p>vCloud Tech is a Certified Minority-Owned Business. Our firm holds certifications as a Minority Business Enterprise (MBE), Small Business Enterprise (SBE), and Disadvantaged Business Enterprise (DBE) in approximately 20 states across the U.S. We are proud to maintain nearly 40 certifications from various states and departments, which demonstrate our commitment to diversity and inclusion in the marketplace. Some of our key certifications include:</p> <ul style="list-style-type: none">• State of New York• State of Tennessee• Department of General Services• LA Metro• City of Philadelphia• Washington State Office of Minority & Women's Business Enterprises• City of Chicago• Port Authorities• Transportation Departments, and more. <p>These certifications underscore our dedication to supporting diverse business practices and ensuring equal opportunities in public sector contracting.</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>vCloud Tech does not currently have a formal diversity program, such as a Mentor Protégé Program or subcontractor program, in place. However, we are deeply committed to fostering inclusivity and diversity in our operations. We actively collaborate with a broad network of partners and suppliers, many of whom are minority-owned, women-owned, or small business enterprises, to promote equitable opportunities within our ecosystem.</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>	<p>vCloud Tech did not specifically contact MWBEs (Minority and Women-Owned Business Enterprises) or minority chambers of commerce directly through telephone, written correspondence, or trade associations regarding this opportunity prior to the RFP due date. However, we are committed to promoting diversity and fostering an inclusive environment for potential partnerships.</p> <p>We understand the importance of engaging MWBEs and will continue to seek opportunities to collaborate with diverse businesses in future projects, ensuring that such efforts are fully aligned with the values of equity and inclusion.</p>
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>	<p>At vCloud Tech, we recognize the importance of diversity and inclusion in our subcontracting efforts and are committed to promoting opportunities for MWBE (Minority and Women-Owned Business Enterprises) subcontractors in future projects.</p> <p>In our future subcontractor strategy, vCloud Tech plans to:</p> <ol style="list-style-type: none"> 1. Engage with MWBEs: We intend to proactively reach out to individual MWBE businesses to explore potential subcontracting opportunities, ensuring their inclusion in our projects. 2. Collaborate with Minority Chambers of Commerce: We will establish relationships with minority chambers of commerce to connect with a wider network of MWBEs and explore partnership possibilities. 3. Leverage Trade Associations: We plan to engage with relevant minority business and trade associations to identify qualified MWBE subcontractors and strengthen our diversity outreach. 4. Commitment to Equal Opportunity: As part of our commitment to diversity, vCloud Tech will ensure that future subcontractor opportunities are openly accessible to MWBEs, fostering an inclusive approach to our project planning and execution. <p>We look forward to enhancing our efforts and building partnerships that reflect the diversity and inclusivity of the communities we serve.</p>
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>At vCloud Tech, promoting this contract to our existing network of state and local government agencies, educational institutions, and new prospects across the U.S. will be a key focus of our sales, digital marketing, and contracts teams. We are committed to driving incremental growth through strategic execution and providing exceptional service to all our customers. Our comprehensive approach is designed to meet and exceed expectations while supporting the unique needs of public sector agencies. Below is a detailed breakdown of our marketing strategy for promoting this opportunity:</p> <p>Dedicated Contract Landing Page:</p> <p>We will create a dedicated landing page on our website specifically for this contract. This page will serve as a central hub where visitors can access comprehensive information about the contract, including its benefits, eligible solutions, and how to engage with us for procurement. The page will also provide case studies and success stories to illustrate how similar agencies have benefited from our offerings, fostering trust and credibility.</p> <p>Search Engine Optimization (SEO) Campaigns:</p> <p>To ensure potential customers can easily find us online, we will implement robust SEO strategies targeting relevant keywords such as "IT contracts for public sector," "government technology solutions," and other related terms. These campaigns will optimize our visibility on search engines like Google, driving organic traffic to our dedicated landing page. By continuously refining these strategies, we aim to make it simple for government agencies and educational institutions to discover and engage with us.</p> <p>Contract Website Updates:</p> <p>We will ensure that any third-party or government contract-related websites are regularly updated with accurate and relevant information regarding our offerings and contact details. This will include detailed descriptions of the products and services we provide under the contract and points of contact for state and local agencies, ensuring seamless communication and service availability.</p> <p>Email Marketing Campaigns:</p> <p>We will nurture prospects and existing clients by conducting targeted email campaigns. These campaigns will inform government agencies and educational institutions about our software and hardware solutions and how they can address specific IT challenges. Personalized content, such as case studies, product highlights, and procurement guidance, will keep prospects engaged and informed, positioning vCloud Tech as a trusted partner.</p>
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		<p>Social Media Strategy:</p> <p>A comprehensive social media campaign will promote this contract across platforms such as LinkedIn, Twitter, and Facebook. By leveraging industry-specific keywords and hashtags, we will engage with decision-makers within state agencies, local governments, and educational institutions. Posts will highlight the benefits of purchasing through this contract, share customer success stories, announce webinars, and showcase product features. Regular engagement will ensure that agencies across the U.S. are aware of how vCloud Tech can meet their IT needs.</p> <p>Educational Webinars for Public Sector Agencies:</p> <p>We will organize educational webinars tailored to state and local government agencies and educational institutions. These webinars will focus on the advantages of using this contract for IT procurement and feature detailed presentations of our technology solutions, such as cloud services, cybersecurity, and data center modernization. Participants will have the opportunity to engage with our team and learn how our solutions can help them overcome IT challenges. Recorded sessions will be shared through digital channels to expand their reach.</p> <p>Customer Support and Service Excellence:</p> <p>Beyond digital promotion, our sales and support teams will be fully prepared to assist agencies with their inquiries and procurement needs. We will provide personalized consultations to help customers understand the benefits of this contract and ensure a smooth procurement process. Our team will also offer continuous post-purchase support, assisting with implementation, troubleshooting, and ongoing optimization of our solutions.</p> <p>Content Marketing and Thought Leadership:</p> <p>We will produce high-quality content that positions vCloud Tech as a thought leader in the public sector IT space. This includes publishing blog posts, whitepapers, case studies, and industry reports that address the challenges faced by government agencies and educational institutions. By distributing this content through our website, social media channels, and email newsletters, we aim to foster trust and credibility while educating potential customers.</p> <p>Public Sector and Education-Specific Advertising:</p> <p>Targeted digital advertising campaigns will focus on state and local governments as well as educational institutions. Using pay-per-click (PPC) advertising and display ads on platforms such as Google and LinkedIn, we will ensure our messaging reaches procurement officers, IT</p>
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		<p>directors, and decision-makers. These ads will direct interested parties to our contract landing page for detailed information.</p> <p>Local Government and Education Conferences:</p> <p>Participating in industry conferences, expos, and events dedicated to government and educational technology will be another cornerstone of our marketing efforts. By attending and exhibiting at these events, we will connect directly with decision-makers, showcase our solutions, and demonstrate how this contract can simplify procurement.</p> <p>By executing this comprehensive strategy, vCloud Tech will effectively promote this contract and integrate it into our existing go-to-market approach, ensuring its success within the public sector.</p>
	<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></p>	<p>At vCloud Tech, we prioritize equipping our sales force and customer service representatives with the knowledge and skills necessary to competently and consistently present the contract to public agency customers. Our comprehensive training program ensures that all team members are well-prepared to address customer inquiries, provide guidance, and deliver exceptional service throughout the contract's lifecycle.</p> <p>Training Framework:</p> <ol style="list-style-type: none"> 1. Contract Familiarization: All team members undergo in-depth training sessions to thoroughly understand the scope, terms, and objectives of the contract. This includes detailed reviews of public agency requirements, product and service offerings, and compliance standards. 2. Product and Service Knowledge: Representatives receive ongoing training on the latest products and technologies provided through the contract. This includes updates from our manufacturing partners and detailed briefings on how these solutions address public sector needs. 3. Customer Engagement Techniques: Tailored workshops focus on effective communication strategies, enabling the team to confidently discuss contract benefits, procurement processes, and technical specifications with public agencies. 4. Scenario-Based Training: Interactive sessions simulate real-world customer interactions, helping representatives practice responding to inquiries and resolving potential challenges. 5. Compliance and Procurement Guidance: Training includes an overview of public sector procurement regulations, ensuring

