



**Addendum #1**

Issue Date: August 7, 2025

Solicitation Title: 24COR-018GR Technology Acquisition & Professional IT Services

Notice is hereby given that the Town of Greece, NY and CoreTrust are issuing Addendum #1 as part of the subject Solicitation. The Solicitation, together with this Addendum #1, constitute the entire understanding between each of the participating Bidders, the Town of Greece, NY and CoreTrust.

Changes to the Solicitation, as set forth herein, shall be incorporated into Bidder proposals where required.

The Town of Greece, NY and CoreTrust issues Addendum #1, as indicated, below:

Due to technical difficulties and the high level of participation, to be inclusive, we are reopening the Questions and Answers period and extending the deadline for questions to August 13, 2025. Answers will be posted no later than August 18, 2025 to CoreTrust Public Sector.

**Bidders can submit questions to: [icasilio@greecenyny.gov](mailto:icasilio@greecenyny.gov) and cc: [charlie.rosol@aposteriorillc.com](mailto:charlie.rosol@aposteriorillc.com)**

**Please sign and complete this page and enclose it with your Bid Documents:**

.....

I, George Nicholls, Proposals Manager, have read the information submitted as Addendum #1 to Solicitation Title: 24COR-018GR Technology Acquisition & Professional IT Services and I am fully aware of all additional circumstances.

George Nicholls

Representative Signature

08-25-25

Date

Carahsoft Technology Corp.

Company Name



## **Addendum #2**

Issue Date: August 15, 2025

Solicitation Title: 24COR-018GR Technology Acquisition & Professional IT Services

Notice is hereby given that the Town of Greece, NY and CoreTrust are issuing Addendum #2 as part of the subject Solicitation. The Solicitation, together with this Addendum #2, constitute the entire understanding between each of the participating Bidders, the Town of Greece, NY and CoreTrust.

Changes to the Solicitation, as set forth herein, shall be incorporated into Bidder proposals where required.

The Town of Greece, NY and CoreTrust issues Addendum #2, as indicated, below:

We have released responses to all questions, see below.

We have also released the following changes to the Solicitation and its attachments:

- Solicitation, Appendix B, Section F, 11.4 Requirements- Breadth of OEM Offerings and Critical OEM Partnerships (Revised)
- Solicitation, Appendix B, Section F, 11.5 General Terms, Conditions and Considerations of the Solicitation and Resulting Contract, Contract Price List Updates (Addition)
- Solicitation, Appendix B, Section F, Replacement Contractor (Revised)
- Solicitation, Appendix B, Section G, 4. B. Verifiable Sales (Revised)
- Solicitation, Appendix B, Section G, Bidder Company Summary (Revised)
- Solicitation, Appendix B, Section G, Technical Review, Technology Products and Service Offerings, a. (Revised)
- Solicitation, Appendix B, Section G, Technical Review, Technology Products and Service Offerings, h. (Revised)
- Solicitation, Appendix B, Section G, Technical Review, Electronic Commerce, Ordering Tools & Methods, and Invoicing, a (Revised)
- Solicitation, Appendix B, Section G, 4. B. Cost Proposal (Revised)
- Solicitation, Attachment A – Terms and Conditions, 7. Definitions, a) Administrative Fee (Revised)
- 24COR-018GR Pricing Pages ver3 (Excel)
- 24COR-018GR Verifiable Sales ver3 (Excel)



- 24COR-018GR Technical Worksheet ver2 (Word)
- 24COR-018GR Verifiable Sales Attestation Form (Addition)

**Please sign and complete this page and enclose it with your Bid Documents:**

.....

I, Carahsoft Technology Corp., have read the information submitted as Addendum #2 to Solicitation Title: 24COR-018GR Technology Acquisition & Professional IT Services and I am fully aware of all additional circumstances.

George Nicholls

Representative Signature

08-25-25

Date

Carahsoft Technology Corp.

Company Name



### **Questions and Answers**

<b>Item #</b>	<b>Question</b>	<b>Answer</b>
1	How many members do you have? And how many awards are you looking to extend?	<p>The resulting cooperative contract from this competitive, collaborative solicitation process seeks to award a single supplier. This will allow for rapid government acquisition of desired products and services; reduce barriers and cost between the awarded supplier and Participating Entities; and deliver competitive pricing.</p> <p>Participating Entities will be able to use the resulting contract after the single supplier is selected and awarded.</p>
2	How many agencies are in membership? Or expected to be in membership?	<p>This is a brand new solicitation. The Town of Greece, NY is the Lead Agency; after award is established Participating Entities will be able to use the resulting contract.</p>
3	Has products and specs already been scoped out?	<p>The scope of this solicitation is for various IT hardware; software; cloud solutions; compatible IT ancillary products; servers; and professional IT services. This will include, but is not limited to, IT hardware (e.g. laptops, tablets, desktop PCs, etc); related compatible IT ancillary products (e.g. peripherals, components, upgrades, accessories, etc.); servers and related products; software licenses; cloud solutions; and professional IT services (e.g. warranties, imaging, asset tagging, implementation services, device monitoring, consultation, etc.)</p> <p>The resulting Contract from this solicitation is intended to allow Participating Entities to:</p>



		<ul style="list-style-type: none"> <li>• Get exactly what they want and source it through the resulting Contract vendor;</li> <li>• Know generally what they need but receive support from the resulting Contract vendor in selecting the right products and services to meet their procurement needs;</li> <li>• Receive consulting support from the resulting Contract vendor for identified IT problem solving needs;</li> <li>• Obtain OEM-specific products and services in the resulting Contract vendor’s catalog, subject to Contract discounts; and</li> <li>• Non-OEM-specific products and services in the resulting Contract vendor’s catalog, subject to Contract discounts.</li> </ul> <p>The resulting Contract vendor must have comprehensive IT expertise, strong financial stability to meet procurement needs across national markets, strong customer service, and robust IT distribution and consulting capabilities. (Solicitation, Appendix B, Section F, 11. Scope of Work, 11.1 General Requirements and Expectations)</p>
4	Are the anticipated volumes in the bid documents?	<p>Estimated quantity IDIQ. While no minimum volume is guaranteed to Supplier, the estimated annual volume is projected based on the current annual volumes among Lead Agency and other Participating Agencies that are anticipated to utilize the resulting Master Agreement to be made available to them through the Program and volume growth into other public agency members through a coordinated marketing approach between Supplier and CoreTrust. (Solicitation, Appendix B, Section G, Estimated Quantities)</p>
5	The requirement for verifiable sales is a	<p>We have revised the Solicitation to notify Bidders the following:</p>



	<p>significant administrative task that makes responding to the solicitation prohibitive. Will you consider other evidence of national capacity? (SECTION G.4)</p>	<p>-Bidders will complete a Verifiable Sales Attestation form with their bid submission; -Only the apparent awardee will be asked to complete Verifiable Sales documentation; and -The apparent awardee has the option to supply their own sales data instead of 24COR-018GR Verifiable Sales (Excel).</p> <p>Please refer to the revisions found in Solicitation, Appendix B, Section G, 4. Verifiable Sales.</p> <p>Verifiable Sales is designed to be a metric proving the Bidder’s financial and distribution capability of in-scope Products and Services at scale. We additionally reserve the right to audit and request additional information to support Verifiable Sales documentation.</p>
6	<p>To future proof the contract, would the town of Greece consider a discount by category list, instead of or in addition to a specific catalog product listings? (SECTION G.4)</p>	<p>Please refer to the revisions found in Solicitation, Appendix B, Section G, 4. B, Cost Proposal and Solicitation, Appendix B, Section F, 11.5, Contract Price List Updates.</p> <p>The end goal of the solicitation is to offer Participating Entities transparent, competitive pricing to drive participation and engagement of the resulting Contract. The resulting awarded Contractor’s Section O – Cost Proposal, which will become the Contract Price List, will detail the base pricing of all items in-scope (the Contract NTE List Price with suggested Manufacturer’s List Price for comparison). It will clearly indicate the applicable Lots for all Products and Services. It will detail the Manufacturers offered per Lot and the discount percentage offered against the Contract Net NTE Price per Manufacturer, per Lot. It will also identify any further discounts available per</p>



		<p>Manufacturer, per Lot (such as volume discounts or product category discounts).</p> <p>No out-of-scope Products or Services will be permitted in the resulting contract price list.</p> <p>In addition, we believe we have addressed future-proofing the resulting Contract with the named revisions, above.</p>
7	<p>The required software list includes some niche software and also some platforms and software with limited partners in the market. Can you eliminate these or move them to optional services. (Section F 11.4)</p> <p>For example:          Sales Force          Splunk          SAP          Mule Soft          Zscaler          Informatica          Genesys          Slamon Consulting          Commvault</p>	<p>These products are desired by governmental entities. If a Bidder must take exception or if they have a deviation to a requirement from Solicitation, Appendix B, Section F, 11.4, please explain why in your submission response.</p> <p>As an example, if one brand has an exclusive deal with someone else, please highlight that and bring it to our attention.</p> <p>Bidders shall communicate any proposed exceptions or deviations in the Master Agreement Acceptance Form provided in Section J of this Solicitation. (Solicitation, Appendix B, Section F, 6. Master Agreement, A. Master Agreement)</p>
8	<p>Each organization that can respond to this solicitation is structured for services differently. Please confirm you will accept alternative delivery models for customer service for Technology specialization, including an ability to demonstrate how we</p>	<p>Our intention is to understand how your customer service is organized in a way that is transparent to Participating Entities. Our goal is to see how Bidders manage these areas of expertise and how Bidders manage them at scale.</p> <p>We request that Bidders respond to Section F 11.9.5 to the best of their ability in a way that satisfies the requirement. Detail your</p>



	<p>manage deploying a solution vs specific org charts for each as called out in the RFP. (Section F 11.9.5)</p>	<p>organization charts/service delivery models/etc. as applicable.</p>
9	<p>You ask for pricing by item on the pricing sheets, would discounting by category and including a link to our website with pricing be acceptable? If not, there would be 1M+ line items and unmanageable as well as not include any new items that are released during the contract period (EXL. file 24COR-018GR)</p>	<p>Yes. We have revised the Solicitation and Pricing Pages to align with Bidders supplying a dedicated proposal link in lieu of transferring their catalog to the Pricing Pages.</p> <p>Please refer to the revisions found in Solicitation, Appendix B, Section G, 4. B, Cost Proposal and Solicitation, Appendix B, Section F, 11.5, Contract Price List Updates.</p> <p>The end goal of the solicitation is to offer Participating Entities transparent, competitive pricing to drive participation and engagement of the resulting Contract. The resulting awarded Contractor's Section O – Cost Proposal, which will become the Contract Price List, will detail the base pricing (the Contract NTE List Price with suggested Manufacturer's List Price for comparison). It will clearly indicate the applicable Lots for all Products and Services. It will detail the Manufacturers offered per Lot and the discount percentage offered against the Contract Net NTE Price per Manufacturer, per Lot. It will also identify any further discounts available per Manufacturer, per Lot (such as volume discounts or product category discounts).</p> <p>In addition, we believe we have addressed future-proofing the resulting Contract with the named revisions, above.</p>



10	Will this contract award allow for subcontracting dealer arrangements allowing subcontractors to transact on their own paperwork? Invoice and collect directly from the end user agency?	The resulting Contract allows for subcontracting. Please refer to Solicitation, Appendix F, 11.5 Contractor Responsibility for Subcontractors. <i>Any deliverable (product or service) provided or furnished by a Subcontractor shall be deemed for the purposes of the resulting Contract to be provided or furnished by the Contractor.</i>
11	Will subcontractor socioeconomic status flow through the subcontracting plan?	Please refer to 24COR-018GR Contact Information, Subcontractor Information tab. Bidders can indicate their Subcontractors' socioeconomic status in Columns U-W.
12	Will discounted contract fee be considered for individual volume orders?	This question appears to be related to the Administrative Fee.  Please refer to the revised Solicitation, Section K, Attachment A, 7. Definitions, a. <i>“Administrative Fee” means an amount equal to one percent (1%) of the total sales price of all Products &amp; Services purchased by the Participating Agencies and billed by Supplier (excluding taxes).</i>
13	Will a discounted contract fee be considered if total sales meet a certain threshold per year?	Please see the answer above for Question #12.



NOTICE TO RESPONDENT

Best Value Solicitation

Issued by:

**The TOWN OF GREECE, NY**

for

**24COR-018GR TECHNOLOGY ACQUISITION AND PROFESSIONAL IT SERVICES**

**SUBMITTAL DEADLINE: 3:00 p.m. EST, August 25, 2025**



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## GENERAL CONTRACT DOCUMENTS AND INFORMATION

The following sets forth the contract documents contained in this suite of documents as applicable to CoreTrust, Lead Agency, Supplier, and the applicable participating agency.

DOCUMENT	TITLE	PARTIES	PURPOSE
<b>APPENDIX A</b>			
Section A*	Participating Agency Requirements	Participating Agency, Lead Agency, and Supplier	<p>These Sections provide the Participating Agencies and Lead Agency's respective statutory and regulatory requirements with which the Supplier must comply.</p> <p>*Sections A and B may be modified as necessary to meet an individual participating public entity's statutory and regulatory requirements.</p>
Section B*	Lead Agency Requirements		
Section C	Federal Contract Terms and Conditions		
Section D	New Jersey Business Compliance		
Section E	State Notice Addendum		
<b>APPENDIX B</b>			
Section F	Background & Scope	Lead Agency, Supplier, and CoreTrust	These Sections provide the solicitation purpose(s), general scope, submission requirements, and evaluation and award information.
Section G	Submission Protocol; Evaluation; Award		
Section H	Requirements for National Cooperative Contract		
Section I	Form of Master Agreement	Lead Agency and Supplier	The Master Agreement defines: (i) the relationship between Lead Agency and Supplier; and (ii) the terms and pricing of Supplier's products and/or services offered to Participating Agencies.
Section K	Form of Administration Agreement	Supplier and CoreTrust	The Administration Agreement defines the roles and obligations of CoreTrust and Supplier regarding marketing and selling CoreTrust's cooperative purchasing program to Participating Agencies.
Section L	Form of Master Intergovernmental Cooperative Purchasing Agreement	Lead Agency and CoreTrust	The Master Intergovernmental Cooperative Purchasing Agreement allows Lead Agency's Participating Agencies to acquire Supplier's products and/or services through CoreTrust's cooperative purchasing program.
Section M	Lead Public Agency Certificate	Lead Agency, Supplier, and CoreTrust	The Lead Public Agency Certificate is the Lead Agency's agreement to adhere to the terms of the Master Intergovernmental Cooperative Purchasing Agreement (MICPA)
Section N	Technical Proposal		Sections N and O are designated for the Supplier's use when developing their technical and cost proposals.
Section O	Cost Proposal		

## ORDERS OF PRECEDENCE

This contract is composed of the documents set forth in the Table of Contents. For purposes of this Solicitation, conflicts among these documents shall be resolved in the following order of precedence:

This contract is composed of the documents set forth in the Table of Contents. For purposes of this solicitation, conflicts among these documents shall be resolved in the following order of precedence:

1. Section F – Background & Scope
2. Section G – Submission Protocol; Evaluation; Award
3. Section A – Participating Agency Requirements
4. Section B – Lead Agency Requirements
5. Section C – Federal Contract Terms and Conditions
6. Section D – New Jersey Business Compliance
7. Section E – State Notice Addendum
8. Section K – Form of Administration Agreement
9. Section L – Form of Master Intergovernmental Cooperative Purchasing Agreement
10. Section I – Form of Master Agreement
11. Section N – Technical Proposal
12. Section O – Cost Proposal
13. Section H – Requirements for National Cooperative Contract
14. Section J – Master Agreement Acceptance Form
15. Section M – Lead Public Agency Certificate

For purposes of the awarded contract, conflicts among these documents shall be resolved in the following order of precedence:

1. Section A – Participating Agency Requirements
2. Section B – Lead Agency Requirements
3. Section C – Federal Contract Terms and Conditions
4. Section D – New Jersey Business Compliance
5. Section E – State Notice Addendum
6. Section F – Background & Scope
7. Section K – Administration Agreement
8. Section L – Master Intergovernmental Cooperative Purchasing Agreement
9. Section I – Master Agreement
10. Section N – Technical Proposal
11. Section O – Cost Proposal



**APPENDIX A – REQUIREMENTS**

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**SECTION A – PARTICIPATING AGENCY REQUIREMENTS**

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## SECTION B – LEAD AGENCY REQUIREMENTS

### General Information

This best value solicitation ("solicitation") is published by the Town of Greece ("Lead Agency") for the purpose of awarding a master cooperative purchasing agreement (the "Master Agreement") and creating a cooperative purchasing program that shall be available to Participating Agencies. The Lead Agency awarding the master cooperative purchasing agreement. At the time of this solicitation, the number of "Participating Agencies" is unknown.

### STANDARD CLAUSES FOR TOWN OF GREECE CONTRACTS

For purposes of the attached contract, license, lease, amendment or other agreement of any kind (hereinafter, "the contract" or "this contract"), the contractor agrees to be bound by the following clauses which are hereby made a part of the contract. (the word "Contractor" herein refers to any party other than the Town of Greece (the word "Town" herein refers to the Town of Greece).

- 1. SERVICES.** The Contractor shall perform the Services set forth in Attachment "A" ("Scope of Work") in compliance with the specifications and standards set forth in Attachment "A". The Town shall have the right to order, in writing, changes in the scope of the work or under the Services to be performed with any applicable version of the compensation paid hereunder agreed upon by the Town and the Contractor. Any adjustment to fees, rate schedules, or schedule of performance can only be adjusted pursuant to written agreement between the parties
- 2. TERM OF AGREEMENT.** This agreement shall be for the term set forth herein, unless sooner terminated pursuant to the terms hereof.
- 3. NON-ASSIGNMENT CLAUSE.** This contract may not be assigned by the Contractor or its right, title or interest therein assigned, transferred, conveyed, sublet or otherwise disposed of without the previous consent, in writing, of the Town and any attempts to assign the contract without the Town's written consent are null and void.
- 4. FEES.** The Town shall pay the Contractor the fees set forth in Attachment "B", in accordance with the terms and conditions of this agreement. The Contractor represents that such fees do not exceed the Contractor's customary current price schedule. The Town shall pay all applicable taxes; excepting, however, the federal excise tax and all state and local sales and property taxes from which the Town is exempt. Payment shall be made by the Town's Accounts Payable Office upon submittal of invoice(s) approved by the Comptroller, or designee, at the Town Office
- 5. EXPENSES.** The Contractor shall assume all expenses incurred in connection with performance except as otherwise provided in this agreement. If permits, governmental approvals or licensing is required to perform the services provided, the contract or agrees to apply for and obtain, at their cost and expenses such permits, approvals, or licenses.
- 6. WARRANTIES.** The Contractor warrants and represents that it is specially trained, qualified, duly licensed, experienced, and competent to provide the services or to perform the scope of work. The Contractor warrants that Services (and any goods in connection therewith) furnished hereunder will conform to the requirements of this agreement (including all descriptions, specifications and drawings made a part hereof) and in the case of goods will be merchantable, fit for their intended purposes, free from all defects in materials and workmanship and to the extent not manufactured pursuant to detailed designs furnished by the Town, free from defects in design. The Town's approval of designs or specifications furnished by the Contractor shall not relieve the Contractor of its obligations under this warranty. All warranties, including special warranties specified elsewhere herein, shall inure to the Town, its successors, assigns, and users of the goods or services.
- 7. NON-DISCRIMINATION REQUIREMENTS.** To the extent required New York State Executive Law (also known as the Human Rights Law) and all other State and Federal statutory and constitutional non-discrimination provisions, the Contractor will not discriminate against any employee or applicant for employment because of race, creed, color, sex, national origin, sexual orientation, age, disability, genetic predisposition or carrier status, or marital status. Furthermore, in accordance with New York State Labor Law, if this is a contract for the construction, alteration or repair of any public building or public work or for the manufacture, sale or distribution of materials, equipment or supplies, and to the extent that this contract shall be performed within the State of New York, Contractor agrees that neither it nor its subcontractors shall, by reason of race, creed, color, disability, sex, or national origin: (a) discriminate in hiring against any New York State citizen

who is qualified and available to perform the work; or (b) discriminate against or intimidate any employee hired for the performance of work under this contract Contractor understand and has been advised that contractor is subject to fines for any violation of the Labor Law as well as possible termination of this contract and forfeiture of all moneys due hereunder for violations of the Labor Law. Not intending to limit the foregoing, the Contractor hereby certifies that in performing work or providing services for the Town, there shall be no discrimination in its hiring, employment practices, or operation because of sex, race, religious creed, color, ancestry, national origin, physical disability, mental disability, medical condition, marital status, or sexual orientation, except as provided for by law. Contractor shall comply with applicable federal and New York anti-discrimination laws, including but not limited to, the New York Fair Employment and Housing Act. The Contractor agrees to require compliance with this nondiscrimination policy by all subcontractors employed in connection with this agreement.

**8. WAGE AND HOURS PROVISIONS.** If this is a public work contract covered by Article 8 of the Labor Law or a building service contract covered by Article 9 thereof, neither Contractor's employees nor the employees of its subcontractors may be required or permitted to work more than the number of hours or days stated in said statutes, except as otherwise provided in the Labor Law and as set forth in prevailing wage and supplement schedules issued by the State Labor Department. Furthermore. Contractor and its subcontractors must pay at least the prevailing wage rate and pay or provide the prevailing supplements, including the premium rates for overtime pay, as determined by the State Labor Department in accordance with the Labor Law. The Contractor agrees to provide payroll wage certifications upon submittal of each invoice for services performed. Failure to provide such certifications will result in delay of payment or non-payment by the Town. Also in accordance with New York State Labor Law section 220, the successful bidder must submit certified payroll transcripts. Said transcripts will be kept on file at the Greece Town Hall for no less than three years following the contract completion. Contractors are required to deliver subscribed and sworn payroll transcripts to the Town within 1 week after issuance of payroll. The transcript shall be accompanied by a statement under penalties of perjury signed by the Contractor indicating that the payrolls are accurate and complete, that the wage rates contained therein are not less than those determined by the New York State Department of Labor, and that the classifications set forth for each employee conform with the work he performed.

**9. NON-COLLUSIVE BIDDING CERTIFICATION.** Contractor affirms, under penalty of perjury, that its bid and or quote was arrived at independently and without collusion aimed at restricting competition. Contractor further affirms that, at the time Contractor submitted its bid, an authorized and responsible person executed and delivered to the Town a non-collusive bidding certification on Contractor's behalf. Contractor further states under penalty of perjury, that to the best of knowledge and belief:

a. The prices in this bid have been arrived at independently without collusion, consultation, communication, or agreement, for the purpose of restricting competition, as to any matter relating to such prices with any other bidder or with any competitor.

b. Unless otherwise required by law, the prices which have been quoted in this bid or quote have not been knowingly disclosed by the bidder and will not knowingly be disclosed prior to the opening, directly or indirectly, to any other bidder or to any competitor.

c. No attempt has been or will be made by the bidder to induce any other person, partnership or corporation to submit or not to submit a bid for the purpose of restricting competition.

**10. TERMINATION OF AGREEMENT.** This agreement may be terminated by the Town by providing 30 days' prior written notice to the Contractor or immediately upon breach of this agreement by the Contractor.

**11. DOCUMENTATION.** As applicable, the Contractor agrees to provide to the Town, at no charge, a sufficient number of nonproprietary manuals and other printed materials, as used in connection with the Services, and updated versions thereof, which are necessary or useful to the Town in its use of the Services provided hereunder.

**12. RIGHTS IN DATA.** All technical communications and records originated or prepared by the Contractor pursuant to this agreement including papers, reports, charts, computer programs, and other documentation, but not including the Contractor's administrative communications and records relating to this agreement shall be delivered to and shall become the exclusive property of the Town and may be copyrighted by the Town. The ideas, concepts, know-how, or techniques relating to data processing, developed during the course of this agreement by the Contractor or jointly by the Contractor and the Town can be used by either party in any way it may deem appropriate. All inventions, discoveries or improvements of the computer programs developed pursuant to this agreement shall be the property of the Town. During the term of this agreement, certain information which the Town deems confidential ("Confidential Information") might be disclosed to the Contractor. The Contractor agrees not to divulge, duplicate or use any Confidential Information obtained by the Contractor

during the Contractor's engagement. Such Confidential Information may include, but is not limited to, employee information, computer programs, and data in the Town's written records or stored on the Town's computer systems.

**13. SET-OFF RIGHTS.** The Town shall have all of its common law, equitable and statutory rights of set-off. These rights shall include, but not be limited to, the Town's option to withhold for the purposes of set-off any moneys due to the Contractor under this contract up to any amounts due and owing to the Town with regard to this contract, any other contract with any other Town department or agency, including any contract for a term commencing prior to the term of this contract, plus any amounts due and owing to the Town for any other reason including, without limitation, tax delinquencies, fee delinquencies or monetary penalties relative thereto. The Town shall exercise its set-off rights in accordance with normal Town practices including, in cases of set-off pursuant to an audit, the finalization of such audit by the Director of Finance,

**14. RECORDS.** The Contractor shall establish and maintain complete and accurate books, records, documents, accounts and other evidence directly pertinent to performance under this contract (hereinafter, collectively, "the Records"). The Records must be kept for the balance of the calendar year in which they were made and six (6) additional years thereafter. The Director of Finance of the Town and any other person or entity authorized to conduct an examination, as well as the agency or agencies involved in this contract, shall have access to the Records during normal business hours at an office of the Contractor within the State of New York or, if no such office is available, at a mutually agreeable and reasonable venue within the Monroe County, for the purposes of inspection, auditing and copying. The Town shall take reasonable steps to protect from public disclosure any of the Records which are exempt from disclosure under Section 87 of the Public Officers Law (the "Statute") provided that: (i) the Contractor shall timely inform The Town Clerk, in writing, that said records should not be disclosed; and (ii) said records shall be sufficiently identified; and (iii) designation of said records as exempt under the Statute is reasonable. Nothing contained herein shall diminish, or in any way adversely affect, the Town's right to discovery in any pending or future litigation.

**15. CONTRACTOR ACCOUNTING RECORDS.** Records of the Contractor's directly employed personnel, other consultants and reimbursable expenses pertaining to the work and records of account between the Town and the Contractor shall be maintained on an accounting basis acceptable to the Town and shall be available for examination by the Town or its authorized representative(s) during regular business hours within one (1) week following a request by the Town to examine such records. Failure by the Contractor to permit such examination within one (1) week of a request shall permit the Town to withhold all further payments until such examination is completed unless an extension of time for examination is authorized by the Town in writing

**16. IDENTIFYING INFORMATION AND PRIVACY NOTIFICATION. FEDERAL EMPLOYER IDENTIFICATION NUMBER AND/OR FEDERAL SOCIAL SECURITY NUMBER.** The contractor agrees to file an IRS form W-9 with the town prior to the commencement of the contract. Failure to supply such form is a condition precedent to the payment by the Town of any sums owed pursuant to this contract. All invoices or Town of Greece standard vouchers submitted for payment for the sale of goods or services or the lease of real or personal property to the Department of Finance of the Town must include the payee's identification number. The number is either the payee's Federal employer identification number or Federal social security number, or both such numbers when the payee has both such numbers. Failure to include this number or numbers may delay payment. Where the payee does not have such number or numbers, the payee, on its invoice or Town of Greece standard voucher, must give the reason or reasons why the payee does not have such number or numbers.

**17. CONFLICTING TERMS.** In the event of a conflict between the terms of the contract (including any and all attachments thereto and amendments thereof) and the terms of this Attachment "A", the terms of this Attachment "A" shall control.

**18. NON-APPROPRIATION OF FUNDS.** The Town of Greece intends to remit to the contractor all payments and other amounts for the full term provided the funds are legally available. In the event this contract is not granted an appropriation of funds at any time during the term of this contract and there is no other legal procedure or available funds by or with which payment can be made to contractor, and the non-appropriation did not result from an act or omission by the contractor, the Town of Greece may terminate this Agreement on the last day of the fiscal period for which appropriations were received without penalty or expense to the contract or of the Town of Greece, except as to the portion of the Payments for which funds shall have been appropriated and budgeted. At least thirty (30) days prior to the end of your fiscal period, the Town Supervisor, Director of Finance or Town Attorney shall certify in writing that (a) funds have not been appropriated for the fiscal period, (b) such non-appropriation did not result from any act or failure to act by the Town of Greece, and (c) the Town of Greece you have exhausted all funds legally available to pay Payments. If the Town of Greece terminates this Agreement because of a non-appropriation of funds, the Town may not enter in a contract during the subsequent fiscal period, which

contract performs the same functions as, or functions taking the place of, those performed by the contract terminated by the Town, provided however, these restrictions shall not be applicable if or to the extent that the application of these restrictions would affect the validity of this Agreement. The Town of Greece shall not terminate this Agreement in order to acquire services or equipment or to allocate funds directly or indirectly, that perform essentially the same function for which the original contract was intended.

If the term of this agreement extends into fiscal years subsequent to that in which it is approved, such continuation of the agreement is contingent on the appropriation and availability of funds for such purpose, as determined in good faith by the Town. If funds to affect such continued purpose are not appropriated or available as determined in good faith by the Town, this agreement shall automatically terminate and the Town shall be relieved of any further obligation

**19. LATE PAYMENT.** Timeliness of payment and any interest to be paid to Contractor for late payment shall be governed by Local Finance Law to the extent required by law. Interest will not be charged unless payment is not received 60 days after the Town received the invoice and all required paperwork is complete and in compliance with this agreement.

**20. ADVANCES.** The Town will not advance any retainer for goods and/or services unless the parties mutually agree.

**21. NO ARBITRATION.** Disputes involving this contract, including the breach or alleged breach thereof, may not be submitted to binding arbitration (except where statutorily authorized), but must, instead, be heard in a court of competent jurisdiction of the State of New York, County of Monroe.

**22. SERVICE OF PROCESS.** In addition to the methods of service allowed by the State Civil Practice Law & Rules ("CPLR"), Contractor hereby consents to service of process upon it by registered or certified mail, return receipt requested. Service hereunder shall be complete upon Contractor's actual receipt of process or upon the Town's receipt of the return thereof by the United States Postal Service as refused or undeliverable. Contractor must promptly notify the Town in writing, of each and every change of address to which service of process can be made. Service by the Town to the last known address shall be sufficient. Contractor will have thirty (30) calendar days after service hereunder is complete in which to respond.

**23. WAIVER OF DAMAGES; INDEMNITY.** The Contractor hereby waives and releases the Town from any claims the Contractor may have at any time arising out of or relating in any way to this agreement, except to the extent caused by the Town's willful misconduct. Notwithstanding the foregoing, the parties agree that in no event shall the Town be liable for any loss of the Contractor's business, revenues or profits, or special, consequential, incidental, indirect or punitive damages of any nature, even if the Town has been advised in advance of the possibility of such damages. This shall constitute the Town's sole liability to the Contractor and the Contractor's exclusive remedies against the Town. Except for the sole negligence or willful misconduct of the Town the Contractor shall indemnify, hold harmless and defend the Town and its Town Board, officers, employees, and agents from any liability, losses, costs, damages, claims, and obligations relating to or arising from this agreement. Without limiting the foregoing, the Contractor shall indemnify and hold harmless the Town, and its Town Board, officers, employees, and agents from all liability, losses, costs, damages, claims, and obligations of any nature or kind, including attorneys' fees, costs, and expenses, for infringement or use of any copyrighted or uncopyrighted composition, secret process, patented or unpatented invention, article or appliance, registered or unregistered trademark, service mark, or trade name, furnished or used in connection with this agreement. The Contractor, at its own expense, shall defend any action brought against the Town to the extent that such action is based upon a claim that the goods or software supplied by the Contractor or the operation of such goods infringes a patent, trademark, or copyright or violates a trade secret. The contractor hereby agrees to defend, indemnify and save harmless the Town against any and all liabilities, loss, damage, detriment, suit, claim, demand, cost, charge, attorney's fees and expenses of whatever kind or nature which the Town may directly or indirectly incur, suffer or be required to pay by reason or in consequence of the carrying out of any of the provisions or requirements of this contract, where such loss or expense is incurred directly or indirectly by the Town, its employees or agents, as a result of the negligent act or omission, breach or fault of the contractor, its agents, employees or contractors. If a claim or action is made or brought against the Town and for which the contractor may be responsible hereunder in whole or in part, then the contractor shall be notified and shall be required to handle or pay for the handling of the portion of the claim for which the contractor is responsible as a result of this section.