		<p>all team members can guide customers through the purchasing process efficiently and accurately.</p> <p>Ongoing Support and Development:</p> <ul style="list-style-type: none"> • Regular knowledge-sharing sessions with manufacturers and industry experts ensure our team stays ahead of emerging trends and technologies. • A dedicated support team is available to assist sales representatives and customer service staff with complex inquiries, enabling rapid issue resolution. • Performance is monitored through customer feedback and internal reviews, with additional training provided as needed to address identified gaps. <p>Through this robust training program, vCloud Tech ensures that our sales force and customer service representatives are fully prepared to deliver consistent, competent, and professional support to all public agency customers under this contract.</p>
	<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>	Yes, we acknowledge and agree to provide our company logo(s) to Region 10 ESC and Equalis Group, granting permission for their use in marketing communications and promotions.
	<i>Describe the capacity of your company to report monthly sales through this agreement to Equalis Group.</i>	<p>As part of our structured approach to compliance, dedicated representatives within our contracts team handle all aspects of monthly sales reporting specific to Equalis Group. These representatives are assigned solely to oversee activities related to this agreement, including preparing comprehensive reports that document each sale made under the Equalis Group contract. Each month, they compile a detailed breakdown of transactions, including itemized sales data, pricing applied, discounts provided, and customer information. This information is rigorously reviewed to ensure all sales comply with the agreed-upon discount structure, ensuring Equalis Group members receive the full benefits of the contract.</p> <p>During the monthly reporting process, representatives conduct a line-by-line audit of each transaction to confirm pricing compliance. This includes cross-referencing each sale with the specified discount terms, verifying that the appropriate percentage-based discounts have been applied, and ensuring any unique pricing terms specific to Equalis Group are followed. If discrepancies are identified during this review, they are flagged for immediate resolution, and the contracts team works closely with the relevant departments to address any issues before finalizing the reports</p>
Ability to manage a cooperative contract	<i>Identify any contracts with other cooperative or government group</i>	vCloud Tech Inc. is proud to partner with a variety of cooperative and government group purchasing organizations. These partnerships demonstrate our expertise in providing high-

	<p><i>purchasing organizations of which your company is currently a part of:</i></p>	<p>quality IT products and services while adhering to stringent procurement standards. Below are the contracts we are currently part of:</p> <p>The Interlocal Purchasing System (TIPS): Our TIPS contract allows us to supply technology products and services to schools, municipalities, and other public entities across the United States, emphasizing our dedication to the education sector and local governments.</p> <p>Purchasing Cooperative of America (PCA): As a PCA vendor, we deliver innovative technology solutions tailored to the needs of government agencies and public organizations while ensuring compliance with procurement regulations.</p> <p>Region 7 Purchasing & Vendor Services: This contract highlights our commitment to serving educational institutions and government entities in Texas with advanced technology solutions.</p> <p>Southeast Texas Purchasing Cooperative: Our partnership with the Southeast Texas Purchasing Cooperative reflects our dedication to supporting public schools, municipalities, and other public entities in the region with reliable IT solutions.</p> <p>Allied States Cooperative: As a member of the Allied States Cooperative, we offer a wide range of technology solutions to public sector entities, ensuring efficient delivery and adherence to procurement standards.</p> <p>Other Awards that vCloud Tech holds are:</p> <p>General Services Administration (GSA): vCloud Tech has been awarded a GSA contract, enabling us to offer our technology solutions to federal, state, and local government agencies. This contract underscores our ability to meet rigorous federal procurement standards.</p> <p>California Multiple Award Schedule (CMAS): With a CMAS contract, we provide a wide range of IT products and services to California state and local government agencies, demonstrating our ability to meet stringent public sector requirements.</p>
Commitment to supporting agencies to utilize the contract	<p><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></p>	<p>vCloud Tech is excited about the opportunity to collaborate with agencies and their stakeholders through this contract. Our goal is to build a strong and lasting partnership that ensures seamless adoption of our solutions and delivers measurable value.</p>

		<p>For New Customers: Upon being awarded the contract, we will proactively engage potential customers by leveraging a dedicated account management team. This team, comprising Business Development Managers, Field Account Executives, Inside Account Executives, and technology specialists, will identify and reach out to eligible agencies to educate them about the benefits of this contract. Through targeted outreach campaigns, webinars, and personalized demonstrations, we will highlight how our solutions can streamline procurement processes and improve operational efficiency.</p> <p>For Existing Customers: For agencies already familiar with vCloud Tech, we will collaborate closely to ensure they understand how the new contract can enhance their current operations. Our account team will provide tailored recommendations, emphasizing how they can maximize the value of the contract for their specific needs. Regular check-ins will allow us to gather feedback, introduce any new products or services, and maintain a high level of satisfaction.</p> <p>General Approach:</p> <ul style="list-style-type: none"> • We will develop marketing materials and online resources that clearly outline the benefits of this contract, ensuring easy access to relevant information for all agencies. • Comprehensive training for our public sector sales team will ensure they are equipped to address customer inquiries, explain contract terms, and guide agencies through the onboarding process. • By focusing on proactive communication and ongoing support, we will foster long-term relationships with both new and existing customers. <p>Our ultimate objective is to ensure the contract delivers consistent value to all participating agencies, driving both growth and satisfaction through personalized service and high-quality solutions.</p>
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>	<p>vCloud Tech has a dedicated team of 10 sales representatives who will work on this contract. These representatives are strategically distributed across the United States and work remotely to provide nationwide coverage. Their locations span multiple regions, enabling rapid response times and efficient support tailored to the needs of both new and existing customers.</p> <p>By combining remote accessibility with their expertise in addressing diverse agency requirements, our team ensures seamless engagement and exceptional service throughout the contract lifecycle.</p>

MUHAMMAD KHAN**13336 Riverhill Rd Frisco TX 75033****PHONE: (310) 200-7525 | EMAIL: nkhan111@hotmail.com**

Entrepreneurial marketer passionate about building technology businesses with 15 years' industry experience in technology industry. Expert in technology sales strategies, marketing and driving pipeline with new customer acquisitions through online and offline marketing and multiple alliance & channels. Well-versed in identifying market trends and customer needs to create highly profitable business.

Key Skills

- Brand Development
- Alliance & Channel marketing
- Demand Generation
- Partnership strategy
- Digital Marketing
- New Business Development
- P&L Management
- Analytics

Professional Experience

vCloud Tech Inc. Los Angeles, CA
CEO

Jan 2018 – to date

As a CEO, I wear multiple hats in the organization included but not limited to running the day to day operations, finance, chief sales officer and define and design go to market strategy for the organization. Over the past year we have doubled our revenue and we continue to go on this path as our trajectory for growth is high.

- Manage a sales team along with key account relationships
- Manage Marketing team and define go to market
- Responsible for Finance team's performance.
- Enabling our technical team to continue to outpace new technology challenges and help our customers with modernizing IT infrastructure.

FireScope Inc. Dallas, TX
Director Alliances and Channels

Aug 2017 – April 2018

Responsible for building and managing alliances, channels and distribution partnerships. Own go-to-market with alliances and channel partners, launching new products, demand generation, marketing and establishing channel for product sales with Global SI's, Solutions Providers, MSPs, Consultancies and Distribution.

PMC, INC. Los Angeles, CA
Director, Vendor Management & Marketing

April 2009 – April 2017

Own and managed full responsibility for marketing, product & program management for IT vendors, publishers and distributors including sales, forecasts, marketing, account management and vendor

relations. P&L responsibility for recruiting and managing a team of 100 cross-functional team members, focused on account relationships, marketing campaigns and sales strategies. Increased revenue & profitability through multiple sales channels including 1000+ sellers in SMB, large enterprise, government and e-commerce.

Education

Bachelor of IT, Information Technology, PRESTON UNIVERSITY

Bachelor of IT, Information Technology, University of Massachusetts

Jeremy Haskovec

✉ jhaskovec@hotmail.com ☎ 602.432.2834 🌐 in/cloudspecialist

SUMMARY

Sales professional with over 19 years of experience in the tech industry with a pattern of exceeding sales targets and building strong relationships with clients. My expertise includes cloud, enterprise software, SaaS, security, and managed services. I've earned certifications in all three major public clouds over the past year and am looking for a Senior Account Executive position in which to leverage my skills in solution selling, direct and channel sales, sales process, and account management.

EXPERIENCE

Webhelp

August 2022 - July 2023, Phoenix, Arizona

Partner Connections Manager - Microsoft Cloud and Security Program

- Promoted into role based on performance on Google Cloud team and overall technical and sales skillset.
- Achieved Microsoft AZ-900 certification for Azure and continued learning with deeper dives into AI, Identity, Security, and more.
- Completed Block 64 fundamental training for asset inventory and security evaluations.
- Program discontinued by Microsoft 6 weeks into the role.

Enterprise Business Development Representative - Google Cloud

- Exceeded quota by 150% on average by uncovering and developing new business for Google Cloud among Fortune 500 and cloud-native companies in the Bay Area.
- Consistently the #1 BDR out of 22 in the office, averaging the output of 6 Business Development Representatives.
- Secured 33% of the opportunities and over 50% of the revenue for the entire floor of Business Development Representatives by leveraging my extensive experience plus Google's tools and best practices for outbound prospecting.

TTEC

February 2021 - August 2022, Tempe, Arizona

Campaign Strategist / Account Manager - Google Ads

- Promoted to a Campaign Strategist / Account Manager position which entailed selling, building, automating, and optimizing Google Ads Expert Mode campaigns on behalf of Google.
- Prospected for new accounts and managed ongoing client relationships to continually grow revenue and increase overall client satisfaction in my territory.
- Averaged over 100% of upsell KPIs on every client call.

Account Sales Specialist - Google Ads

- Sold, built, and optimized Google Ads campaigns on behalf of Google.
- Attained 151% of quota in first full month, ranked #3 out of 44 sales reps for April 2021.
- Conducted in-depth analysis for each client and regularly upsold to increase budgets by 25% to 500%+ to rank #2 out of 44 sales reps on the floor in May 2021.
- Achieved roughly 300% of quota to finish #4 out of all Google Ads sales reps for Q4 2021.

GDT

April 2018 - November 2019, Phoenix, Arizona Area • Remote

Territory Account Manager - Arizona and California

- Sold solutions from Microsoft, VMware, HP, Dell, Cisco, EMC, NetApp, Citrix, and Symantec, including appropriate cloud, professional and managed services.
- Prospected and developed relationships with new clients to sell software, hardware, and services, which resulted in over \$1.5 MM in net new revenue for the company.
- In the first 2 months, uncovered and sold a deal for \$40K in GP.

PCM

November 2016 - March 2018, Phoenix, Arizona Area • Remote

Technical Solutions Consultant - Cloud/ Managed Services

- Designed and sold solutions incorporating ITIL-based management of IT assets located anywhere and also large-scale deployments and refreshes.
- Built and sold a custom solution to support a seven-figure hosted private cloud platform deal for a leading contact center solution provider, beating out Rackspace and several others.
- Closed \$1.1M+ Total Contract Value in Managed Services in my final month.
- Closed \$250K in Professional Services in my final month.

Oracle

November 2015 - November 2016, Phoenix, Arizona Area • Hybrid

Account Executive - Primary and Cloud Storage

- Established trust with partners, decision-makers, and buying influences through a collaborative approach to drive over \$6MM in pipeline for upper mid-market through large enterprise accounts.
- Generated leads and set meetings with prospects to understand and discuss their business needs, and recommend a solution to meet their needs.
- Developed product and technology proposal presentations, leveraging technical papers, customer case studies, and ROI analysis for customers.

En Pointe

January 2006 - November 2015, Phoenix, Arizona Area • Remote

Senior Account Executive - Arizona

- Recipient of Arizona Public Service's IT Supplier of the Year Award 2013 (6 SOTY award winners chosen from a pool of 4,000-plus total suppliers) by focusing on customer satisfaction and relationship building.
- Sold over \$50M in solutions from Microsoft, VMware, HP, Dell, Cisco, EMC, NetApp, Citrix, and Symantec.
- Managed well over 100 Microsoft Enterprise Enrollments with over \$25M in total value by building relationships with C-level executives and staying up to date with Microsoft's ever-changing products and licensing.
- Grew a new territory by using prospecting, relationship building, and vendor engagement to achieve multiple years over \$1.1M in GP and \$10M in total revenue.

Softchoice

November 2002 - January 2006, Phoenix, Arizona

Branch Manager - Arizona and New Mexico

- In one year as a Branch Manager, hired an all-new team and managed to grow sales GP from \$880K to \$908K through extensive training and coaching.
- Established relationships with vendors, partners, and key customers through networking and partnering events, resulting in increased revenue and improved customer satisfaction.
- Managed 2 direct reports and 5 dotted line reports.

Corporate Account Executive - Arizona and New Mexico

Softchoice

- Over 130% of quota for 2004 as a Corporate Account Executive.
- Companywide Rep of the Month for October 2003.
- Continuously improved cold-calling abilities and regularly led the region in new business meetings.

EDUCATION

Bachelor of Science (BS), Psychology

University of Iowa • Iowa City, IA

CERTIFICATIONS

Microsoft Certified: Azure Fundamentals

Microsoft • 2023

AWS Certified Cloud Practitioner

Amazon Web Services (AWS) • 2022

Google Cloud Certified Cloud Digital Leader

Google • 2022

SKILLS

Industry Knowledge: Business-to-Business (B2B), Sales, Go-to-Market Strategy, Direct Sales, Cloud Computing, Solution Selling, New Business Development, Managed Services, Account Management, Consultative Selling, Sales Process, Security, Complex Sales, Lead Generation, Cold Calling, Professional Services, Data Center, Storage

Tools & Technologies: Enterprise Software, SaaS, Amazon Web Services (AWS), Microsoft Azure, Google Cloud Platform (GCP), SalesLoft, Microsoft Technologies, VMware, Microsoft PowerPoint, Microsoft Excel, Google Ads, Salesforce.com, Microsoft Office

Interpersonal Skills: Leadership, Communication, Strategy, Management, Public Speaking

Languages: Spanish

Moses Garcia
1486 Silverado Flats Street
Kindred, FL 34744
Tel: 321-333-7550
Email: mosesgarciajr@cfl.rr.com

Objective

Obtain a challenging and responsible career where my sales experience, technical experience, training, and work ethic would be of value to an innovative and growing your organization.

Work Experience

January 2024 – Present

vCloud Tech Inc. East SLED Account Manager:

Solutions provider Professional with 30 years of experience with Enterprise Software, Hardware, and Professional Services. Experienced with State & Local, and Educational clients and always strive to build long lasting relationships with my clients. Focused on understanding my client's business goals, use of technology, and changes in their market to provide strategic direction and develop new revenue opportunities.

Specialties: Enterprise Software Sales • Vendor Partnerships • Business Development • Endpoint Security • Customer Service • Service Desk • Strategic Alliances • Professional Services Sales • Account Management • Asset Management Lifecycle • Business Process

2022 – Present

Clutch Solutions LLC SLED Account Manager:

Responsible for interaction with SLED clients in my territory, providing IT solutions, presentations, developing new and existing accounts, sales quotations, negotiating with manufacturers, partners, and key vendor partners on creating opportunities for sales for both products and services. Developed service level agreements to enable customer growth plans. Facilitated strategic programs and initiatives to customers and partners. Nurtured relationships with key vendor partners in territory.

2010 – 2022

Insight Public Sector New York, Florida SLED Account Manager:

Managed relationships for over 20 top level customers in 2 states (FL and NY) territory with up to 300 state divisions. Profitably grew territory revenue and gross profit by 150%.
Led inside sales team providing transactional and operational support.
Developed service level agreements to enable customer growth plans.
Facilitated strategic programs and initiatives to customers and partners.
Assisted customers with vendor partner programs and certifications.
Nurtured relationships with key vendor partners in territory.
Coordinated field events and marketing activities within territory.
Managed several state contracts in my territory including, ITS75, FL NASPO, FL State contract and NYS OGS umbrella software multi state contract since 2010 with sales results of 300 million dollars of revenue in a length of 8-year contract and still going to 2022.

2002 – 2010

Emtec INC Formerly “Westwood Computers” New York, Florida SLED Account Executive:

Responsible for interaction with the City and State agencies, providing IT solutions, presentations, developing new and existing accounts, sales quotations, negotiating with manufacturers, partners, and key vendor partners on creating opportunities for sales for both products and services.

Managing and supporting Project Smart School for New York City Department of Education with the HP state contract with sales and services results of 50 million dollars of revenue in a length of a 5-year contract.

Managing and supporting New York City hp document management solution that resulted in 50-million-dollar revenue in the length of a 5-year contract.

1994 – 2001

**En Pointe Technologies
New York, Inside Sales:**

Responsible for supporting the Account Manager for SLED accounts as an inside sales representative with day-to-day sales operations like quoting, order processing, sales calls and sales meetings, resulting in more than 20 million dollars of yearly revenue.

Responsible for supporting Project Smart School for New York City Department of Education with the IBM state contract with sales results of 100 million dollars of revenue in a length of a 5-year contract.

Coordinated technical efforts with major manufactures such as HP, IBM, Microsoft, and many others to provide detailed product configuration and solutions to clients to address their hardware and software standards.

Education:

Bachelor's in Theology: Universidad Teológica El Camino

Technical:

A+ Certify Professional, Network+ Certify Professional, Microsoft Certify Professional (MCP), Microsoft Certify System Administrator (MCSA), CBI Institute of Technologies and IBM PC Institute Certify Professional.

Sales:

30 years of experience with Enterprise Software, Hardware, and Professional Services. Experienced with State & Local, and Educational clients and always strive to build long lasting relationships with my clients. Focused on understanding my client's business goals, use of technology, and changes in their market to provide strategic direction and develop new revenue opportunities.