**24. INSURANCE REQUIREMENTS.**

The insurance requirements for all contractors of the Town are as follows. Not all may apply to this contract; refer to the Town contact person for clarification:

The Contractor shall procure and maintain at his own expense until final completion of the work or services covered by the Contract, insurance for liability for damages imposed by law of the kinds and in the amounts hereinafter provided, issued by insurance companies authorized to do business in the State of New York, covering all operations under the Contract whether performed by the Contractor or by his subcontractors. **The Town of Greece must be named as Certificate Holder and Additional Insured on all policies.**

Within ten (10) days after notice of award, the Contractor shall furnish to the Town evidence of insurance in a form satisfactory to the Town Attorney showing that he has complied with all insurance requirements set forth herein, such evidence shall provide that the policies shall not be changed or cancelled until thirty (30) days written notice has been given to the Town. **Please note, a certificate of insurance alone is not sufficient as proof of the Town covered as Certificate Holder and an Additional Insured. A policy endorsement from the Contractor's carrier is required.** Except for Worker's Compensation Insurance, no insurance required herein shall contain any exclusion of municipal operations performed in connection with the Contract resulting from this bid solicitation. The kinds and amounts of insurance are as follows:

**A. WORKER'S COMPENSATION AND DISABILITY INSURANCE.** A policy covering the operations of the Contractor in accordance with the provisions of New York State Worker's Compensation Law, covering all operations under Contract, whether performed by him or by his subcontractors. The Contract shall be void and of no effect unless the person or corporation making or executing same shall secure compensation coverage for the benefits of, and keep insured during the life of said Contract, such employees in compliance with the provisions of the Worker's Compensation Law known as the Disability Benefits Law (chapter 600 of the Laws of 1949) and amendments hereto. This contract shall be void and of no force and effect unless the Contractor shall provide and maintain coverage during the life of this contract for the benefit of such employees as required to be covered by the provisions of the Workers' Compensation Law.

**B. GENERAL LIABILITY AND PROPERTY DAMAGE INSURANCE.**

**(1) CONTRACTOR'S LIABILITY INSURANCE** issued to the Contractor and covering the liability for damages imposed by law upon the Contractor with respect to all work performed by him under the within Contract. All of the following coverage shall be included:

- Comprehensive Form
- Premises-Operations
- Products/Completed Operations
- Contractual Insurance covering the Hold Harmless Provision
- Broad Form Property Damage
- Independent Contractors
- Personal Injury

**(2) CONTRACTOR'S PROTECTIVE LIABILITY INSURANCE** issued to the Contractor and covering the liability for damages imposed by law upon the said Contractor for the acts or neglect of each of his subcontractors with respect to all work performed by said subcontractors under the agreement. The contractor shall purchase from and maintain in a company or companies lawfully authorized to do business in New York State such insurance as will protect the Contractor from claims set forth below which may arise out of or result from the Contractor's operations under the contract and fro which the Contractor may be legally liable, whether such operations be by the Contractor or by a Subcontractor or by anyone directly or indirectly employed by any of them, or by anyone for whose acts any of them may be liable:

1. Claims under workers compensation, disability benefit and other similar employee benefit acts which are applicable to the work performed.
2. Claims for damages because of bodily injury, occupational sickness or disease, or death of the Contractor's employees.
3. Claims for damages because of bodily injury, occupational sickness or disease, or death of any person other than the Contractor's employees.
4. Claims for damages insured by usual personal injury liability coverage, which are sustained by a person as a result of an offense directly or indirectly, related to employment of such person by the Contractor or by another person.
5. Claims for damages, other than to the work itself because of injury to or destruction of tangible property, including loss of use resulting there from.
6. Claims for damages because of bodily injury, death or property damage arising out of ownership, maintenance or use of a motor vehicle.
7. Claims involving contractual liability insurance applicable to the Contractor's obligations contained herein.

**(3) OWNER'S PROTECTIVE LIABILITY INSURANCE** issued to the Contractor and the Town of Greece, which covers the liability for damages imposed by law on the Town with respect to all work performed by the Town Contractor and his subcontractors under the agreement resulting from this bid offering.

**C. MOTOR VEHICLE INSURANCE** issued to the Contractor and covering public liability and property damage on the Contractor's vehicles in the amount listed below.

**D. PROFESSIONAL LIABILITY/ERRORS AND OMISSIONS.** The contractor shall procure at its own expense professional liability insurance for services to be performed pursuant to this agreement, insuring the contractor against malpractice or errors and omissions of the contractor.

The insurance shall be written for not less than limits of liability specified or required by law, whichever coverage is greater. Coverage, whether written on an occurrence or claims-made basis, shall be maintained without interruption from date of commencement of the work until date of final payment and termination of any coverage required to be maintained after final payment. Unless otherwise specifically required by special specifications, each policy shall have limits as found in the attached matrix.

**25. SEVERABILITY.** The Contractor and the Town agree that if any part, term, or provision of this agreement is found to be invalid, illegal, or unenforceable, such invalidity, illegality, or unenforceability shall not affect other parts, terms, or provisions of this agreement, which shall be given effect without the portion held invalid, illegal, or unenforceable, and to that extent the parts, terms, and provisions of this agreement are severable.

**26. NOTICE.** Any notice required to be given pursuant to the terms of this agreement shall be in writing and served personally or by deposit in the United States mail, postage and fees fully prepaid, addressed to the applicable address set forth above. Service of any such notice if given personally shall be deemed complete upon delivery and, if made by mail, shall be deemed complete on the earlier of the day of actual receipt or the expiration of two (2) business days after the date of mailing.

**27. CONFLICTS OF INTEREST.** The Contractor agrees not to accept any employment or representation during the term of this agreement which is or may likely make the Contractor "financially interested" in any decision made by the Town on any matter in connection with which the Contractor has been retained pursuant to this agreement.

**28. REQUIREMENTS FOR FEDERALLY FUNDED CONTRACTS.**

A. If this agreement is funded by the Town, in whole or in part, from revenues received from the Federal Government, then the following additional provisions shall apply. It shall be the Contractor's responsibility to ascertain if Federal funds are involved.

B. Contractor, and any subcontractors at any tier, shall comply with E.O. 11246, "Equal Employment Opportunity," as amended by E.O. 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and as supplemented by regulations at 41 CFR part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, and Department of Labor."

C. No contract, or any subcontract at any tier, shall be made to parties listed on the General Services Administration's List of Parties Excluded from Federal Procurement or Non-procurement Programs in accordance with E.O.s 12549 and 12689, "Debarment and Suspension." This list contains the names of parties debarred, suspended, or otherwise excluded by agencies, and contractors declared ineligible under statutory or regulatory authority other than E.O. 12549. Contractors with awards that exceed the small purchase threshold (currently \$100,000) shall provide the required certification regarding its exclusion status and that of its principal employees.

**29. REGULATIONS.** In addition to the above, and per Federal and State Regulations, the successful bidder must meet all Federal and State regulations regarding all New York State Department of Labor and OSHA safety regulations and standards. If applicable, New York State Department of Labor prevailing wage rates must be followed under this contract. Pursuant to the provision of Section 220-A of the New York State Labor Law, as amended, the Contractor (and his Sub-Contractors) will be obligated to pay all workers in the covered classes the applicable prevailing wage rates and supplements. The minimum hourly wage rate to be paid the various classes of labor performing work under this contract shall be in accordance with schedules that have been established, or may hereafter be established or increased, by the

New York State Department of Labor during the contract term. Wage schedules are in effect from July 1 through June 30, but may be amended throughout the period. It is the responsibility of the Contractor to pay per the current wage schedule. Please visit the New York State Department of Labor website at [www.labor.state.ny.us](http://www.labor.state.ny.us) for updated schedules.

**30. RELATIONSHIP OF PARTIES.** With regard to performance hereunder, the Contractor is an independent contractor and not an officer, agent, partner, joint venturer, or employee of the Town. The Contractor shall not, at any time, or in any manner, represent that it or any of its agents or employees is in any manner agents or employees of the Town.

**31. TOWN REPRESENTATIVE.** The contact person set forth above or his or her designee shall represent the Town in the implementation of this agreement.

**32. GOVERNING LAW.** This agreement shall be deemed to have been executed and delivered within the State of New York, and the rights and obligations of the parties hereunder, and any action arising from or relating to this agreement, shall be construed and enforced in accordance with, and governed by, the laws of the State of New York or United States law, without giving effect to conflict of laws principles. Any action or proceeding arising out of or relating to this agreement shall be brought in the County of Monroe, State of New York, and each party hereto irrevocably consents to such jurisdiction and venue, and waives any claim of inconvenient forum.

**33. EQUAL OPPORTUNITY EMPLOYER.** The Contractor, in the execution of this agreement, certifies that it is an equal employment opportunity employer.

**34. ATTORNEYS' FEES AND COSTS.** If either party shall bring any action or proceeding against the other party arising from or relating to this agreement, each party shall bear its own attorneys' fees and costs, regardless of which party prevails.

**35. BOARD AUTHORIZATION.** The effectiveness of this agreement is expressly conditioned upon ratification by the Town Board of the Town of Greece.

**36. AMENDMENTS.** This agreement is the entire agreement between the parties as to its subject matter and supersedes all prior or contemporaneous understandings, negotiations, or agreements between the parties, whether written or oral, with respect thereto. This agreement may be amended only in a writing signed by both parties.

**INSURANCE MATRIX**

CATEGORY	General Liability	Professional Liability (Errors & Omissions)	Work Comp & Disability	Vehicle Liability	Owner's Protective Liability	Contractor's Protective Liability
<b>Professional Services</b>	<b>x</b>	<b>x</b>	<b>x</b>			
Services provided by Engineers, Architects, Financial Consultants, Legal Consultants - typically requires an advanced degree.						
<b>Service Contracts</b>	<b>x</b>		<b>x</b>	<b>x</b>		
Non-professional services provided by contractors. If building repairs, Article-8 applies. If building services, Article-9 applies.						
<b>Construction</b>	<b>x</b>		<b>x</b>	<b>x</b>	<b>x</b>	<b>x</b>
Building and infrastructure construction or repair, Article 8 applies.						
<b>Organized Leagues</b>	<b>x</b>					

**Standard Insurance Coverage (Contracts up to \$1,000,000):**

Bodily Injury			Per			
Each Person	\$1,000,000		Chapter 41	\$1,000,000	\$1,000,000	\$1,000,000
Each Occurrence	\$1,000,000		of	\$1,000,000	\$1,000,000	\$1,000,000
Property Damage			Workers'			
Each accident	\$1,000,000		Compen-	\$1,000,000	\$1,000,000	\$1,000,000
Aggregate	\$3,000,000		sation	\$1,000,000	\$3,000,000	\$3,000,000
Service Performed		\$1,000,000	Law			

**Work with a value in excess of \$1,000,000 shall have \$3,000,000/\$5,000,000 for General Liability/Property Damage.**

**Construction projects up to \$5,000; Service contracts up to \$20,000:**

Bodily Injury			Per			
Each Person	\$500,000		Chapter 41	\$500,000	\$500,000	\$500,000
Each Occurrence	\$500,000		of	\$500,000	\$500,000	\$500,000
Property Damage			Workers'			
Each accident	\$500,000		Compen-	\$500,000	\$500,000	\$500,000
Aggregate	\$1,000,000		sation	\$500,000	\$1,000,000	\$1,000,000
Service Performed		\$500,000	Law			

**Service contracts up to \$5,000:**

Bodily Injury			Per			
Each Person	\$250,000		Chapter 41	\$250,000		
Each Occurrence	\$500,000		of	\$500,000		
Property Damage			Workers'			
Each accident	\$250,000		Compen-	\$250,000		
Aggregate	\$500,000		sation Law	\$500,000		

**Acceptable Forms**

General Liability	Town shall be listed as "Additional Insured", and the additional insured endorsement is to be provided along with the Certificate of Insurance.
Worker's Compensation Disability Benefits	WC/DB100; revised C-105.2 (9/07); U-26.3; SI-12; GSI 105.2. WC/DB100; DB-120.1; DB-155.



# TOWN OF GREECE

## PROPOSAL OR BID FOR PERFORMANCE OF MUNICIPAL CONTRACT

TO THE TOWN BOARD OF THE TOWN OF GREECE, MONROE COUNTY, NEW YORK:

The undersigned, desiring to interpose a bid for work to be rendered and/or materials to be furnished in connection with the purchase of:

### **Technology Acquisition and Professional IT Services**

do accept all the terms, conditions and agreements contained and set forth in the Notice to Respondent dated August 25, 2025, and do certify, agree and propose as follows:

The undersigned declare that the only persons interested in this proposal (or contract) as principals are as stated; that the proposal is in all respects made without collusion or fraud; that no person is directly or indirectly interested therein that they (he) have (has) carefully examined the (location of the proposed work, the annexed proposed form of contract and the plans and) specifications therein referred to; and hereby propose and agree that if this proposal is accepted, that they (he) will contract with the Town of Greece in the materials (supply all necessary machinery, tools and apparatus) and do all of the work specified in the contract in the manner and time herein specified and to take in full payment therefore the following prices, to wit:

The undersigned agree to complete the (work/deliver) within \_\_\_\_\_ days. The full names and residences of all persons and parties interested in the foregoing bids and principals are as follows:

Dated: \_\_\_\_\_, New York, the \_\_\_\_\_ day of \_\_\_\_\_, \_\_\_\_\_.

By \_\_\_\_\_



# TOWN OF GREECE

## NON-COLLUSIVE BIDDERS CERTIFICATION

By submission of this bid, each bidder and each person signing on behalf of any bidder certifies, and in the case of a joint bid, each party thereto certifies as to its own organization, under penalty of perjury, that to the best of his knowledge and belief:

1. The prices in this bid have been arrived at independently, without collusion, communication or agreement, for the purpose of restricting competition, as to any matter relating to such prices with any other bidder, or with any competitor; and
2. Unless otherwise required by law, the prices that have been quoted in this bid have not been knowingly disclosed by the bidder, and will not knowingly be disclosed by the bidder prior to opening, directly or indirectly to any other bidder, or with any competitor; and
3. No attempt has been made or will be made by the bidder to induce any other person, partnership or corporation to submit or not to submit a bid for the purpose of restricting competition.
4. The foregoing is a true and correct copy of the resolution adopted by \_\_\_\_\_ Corporation at a meeting of its Board of Directors held on the \_\_\_\_\_ day of \_\_\_\_\_, \_\_\_\_\_.

**SEAL**

I hereby affirm under the penalties of perjury that the foregoing statement is true.

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Typed Name



# TOWN OF GREECE

## INSURANCE STATEMENT

Bidder agrees as follows (please mark appropriate box):

Insurance Certificates (Liability, Disability, Workers Comp) as requested are attached.....[ ]

I certify that I can supply insurance as specified if awarded the bid.....[ ]

Failure to provide specified insurance in the format required by the Town shall disqualify bidder.

Bidder Name: \_\_\_\_\_

Signature: \_\_\_\_\_

Print Name: \_\_\_\_\_

**TOWN CLERK USE ONLY:**

Insurance Certificates and "Additional Insured" endorsement filed on:

- Liability Insurance Certificate \_\_\_\_\_
- Disability Insurance Certificate \_\_\_\_\_
- Workers Compensation Certificate \_\_\_\_\_



**SECTION C – FEDERAL CONTRACT TERMS AND CONDITIONS**  
*[Attachment to Follow]*

## FEDERAL CONTRACT TERMS AND CONDITIONS

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, including without limitation the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 CFR 200 (sometimes referred to as the “**Uniform Guidance**” or “**EDGAR**” requirements).

All Respondents submitting proposals must complete this Federal Contract Terms and Conditions certification form regarding Respondent’s compliance with certain requirements which may be applicable to specific participating agency purchases using Federal grant funds. This completed form shall be made available to Participating Agencies for their use while considering their purchasing options when using Federal grant funds. Participating Agencies may also require supplier partners to enter into ancillary agreements, in addition to the Master Agreement’s general terms and conditions, to address the Participating Agency’s specific contractual needs, including contract requirements for a procurement using Federal grants or contracts.

**For each of the items below, Respondent should certify its agreement and ability to comply, where applicable, by having its authorized representative sign the acknowledgment at the end of this form.** If Respondent fails to complete any item in this form, CoreTrust shall consider Respondent’s response to be that it is unable or unwilling to comply. A negative response to any of the items may, if applicable, impact the ability of a participating agency to purchase from the supplier partner using Federal funds.

### 1. SUPPLIER PARTNER VIOLATION OR BREACH OF CONTRACT TERMS

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

Any contract award shall be subject to the Master Agreement, as well as any additional terms and conditions in any purchase order, participating agency ancillary contract, or Participating Agency construction contract agreed upon by supplier partner and the Participating Agency which must be consistent with and protect the Participating Agency at least to the same extent as the Master Agreement.

The remedies under this agreement are in addition to any other remedies that may be available under law or in equity. By submitting a proposal, you agree to these supplier partner violation and breach of contract terms.

Does vendor agree? \_\_\_\_\_ (Initials of Authorized Representative)

### 2. TERMINATION FOR CAUSE OR CONVENIENCE

When a participating agency expends Federal funds, the participating agency reserves the right to immediately terminate any agreement in excess of ten thousand dollars (\$10,000) resulting from this procurement process in the event of a breach or default of the agreement by supplier partner in the event supplier partner 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 supplier partner, for convenience, if participating agency believes, in its sole discretion that it is in the best interest of participating agency to do so. Respondent shall 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 supplier partners when it is in participating agency’s best interest.