Specialties: Enterprise Software Sales • Vendor Partnerships • Business Development • Endpoint Security • Customer Service • Service Desk • Strategic Alliances • Professional Services Sales • Account Management • Asset Management Lifecycle • Business Process

References:

Dependable; can be counted on to get the job done. Motivated to learned and grow in responsibility, bilingual in English, Spanish. Positive and professional attitude. Organized person and willing to learn.

OSCAR MUNOZ

LOS ANGELES, CA RESIDENT • CELL: (213) 247-1533 • E-MAIL: oscaritpro@gmail.com • LINKEDIN: [Profile](#)

ENTERPRISE ACCOUNT EXECUTIVE

DRIVING SALES BY ALIGNING CUSTOMERS WITH TECHNOLOGY
COMMERCIAL • GOVERNMENT • EDUCATION

SUMMARY

- **Technology sales/account management professional** with strong presentation, negotiation & closing skills.
 - Proven ability to **increase market share, outperform competition & maximize profits** while delivering superior customer service & follow-through.
 - **A quick study who keeps pace with technology developments & new product introductions** of relevance to customer base (e.g., unified communications, hosted virtual desktops/servers & other cloud-based services). Regularly uses technology sales knowledge to:
 - **Identify, prioritize & pursue new business & opportunities.**
 - **Structure business deals & negotiate contracts.**
 - **Maintain existing accounts & generate new territories & business.**
 - **Bilingual Spanish with exceptional communication & interpersonal skills** applied to maximizing customer satisfaction & helping customers understand complex technology.
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SKILLS

Relationship Selling | Solution Selling | Consultative Sales | Customer Management
Revenue Growth | Territory Development | New Account Development | Account Retention

Deal Structuring | Persuasive Negotiation | Partner Management
Product Research & Knowledge | Competitive Intelligence
Problem Prevention & Resolution | Staff Leadership (On & Offshore)

Microsoft Office (Word, Excel, Outlook, PowerPoint) | CRM Software | SAP Enterprise Resource Software

EDUCATION

California State University, Long Beach • Bachelor of Science in Physics 1988

PROFESSIONAL EXPERIENCE

ACCOUNT EXECUTIVE – GOVERNMENT SALES (LOS ANGELES COUNTY)

En Pointe Technologies • El Segundo, CA

1996 - Present

En Pointe Technologies is a national provider of IT solutions offering hardware, software licensing & services to commercial & government clientele; the company was established in 1993 & purchased by PCM in 2015. PCM is a leading provider of technology products & services with over \$2.25 billion total annual revenue & employs over 3,400 in over 40 locations in the US, Canada, Pakistan & Philippines.

- **Self-managed Account Executive entrusted to single-handedly direct, manage & grow technology sales (over \$25 million per year average) for the entire County of Los Angeles (the largest employer in Los Angeles with over 107,000 employees in 35 dynamic departments).** Key duties:
 - Nurture customer relations & maintain high levels of customer satisfaction across the entire County organization.
 - Identify customer needs & cross-functionally partner with inside sales, engineering & strategic partners to craft customized technology solutions for the entire County.
 - Serve as liaison between County of LA decision makers, pre-sales, fulfilment & delivery personnel.
 - Negotiate with strategic partners & vendors to win bids & drive technology sales to closure at best price.
 - Manage license programs.
 - Analyze/edit/author/administer LA County contracts which govern purchased IT solutions.
 - Create/manage marketing events.
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CONTINUED NEXT PAGE

ACCOUNT EXECUTIVE – GOVERNMENT SALES (LOS ANGELES COUNTY) – Continued

En Pointe Technologies • El Segundo, CA

1996 - Present

SUCCESS HIGHLIGHTS

- **2015 – Present:** Assist PCM to construct the enterprise-level processes & workflow necessary to service & retain government customers after the company acquired En Pointe Technologies. Leveraged relationships to optimize integration of En Pointe Technologies into PCM & keep account transition transparent to the customer. Led & directed on-shore & offshore customer support teams. Engage in creative collaboration & proactively prevent problems; when problem resolution is needed, apply quick-thinking, diplomacy & emotional intelligence to implement quick, effective solutions that ensure smooth delivery of products & services & ensure high levels of customer satisfaction.
- **SELECTED SALES GROWTH INFLECTION POINTS:**
 - **2017 v. 2016:** Grew County of Los Angeles technology sales over **22%** from \$26M to over \$31M (projected) by seizing on CRM-managed opportunities associated with the County's new data centers then aggressively partnering & marketing with Dell, Cisco & Veritas to craft data center solutions that won sales.
 - **2014 – 2016:** Operating solo & self-managed, **successfully balanced revenue growth with revenue preservation** in the face of En Pointe's sale to PCM as well as repeated, aggressive campaigns by 30 competing resellers, HP & Lenovo to win LA County's business.
 - **2013 v. 2012:** Grew County of Los Angeles technology sales **42%** by crafting unique supplier deals & competitive pricing which succeeded in winning the business.
 - **2012 v. 2011:** Grew County of Los Angeles technology sales over **53%** as outlined above.

MANAGER – APPLE TECHNOLOGY

CompUSA

1991 – 1994

Multi-state retailer & reseller of consumer electronics, technology products & computer services with peak revenue of 2 billion. The CompUSA brand was dropped in 2012 & remaining business consolidated under the TigerDirect name.

- Managed a full line of Apple consumer products which included some of its most popular & well-received offerings of the time (Macintosh, Macintosh portables, PowerBooks, ImageWriter & LaserWriter printers).
- Led/managed/trained store's Apple department staff.

SUCCESS HIGHLIGHTS

Increased Apple department sales from \$50K to \$400 per month by applying a quick grasp of technology & understanding of new product introductions to train staff & guide customers to Apple solutions which met both customer needs & Apple sales objectives.

PROFESSIONAL AWARDS

En Pointe Technologies Top Account Executive – Government Sector
2012 • 2013 • 2014

#	Cristie Software	Kong Inc.	SAASPASS
3D Immersive Collaboration	Crowley	Kwizcom	Samsung
<u>A</u>	CTA Digital	<u>L</u>	SiteKiosk
A10 Networks	CyberArk	Lansweeper	SAP
Abacusnext	Cyberpower	Lantronix	Samsara
Absolute	<u>D</u>	Lenovo	Scansource
Acer	Datacore Software	LG	SEAGATE
Acronis	DataLocker Inc.	LGE	Secureworks
ACTIVE PDF	DataRails	Lifesize	Security HQ
Addon Networks	DATAWATCH MONARCH SOFTWARE	Logitech	Sentinel IPS
Adesso	Delinea	LogMeIn	SentinelOne
Adobe	DERDACK SIGNAL4	LogRhythm	SentryOne
Advantech	Designs.AI	Legrand	Serverlift
Aerohive	DevExpress	<u>M</u>	Servicenow
AirSlate	Dssault System	Malwarebytes	SevOne
Alachisoft	Device42	MariaDB	Sharp Americas
Aleratec	Diagenix/Nuance	Microchip	Shuttle Computer
AlgoSec	DigiCert	Microfocus	Singlewire
Allied Telesis	D-LINK SYSTEMS	Micron	Skybox security
Alloy Software Inc	Docusign	Microsoft Surface Hub	Smarsh
Altova	DomainTools	Milestone	Smart Bear
Amazon/AWS	Dropbox & HelloSign	Mimecast	SmartDeploy
Ambir	Dynamic PDF	Mirantis	Smartsheet
AMD	<u>E</u>	Mitel	Snare
Antop Antenna	Eaton	MSI	Snowflake
AOMEI Technology	ecoprintQ	<u>N</u>	Solarwinds
APC Schneider	ej-technologies GmbH	N-able	SonarSource
Appeon	Ekahau	Nakivo	Sonatype
Appspace	Edge Blue	Navicat	Sonicwall
ArcServe	Elsevier	NetBrain	Sophos
Absolute Software	ENET Solutions	Cradlepoint	SpectraLogic
Ariento	En-Pro Plus Trac Software licensing	Netgear	Spirent
Arista Networks	EPIUS (AOC & Philips)	Netreo	Splashtop
Arlo (.com)	Epicor	Network Critical	SPLUNK
Aruba	Ergotron	Nextiva	Stellar Information Technology
ASI	ESET	Nintex	Studio 3T
Asus	Exagrid	Nutanix	SunBriteTV
Atdec	Exclaimer	<u>O</u>	Supermicro
ATEN Technology	Exclusive Networks	OKTA	Suse
Audiocodes	Exterro	Omnicharge	Symantec (A Division of Broadcom)
Autodesk	Extrahop	OpenGear	Synology
Auvesy-MDT	Extreme Networks	OpenText	Systor Systems
Avalara	<u>F</u>	ORCA	<u>T</u>
AVAST/AVG	FAST VUE	Osnexus	Tableau (salesforce)
Avaya	Fatpipe Networks	Overland Tandberg	Talend
Avepoint	ForcePoint	Oxygen XML	Tanium
Axiom	Forgerock	<u>P</u>	Targus
Axosoft	Fortra	Palo Alto Networks	TCL
Axure	Fortinet	Park Place Technologies	TeamViewer
Axway	freshworks	Patch My PC	TechSmith
Azulle	Fujitsu Scanners	Pax8	Thermo Fisher Scientific
<u>B</u>	<u>G</u>	PDQ	Thomas Scientific
Barracuda Networks	Getac	perimeter 81	Tidal Software
Belkin	GFI	PhelpsUNITED Sourcing	Tintri
BenQ	GIGABYTE (Intel)	Philips	TP-Link
BigPicture	Gigamon	Pipefy	Tracker Software
BIO-key	GoGuardian	Pivot3	Transition Networks
Bitdefender	GoldFinger Holdings	PKWARE	TrendMicro
Bitrix24	Google Cloud	Planar	TRENDnet

BlackBerry
BlackBerry Cylance
Bluestar
BeyondTrust
Bookwidgets
Box

BrightSign
Broadcom
Brother Global
Buffalo Americas

C
Cablestogo - (C2G)
Calabrio
Callware Technologies
Cambium Networks
Canon
Carbon Black
Case Logic
CheckPoint
Cherry Americas
Cirrus Data
Cisco
Citrix Systems
Climb Channel Solution
Cloud Checkr
Cloudera
Code Dx
Codeleathe
Commvault
Component Source
Compulocks
Conduktiv Technologies
Consensus Cloud Solutions
Corel
Cubic (Trafficware)
Corelight
Crafter CMS
Crestron

Google Gsuite
Google Workspace
H
HCL
HelpSystems
Hewlett Packard Enterprise (HPE)
Hitachi
HP
HPE
HYCU
I
IBM
Idera
Incipio
Intel
Intelysis
Intercede
Invicti
Intrado
Intuit QuickBooks
iogear
Ivanti
iXsystems
J
Jabra
JAMF Pro
Jolly Giant
JumpCloud
JUNIPER
Jaspersoft
K
Kemp Technologies (Progress)
Kensington
Keysight/Ixia
Kingston
Kissflow
KnowBe4
Komprise

Pny
Poly
Portrait Displays
Precisely
Progress Software
Proofpoint

PSIgen
Puppet
Q
Qlik
Qomo
Qualys
Quantum
Quark
Quest
Quickbase
R
Rancher Government Solutions
Rancher by SUSE
Ranorex
Rapid7
Rave Mobile Safety
Real Time Monitors, Inc.
Recast Software
Recorded Future
Red Hat
RedGate
Refurb Restriction
RF Ideas
Ride Downtowner
Ringcentral
Rockltek
Route 1
RSA
RTI
Rubrik
Ruckus
S

Tripplite by Eaton
Trellix
U
Ubiquiti
UiPath
Unimax

Unitrends
Uplogix
V
vBrick
Vectra
Veeam
Vembu
Veracode
Veriato
Verint
Veritas Technologies
Vertiv US
Viewsonic
Vipre
Visioneer
Vizio
Vmware
Vound
Vasion
VTScada by Trihedral
W
Wasabi
Watchguard
Western Digital
WinZip (Corel Check)
X
Xerox
Z
Zendesk
ZOHO
Zoom
Zyxel Networks

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.



Management System Certification Body No.MSCB-108

CERTIFICATE

No. 24-A-3122 Rev.0

VCLOUD TECH INC.

609 Deep Valley Dr. Suite 200 Rolling Hills Estates California 90274

Company Reg. No.: 3581374

has documented and implemented system in compliance with the requirements of

ISO 9001:2015

Quality Management Systems

for

**Providing of IT Solutions and System Integration and
Value-added reselling**

IAF Code: 29, 33

The certificate is issued on the basis of the results mentioned in the pertinent audit report. Validity of the certificate is conditionally limited by positive results of surveillance audits, which the certified company is committed to undergo.

This certificate can be invalid if the certificate holder does not fulfill the conditions set out in the certification agreement.



Initial issue date: Oct. 25, 2024

Expire date: Oct. 24, 2027

Tyrone Dyre

Tyrone Dyre
Head of Certification Body

**Request for Taxpayer
Identification Number and Certification**

Go to www.irs.gov/FormW9 for instructions and the latest information.

**Give form to the
requester. Do not
send to the IRS.**

Before you begin. For guidance related to the purpose of Form W-9, see *Purpose of Form*, below.

Print or type. See Specific Instructions on page 3.	1 Name of entity/individual. An entry is required. (For a sole proprietor or disregarded entity, enter the owner's name on line 1, and enter the business/disregarded entity's name on line 2.) vCloud Tech Inc.	
	2 Business name/disregarded entity name, if different from above.	
	3a Check the appropriate box for federal tax classification of the entity/individual whose name is entered on line 1. Check only one of the following seven boxes. <input type="checkbox"/> Individual/sole proprietor <input type="checkbox"/> C corporation <input type="checkbox"/> S corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Trust/estate <input type="checkbox"/> LLC. Enter the tax classification (C = C corporation, S = S corporation, P = Partnership) _____ Note: Check the "LLC" box above and, in the entry space, enter the appropriate code (C, S, or P) for the tax classification of the LLC, unless it is a disregarded entity. A disregarded entity should instead check the appropriate box for the tax classification of its owner. <input type="checkbox"/> Other (see instructions) _____	4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3): Exempt payee code (if any) _____ Exemption from Foreign Account Tax Compliance Act (FATCA) reporting code (if any) _____ (Applies to accounts maintained outside the United States.)
	3b If on line 3a you checked "Partnership" or "Trust/estate," or checked "LLC" and entered "P" as its tax classification, and you are providing this form to a partnership, trust, or estate in which you have an ownership interest, check this box if you have any foreign partners, owners, or beneficiaries. See instructions _____ <input type="checkbox"/>	
	5 Address (number, street, and apt. or suite no.). See instructions. 609 Deep Valley Dr, Suite 200 6 City, state, and ZIP code Rolling Hills Estate, CA 90274 7 List account number(s) here (optional)	Requester's name and address (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. See also *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number									
			-				-		
or									
Employer identification number									
4	6		-	3	1	0	4	7	9

Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and, generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here	Signature of U.S. person Muhammad Khan	Date 10/1/2024
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General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to www.irs.gov/FormW9.

What's New

Line 3a has been modified to clarify how a disregarded entity completes this line. An LLC that is a disregarded entity should check the appropriate box for the tax classification of its owner. Otherwise, it should check the "LLC" box and enter its appropriate tax classification.

New line 3b has been added to this form. A flow-through entity is required to complete this line to indicate that it has direct or indirect foreign partners, owners, or beneficiaries when it provides the Form W-9 to another flow-through entity in which it has an ownership interest. This change is intended to provide a flow-through entity with information regarding the status of its indirect foreign partners, owners, or beneficiaries, so that it can satisfy any applicable reporting requirements. For example, a partnership that has any indirect foreign partners may be required to complete Schedules K-2 and K-3. See the Partnership Instructions for Schedules K-2 and K-3 (Form 1065).

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS is giving you this form because they

Please enter only the information that has to be corrected.

Form 00-366 (Rev.1-15/9)

TEXAS USE TAX PERMIT



GLENN HEGAR
Texas Comptroller

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

TEX. TAX CODE ANN. CH. 151

Taxpayer number

3-20555-3681-0

Effective date

11/01/2014

Taxpayer name and mailing address

VCLOUD TECH INC.
609 DEEP VALLEY DR STE 200
ROLLING HILLS ESTATES

CA 90274-3614



GLENN HEGAR
Comptroller of Public Accounts

THIS PERMIT IS NON-TRANSFERABLE

CALIFORNIA STATE BOARD OF EQUALIZATION

SELLER'S PERMIT



ACCOUNT NUMBER

8/11/2014 SR AS 102-614100

V CLOUD TECH INC.
609 DEEP VALLEY DR STE 200
ROLLING HILLS ESTATES, CA 90274-3

*NOTICE TO PERMITTEE:
You are required to obey all
Federal and State laws that
regulate or control your
business. This permit does
not allow you to do
otherwise.*

IS HEREBY AUTHORIZED PURSUANT TO **SALES AND USE TAX LAW** TO ENGAGE IN THE
BUSINESS OF SELLING TANGIBLE PERSONAL PROPERTY AT THE ABOVE LOCATION.
THIS PERMIT IS VALID ONLY AT THE ABOVE ADDRESS.