Does vendor agree? \_\_\_\_\_ (Initials of Authorized Representative)

### 3. EQUAL EMPLOYMENT OPPORTUNITY

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

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

Does vendor agree? \_\_\_\_\_ (Initials of Authorized Representative)

### 4. DAVIS-BACON ACT

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

Current prevailing wage determinations issued by the Department of Labor are available at [www.wdol.gov](http://www.wdol.gov). Supplier partner agrees that, for any purchase to which this requirement applies, the award of the purchase to the supplier partner is conditioned upon supplier partner’s acceptance of the wage determination.

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

Does vendor agree? \_\_\_\_\_ (Initials of Authorized Representative)

### 5. CONTRACT WORK HOURS AND SAFETY STANDARDS ACT

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

Does vendor agree? \_\_\_\_\_ (Initials of Authorized Representative)

### 6. RIGHT TO INVENTIONS MADE UNDER A CONTRACT OR AGREEMENT

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

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

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

Does vendor agree? \_\_\_\_\_ (Initials of Authorized Representative)

### **7. CLEAN AIR ACT AND FEDERAL WATER POLLUTION CONTROL ACT**

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

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

Does vendor agree? \_\_\_\_\_ (Initials of Authorized Representative)

### **8. DEBARMENT AND SUSPENSION**

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

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

Does vendor agree? \_\_\_\_\_ (Initials of Authorized Representative)

### **9. BYRD ANTI-LOBBYING AMENDMENT**

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

\_\_\_\_\_  
Respondent's **SIGNATURE**

### **10. PROCUREMENT OF RECOVERED MATERIALS**

For participating agency purchases utilizing Federal funds, Supplier partner agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may be required to confirm estimates and otherwise comply. The requirements of Section 6002 includes procuring only items designated in guidelines of the Environmental Protection

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

Does vendor agree? \_\_\_\_\_ (Initials of Authorized Representative)

#### 11. PROFIT AS A SEPARATE ELEMENT OF PRICE

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

Does vendor agree? \_\_\_\_\_ (Initials of Authorized Representative)

#### 12. PROHIBITION ON CERTAIN TELECOMMUNICATIONS AND VIDEO SURVEILLANCE SERVICES OR EQUIPMENT

Supplier partner 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? \_\_\_\_\_ (Initials of Authorized Representative)

#### 13. DOMESTIC PREFERENCES FOR PROCUREMENTS

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

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

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

Does vendor agree? \_\_\_\_\_ (Initials of Authorized Representative)

#### 14. GENERAL COMPLIANCE AND COOPERATION WITH PARTICIPATING AGENCIES

In addition to the foregoing specific requirements, supplier partner 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 without limitation applicable recordkeeping and record retention requirements.

Does vendor agree? \_\_\_\_\_ (Initials of Authorized Representative)





**SECTION D – NEW JERSEY BUSINESS COMPLIANCE**

*[Attachment to Follow]*

**NEW JERSEY BUSINESS COMPLIANCE**

Respondents intending to do business in the State of New Jersey shall comply with policies and procedures required by New Jersey statutes. All Respondents must complete and submit the following forms to meet the requirements of doing business in this state. Failure to comply shall affect the ability to promote the Master Agreement in the State of New Jersey as required hereunder.

INCLUDED IN PROPOSAL	ATTACHMENT	FORM
	Attachment 1	Ownership Disclosure Form
	Attachment 2	Non-Collusion Affidavit
	Attachment 3	Affirmative Action Affidavit
	Attachment 4	Political Contribution Disclosure Form
	Attachment 5	Stockholder Disclosure Certification
	Attachment 6	Certification of Non-Involvement in Prohibited Activities in Iran
	Attachment 7	New Jersey Business Registration Certificate

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

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

*[Attachments to Follow]*

**ATTACHMENT 1 – OWNERSHIP DISCLOSURE FORM  
(N.J.S.A. 52:25-24.2)**

Pursuant to the requirements of P.L. 1999, Chapter 440, Respondent shall complete the form attached to these specifications listing the persons owning ten percent (10%) or more of the firm presenting the proposal.

<b>Respondent Full Name:</b>	<b>[TO BE COMPLETED BY RESPONDENT]</b>
<b>Respondent Address:</b>	<b>[TO BE COMPLETED BY RESPONDENT]</b>

**Please complete the below, as applicable:**

I, **[TO BE COMPLETED BY RESPONDENT]**, certify that I am the sole owner of **[TO BE COMPLETED BY RESPONDENT]**, 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, **[TO BE COMPLETED BY RESPONDENT]**, a partner in **[TO BE COMPLETED BY RESPONDENT]**, do hereby certify that the following is a list of all individual partners who own a ten percent (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 ten percent (10%) or more of that corporation's stock or the individual partners owning ten percent (10%) or greater interest in that partnership.

**OR**

I, **[TO BE COMPLETED BY RESPONDENT]**, an authorized representative of **[TO BE COMPLETED BY RESPONDENT]**, a corporation, hereby certify that the following is a list of the names and addresses of all stockholders in the corporation who own ten percent (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 ten percent (10%) or more of the corporation's stock or the individual partners owning a ten percent (10%) or greater interest in that partnership.

*\*Note: if there are no partners or stockholders owning ten percent (10%) or more interest, indicate "None."*

NAME	ADDRESS	INTEREST

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

\_\_\_\_\_  
Authorized Signature

\_\_\_\_\_  
Printed Name

\_\_\_\_\_  
Title

\_\_\_\_\_  
Date

**ATTACHMENT 2 – NON-COLLUSION AFFIDAVIT  
(N.J.S.A. 52:34-15)**

<b>Respondent Name:</b>	<b>[TO BE COMPLETED BY RESPONDENT]</b>
<b>Respondent Address:</b>	<b>[TO BE COMPLETED BY RESPONDENT]</b>

State of New Jersey  
County of **[COUNTY]**

I, **[NAME]**, residing in **[MUNICIPALITY]** in the County of **[COUNTY]**, State of **[STATE]** of full age, being duly sworn according to law on my oath depose and say that:

I am the **[JOB TITLE]** of the firm of **[COMPANY NAME]**, the Respondent making the Proposal for the goods, services, or public work specified under the **[TITLE OF BID PROPOSAL]** 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 **[NAME OF CONTRACTING UNIT]** 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 **[COMPANY NAME]**.

Subscribed and sworn to  
before me this day  
\_\_\_\_\_, 20\_\_

\_\_\_\_\_  
Signature  
\_\_\_\_\_  
Type or print name of affiant under signature

\_\_\_\_\_  
Notary Public Signature

My Commission expires \_\_\_\_\_,  
20\_\_

(Seal)

**ATTACHMENT 3 – AFFIRMATIVE ACTION AFFIDAVIT  
(P.L. 1975, c. 127)**

<b>Respondent Full Name:</b>	<b>[TO BE COMPLETED BY RESPONDENT]</b>
<b>Respondent Address:</b>	<b>[TO BE COMPLETED BY RESPONDENT]</b>

**Proposal Certification:** Indicate below your company’s compliance with the New Jersey Affirmative Action regulations. Respondent’s proposal shall be accepted even if 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 Documentation:**

Respondent shall submit with its proposal:

- (1) Letter of Federal Affirmative Action Plan Approval

**OR**

- (2) Certificate of Employee Information Report

**OR**

- (3) Employee Information Report Form AA302

**Public Work – Project Cost over \$50,000:**

- (1) If Respondent has no approved Federal or New Jersey Affirmative Action Plan, Company shall complete New Jersey Form AA-201 upon award; or
- (2) Respondent has a federal or New Jersey Affirmative Action Plan, and the certificate is enclosed.

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

\_\_\_\_\_  
Authorized Signature

\_\_\_\_\_  
Printed Name

\_\_\_\_\_  
Title

\_\_\_\_\_  
Date

**MANDATORY AFFIRMATIVE ACTION LANGUAGE**  
**N.J.S.A. 10:5-31 et seq. (P.L. 1975, c. 127)**  
**N.J.A.C. 17:27**

**PROCUREMENT, PROFESSIONAL, AND SERVICE CONTRACTS**

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

The contractor or subcontractor, where applicable, shall 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 shall 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 shall, in all solicitations or advertisement for employees placed by or on behalf of the contractor, state that all qualified applicants shall 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, shall 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, and 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 shall 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 Respondent**

## ATTACHMENT 4 – C. 271 POLITICAL CONTRIBUTION DISCLOSURE FORM

### Public Agency Instructions

This page provides guidance to public agencies entering into contracts with business entities that are required to file Political Contribution Disclosure forms with the agency. **It is not intended to be provided to contractors.** What follows are instructions on the use of form local units can provide to contractors that are required to disclose political contributions pursuant to N.J.S.A. 19:44A-20.26 (P.L. 2005, c. 271, s.2). Additional information is available in Local Finance Notice 2006-1 ([https://www.nj.gov/dca/divisions/dlgs/resources/lfns\\_2006.html](https://www.nj.gov/dca/divisions/dlgs/resources/lfns_2006.html)).

1. The disclosure is required for all contracts in excess of \$17,500 that are **not awarded** pursuant to a “fair and open” process (N.J.S.A. 19:44A-20.7).

2. Due to the potential length of some contractor submissions, the public agency should consider allowing data to be submitted in electronic form (i.e., spreadsheet, pdf file, etc.). Submissions must be kept with the contract documents or in an appropriate computer file and be available for public access. **The form is worded to accept this alternate submission.** The text should be amended if electronic submission shall 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 shall assist contractors in determining the campaign and political committees of the officials and candidates affected by the disclosure.

a) The Division has prepared model disclosure forms for each county. They can be downloaded from the “County PCD Forms” link on the Pay-to-Play web site at [https://www.state.nj.us/dca/divisions/dlgs/programs/pay\\_2\\_play.html](https://www.state.nj.us/dca/divisions/dlgs/programs/pay_2_play.html). They shall 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 shall 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.**

## ATTACHMENT 4 – C. 271 POLITICAL CONTRIBUTION DISCLOSURE FORM

### Contractor Instructions

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

- any State, county, or municipal committee of a political party
- any legislative leadership committee\*
- any continuing political committee (a.k.a., political action committee)
- any candidate committee of a candidate for, or holder of, an elective office:
  - of the public entity awarding the contract;
  - of that county in which that public entity is located;
  - of another public entity within that county; or
  - of a legislative district in which that public entity is located or, when the public entity is a county, of any legislative district which includes all or part of the county.

The disclosure must list reportable contributions to any of the committees that exceed \$300 per election cycle that were made during the 12 months prior to award of the contract. See N.J.S.A. 19:44A-8 and 19:44A-16 for more details on reportable contributions.

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

- individuals with an “interest” ownership or control of more than 10% of the profits or assets of a business entity or 10% of the stock in the case of a business entity that is a corporation for profit
- all principals, partners, officers, or directors of the business entity or their spouses
- any subsidiaries directly or indirectly controlled by the business entity
- IRS Code Section 527 New Jersey based organizations, directly or indirectly controlled by the business entity and filing as continuing political committees (PACs).

When the business entity is a natural person, “a contribution by that person’s spouse or child, residing therewith, shall be deemed to be a contribution by the business entity.” [N.J.S.A. 19:44A-20.26(b)] The contributor must be listed on the disclosure.

Any business entity that fails to comply with the disclosure provisions shall be subject to a fine imposed by ELEC in an amount to be determined by the Commission which may be based upon the amount that the business entity failed to report.

The enclosed list of agencies is provided to assist the contractor in identifying those public agencies whose elected official and/or candidate campaign committees are affected by the disclosure requirement. It is the contractor’s responsibility to identify the specific committees to which contributions may have been made and need to be disclosed. The disclosed information may exceed the minimum requirement.

The enclosed form, a content-consistent facsimile, or an electronic data file containing the required details (along with a signed cover sheet) may be used as the contractor’s submission and is disclosable to the public under the Open Public Records Act.

The contractor must also complete the attached Stockholder Disclosure Certification. This shall 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.”



**ATTACHMENT 4**

**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 THE PAY TO PLAY SECTION OF THE DLGS WEBSITE A COUNTY-BASED, CUSTOMIZABLE FORM.



ATTACHMENT 5 – STOCKHOLDER DISCLOSURE CERTIFICATION

Name of Business: [TO BE COMPLETED BY RESPONDENT]

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 stockholders owns 10% or more of the issued and outstanding stock of the undersigned.

Check the box that represents the type of business organization:

- Partnership, Corporation, Sole Proprietorship, Limited Partnership, Limited Liability Corporation, Limited Liability Partnership, Subchapter S Corporation

Sign and notarize the form below and, if necessary, complete the stockholder list below. Use more space as necessary.

Stockholders:

Name: \_\_\_\_\_

Home Address: \_\_\_\_\_

Name: \_\_\_\_\_

Home Address: \_\_\_\_\_

Name: \_\_\_\_\_

Home Address: \_\_\_\_\_

Name: \_\_\_\_\_

Home Address: \_\_\_\_\_

Subscribed and sworn to before me this day \_\_\_\_\_, 20\_\_

\_\_\_\_\_  
Affiant  
Type or print name of affiant under signature

\_\_\_\_\_  
Notary Public Signature

My Commission expires \_\_\_\_\_, 20\_\_

(Seal)



**ATTACHMENT 6 - CERTIFICATION OF NON-INVOLVEMENT IN PROHIBITED ACTIVITIES IN IRAN**

Pursuant to N.J.S.A. 52:32-58, Suppliers must certify that neither Supplier, nor any of its parents, subsidiaries, and/or affiliates (as defined in N.J.S.A. 52:32-56(e)(3)), is listed on the Department of Treasury's List of Persons or Entities Engaging in Prohibited Investment Activities in Iran and that neither is involved in any of the investment activities set forth in N.J.S.A. 52:32-56(f).

Suppliers wishing to do business in New Jersey through this contract must fill out the Certification of Non-Involvement in Prohibited Activities in Iran here:

<https://www.nj.gov/treasury/purchase/forms/DisclosureofInvestmentActivitiesinIran.pdf>

Suppliers should submit the above completed form as part of their proposal.



**ATTACHMENT 7 – NEW JERSEY BUSINESS REGISTRATION CERTIFICATE  
(N.J.S.A 52:32-44)**

Suppliers wishing to do business in New Jersey must submit their State Division of Revenue issued Business Registration Certificate as part of their proposal. Failure to do so shall disqualify Supplier from offering products or services in New Jersey through any resulting contract.

[State of NJ - Department of the Treasury - Division of Revenue Business Registration Certificate](#)



**SECTION E – STATE NOTICE ADDENDUM**

*[Attachment to Follow]*

**STATE NOTICE ADDENDUM**

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

Nationwide:

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

Lists of political subdivisions, local governments, and tribal governments in the above referenced states / districts may be found at <https://www.usa.gov/state-governments>. Notwithstanding anything to the contrary herein, the aforementioned lists are not exhaustive; to the extent any new public agency, entity, or political subdivision is formed after the publication date of this solicitation, such new agency, entity, or subdivision shall be deemed contemplated hereunder.