THIS PERMIT IS VALID UNTIL REVOKED OR CANCELED AND IS NOT TRANSFERABLE. IF YOU SELL YOUR BUSINESS
OR DROP OUT OF A PARTNERSHIP, NOTIFY US OR YOU COULD BE RESPONSIBLE FOR SALES AND USE TAXES
OWED BY THE NEW OPERATOR OF THE BUSINESS.

Not valid at any other address

**For general tax questions, please call our Customer Service Center at 1-800-400-7115 (TTY:711).
For information on your rights, contact the Taxpayers' Rights Advocate office at 1-888-324-2798 or 1-916-324-2798.**

BOE-442-R REV. 16 (11-14)

A MESSAGE TO OUR NEW PERMIT HOLDER

As a seller, you have rights and responsibilities under the Sales and Use Tax Law. In order to assist you in your endeavor and to better understand the law, we offer the following sources of help:

- Visiting our website at www.boe.ca.gov
- Visiting a field office
- Attending a Basic Sales and Use Tax Law class offered at one of our field offices
- Sending your questions in writing to any one of our offices
- Calling our toll-free Customer Service Center at 1-800-400-7115 (TTY:711)

As a seller, you have the right to issue resale certificates for merchandise that you intend to resell. You also have the responsibility of not misusing resale certificates. While the sales tax is imposed upon the retailer,

- You have the right to seek reimbursement of the tax from your customer
- You are responsible for filing and paying your sales and use tax returns timely
- You have the right to be treated in a fair and equitable manner by the employees of the California State Board of Equalization (BOE)
- You are responsible for following the regulations set forth by the BOE

As a seller, you are expected to maintain the normal books and records of a prudent businessperson. You are required to maintain these books and records for no less than four years, and make them available for inspection by a BOE representative when requested. You are also expected to notify us if you are buying, selling, adding a location, or discontinuing your business, adding or dropping a partner, officer, or member, or when you are moving any or all of your business locations. If it becomes necessary to surrender this permit, you should only do so by mailing it to a BOE office, or giving it to a BOE representative.

If you would like to know more about your rights as a taxpayer, or if you are unable to resolve an issue with the BOE, please contact the Taxpayers' Rights Advocate office for help by calling toll-free, 1-888-324-2798 or 1-916-324-2798. Their fax number is 1-916-323-3319.

Please post this permit at the address for which it was issued and at a location visible to your customers.

THIS CERTIFIES THAT

vCloud Tech Inc.



* Nationally certified by the: **SOUTHERN CALIFORNIA MINORITY SUPPLIER DEVELOPMENT COUNCIL**

*NAICS Code(s): 423430; 518210; 541511; 541512; 513210; 334111; 541519; 334118; 423450; 423440

* Description of their product/services as defined by the North American Industry Classification System (NAICS)

08/26/2024

Issued Date

SC18677

Certificate Number

09/01/2025

Expiration Date


Ying McGuire
NMSDC CEO and President



Virginia Gomez, President

By using your password (NMSDC issued only), authorized users may log into NMSDC Central to view the entire profile: <http://nmsdc.org>

[Certify, Develop, Connect, Advocate.](#)

* MBEs certified by an Affiliate of the National Minority Supplier Development Council, Inc.®



SAN FRANCISCO BAY AREA RAPID TRANSIT DISTRICT

2150 Webster Street, P.O. Box 12688
Oakland, CA 94604-2688
(510) 464-6000

2024

Bevan Dufty
PRESIDENT

Mark Foley
VICE PRESIDENT

Robert Powers
GENERAL MANAGER

DIRECTORS

Debora Allen
1ST DISTRICT

Mark Foley
2ND DISTRICT

Rebecca Saltzman
3RD DISTRICT

Robert Raburn, Ph.D.
4TH DISTRICT

John McPartland
5TH DISTRICT

Elizabeth Ames
6TH DISTRICT

Lateefah Simon
7TH DISTRICT

Janice Li
8TH DISTRICT

Bevan Dufty
9TH DISTRICT

February 6, 2024 Cert No. 434 - WBE

Nadia Khan
vCloud Tech Inc.
609 Deep Valley Drive
Suite 200
Rolling Hills Estates, CA 90274

Subject: Minority Business Enterprise (MBE)

Dear Nadia Khan,

The San Francisco Bay Area Rapid Transit District (BART) has determined that your firm meets the eligibility standards to be certified as a Minority Business Enterprise (MBE) under the Non-Discrimination Program for Subcontracting on BART's non-federally funded contracts.

Your firm will be included in BART's list of certified Minority Business Enterprise (MBE)s and it will receive credit as a Minority Business Enterprise (MBE) only on non-federally funded contracts under the following NAICS Codes:

NAICS Code - NAICS Industry Title

NAICS 423430: COMPUTER AND COMPUTER PERIPHERAL EQUIPMENT AND SOFTWARE MERCHANT WHOLESALERS

Your Minority Business Enterprise (MBE) certification will be effective immediately and will be good until further notice. However, BART reserves the right to reevaluate your firm's Minority Business Enterprise (MBE) certification at any time to determine if it continues to meet BART's Minority Business Enterprise (MBE) certification requirements.

Should you have any questions, please feel free to contact Jotinesh Ram at 510-987-5211 or Jram@bart.gov.

Sincerely,

Hoa Sin
Sr. Program Manager



SAN FRANCISCO BAY AREA RAPID TRANSIT DISTRICT

2150 Webster Street, P.O. Box 12688
Oakland, CA 94604-2688
(510) 464-6000

2024

Bevan Dufty
PRESIDENT

Mark Foley
VICE PRESIDENT

Robert Powers
GENERAL MANAGER

DIRECTORS

Debora Allen
1ST DISTRICT

Mark Foley
2ND DISTRICT

Rebecca Saltzman
3RD DISTRICT

Robert Raburn, Ph.D.
4TH DISTRICT

John McPartland
5TH DISTRICT

Elizabeth Ames
6TH DISTRICT

Lateefah Simon
7TH DISTRICT

Janice Li
8TH DISTRICT

Bevan Dufty
9TH DISTRICT

February 6, 2024 Cert No. 434 - WBE

Nadia Khan
vCloud Tech Inc.
609 Deep Valley Drive
Suite 200
Rolling Hills Estates, CA 90274

Subject: Women Business Enterprise (WBE)

Dear Nadia Khan,

The San Francisco Bay Area Rapid Transit District (BART) has determined that your firm meets the eligibility standards to be certified as a Women Business Enterprise (WBE) under the Non-Discrimination Program for Subcontracting on BART's non-federally funded contracts.

Your firm will be included in BART's list of certified Women Business Enterprise (WBE)s and it will receive credit as a Women Business Enterprise (WBE) only on non-federally funded contracts under the following NAICS Codes:

NAICS Code - NAICS Industry Title

NAICS 423430: COMPUTER AND COMPUTER PERIPHERAL EQUIPMENT AND SOFTWARE MERCHANT WHOLESALERS

Your Women Business Enterprise (WBE) certification will be effective immediately and will be good until further notice. However, BART reserves the right to reevaluate your firm's Women Business Enterprise (WBE) certification at any time to determine if it continues to meet BART's Women Business Enterprise (WBE) certification requirements.

Should you have any questions, please feel free to contact Jotinesh Ram at 510-987-5211 or Jram@bart.gov.

Sincerely,

Hoa Sin
Sr. Program Manager



Metro

Los Angeles County
Metropolitan Transportation Authority

One Gateway Plaza
Los Angeles, CA 90012-2952

213.922.2000 Tel
metro.net



CALIFORNIA UNIFIED CERTIFICATION PROGRAM

November 27, 2023

CUCP# 46130
Metro File #8036

Ms Nadia Afzal
vCloud Tech Inc.
609 Deep Valley Drive
Suite 200
Rolling Hills Estates, CA 90274

Subject: Disadvantaged Business Enterprise Certification

Dear Ms Nadia Afzal:

We are pleased to advise you that after careful review of your application and supporting documentation, the Los Angeles County Metropolitan Transportation Authority (Metro) has determined that your firm meets the eligibility standards to be certified as a Disadvantaged Business Enterprise (DBE) as required under the U.S. Department of Transportation (U.S. DOT) Regulation 49 CFR Part 26, as amended. This certification will be recognized by all of the U.S. DOT recipients in California. Your firm will be listed in the California Unified Certification Program (CUCP) database of certified DBEs under the following specific area(s) of expertise that you have identified on the NAICS codes form of the application package:

NAICS 423430: COMPUTER AND COMPUTER PERIPHERAL EQUIPMENT AND SOFTWARE MERCHANT WHOLESALERS

Your DBE certification applies only for the above code(s). You may review your firm's information in the CUCP DBE database which can be accessed at the CUCP website at <https://californiaucp.dbesystem.com>. Any additions and revisions must be submitted to Metro for review and approval.