*[Remainder of page intentionally left blank.]*

**CITIES, TOWNS, VILLAGES, AND  
BOROUGHs INCLUDING BUT NOT  
LIMITED TO:**

BAKER CITY GOLF COURSE, OR  
CITY OF ADAIR VILLAGE, OR  
CITY OF ASHLAND, OR  
CITY OF AUMSVILLE, OR  
CITY OF AURORA, OR  
CITY OF BAKER, OR  
CITY OF BATON ROUGE, LA  
CITY OF BEAVERTON, OR  
CITY OF BEND, OR  
CITY OF BOARDMAN, OR  
CITY OF BONANAZA, OR  
CITY OF BOSSIER CITY, LA  
CITY OF BROOKINGS, OR  
CITY OF BURNS, OR  
CITY OF CANBY, OR  
CITY OF CANYONVILLE, OR  
CITY OF CLATSKANIE, OR  
CITY OF COBURG, OR  
CITY OF CONDON, OR  
CITY OF COQUILLE, OR  
CITY OF CORVALLI, OR  
CITY OF CORVALLIS PARKS AND  
RECREATION DEPT., OR  
CITY OF COTTAGE GROVE, OR  
CITY OF DONALD, OR  
CITY OF EUGENE, OR  
CITY OF FOREST GROVE, OR  
CITY OF GOLD HILL, OR  
CITY OF GRANTS PASS, OR  
CITY OF GRESHAM, OR  
CITY OF HILLSBORO, OR  
CITY OF INDEPENDENCE, OR  
CITY AND COUNTY OF HONOLULU, HI  
CITY OF KENNER, LA  
CITY OF LA GRANDE, OR  
CITY OF LAFAYETTE, LA  
CITY OF LAKE CHARLES, OR  
CITY OF LEBANON, OR  
CITY OF MCMINNVILLE, OR  
CITY OF MEDFORD, OR  
CITY OF METAIRIE, LA  
CITY OF MILL CITY, OR  
CITY OF MILWAUKIE, OR  
CITY OF MONROE, LA  
CITY OF MOSIER, OR  
CITY OF NEW ORLEANS, LA  
CITY OF NORTH PLAINS, OR  
CITY OF OREGON CITY, OR  
CITY OF PILOT ROCK, OR  
CITY OF PORTLAND, OR  
CITY OF POWERS, OR

CITY OF PRINEVILLE, OR  
CITY OF REDMOND, OR  
CITY OF REEDSPORT, OR  
CITY OF RIDDLE, OR CITY OF  
ROGUE RIVER, OR  
CITY OF ROSEBURG, OR  
CITY OF SALEM, OR  
CIT OF SANDY, OR  
CITY OF SCAPPOOSE, OR  
CITY OF SHADY COVE, OR  
CITY OF SHERWOOD, OR  
CITY OF SHREVEPORT, LA  
CITY OF SILVERTON, OR  
CITY OF SPRINGFIELD, OR  
CITY OF ST. HELENS, OR  
CITY OF ST. PAUL, OR  
CITY OF SULPHUR, LA  
CITY OF TIGARD, OR  
CITY OF TROUTDALE, OR  
CITY OF TUALATIN, OR  
CITY OF WALKER, LA  
CITY OF WARRENTON, OR  
CITY OF WEST LINN, OR  
CITY OF WILSONVILLE, OR  
CITY OF WINSTON, OR  
CITY OF WOODBURN, OR  
LEAGUE OF OREGON CITES  
THE CITY OF HAPPY VALLEY  
OREGON  
ALPINE, UT  
ALTA, UT  
ALTAMONT, UT  
ALTON, UT  
AMALGA, UT  
AMERICAN FORK CITY, UT  
ANNABELLA, UT  
ANTIMONY, UT  
APPLE VALLEY, UT  
AURORA, UT  
BALLARD, UT  
BEAR RIVER CITY, UT  
BEAVER, UT  
BICKNELL, UT  
BIG WATER, UT  
BLANDING, UT  
BLUFFDALE, UT  
BOULDER, UT  
CITY OF BOUNTIFUL, UT  
BRIAN HEAD, UT  
BRIGHAM CITY CORPORATION, UT  
BRYCE CANYON CITY, UT  
CANNONVILLE, UT  
CASTLE DALE, UT



CASTLE VALLEY, UT  
CITY OF CEDAR CITY, UT  
CEDAR FORT, UT  
CITY OF CEDAR HILLS, UT  
CENTERFIELD, UT  
CENTERVILLE CITY CORPORATION, UT  
CENTRAL VALLEY, UT  
CHARLESTON, UT  
CIRCLEVILLE, UT  
CLARKSTON, UT  
CLAWSON, UT  
CLEARFIELD, UT  
CLEVELAND, UT  
CLINTON CITY CORPORATION, UT  
COALVILLE, UT  
CORINNE, UT  
CORNISH, UT  
COTTONWOOD HEIGHTS, UT  
DANIEL, UT  
DELTA, UT  
DEWEYVILLE, UT  
DRAPER CITY, UT  
DUCHESNE, UT  
EAGLE MOUNTAIN, UT  
EAST CARBON, UT  
ELK RIDGE, UT  
ELMO, UT  
ELSINORE, UT  
ELWOOD, UT  
EMERY, UT  
ENOCH, UT  
ENTERPRISE, UT  
EPHRAIM, UT  
ESCALANTE, UT  
EUREKA, UT  
FAIRFIELD, UT  
FAIRVIEW, UT  
FARMINGTON, UT  
FARR WEST, UT  
FAYETTE, UT  
FERRON, UT  
FIELDING, UT  
FILLMORE, UT  
FOUNTAIN GREEN, UT  
FRANCIS, UT  
FRUIT HEIGHTS, UT  
GARDEN CITY, UT  
GARLAND, UT  
GENOLA, UT  
GLENDALE, UT  
GLENWOOD, UT  
GOSHEN, UT

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

MAPLETON, UT  
MARRIOTT-SLATERVILLE, UT  
MARYSVALE, UT  
MAYFIELD, UT  
MEADOW, UT  
MENDON, UT  
MIDVALE CITY INC., UT  
MIDWAY, UT  
MILFORD, UT  
MILLVILLE, UT  
MINERSVILLE, UT  
MOAB, UT  
MONA, UT  
MONROE, UT  
CITY OF MONTICELLO, UT  
MORGAN, UT  
MORONI, UT  
MOUNT PLEASANT, UT  
MURRAY CITY CORPORATION, UT  
MYTON, UT  
NAPLES, UT  
NEPHI, UT  
NEW HARMONY, UT  
NEWTON, UT  
NIBLEY, UT  
NORTH LOGAN, UT  
NORTH OGDEN, UT  
NORTH SALT LAKE CITY, UT  
OAK CITY, UT  
OAKLEY, UT  
OGDEN CITY CORPORATION, UT  
OPHIR, UT  
ORANGEVILLE, UT  
ORDERVILLE, UT  
OREM, UT  
PANGUITCH, UT  
PARADISE, UT  
PARAGONAH, UT  
PARK CITY, UT  
PAROWAN, UT  
PAYSON, UT  
PERRY, UT  
PLAIN CITY, UT  
PLEASANT GROVE CITY, UT  
PLEASANT VIEW, UT  
PLYMOUTH, UT  
PORTAGE, UT  
PRICE, UT  
PROVIDENCE, UT  
PROVO, UT  
RANDOLPH, UT  
REDMOND, UT

RICHFIELD, UT  
RICHMOND, UT  
RIVERDALE, UT  
RIVER HEIGHTS, UT  
RIVERTON CITY, UT  
ROCKVILLE, UT  
ROCKY RIDGE, UT  
ROOSEVELT CITY CORPORATION, UT  
ROY, UT  
RUSH VALLEY, UT  
CITY OF ST. GEORGE, UT  
SALEM, UT  
SALINA, UT  
SALT LAKE CITY CORPORATION, UT  
SANDY, UT  
SANTA CLARA, UT  
SANTAQUIN, UT  
SARATOGA SPRINGS, UT  
SCIPIO, UT  
SCOFIELD, UT  
SIGURD, UT  
SMITHFIELD, UT  
SNOWVILLE, UT  
CITY OF SOUTH JORDAN, UT  
SOUTH OGDEN, UT  
CITY OF SOUTH SALT LAKE, UT  
SOUTH WEBER, UT  
SPANISH FORK, UT  
SPRING CITY, UT  
SPRINGDALE, UT  
SPRINGVILLE, UT  
STERLING, UT  
STOCKTON, UT  
SUNNYSIDE, UT  
SUNSET CITY CORP, UT  
SYRACUSE, UT  
TABIONA, UT  
CITY OF TAYLORSVILLE, UT  
TOOELE CITY CORPORATION, UT  
TOQUERVILLE, UT  
TORREY, UT  
TREMONTON CITY, UT  
TRENTON, UT  
TROPIC, UT  
UINTAH, UT  
VERNAL CITY, UT  
VERNON, UT  
VINEYARD, UT  
VIRGIN, UT  
WALES, UT  
WALLSBURG, UT  
WASHINGTON CITY, UT

WASHINGTON TERRACE, UT  
WELLINGTON, UT  
WELLSVILLE, UT  
WENDOVER, UT  
WEST BOUNTIFUL, UT  
WEST HAVEN, UT  
WEST JORDAN, UT  
WEST POINT, UT  
WEST VALLEY CITY, UT  
WILLARD, UT  
WOODLAND HILLS, UT  
WOODRUFF, UT  
WOODS CROSS, UT

**COUNTIES AND PARISHES**  
**INCLUDING BUT NOT LIMITED**  
**TO:**

ASCENSION PARISH, LA  
ASCENSION PARISH, LA,  
CLEAR OF COURT  
CADDO PARISH, LA  
CALCASIEU PARISH, LA  
CALCASIEU PARISH SHERIFF'S  
OFFICE, LA  
CITY AND COUNTY OF HONOLULU, HI  
CLACKAMAS COUNTY, OR  
CLACKAMAS COUNTY DEPT OF  
TRANSPORTATION, OR  
CLATSOP COUNTY, OR  
COLUMBIA COUNTY, OR  
COOS COUNTY, OR  
COOS COUNTY HIGHWAY  
DEPARTMENT, OR  
COUNTY OF HAWAII, OR  
CROOK COUNTY, OR  
CROOK COUNTY ROAD DEPARTMENT,  
OR  
CURRY COUNTY, OR  
DESCHUTES COUNTY, OR  
DOUGLAS COUNTY, OR  
EAST BATON ROUGE PARISH, LA  
GILLIAM COUNTY, OR  
GRANT COUNTY, OR  
HARNEY COUNTY, OR  
HARNEY COUNTY SHERIFFS OFFICE,  
OR  
HAWAII COUNTY, HI  
HOOD RIVER COUNTY, OR  
JACKSON COUNTY, OR  
JEFFERSON COUNTY, OR  
JEFFERSON PARISH, LA  
JOSEPHINE COUNTY GOVERNMENT, OR

LAFAYETTE CONSOLIDATED GOVERNMENT,  
LA  
LAFAYETTE PARISH, LA  
LAFAYETTE PARISH CONVENTION &  
VISITORS COMMISSION  
LAFOURCHE PARISH, LA  
KAUAI COUNTY, HI  
KLAMATH COUNTY, OR  
LAKE COUNTY, OR  
LANE COUNTY, OR  
LINCOLN COUNTY, OR  
LINN COUNTY, OR  
LIVINGSTON PARISH, LA  
MALHEUR COUNTY, OR  
MAUI COUNTY, HI  
MARION COUNTY, SALEM, OR  
MORROW COUNTY, OR  
MULTNOMAH COUNTY, OR  
MULTNOMAH COUNTY BUSINESS AND  
COMMUNITY SERVICES, OR  
MULTNOMAH COUNTY SHERIFFS OFFICE,  
OR  
MULTNOMAH LAW LIBRARY, OR  
ORLEANS PARISH, LA  
PLAQUEMINES PARISH, LA  
POLK COUNTY, OR  
RAPIDES PARISH, LA  
SAINT CHARLES PARISH, LA  
SAINT CHARLES PARISH PUBLIC SCHOOLS,  
LA  
SAINT LANDRY PARISH, LA  
SAINT TAMMANY PARISH, LA  
SHERMAN COUNTY, OR  
TERREBONNE PARISH, LA  
TILLAMOOK COUNTY, OR  
TILLAMOOK COUNTY SHERIFF'S  
OFFICE, OR  
TILLAMOOK COUNTY GENERAL  
HOSPITAL, OR  
UMATILLA COUNTY, OR  
UNION COUNTY, OR  
WALLOWA COUNTY, OR  
WASCO COUNTY, OR  
WASHINGTON COUNTY, OR  
WEST BATON ROUGE PARISH, LA  
WHEELER COUNTY, OR  
YAMHILL COUNTY, OR  
COUNTY OF BOX ELDER, UT  
COUNTY OF CACHE, UT  
COUNTY OF RICH, UT  
COUNTY OF WEBER, UT  
COUNTY OF MORGAN, UT  
COUNTY OF DAVIS, UT

COUNTY OF SUMMIT, UT  
COUNTY OF DAGGETT, UT  
COUNTY OF SALT LAKE, UT  
COUNTY OF TOOELE, UT  
COUNTY OF UTAH, UT  
COUNTY OF WASATCH, UT  
COUNTY OF DUCHESNE, UT  
COUNTY OF Uintah, UT  
COUNTY OF CARBON, UT  
COUNTY OF SANPETE, UT  
COUNTY OF JUAB, UT  
COUNTY OF MILLARD, UT  
COUNTY OF SEVIER, UT  
COUNTY OF EMERY, UT  
COUNTY OF GRAND, UT  
COUNTY OF BEVER, UT  
COUNTY OF PIUTE, UT  
COUNTY OF WAYNE, UT  
COUNTY OF SAN JUAN, UT  
COUNTY OF GARFIELD, UT  
COUNTY OF KANE, UT  
COUNTY OF IRON, UT  
COUNTY OF WASHINGTON,  
UT

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

BANKS FIRE DISTRICT, OR  
BATON ROUGE WATER COMPANY  
BEND METRO PARK AND RECREATION  
DISTRICT  
BIENVILLE PARISH FIRE PROTECTION  
DISTRICT 6, LA  
BOARDMAN PARK AND RECREATION  
DISTRICT  
CENTRAL CITY ECONOMIC  
OPPORTUNITY CORP, LA  
CENTRAL OREGON  
INTERGOVERNMENTAL COUNCIL  
CITY OF BOGALUSA SCHOOL BOARD,  
LA  
CLACKAMAS RIVER WATER  
CLATSKANIE PEOPLE'S UTILITY  
DISTRICT CLEAN WATER SERVICES  
CONFEDERATED TRIBES OF THE  
UMATILLA INDIAN  
RESERVATION

COOS FOREST PROTECTIVE ASSOCIATION  
CHEHALEM PARK AND RECREATION  
DISTRICT  
DAVID CROCKETT STEAM FIRE COMPANY  
#1, LA  
EUGENE WATER AND ELECTRIC BOARD  
HONOLULU INTERNATIONAL AIRPORT  
HOODLAND FIRE DISTRICT #74  
HOUSING AUTHORITY OF PORTLAND  
ILLINOIS VALLEY FIRE DISTRICT  
LAFAYETTE AIRPORT COMMISSION, LA  
LAFOURCHE PARISH HEALTH UNIT – DHH-  
OPH REGION 3  
LOUISIANA PUBLIC SERVICE COMMISSION,  
LA  
LOUISIANA WATER WORKS  
MEDFORD WATER COMMISSION  
MELHEUR COUNTY JAIL, OR  
METRO REGIONAL GOVERNMENT  
METRO REGIONAL PARKS  
METROPOLITAN EXPOSITION RECREATION  
COMMISSION  
METROPOLITAN SERVICE DISTRICT  
(METRO)  
MULTNOMAH EDUCATION SERVICE  
DISTRICT  
NEW ORLEANS REDEVELOPMENT  
AUTHORITY, LA  
NORTHEAST OREGON HOUSING  
AUTHORITY, OR  
PORT OF BRANDON, OR  
PORT OF MORGAN CITY, LA  
PORTLAND DEVELOPMENT COMMISSION,  
OR  
PORTLAND FIRE AND RESCUE  
PORTLAND HOUSING CENTER, OR  
OREGON COAST COMMUNITY  
ACTION  
OREGON HOUSING AND  
COMMUNITY SERVICES  
OREGON LEGISLATIVE  
ADMINISTRATION  
ROGUE VALLEY SEWER, OR  
SAINT LANDRY PARISH TOURIST  
COMMISSION  
SAINT MARY PARISH REC DISTRICT  
2  
SAINT MARY PARISH REC DISTRICT  
3  
SAINT TAMMANY FIRE DISTRICT 4,  
LA  
SALEM MASS TRANSIT DISTRICT  
SEWERAGE AND WATER BOARD OF  
NEW ORLEANS, LA

SOUTH LAFOURCHE LEVEE DISTRICT, LA  
TRI-COUNTY METROPOLITAN TRANSPORTATION DISTRICT OF OREGON  
TUALATIN HILLS PARK & RECREATION DISTRICT  
TUALATIN VALLEY FIRE & RESCUE  
TUALATIN VALLEY WATER DISTRICT  
WILLAMALANE PARK AND RECREATION DISTRICT  
WILLAMETTE HUMANE SOCIETY

**K-12 INCLUDING BUT NOT LIMITED TO:**

ACADIA PARISH SCHOOL BOARD  
BEAVERTON SCHOOL DISTRICT  
BEND-LA PINE SCHOOL DISTRICT  
BOGALUSA HIGH SCHOOL, LA  
BOSSIER PARISH SCHOOL BOARD  
BROOKING HARBOR SCHOOL DISTRICT  
CADDO PARISH SCHOOL DISTRICT  
CALCASIEU PARISH SCHOOL DISTRICT  
CANBY SCHOOL DISTRICT  
CANYONVILLE CHRISTIAN ACADEMY  
CASCADE SCHOOL DISTRICT  
CASCADES ACADEMY OF CENTRAL OREGON  
CENTENNIAL SCHOOL DISTRICT  
CENTRAL CATHOLIC HIGH SCHOOL  
CENTRAL POINT SCHOOL DISTRICT NO.6  
CENTRAL SCHOOL DISTRICT 13J  
COOS BAY SCHOOL DISTRICT NO.9  
CORVALLIS SCHOOL DISTRICT 509J  
COUNTY OF YAMHILL SCHOOL DISTRICT 29  
CULVER SCHOOL DISTRICT  
DALLAS SCHOOL DISTRICT NO.2  
DAVID DOUGLAS SCHOOL DISTRICT

DAYTON SCHOOL DISTRICT NO.8  
DE LA SALLE N CATHOLIC HS  
DESCHUTES COUNTY SCHOOL DISTRICT NO.6  
DOUGLAS EDUCATIONAL DISTRICT SERVICE  
DUFUR SCHOOL DISTRICT NO.29  
EAST BATON ROUGE PARISH SCHOOL DISTRICT  
ESTACADA SCHOOL DISTRICT NO.10B  
FOREST GROVE SCHOOL DISTRICT  
GEORGE MIDDLE SCHOOL  
GLADSTONE SCHOOL DISTRICT  
GRANTS PASS SCHOOL DISTRICT 7  
GREATER ALBANY PUBLIC SCHOOL DISTRICT  
GRESHAM BARLOW JOINT SCHOOL DISTRICT  
HEAD START OF LANE COUNTY  
HIGH DESERT EDUCATION SERVICE DISTRICT  
HILLSBORO SCHOOL DISTRICT  
HOOD RIVER COUNTY SCHOOL DISTRICT  
JACKSON CO SCHOOL DIST NO.9  
JEFFERSON COUNTY SCHOOL DISTRICT 509-J  
JEFFERSON PARISH SCHOOL DISTRICT  
JEFFERSON SCHOOL DISTRICT  
JUNCTION CITY SCHOOLS, OR  
KLAMATH COUNTY SCHOOL DISTRICT  
KLAMATH FALLS CITY SCHOOLS  
LAFAYETTE PARISH SCHOOL DISTRICT  
LAKE OSWEGO SCHOOL DISTRICT 7J  
LANE COUNTY SCHOOL DISTRICT 4J  
LINCOLN COUNTY SCHOOL DISTRICT  
LINN CO. SCHOOL DIST. 95C  
LIVINGSTON PARISH SCHOOL DISTRICT  
LOST RIVER JR/SR HIGH SCHOOL  
LOWELL SCHOOL DISTRICT NO.71  
MARION COUNTY SCHOOL DISTRICT  
MARION COUNTY SCHOOL DISTRICT 103  
MARIST HIGH SCHOOL, OR  
MCMINNVILLE SCHOOL DISTRICT NOAO  
MEDFORD SCHOOL DISTRICT 549C  
MITCH CHARTER SCHOOL  
MONROE SCHOOL DISTRICT NO.1J  
MORROW COUNTY SCHOOL DIST, OR  
MULTNOMAH EDUCATION SERVICE DISTRICT

MULTISENSORY LEARNING  
ACADEMY  
MYRTLE PINT SCHOOL  
DISTRICT 41  
NEAH-KAH-NIE DISTRICT  
NO.56  
NEWBERG PUBLIC SCHOOLS  
NESTUCCA VALLEY SCHOOL  
DISTRICT NO.101  
NOBEL LEARNING  
COMMUNITIES  
NORTH BEND SCHOOL  
DISTRICT 13  
NORTH CLACKAMAS SCHOOL  
DISTRICT  
NORTH DOUGLAS SCHOOL  
DISTRICT  
NORTH WASCO CITY SCHOOL  
DISTRICT 21  
NORTHWEST REGIONAL  
EDUCATION SERVICE  
DISTRICT  
ONTARIO MIDDLE SCHOOL  
OREGON TRAIL SCHOOL  
DISTRICT NOA6  
ORLEANS PARISH SCHOOL  
DISTRICT  
PHOENIX-TALENT SCHOOL  
DISTRICT NOA  
PLEASANT HILL SCHOOL  
DISTRICT  
PORTLAND JEWISH ACADEMY  
PORTLAND PUBLIC SCHOOLS  
RAPIDES PARISH SCHOOL  
DISTRICT  
REDMOND SCHOOL DISTRICT  
REYNOLDS SCHOOL DISTRICT  
ROGUE RIVER SCHOOL  
DISTRICT  
ROSEBURG PUBLIC SCHOOLS  
SCAPPOOSE SCHOOL  
DISTRICT 1J  
SAINT TAMMANY PARISH  
SCHOOL BOARD, LA  
SEASIDE SCHOOL DISTRICT  
10  
SHERWOOD SCHOOL  
DISTRICT 88J  
SILVER FALLS SCHOOL  
DISTRICT 4J  
SOUTH LANE SCHOOL  
DISTRICT 45J3  
SOUTHERN OREGON  
EDUCATION SERVICE  
DISTRICT

SPRINGFIELD PUBLIC SCHOOLS  
SUTHERLIN SCHOOL DISTRICT  
SWEET HOME SCHOOL DISTRICT  
NO.55  
TERREBONNE PARISH SCHOOL  
DISTRICT  
THE CATLIN GABEL SCHOOL  
TIGARD-TUALATIN SCHOOL  
DISTRICT  
UMATILLA MORROW ESD  
WEST LINN WILSONVILLE SCHOOL  
DISTRICT  
WILLAMETTE EDUCATION SERVICE  
DISTRICT  
WOODBURN SCHOOL DISTRICT  
YONCALLA SCHOOL DISTRICT  
ACADEMY FOR MATH ENGINEERING &  
SCIENCE (AMES), UT  
ALIANZA ACADEMY, UT  
ALPINE DISTRICT, UT  
AMERICAN LEADERSHIP ACADEMY, UT  
AMERICAN PREPARATORY ACADEMY, UT  
BAER CANYON HIGH SCHOOL FOR SPORTS  
& MEDICAL  
SCIENCES, UT  
BEAR RIVER CHARTER SCHOOL, UT  
BEAVER SCHOOL DISTRICT, UT  
BEEHIVE SCIENCE & TECHNOLOGY  
ACADEMY (BSTA), UT  
BOX ELDER SCHOOL DISTRICT, UT  
CBA CENTER, UT  
CACHE SCHOOL DISTRICT, UT  
CANYON RIM ACADEMY, UT  
CANYONS DISTRICT, UT  
CARBON SCHOOL DISTRICT, UT  
CHANNING HALL, UT  
CHARTER SCHOOL LEWIS  
ACADEMY, UT  
CITY ACADEMY, UT  
DAGGETT SCHOOL DISTRICT, UT  
DAVINCI ACADEMY, UT  
DAVIS DISTRICT, UT  
DUAL IMMERSION ACADEMY, UT  
DUCHESNE SCHOOL DISTRICT, UT  
EARLY LIGHT ACADEMY AT  
DAYBREAK, UT  
EAST HOLLYWOOD HIGH, UT  
EDITH BOWEN LABORATORY  
SCHOOL, UT  
EMERSON ALCOTT ACADEMY, UT  
EMERY SCHOOL DISTRICT, UT  
ENTHEOS ACADEMY, UT  
EXCELSIOR ACADEMY, UT  
FAST FORWARD HIGH, UT

FREEDOM ACADEMY, UT  
GARFIELD SCHOOL DISTRICT,  
UT  
GATEWAY PREPARATORY  
ACADEMY, UT  
GEORGE WASHINGTON  
ACADEMY, UT  
GOOD FOUNDATION  
ACADEMY, UT  
GRAND SCHOOL DISTRICT, UT  
GRANITE DISTRICT, UT  
GUADALUPE SCHOOL, UT  
HAWTHORN ACADEMY, UT  
INTECH COLLEGIATE HIGH  
SCHOOL, UT  
IRON SCHOOL DISTRICT, UT  
ITINERIS EARLY COLLEGE  
HIGH, UT  
JOHN HANCOCK CHARTER  
SCHOOL, UT  
JORDAN DISTRICT, UT  
JUAB SCHOOL DISTRICT, UT  
KANE SCHOOL DISTRICT, UT  
KARL G MAESER  
PREPARATORY ACADEMY, UT  
LAKEVIEW ACADEMY, UT  
LEGACY PREPARATORY  
ACADEMY, UT  
LIBERTY ACADEMY, UT  
LINCOLN ACADEMY, UT  
LOGAN SCHOOL DISTRICT, UT  
MARIA MONTESSORI  
ACADEMY, UT  
MERIT COLLEGE  
PREPARATORY ACADEMY, UT  
MILLARD SCHOOL DISTRICT,  
UT  
MOAB CHARTER SCHOOL, UT  
MONTICELLO ACADEMY, UT  
MORGAN SCHOOL DISTRICT,  
UT  
MOUNTAINVILLE ACADEMY,  
UT  
MURRAY SCHOOL DISTRICT, UT  
NAVIGATOR POINTE ACADEMY, UT  
NEBO SCHOOL DISTRICT, UT  
NO UT ACAD FOR MATH ENGINEERING  
& SCIENCE (NUAMES), UT  
NOAH WEBSTER ACADEMY, UT  
NORTH DAVIS PREPARATORY  
ACADEMY, UT  
NORTH SANPETE SCHOOL DISTRICT,  
UT  
NORTH STAR ACADEMY, UT

NORTH SUMMIT SCHOOL DISTRICT, UT  
ODYSSEY CHARTER SCHOOL, UT  
OGDEN PREPARATORY ACADEMY, UT  
OGDEN SCHOOL DISTRICT, UT  
OPEN CLASSROOM, UT  
OPEN HIGH SCHOOL OF UTAH, UT  
OQUIRRH MOUNTAIN CHARTER SCHOOL, UT  
PARADIGM HIGH SCHOOL, UT  
PARK CITY SCHOOL DISTRICT, UT  
PINNACLE CANYON ACADEMY, UT  
PIUTE SCHOOL DISTRICT, UT  
PROVIDENCE HALL, UT  
PROVO SCHOOL DISTRICT, UT  
QUAIL RUN PRIMARY SCHOOL, UT  
QUEST ACADEMY, UT  
RANCHES ACADEMY, UT  
REAGAN ACADEMY, UT  
RENAISSANCE ACADEMY, UT  
RICH SCHOOL DISTRICT, UT  
ROCKWELL CHARTER HIGH SCHOOL, UT  
SALT LAKE ARTS ACADEMY, UT  
SALT LAKE CENTER FOR SCIENCE  
EDUCATION, UT  
SALT LAKE SCHOOL DISTRICT, UT  
SALT LAKE SCHOOL FOR THE PERFORMING  
ARTS, UT  
SAN JUAN SCHOOL DISTRICT, UT  
SEVIER SCHOOL DISTRICT, UT  
SOLDIER HOLLOW CHARTER SCHOOL, UT  
SOUTH SANPETE SCHOOL DISTRICT, UT  
SOUTH SUMMIT SCHOOL DISTRICT, UT  
SPECTRUM ACADEMY, UT  
SUCCESS ACADEMY, UT  
SUCCESS SCHOOL, UT  
SUMMIT ACADEMY, UT  
SUMMIT ACADEMY HIGH SCHOOL, UT  
SYRACUSE ARTS ACADEMY, UT  
THOMAS EDISON - NORTH, UT  
TIMPANOGOS ACADEMY, UT  
TINTIC SCHOOL DISTRICT, UT  
TOOELE SCHOOL DISTRICT, UT  
TUACAHN HIGH SCHOOL FOR THE  
PERFORMING ARTS, UT  
UINTAH RIVER HIGH, UT  
UINTAH SCHOOL DISTRICT, UT  
UTAH CONNECTIONS ACADEMY, UT  
UTAH COUNTY ACADEMY OF  
SCIENCE, UT  
UTAH ELECTRONIC HIGH SCHOOL,  
UT  
UTAH SCHOOLS FOR DEAF & BLIND,  
UT

UTAH STATE OFFICE OF  
EDUCATION, UT  
UTAH VIRTUAL ACADEMY, UT  
VENTURE ACADEMY, UT  
VISTA AT ENTRADA SCHOOL  
OF PERFORMING ARTS AND  
TECHNOLOGY, UT  
WALDEN SCHOOL OF LIBERAL  
ARTS, UT  
WASATCH PEAK ACADEMY, UT  
WASATCH SCHOOL DISTRICT,  
UT  
WASHINGTON SCHOOL  
DISTRICT, UT  
WAYNE SCHOOL DISTRICT, UT  
WEBER SCHOOL DISTRICT, UT  
WEILENMANN SCHOOL OF  
DISCOVERY, UT

**HIGHER EDUCATION INCLUDING,  
BUT NOT LIMITED TO:**

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

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

UTAH COLLEGE OF APPLIED  
TECHNOLOGY, UT

**STATE AGENCIES INCLUDING BUT  
NOT LIMITED TO:**

ADMIN. SERVICES OFFICE  
BOARD OF MEDICAL  
EXAMINERS  
HAWAII CHILD SUPPORT  
ENFORCEMENT AGENCY  
HAWAII DEPARTMENT OF  
TRANSPORTATION  
HAWAII HEALTH SYSTEMS  
CORPORATION  
OFFICE OF MEDICAL  
ASSISTANCE PROGRAMS  
OFFICE OF THE STATE  
TREASURER  
OREGON BOARD OF  
ARCHITECTS  
OREGON CHILD  
DEVELOPMENT COALITION  
OREGON DEPARTMENT OF  
EDUCATION  
OREGON DEPARTMENT OF  
FORESTRY

OREGON DEPT OF  
TRANSPORTATION  
OREGON DEPT. OF EDUCATION  
OREGON LOTTERY  
OREGON OFFICE OF ENERGY  
OREGON STATE BOARD OF  
NURSING  
OREGON STATE DEPT OF  
CORRECTIONS  
OREGON STATE POLICE  
OREGON TOURISM COMMISSION  
OREGON TRAVEL INFORMATION COUNCIL  
SANTIAM CANYON COMMUNICATION  
CENTER  
SEIU LOCAL 503, OPEU  
SOH- JUDICIARY CONTRACTS AND PURCH  
STATE DEPARTMENT OF DEFENSE, STATE  
OF HAWAII  
STATE OF HAWAII  
STATE OF HAWAII, DEPT. OF EDUCATION  
STATE OF LOUISIANA  
STATE OF LOUISIANA DEPT. OF EDUCATION  
STATE OF LOUISIANA, 26<sup>TH</sup> JUDICIAL  
DISTRICT ATTORNEY  
STATE OF UTAH

**APPENDIX B – BEST VALUE SOLICITATION**

**SECTION F – BACKGROUND & SCOPE**

**1. OVERVIEW**

This best value solicitation (“**solicitation**”) is published by the Town of Greece, NY (“**Lead Agency**”) for the purpose of awarding a master cooperative purchasing agreement (the “**Master Agreement**”) and creating a cooperative purchasing program for Suppliers with related products and services (the “**Program**”) that shall be available to Participating Agencies (as defined below). Companies and organizations which respond to this solicitation (“**Respondents**”) and are awarded a Master Agreement are referred to throughout this solicitation and supporting documentation as a “**Supplier**.”

By purchasing Products & Services (as defined herein) under the Master Agreement through the Program administered by CoreTrust Purchasing Group LLC (“**CoreTrust**”), a public entity is a “**Participating Agency**” and agrees to be bound by the terms of the Master Agreement, which includes and is subject to the **Master Intergovernmental Cooperative Purchasing Agreement** attached hereto as Section L. Each Participating Agency may be required to acknowledge or certify its agreement to additional statutory terms in writing as may be required by CoreTrust and/or Lead Agency. Where any public entity pursuing benefits of the Program hereunder is previously registered with or is otherwise an existing member of CoreTrust’s cooperative purchasing program, the terms of this solicitation (and all documents attached hereto) shall control over all prior agreements with respect to such public entity’s enrollment in CoreTrust’s cooperative purchasing program and the benefits afforded to members thereof.

CoreTrust is a cooperative purchasing organization working together with public procurement leaders to create high quality, cooperative contracts that optimize cost savings, drive compliance and efficiency, and provide effective outcomes to public sector agencies. CoreTrust cooperative contracts also actively support local labor markets, ensuring a holistic approach to sustainable growth and impact.

By leveraging the CoreTrust suite of cooperative contracts, you will gain access to contracts and discounts from leading suppliers of products and services across a wide variety of industries and benefit from a streamlined procurement process.