In order to ensure your continuing DBE status, you are required to submit an annual update along with supporting documentation. If no changes are noted, then your DBE status remains current. If there are changes, Metro will review to determine continued DBE eligibility. Please note, your DBE status remains in effect unless Metro notifies you otherwise.

Also, should any changes occur that could affect your certification status prior to receipt of the annual update, such as changes in your firm's name, business/mailling address, ownership, management or control, or failure to meet the applicable business size standards or personal net worth standard, please notify Metro immediately. Failure to submit forms and/or change of information will be deemed a failure to cooperate under Section 26.109 of the Regulations.

Metro reserves the right to withdraw this certification if at any time it is determined that it was knowingly obtained by false, misleading, or incorrect information. Your DBE certification is subject to review at any time. The firm thereby consents to the examination of its books, records and documents by Metro.

Congratulations, and thank you for your interest in the DBE program. Should you have any questions, please contact us at (213) 922-2600. For information on Metro contracting opportunities, please visit our website at www.metro.net/connect.

Sincerely,



Ramon Ortiz
Director, Certification & Economic Development



Metro

Los Angeles County
Metropolitan Transportation Authority

One Gateway Plaza
Los Angeles, CA 90012-2952

213.922.2000 Tel
metro.net

November 27, 2023

Metro File #8036

Ms Nadia Afzal
vCloud Tech Inc.
609 Deep Valley Drive
Suite 200
Rolling Hills Estates, CA 90274

Subject: Small Business Enterprise Certification

Dear Ms Nadia Afzal:

We are pleased to advise you that after careful review of your application and supporting documentation, the Los Angeles County Metropolitan Transportation Authority (Metro) has determined that your firm meets the eligibility standards to be certified as a Small Business Enterprise (SBE) as required under Metro's SBE Program. Your firm will be listed in Metro's SBE database of certified SBEs under the following specific areas of expertise:

NAICS 423430: COMPUTER AND COMPUTER PERIPHERAL EQUIPMENT AND SOFTWARE MERCHANT WHOLESALERS

Your SBE certification is valid for five years from the date of this letter and applies only for the above NAICS code(s). Any additions and revisions must be submitted to Metro for review and approval.

In order to ensure your continuing SBE status, you are required to submit an annual update along with supporting documentation. If no changes are noted, then your SBE status remains current. If there are changes, Metro will review to determine continued SBE eligibility. Please note, your SBE status remains in effect unless Metro notifies you otherwise.

After the five-year certification period, your entire file will be reviewed in order to ascertain continued SBE certification status. You will be notified of the pending SBE status review and any documentation updates necessary prior to the expiration date.

Also, should any changes occur that could affect your certification status prior to receipt of the annual update application, such as changes in your firm's name, business/mailling address, ownership, management or control, or failure to meet the applicable business size standards or personal net worth standard, please notify Metro immediately.

Metro reserves the right to withdraw this certification if at any time it is determined that it was knowingly obtained by false, misleading, or incorrect information. Your SBE certification is subject to review at any time. The firm thereby consents to the examination of its books, records, and documents by Metro.

Congratulations, and thank you for your interest in Metro's SBE Program. Should you have any questions, please contact us at (213) 922-2600. For information on Metro contracting opportunities, please visit our website at www.metro.net/connect.

Sincerely,

Ramon Ortiz
Director, Certification & Economic Development



May 24, 2021

Nadia Afzal
vCloud Tech Inc.
609 Deep Valley Drive
Suite 200
Rolling Hills Estates, CA 90274

File Number: 153

Dear Ms Nadia Afzal:

We are pleased to advise you that after careful review of your application that your firm is certified as a Minority & Women-Owned Business Enterprise (MWBE) by the Santa Clara Valley Transportation Authority (VTA). For more information on VTA's diversity programs, please visit our website at <http://www.vta.org/obdp>.

You are required to report any ownership changes that may affect your firm's eligibility as a MWBE.

Your firm is certified as an MWBE for the following codes:

NAICS 423430: COMPUTER AND COMPUTER PERIPHERAL EQUIPMENT AND SOFTWARE MERCHANT WHOLESALERS

Congratulations, and thank you for participation in VTA's MWBE Program.

Sincerely,

A handwritten signature in black ink, reading 'Olga Medina', is positioned above the typed name and title.

Olga Medina
Business Diversity Programs Manager
olga.medina@vta.org

Santa Clara Valley Transportation Authority
Office of Small & Disadvantaged Businesses
3331 North First Street
San Jose, CA 95134
(408) 321-7534
<https://vta.sbdbe.com/>
vta@sbdbe.com



February 21, 2024

Nadia Khan
vCloud Tech Inc.
609 Deep Valley Drive
Suite 200
Rolling Hills Estates, CA 90274

File Number: 24-0905

Dear Ms. Nadia Khan,

We are pleased to advise you that after careful review of your application and supporting documentation, the Santa Clara Valley Transportation Authority (VTA) certifies your firm as a Small Business Enterprise (SBE). This certification has been made in accordance with U.S. Department of Transportation (U.S. DOT) and the U.S. Small Business Administration's regulations. VTA requires review of your firm's certification every five years. In the five years between reviews, you are required to report any changes in your business including contact information and/or annual gross receipts that may affect your firm's eligibility as a small business.

Your firm is certified as an SBE for the following NAICS codes:

CA WCC C8711: COMPUTER

NAICS 423430: COMPUTER AND COMPUTER PERIPHERAL EQUIPMENT AND SOFTWARE MERCHANT WHOLESALERS

Certification is not a fixed designation and we reserve the right to monitor your firm's compliance with VTA's SBE Program, conduct periodic reviews of your firm's business practices and to rescind your certification should you become ineligible.

Certification is not a guarantee of contracting opportunities, but an opportunity for your firm to be recognized as an SBE participant on VTA contracts. For information on VTA contracting opportunities, please visit our website at <http://www.vta.org/About-us/Procurement> or upcoming contracts at <http://www.vta.org/About-Us/Inside-VTA/Resources>.

Congratulations and thank you for your interest in the SBE Program. I wish you every business success.

Sincerely,

A handwritten signature in black ink, appearing to read 'SB', is located below the 'Sincerely,' text.

Stella Becerra
Business Diversity Programs Manager
Office of Business Diversity Programs



125 EAST 11TH STREET, AUSTIN, TEXAS 78701-2483 | 512.416.4700 | WWW.TXDOT.GOV

December 29, 2023

Nadia Khan
Owner
vCloud Tech, Inc.
609 Deep Valley Drive, Suite 200
Rolling Hills Estates CA 90274

Re: Disadvantaged Business Enterprise (DBE) Certification
Approved Application

Dear Nadia Khan:

Congratulations! Your application for DBE certification has been approved. Your firm can now be considered toward statewide DBE goal credit when performing a commercially useful function on federally funded contracts and will be listed in the Texas Unified Certification Program directory with the following work categories.

Texas Work Category: Material Supplier

NAICS Codes: 423430 – Computer and Computer Peripheral Equipment and Software Merchant Wholesalers

To ensure that your certification remains valid, please visit the Diversity Management System (DMS) at <https://txdot.txdotcms.com/> to periodically review your account information and complete the Annual Update Affidavit. Failure to maintain accurate records related to ownership, management control, and contact information could result in decertification. If you experience technical difficulties with DMS please click on the “Contact Us and Support” link on the DMS homepage.

Sole Proprietors must have an updated Assumed Name Certificate with the County Clerk’s Office and all other firms must be registered with the Secretary of State to do business with TxDOT. All firms identified as the apparent low bidder on construction and maintenance projects must have an E-Verify Memorandum of Understanding (MOU) for Employers executed through the Department of Homeland Security’s (DHS) E-Verify system.

Please ensure that you have submitted the client copy of your federal tax returns including all schedules and forms. If you have any questions, you may contact Joe Sanchez at 512-662-7488.

Sincerely,

Michael D. Bryant
Director
Civil Rights Division

OUR VALUES: *People • Accountability • Trust • Honesty*

OUR MISSION: *Through collaboration and leadership, we deliver a safe, reliable, and integrated transportation system that enables the movement of people and goods.*

An Equal Opportunity Employer

Misson Statement

"Provide safe, clean, reliable, accessible, and friendly public transportation services to our region."