**2. PRODUCTS AND SERVICES**

The Products & Services contemplated under this solicitation are as described below:

<b>Product &amp; Service Category</b>	<b>Product &amp; Service Description</b>
208-00	Computer Software for Microcomputers (Preloaded/Downloadable)
209-00	Computer Software for Minicomputers
920-00	Data Processing, Computer, Programming, and Software Services
918-29	Computer Consulting Services
918-95	Telecommunications Consulting
958-23	Information Technology Services
961-30	Information Technology Service Provider (Not Otherwise Classified)
204-00	Computer Hardware and Peripherals for Microcomputers
252-00	Communications Systems, Equipment, and Accessories
541519	Other Computer-Related Services
334111	Electronic Computer Manufacturing

### 3. PURPOSE

The Town of Greece is seeking bids from qualified vendors for Technology Acquisition and Professional IT Services to be supplied on an as-needed basis for a three (3) year contract with an option to renew for two (2) additional one (1) year terms. The selected awardee will enter a national cooperative contract to be administered by CoreTrust and available to Participating Entities for use.

### 4. SCHEDULE OF EVENTS

The schedule provided in this solicitation is subject to change. The issuing party reserves the right to modify the timeline, including but not limited to deadlines for submission, evaluation periods, and the announcement of results. Any amendments or updates to the schedule will be communicated to all participants promptly through the official communication channels.

A Pre-Proposal Conference will be held via Microsoft Teams (link below) on Monday, July 28, 2025 at 3:30 pm EST indicated on the event table, below. Interested Bidder(s) are encouraged to attend. It will be assumed that potential Bidder(s) attending this meeting have reviewed the Solicitation in detail and are prepared to bring up any substantive questions not already addressed by the lead agency.

The Pre-Proposal Conference will be accessible via Microsoft Teams. Interested Bidders can register via the following link: <https://events.teams.microsoft.com/event/b3905038-16c9-429c-86ab-fc8d46d48ef2@aa442213-be0d-427e-bd90-9c4a5e7ab4c8>

Event	Date
Issue Solicitation	July 22, 2025
Pre-Proposal Conference	July 28, 2025 via WebEx @ 3:30 PM EST
Deadline for Questions	August 4, 2025 @ 3:00pm EST
Deadline for Answers	August 11, 2025
Proposal Due Date	August 25, 2025 @ 3:00pm EST
Approval Date	Target September 2025
Contract Effective Date	TBD

### 5. TYPE OF CONTRACT

- A. As a result of this solicitation, the lead agency intends to award a contract to a single Contractor. The Contract shall be a Firm Fixed Price contract to provide maximum incentive for the awarded Contractor to control costs and meet and/or exceed performance expectations.
- B. The anticipated starting date for any resulting contract is TBD, except that the actual contract start date may be adjusted unilaterally by the lead agency for up to three (3) calendar months. By submitting a signed proposal in response to the solicitation, the Prospective Contractor represents and warrants that it will honor its proposal as being held open as irrevocable for this period.
- C. The initial term of a resulting contract will be for three (3) years. Upon mutual agreement by the Contractor and City, the contract may be renewed by the lead agency for up to two (2) additional one-year terms or portions thereof, not to exceed a total aggregate contract term of five (5) consecutive years.

### 6. MASTER AGREEMENT

A. Master Agreement. A response to this solicitation is an offer to establish a Master Agreement with Lead Agency. This Master Agreement defines: (i) the terms of the relationship between Lead Agency and Supplier; and (ii) the terms, conditions, and pricing of Products & Services and related capabilities offered to Participating Agencies. The form of Master Agreement is attached hereto as Section I. The products and services made available in this contract are defined by the contents of Supplier's Cost Proposal submission ("**Products & Services**"). Any contract with Supplier resulting from the issuance of this solicitation is subject to the terms and conditions as provided in this solicitation and Master Agreement. Many of the terms and conditions contained in the Master Agreement template are required by state and federal law; however, Respondents may propose changes to the Master Agreement by communicating any exceptions or deviations in the Master Agreement Acceptance Form provided in Section J of this solicitation. Any proposed changes are subject to Lead Agency review and written approval.

The Respondent must submit a signed Master Agreement Signature Form with the response.

## 7. ADMINISTRATION AGREEMENT

A. Administration Agreement. CoreTrust and Supplier shall enter into a separate Administration Agreement which defines the roles and obligations of each of CoreTrust and Supplier with respect to the marketing and selling of the Program to prospective Participating Agencies and the financial terms between CoreTrust and Supplier. The form of Administration Agreement is provided as Section K hereto.

## 8. CONTRACT AS AN ASSET IN CORPORATE CHANGES

A. The Contractor must consider this contract as an asset. If the Contractor is being acquired or undergoing a change in corporate structure, the Contractor must include CoreTrust and the lead agency in discussions prior to any change in legal status. This contract must be regarded as an asset and included in the transfer of assets plan.

## 9. INTERCHANGEABLE TERMS

A. For the purposes of this solicitation, the following terms are used interchangeably:

- Proposer
- Supplier
- Vendor
- Offeror
- Bidder
- Respondent

These terms all refer to any individual or entity submitting a Bid, Proposal, or Response to this solicitation. The use of one term shall be understood to include all others unless a different meaning is clearly indicated by the context

B. For the purposes of this solicitation, the following terms are used interchangeably:

- Bid
- Proposal
- Response

These terms refer to any formal submission by a respondent in reply to this solicitation, regardless of the procurement method (e.g., Invitation to Bid, Request for Proposal, Request for Qualifications). The

use of any one of these terms shall be construed to include the others unless the context clearly indicates otherwise.

## 10. BACKGROUND

The lead agency is seeking proposals from qualified distributors for various IT products and professional IT services on an as-needed basis. The resulting Contract award will be available to Participating Entities looking to purchase IT products and professional IT services through a national cooperative Contract administered by CoreTrust.

## 11. SCOPE OF WORK

### 11.1 General Requirements and Expectations

The scope of this solicitation is for various IT hardware; software; cloud solutions; compatible IT ancillary products; servers; and professional IT services. This will include, but is not limited to, IT hardware (e.g. laptops, tablets, desktop PCs, etc); related compatible IT ancillary products (e.g. peripherals, components, upgrades, accessories, etc.); servers and related products; software licenses; cloud solutions; and professional IT services (e.g. warranties, imaging, asset tagging, implementation services, device monitoring, consultation, etc.)

The resulting Contract from this solicitation is intended to allow Participating Entities to:

- a) Get exactly what they want and source it through the resulting Contract vendor;
- b) Know generally what they need but receive support from the resulting Contract vendor in selecting the right products and services to meet their procurement needs;
- c) Receive consulting support from the resulting Contract vendor for identified IT problem solving needs;
- d) Obtain OEM-specific products and services in the resulting Contract vendor’s catalog, subject to Contract discounts; and
- e) Non-OEM-specific products and services in the resulting Contract vendor’s catalog, subject to Contract discounts.

The resulting Contract vendor must have comprehensive IT expertise, strong financial stability to meet procurement needs across national markets, strong customer service, and robust IT distribution and consulting capabilities.

### 11.2 Requirements – Bidding Lots

Qualified Bidders must bid **all** the following Lots to be considered for award:

Lot #	Lot Description
1	IT Hardware
2	Servers & Related Products
3	Professional IT Services
4	IT Ancillary Products
5	Software Licenses
6	Cloud Solutions

These Lots may include, but are not limited to, the following:

**Lot 1: IT Hardware** – laptops; notebooks; workstations; AIOs; tablets; etc.

**Lot 2: Servers & Related Products**– data center solutions; storage devices; servers; related appliances; etc.

**Lot 3: Professional Services** – IT project consulting; implementation; data migration; data analytics; managed cybersecurity; repairs; etc.

**Lot 4: IT Ancillary Products** - Components, Peripherals, Accessories, Monitors – displays; hardware upgrades or downgrades; mice; cables; compatible parts; etc.

**Lot 5: Software** – SaaS/subscription licenses

**Lot 6: Cloud Solutions** – XaaS – IaaS; PaaS; etc.

**11.3 Definitions:**

This Solicitation and resulting Contract defines the following terms:

Term	Definition
Administrative Fee	As defined in Section K, Administrative Agreement, Attachment A – Terms and Conditions.
Analytic Derivatives	The outcome from Data Mining or other aggregated Data analysis techniques.
Appliance	A device with integrated Software (firmware), specifically designed to provide a specific computing resource. The Hardware and Software are pre-integrated and pre-configured before delivery to customer, to provide a "turn-key" solution to a particular problem. Unlike general purpose computers, Appliances are generally not designed to allow the customers to change the Software (including the underlying operating system), or to flexibly reconfigure the Hardware. To be considered an Appliance, the (Hardware) device needs to be integrated with Software, and both are supplied as a package. See also "Equipment".
Authentication	The process of establishing confidence in the identity of users or information systems.
Best Value	A procurement strategy that considers factors beyond just price, such as quality, efficiency, and expertise, when selecting a Contractor.
Business Day	Monday through Friday, during Participating Entities' Business Hours, excluding observed holidays.
Business Entity	Any individual, business, partnership, joint venture, corporation, S-corporation, limited liability company, sole proprietorship, joint stock company, consortium, or other private legal entity recognized by statute.
Business Hours	Participating Entity's hours of operation (business hours), which typically are Monday through Friday, 8:00 a.m. to 5:00 p.m., excluding observed Holidays. Participating Entities will confirm with the awarded Contractor their standard Business Hours.
Cloud Paired Appliances	Hardware that requires a Cloud Solution to function as defined in "Cloud Solution."
Cloud Solution	Cloud Solution shall mean any Product or Service sold as an "as a service" offering and has one or more of the following characteristics: (a) Participating Entity Data is transmitted, acted upon, or stored on equipment not owned by an Authorized User;



	<p>(b) Allows a Contractor access to Participating Entity Data from a location other than the Participating Entity’s premises;</p> <p>(c) Allows a Participating Entity access to data not owned by the Participating Entity which access may or may not result in the collection of Participating Entity Data.</p>
Commercial Off-The-Shelf (COTS)	A term for Products available in the commercial marketplace that can be purchased and used under government Contract. Does not include custom software.
Compliance	Conformity in fulfilling requirements.
Configuration	An arrangement of elements in a particular form, figure, or combination which includes minor physical or software setting changes that can be implemented without custom physical modifications or changes to the base code. Configuration may include Installation.
Consulting	The providing of expert knowledge by the Contractor or authorized third party for a fee.
Consumables	Refers to items and supplies which need to be replenished when they are depleted such as ink, toner and staples. Paper is excluded from this solicitation and resulting Contract.
Continental United States (CONUS)	The 48 contiguous States, and the District of Columbia.
Contract Term	The initial term of the Contract and any renewals and/or extensions.
Contractor	A Business Entity awarded a contract by the Lead Agency to provide products and perform services as a result of this solicitation.
Copyright	The legal ownership of intellectual property with the right to control its reproduction and distribution. It grants the creator of an original work exclusive rights to its use and distribution, usually for a limited time, with the intention of enabling the creator of intellectual wealth (e.g. the photographer of a photograph or the author of a book) to receive compensation for their work and be able to financially support themselves.
Credits	A value owed to the Participating Entity or a token in representation to fulfill an obligation of service or product at a later date. A Participating Entity must receive the value of the credits purchased, whether through lack of expiration or reimbursement of funds
Custom Software	Software that does not meet the definition of COTS software.
Customization	The modification of packaged Product to meet the individual requirements of a Participating Entity.
Customized Training	Training that is designed to meet the special requirements of a Participating Entity.
Customer (see also Participating Entity)	Any public sector organization such as a local government, public school district, city government, and so on.
Data	Any information, Analytic Derivatives, formula, algorithms, or other content that the Participating Entity may provide to the Contractor pursuant to this Contract. Data includes, but is not limited to, any of the foregoing that the Participating



	Entity and/or Contractor (i) uploads to the Cloud Service, and/or (ii) creates and/or modifies using the Cloud Solution. See also Analytic Derivatives.
Data Breach	Refers to unauthorized access to Data or equipment which is used to transmit, store, or act upon such Data by any person, including employees, officers, partners or subcontractors of Contractor, who have not been authorized to access such Data.
Data Categorization	<p>The process of risk assessment of Data.</p> <p>Low Risk - Is as defined in FIPS PUB 199, Standards for Security Categorization of Federal Information and Information Systems (“Low Impact Data”).</p> <p>Moderate Risk - Is as defined in FIPS PUB 199, Standards for Security Categorization of Federal Information and Information Systems (“Moderate Impact Data”).</p> <p>High Risk - Is as defined in FIPS PUB 199, Standards for Security Categorization of Federal Information and Information Systems (“High Impact Data”).</p>
Data Center	All facilities in which Participating Entity Data is processed or stored.
Data Mining	The computational process of discovering patterns in large data sets involving methods at the intersection of artificial intelligence, machine learning, statistics, and database systems. The overall goal of the Data Mining process is to extract information from a data set and transform it into an understandable structure for further use. Aside from the raw analysis step, it involves database and data management aspects, data pre-processing, model and inference considerations, interesting metrics, complexity considerations, post-processing of discovered structures, visualization, and online updating.
Database	A single collection of Data stored in one place that can be used by personnel to make decisions and assist in analysis.
Deferred Payment Plan	Refers to a methodology where equipment is purchased on a deferred, extended payment basis with no buyout due after the last monthly payment is remitted. A Deferred Payment Plan is not a lease and the Contractor cannot assert a security interest in the Equipment.
Deliverables	Products, Software, Information Technology, telecommunications technology, Hardware, and other items (e.g. reports) to be delivered pursuant to this Contract, including any such items furnished within the provision of services.
Device	A piece of electronic equipment (such as a laptop, server, hard drive, USB drive) adapted for a particular purpose. See also “Equipment”
Discount	An allowance, reduction or deduction from a selling price or list price extended by the Contractor to a Participating Entity in order for the net price to become more competitive.
Distributor	A company or individual (merchant) that purchases a large volume of IT Products from multiple manufacturers or other Distributors/resellers with the intention of selling them rather than consuming or using them. Also known as large account value added reseller (VAR), channel partner or dealer.



Encryption	A technique used to protect the confidentiality of information. The process transforms ("encrypts") readable information into unintelligible text through an algorithm and associated cryptographic key(s).
End-of-Life (EOL)	When a product is no longer being manufactured and/or is no longer being marketed or sold.
Equipment	An all-inclusive term which refers either to individual Machines or to a complete Data Processing System or Subsystem, including its Hardware and Operating Software (if any). See also "Device, "Appliance," and "Hardware," "Machine."
Federal Information Security Management Act (FISMA)	The Federal Information Security Management Act of 2014 ("FISMA", 44 U.S.C. § 355441, et seq.). FISMA requires each federal agency to document and report major security incidents and data breaches to the data and information systems that support the operations and assets of the agency, including those provided or managed by another agency, contractor, or other source.
Fleet Management	The development and management of inventory (e.g. Software inventory, Hardware inventory, Cloud Solution inventory).
Follow the Sun	A type of global workflow in which tasks are passed around daily between work sites that are many time zones apart.
General Services Administration (GSA)	The department within the U.S. government that is responsible for procurement of goods and services
Government Entity, US	A federal, state, municipal entity or tribal government located in the United States. See also, Participating Entity.
Hardware	Refers to IT Equipment and is contrasted with Software. See also "Equipment."
Hardware-as-a-Service (HaaS)	A fully developed turn-key solution including hardware, connectivity, and cloud applications. The entire solution must be supported, maintained, and branded by the Contractor.
Implementation	The post sales process of guiding a client from purchase to use of the Product that was purchased. This may include but is not limited to post sales requirements analysis, scope analysis, limited customizations, systems integrations, data conversion/migration, business process analysis/improvement, user policy, customized user training, knowledge transfer, project management and system documentation. User may start the Implementation process at any time in the lifecycle of a project.
Information Technology (IT)	Includes, but is not limited to, all electronic technology systems and services, automated information handling, System design and analysis, conversion of data, computer programming, information storage and retrieval, telecommunications which include voice, video, and data communications, requisite System controls, simulation, electronic commerce, and all related interactions between people and Machines.
Infrastructure-as-a-Service (IaaS)	The capability provided to the Participating Entity is to provision processing, storage, networks, and other fundamental computing resources where the Participating Entity is able to deploy and run arbitrary Software, which can include operating systems and applications. The Participating Entity does not manage or control the underlying cloud infrastructure but has control over



	operating systems, storage, deployed applications; and possibly limited control of select networking components (e.g., host firewalls).
Installation	The act or process of making Products ready to be used. Installation does not include Configuration.
Installation Date	The date specified in the Participating Entity's agreement with the Contractor by which the Contractor must have the ordered Equipment ready for use by the Participating Entity.
Installation of Hardware	Involves physically installing various types of computer systems and/or adding new components to an already existing system. Installation set up of computer systems includes the initial installation of Hardware and other components that are or may be part of a larger system.
Intellectual Property (IP)	Includes inventions, patents, Copyrights, trade secrets, trademarks, technical Data, industrial designs that are generally protected and Proprietary.
Internet Access	Connection to the internet through an Internet Service Provider (ISP).
Internet Service Provider (ISP)	An organization that provides services for accessing, using, or participating in the Internet.
Interoperability	The capability to communicate, to execute programs, or to transfer Data among various functional units under specified conditions.
Legacy Systems	Any outdated Hardware/Software system that remains in use despite the availability of more current technology. It usually is an archaic Data management platform that may contain Proprietary custom designed Software (e.g. An old database management system running on mainframes).
Machine	An individual unit of a Data processing system or subsystem, separately identified by a type and/or model number, comprised of but not limited to mechanical, electro-mechanical, and electronic parts, microcode, and special features installed thereon and including any necessary Software, e.g., central processing unit, memory module, tape unit, card reader, etc. See also "Equipment".
Maintenance	The upkeep of Product that keeps the Product operating in accordance with the Manufacturer's specification.
Mandatory	Refers to items or information that a Vendor must submit as compulsory, required and obligatory. These items or information are noted as such, or the requirements may be phrased in terms of "must" or "shall". Mandatory requirements must be met by the Vendor for Vendor's Submission to be considered responsive.
Manufacturer	A person or business entity that creates, makes, processes, or fabricates a Product or something of value, which changes a raw material or commodity from one form to another or creates a new Product or commodity.
Manufacturer Authorization Letter	A document signed by an officer of a Manufacturer company who is authorized to sign on behalf of the company. The Manufacturer Authorization Letter provides proof that the Contractor has a relationship with the Manufacturer and is authorized to sell the Manufacturer's products.
May	Denotes the permissive in a Contract/Solicitation clause or specification.