Board of Directors

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President & Chief Executive Officer

Thomas C. Lambert



December 29, 2023

Nadia Khan
vCloud Tech Inc.
609 Deep Valley Drive
Suite 200
Rolling Hills Estates, CA 90274

Certification Number: 3624 **Certificate Expires:** December 29, 2026

Dear Nadia Khan:

We are pleased to inform you that vCloud Tech Inc. has been certified as a Small Business Enterprise (SBE) by the Office of Economic Business Opportunity. Your application approval is solely based on your current Disadvantaged Business Enterprise (DBE) certification status. In order to continue as an active SBE firm with METRO, you are required to remain compliant with your DBE annual updates. Your firm must demonstrate proof of your current DBE or federal status from one of the following agencies listed below:

- City of Houston, Office of Business Opportunity
- City of Austin, Small Business Development
- Corpus Christi Regional Transportation Authority
- North Central Texas Certification Agency
- South Central Texas Certification Agency
- Texas Department of Transportation
- Unified Certification Program (Out of State DBE)
- Small Business Administration 8 (a) Certification

This Small Business Enterprise (SBE) certification is valid until December 29, 2026. After three years, your business is required to apply for certification in order to remain certified by METRO.

You must notify the Office of Economic Business Opportunity of any changes in ownership or control of your firm, if your firm is not renewed as a DBE or removed from the DBE directory, and any other matters or facts affecting your firm's eligibility for certification. METRO may commence action to remove the eligibility for vCloud Tech Inc. for failure to notify us of any changes affecting your firm's certification or if your firm otherwise fails to cooperate with METRO in any inquiry or investigation. Removal of eligibility may also be commenced if your firm is found to be involved in bidding or contractual irregularities or Small Business Program non-compliance.

vCloud Tech Inc. will be listed in the METRO Directory of Small Business Enterprise (SBE) in the specialty area (s) listed on page 2. The Directory can be accessed via the internet at <http://www.ridemetro.sdbbe.com/>. Your firm's participation on METRO contracts will be credited in accordance to SBE/DBE policy and procedures.

As an added benefit to your METRO certification, please be advised that the following METRO partners also accepts this certification, under their Small Business Program:

- Houston Community College
- Houston First Corporation
- Port Houston, The International Port of Texas
- Fort Bend ISD

To take advantage of this benefit, please go to their website and register your business as a vendor. As a registered vendor, you will be notified of upcoming procurement opportunities with these agencies.

Thank you for your continued interest in the Office of Economic Business Opportunity programs.

Sincerely,

Karen Hudson
Deputy Chief Procurement Officer
Office of Economic Business Opportunity



This firm is Certified under the following commodity codes/area(s) of specialty:
NAICS 423430: COMPUTER AND COMPUTER PERIPHERAL EQUIPMENT AND SOFTWARE MERCHANT WHOLESALERS

Metropolitan Transit Authority of Harris County, Texas
Office of Economic Business Opportunity hereby duly affirms that:

vCloud Tech Inc.

has successfully met the established requirements of METRO's
Small Business Enterprise Program to be certified as a

Small Business Enterprise (SBE)

Certified NAICS Codes:

NAICS 423430: COMPUTER AND COMPUTER PERIPHERAL EQUIPMENT AND SOFTWARE MERCHANT WHOLESALE

Certification Number: 3624
Effective Date: December 29, 2023
Expiration Date: December 29, 2026

Sincerely,



Thomas J. Jasien
Interim President & CEO



Sincerely,



Karen Hudson
Deputy Chief Procurement Officer

Note: This certificate is the property of the Metropolitan Transit Authority of Harris County's Office of Economic Business Opportunity and may be revoked should the above named firm graduate from or fails to comply with METRO's Small Business Enterprise Program. Recertification is required every three years.

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: vCloud Tech Inc.

Title of Authorized Representative: CEO

Mailing Address: 609 Deep Valley Drive Suite 200, Rolling Hills Estates, CA, 90274

Signature: Muhammad Khan

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: vCloud Tech Inc.

Title of Authorized Representative: CEO

Mailing Address: 609 Deep Valley Dr Suite 200 Rolling Hills Estates, CA 90274

Signature: Muhammad Khan

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.

Muhammad Khan

Signature of Respondent

12/09/2024

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.

Muhammad Khan
Signature of Respondent

12/09/2024
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 vCloud Tech Inc.

ADDRESS 609 Deep Valley Drive Suite 200

Rolling Hills Estates, CA 90274

PHONE (833) 482-5683

FAX +1 (323) 978-6928

RESPONDANT

Muhammad Khan
Signature

Muhammad Khan
Printed Name

CEO
Position with Company

AUTHORIZING OFFICIAL

Muhammad Khan
Signature

Muhammad Khan
Printed Name

CEO
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

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? MK
(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? MK
(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? MK
(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.)

vCloud Tech Inc.		Compan
y Name	Address	
609 Deep Valley Dr Suite 200 Rolling Hills Estates, California 90274		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? MK

(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? MK

(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? MK

(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? MK

(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? MK

(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? MK

(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? MK

(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? MK

(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? MK

(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? MK

(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? MK

(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? MK

(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? MK

(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? MK

(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? MK

(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.

vCloud Tech Inc.

Company Name

 Muhammad Khan

Signature of Authorized Company Official

 Muhammad Khan

Printed Name

 CEO

Title

 12/09/2024

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? MK
(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? MK
(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? MK
(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? MK
(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? MK
(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? MK
(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? MK
(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? MK
(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? MK
(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.

Muhammad Khan

Signature of Respondent

12/09/2024

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: vCloud Tech Inc.

Street: 609 Deep Valley Drive Suite 200

City, State, Zip Code: Rolling Hills Estates, CA 90274

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

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

Name	Address	Interest
Muhammad Khan	13336 Riverhill Rd Frisco TX 75033	49%
Nadia Afzal	13336 Riverhill Rd Frisco TX 75033	51%

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

Muhammad Khan CEO
Authorized Signature and Title

12/09/2024
Date

PROPOSAL FORM 16: NON-COLLUSION AFFIDAVIT

Company Name: V CLOUD TECH INC

Street: 609 Deep Valley Dr. Suite 200

City, State, Zip Code: Rolling Hills Estates, CA, 90274

State of ~~New Jersey~~ Texas

County of Denton

I, Muhammad Khan of the Frisco
Name City

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

I am the CEO of the firm of V CLOUD TECH 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

V CLOUD TECH INC
Company Name

Muhammad Khan CEO
Authorized Signature & Title

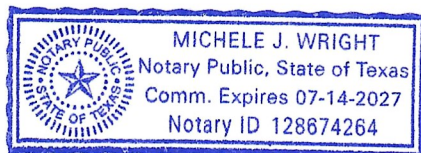
Subscribed and sworn before me

this 12 day of December, 2024

Michele J. Wright
Notary Public of New Jersey Texas

My commission expires Jul 14, 2027

SEAL



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

Company Name: vCloud Tech Inc.

Street: 609 Deep Valley Drive Suite 200

City, State, Zip Code: Rolling Hills Estates, CA 90274

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.

Muhammad Khan CEO

Authorized Signature and Title

12/09/2024
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

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:	vCloud Tech Inc.		
Address:	609 Deep Valley Drive Suite 200		
City:	Rolling Hills Estate	State: California	Zip: 90274

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.

Muhammad Khan

Signature

Muhammad Khan

Printed Name

CEO

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
(NOT APPLICABLE)	(NOT APPLICABLE)	N/A	\$ 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

☐ Limited Partnership

Partnership

☐ Corporation

☐ Limited Liability

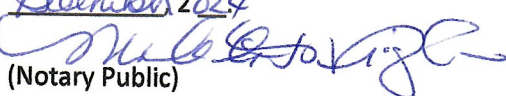
☒ Subchapter S

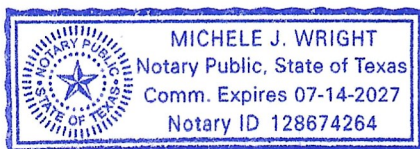
Corporation

Corporation

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

Stockholders:

Name: <u>Muhammad Khan</u>	Name: <u>Nadia Abzal</u>
Home Address: <u>13336 Riverhill Rd</u> <u>Frisco TX 75033</u>	Home Address: <u>13336 Riverhill Rd</u> <u>Frisco TX 75033</u>
Name:	Name:
Home Address:	Home Address:
Name:	Name:
Home Address:	Home Address:
Subscribed and sworn before me this <u>12</u> day of <u>December</u> 2024  (Notary Public)	
<u>Muhammad Khan</u> (Affiant)	
<u>Muhammad Khan CEO</u> (Print name & title of affiant)	
My Commission expires: <u>July 14, 2027</u> (Corporate Seal)	



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).)

12/09/2024

Date

Muhammad Khan

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>vCloud Tech Inc.</u>
Address	<u>609 Deep Valley Drive Suite 200</u>
City/State/Zip	<u>Rolling Hills Estates, CA 90274</u>
Telephone No.	<u>(833) 482-5683</u>
Fax No.	<u>+1 323-978-6928</u>
Email address	<u>contracts@vcloudtech.com</u>
Printed name	<u>Muhammad Khan</u>
Position with company	<u>CEO</u>
Authorized signature	<u><i>Muhammad Khan</i></u>

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.