Model Number	An identification number assigned to describe a style or class of item, such as a particular design, composition or function, by the Manufacturer or distributor of that item.
Must	Denotes the imperative in a Contract/Solicitation clause or specification.
National Institute of Standards and Technology (NIST)	The federal technology agency that works with industry to develop and apply technology, measurements, and standards. <a href="http://www.nist.gov">http://www.nist.gov</a>
Not-to-Exceed (NTE) Price	The price listed on the published Contract price list, Section O – Cost Proposal. Contractor, Subcontractor and/or Reseller cannot quote or sell a Product for more than the NTE Price.
OEM	Original Equipment Manufacturer.
Open Source	Software or other works distributed under a license that grants users the freedom to use, study, modify, and distribute the work, often with the added requirement that derivative works also be distributed under the same or compatible license. This "free" aspect means the software is free to use, modify, and redistribute, not necessarily free of charge.
Operating System (OS)	Those routines, whether or not identified as program Products, that reside in the Equipment and are required for the Equipment to perform its intended function(s), and which interface the operator, other Contractor-supplied programs, and user programs to the Equipment.
Part Number (SKU)	A unique identifier assigned to an individual Product or part by the Manufacturer or Distributor of that Product or part; usually includes a combination of alpha and/or numeric characters or may be a unique product name or unique product description. SKUs must be unique and cannot be the same as any other SKU on the price list.
Participating Entity (see also Customer)	Any public sector organization such as a local government, public school district, city government, and so on.
Personally Identifiable Information (PII)	As defined in NIST Special Publication 800-122 "Guide to Protecting the Confidentiality of Personally Identifiable Information (PII)"
Platform-as-a-Service (PaaS)	The capability provided to the Participating Entity to deploy onto the Cloud, infrastructure Participating Entity-created or acquired applications created using programming languages and tools supported by the Contractor. The Participating Entity does not manage or control the underlying cloud infrastructure including network, servers, Operating Systems or storage, but has control over the deployed applications and possibly application hosting environment configurations.
Pre-Packaged	A standard commercially available, non-customized offering related to a specific Product and having a unique SKU.
Preventative Maintenance	Maintenance, performed on a scheduled basis by the Contractor, which is designed to keep the Equipment in proper operating condition.
Processor	A microprocessor or other form of central processing unit that accesses shared resources. A dual-core or multicore processor (an integrated circuit with two or more microprocessors or central processing units plugged into the same socket) shall be considered a single Processor.

Product	Any tangible or service offered for sale or use. This includes physical items such as electronics and intangible services like software or consulting.
Programming Services	Programming Services are modifications or additions to Source Code.
Project Manager (PM)	A professional in the field of project management. A PM can have the responsibility of the planning, execution and closing of any project, typically relating to construction industry, architecture, aerospace and defense, computer networking, telecommunications or Software development.
Project Plan	A formal, approved document used to guide both project execution and project control. The primary uses of the Project Plan are to document planning assumptions and decisions, facilitate communication among stakeholders, and document approved scope, cost, and schedule baselines.
Proprietary	Something owned exclusively by a particular individual, company, or entity, often with specific rights or protections associated with that ownership.
Purchase Order (PO)	A formal document issued by a Participating Entity to the Contractor, detailing the goods or services they wish to purchase, including quantities, prices, and other relevant terms.
Qualified Bidder	A potential Vendor or Business Entity who has met the minimum-specified criteria and requirements set by this solicitation in order to participate in the bidding process.
Reseller	A Business Entity that is authorized by the Contractor to resell the Contractor's Products under the Contract. Resellers, also known as Value Added Reseller (VAR) or channel partner must be eligible to quote nationwide, independently, and lower than Contract pricing for procurements under resulting Contract. Reseller must also be able to accept orders, invoice, and receive payment for Products.
Sales Agent	A Business Entity or individual who may assist the Contractor with sales, but is not authorized to accept orders, invoice or receive payment.
Security Incident	A violation or imminent threat of violation of computer security policies, acceptable use policies, or standard security practices. See NIST 800-61 or its successor for additional information.
Service	The performance of a task or tasks and may include a material good or a quantity of material goods, and which is the subject of any purchase or other exchange.
Shall	Denotes the imperative in a Contract/Solicitation clause or specification.
Should	Denotes the permissive in a Contract/Solicitation clause or specification.
Single Source	A procurement strategy wherein the choice is made to acquire goods or services from only one Vendor, even if other potential Vendors exist.
Software	An all-inclusive term which refers to any computer programs, routines, or subroutines supplied by the Contractor, including operating Software, programming aids, application programs, and program Products.
Statement of Work (SOW)	A document that captures and defines the work activities, Deliverables, and timeline a Participating Entity seeks from the Contractor. The SOW usually includes detailed requirements, with standard regulatory and governance terms and conditions.

Source Code	Source code is the text-based instructions used to create computer programs, written in languages like Python, Java, or C++. Source Code may be open source (publicly available) or proprietary (private and restricted).
Storage	Specific to technology, a computer memory that retains data for some period of time. Storage can be categorized in many ways such as primary, secondary, read-only, random access and/or magnetic storage.
Subcontractor	A person or business entity that contracts with a primary contractor (also known as a prime contractor) to perform part or all of the work or services outlined in the original contract between the prime contractor and the Participating Entity.
System	The complete collection of Hardware, Software and Services as described in the resulting Participating Entity's agreement, integrated and functioning together, and performing in accordance with the Participating Entity's agreement.
Third Party Products	Third Party Intellectual Property or Third Party Products means any intellectual property owned by parties other than Participating Entities or Contractor and provided to Participating Entities for use in connection with the Services.
Trademark	A recognizable sign, design or expression which identifies Products or services of a particular source from those of others. Also written as trade mark, or trade-mark.
Transaction	An agreement between a Participating Entity and Contractor to exchange a Product or Service for payment.
Usage	The quantity of an inventory item consumed over a period of time expressed in units of quantity or of value in dollars.
Vendor	A Business Entity that sells goods or services.
Virus	Malicious software or code designed to infect and harm computer systems.
Will	Denotes the permissive in a Contract/Solicitation clause or specification.
Written / Written Communication	Any writing that makes use of words. Examples of written communications include e-mail, Internet websites, letters, proposals, and contracts.
XaaS	"Anything as a Service" or "Everything as a Service". It refers to a cloud computing model where various resources, tools, and services are accessed over a network, typically the internet, rather than being purchased or owned outright. This includes things like software, hardware, and even IT infrastructure.

#### **11.4 Requirements – Breadth of OEM Offerings and Critical OEM Partnerships**

Qualified Bidders shall provide a full catalog of products and related services that meet the scope of the solicitation.

Qualified Bidders will utilize the Catalog tab of 24COR-018GR Pricing Pages to submit their catalog and complete all Column items **OR they will supply a dedicated proposal link; (See Solicitation, Appendix B, Section G, 4. B. Cost Proposal for further details about dedicated proposal links)**

The full catalog of products and related services meeting the scope of the Solicitation must contain the following:

- Manufacturer Part #
- Bidder's Part # (if it differs from the Manufacturer Part #)
- Product Name
- Product Description
- Manufacturer's Suggested List Price and Net **NTE List** Price

Bidders must designate the applicable Lot to which a Product or Service is responsive.

Qualified Bidders **must** offer products and services from at least 1,000 Original Equipment Manufacturers (OEMs).

Of the minimum 1,000 EOMs, qualified bidders **must** have authorized partnerships with each of the following critical OEMs:

<b>Salesforce.com</b>	<b>Google</b>	<b>Adobe</b>	<b>ServiceNow</b>
Palo Alto Networks	Splunk	SAP	Amazon Web Services
DocuSign	Okta, Inc.	CrowdStrike	Red Hat
Broadcom, Inc.	F5 Networks, Inc.	MuleSoft	Nutanix
ZScaler, Inc.	Trellix	Informatica, Inc.	Genesys
Slalom Consulting	Commvault	SolarWinds	Omnissa
Qualtrics			

If applicable, Bidders will describe lease/rental options available and include financing information in a searchable format (.docx or .pdf).

In a separate, searchable format (docx or .pdf), Bidders will describe how customers verify they will receive Contract pricing and describe payment methods offered.

**Manufacturer Authorization Letters:**

Qualified Bidders shall submit Manufacturer Authorization Letters in a searchable format (.docx or .pdf) to be maintained in a document library by CoreTrust.

**11.5 General Terms, Conditions and Considerations of the Solicitation and Resulting Contract:**

**Current Products:**

All products being offered in response to this solicitation shall be in current and ongoing production; shall be formally announced for general marketing purposes; shall be a model or type currently functioning in a user (paying customer) environment and capable of meeting or exceeding all specifications and requirements set forth in this solicitation. Newer versions released may be added during the term of the resulting Contract, subject to the established Contract Manufacturer/Lot percentage discount.

**Product Recalls:**

In the event of any recall notice, technical service bulletin, or other important notification affecting Product purchased from the resulting Contract, a written notice shall be sent to the CoreTrust Point of Contact. It shall be the responsibility of the awarded Contractor to ensure that all recall notices are sent directly to the CoreTrust Point of Contact.

**Defective Product:**

All defective Products shall be replaced and exchanged by the awarded Contractor. The cost of transportation, unpacking, inspection, re-packing, re-shipping or other like expenses shall be paid by the Contractor. All replacement products must be received by the Participating Entity within seven (7) days of initial notification regardless of whether the defective product has been received by the contractor.

**EOL Products:**

The awarded Contractor shall provide written notice for Products that are End of Life (EOL) to the CoreTrust Point of Contact. The CoreTrust Point of Contact shall receive no less than 60 calendar days' notice for Products that are EOL. The awarded Contractor shall replace EOL Products on the resulting Contract Price List with an equivalent or better Product, and the proposed Products are subject to the Manufacturer/Lot category discount percentage awarded.

**Warranties:**

The following terms and conditions shall apply to warranties under this Solicitation and resulting Contract:

If a unit becomes inoperable within the warranty window and cannot be repaired, a brand new unit shall be provided at no charge. The data from the unit being replaced shall be transferred to a new replacement unit at no charge in the event that the data is accessible and non-corrupted. The data storage device or, if not removable, the entire unit, must remain in the custody and ownership of the Participating Entity/buyer after the Contractor has completed the repair or replacement of the unit.

Connections to a Participating Entity's networks must be performed in a manner prescribed by a Participating Entity to preserve the integrity of the Participating Entity's network, confidentiality and integrity of information transmitted over that Participating Entity's network, and the availability of the network. Access for remote diagnosis must be approved and supervised by the Participating Entity's technical representative for each specific incident.

Qualified Bidders shall offer multiple warranty options (e.g. 3 year, 4 year, etc.) in their submission response.

Qualified Bidders shall also provide warranty options for proposed docking station products. The warranty SKU(s) must fully cover hardware, software, and drivers. The warranty SKU(s) for docking stations must provide complete support, including break/fix, for all compatible operating systems.

**Imaging Services:**

The following terms and conditions shall apply to imaging services under this Solicitation and resulting Contract:

Qualified Bidders are responsible for adding a SKU for Participating Entity-specific standard software imaging if it is not already included as part of their catalog. If a Participating Entity requires customized factory imaging, the awarded Contractor shall provide a test unit with the customized image within five (5) business days of receiving the Participating Entity's image. The awarded Contractor must deliver the remainder of the imaged units ordered by the Authorized User, within 30 calendar days from the date of Participating Entity's written approval of the test unit. Notwithstanding the foregoing in this clause the delivery date shall not be required to be less than 45 days from date of purchase.

**Invoicing:**

All invoices of purchases made against the resulting Contract shall, at a minimum, include the following items:

- Contract Number
- Contractor Name
- SKU(s)/Lot #(s)
- Product Name(s)
- Product Description(s)



- Quantity
- List Price for each Product SKU
- Contract Discount Price for each Product SKU
- Specific designation of special price(s) which may be better than the Contract Price
- Invoice Total

### **Delivery:**

The awarded Contractor shall deliver the units ordered by a Participating Entity within 45 calendar days of receipt of a Purchase Order, unless the Participating Entity grants an extension of time in writing. If CoreTrust becomes aware of multiple incidents of delivery delays, CoreTrust reserves the right to enforce any of the remedies available under the Contract, including termination of the Contract in whole or in part, and award another Contractor as per the Replacement Contractor terms.

### **Contract Price List Updates:**

The awarded Contractor's Cost Proposal shall become the Contract Price List. If the awarded Bidder supplied a dedicated proposal link for their catalog, the catalog shall become available to Participating Entities to review base pricing and Products/Services in-scope.

The awarded Contractor may update their Contract Price List after award and effective contract start date. Contract Price List Updates may include: deletion of EOL Products and addition of new in-scope Products/Services.

The awarded Contractor will submit a comprehensive summary of Contract Price List Updates each month to CoreTrust as an agent of the Lead Agency and include justification of changes.

**Deletion of EOL Products:** The awarded Contractor will provide the Lot, SKU and Product Name of deleted Product/Service in their summary. They will have also provided notice of EOL in accordance with EOL Products, above.

**Addition of Products:** The awarded Contractor will provide the Lot, Manufacturer Name, Manufacturer's SKU, awarded Contractor's SKU (if different from Manufacturer's SKU), Product Name, Product Description, Quantity, Unit of Measure (UOM), Manufacturer's Suggested List Price, and Contract Net NTE Base Price.

**Pricing Updates:** The awarded Contractor shall provide a summary for pricing updates, including Lot, SKU, previous Contract Net NTE Base Price and updated Contract Net Base Price. Contractor will provide a justification for the updated Contract Net Base Price as it relates to the Manufacturer's Suggested List Price.

CoreTrust will help the awarded Contractor navigate Contract Price List Updates.

Lead Agency or CoreTrust reserves the right to audit Contract Price List Updates. Lead Agency or CoreTrust reserves the right to request the awarded Contractor remove out of scope items if deemed out of scope in accordance with Solicitation, Appendix B, Section F, 11. Scope of Work. Lead Agency or CoreTrust reserves the right to request further documentation regarding any Contract Price List Updates.

Participating Entities are encouraged to report out-of-scope items or inconsistencies to CoreTrust.

### **Title and Risk of Loss**

Title to and risk of loss of the bidder's proposed **Technology Acquisition And Professional IT Services** under this contract shall remain with the bidder, who shall ensure the materials against loss or damage, until the various materials are delivered and fully accepted by the agency.

### **Replacement Contractor:**

In the event that CoreTrust terminates any resulting Contract resulting from such Contract, CoreTrust reserves the right to award to the Contractor with the next highest score from **Section N – Technical Proposal and Section O – Cost Proposal** that is willing to accept a Contract or Configuration award without rebidding. Under no circumstances will the new awardee be permitted to decrease the percentage discounts on the Lots that were originally bid.

**Contractor Responsibility for Subcontractors:**

Qualified Bidders shall submit a complete list of their Authorized Subcontractors, Resellers, or other business relationships utilized to fulfill responsibilities under the resulting Contract.

Bidders will utilize 24COR-018GRContact Information (Excel) to provide this list in the Subcontractor Tab.

The awarded Contractor shall not in any way be relieved of any responsibility under the resulting Contract or any subcontract.

The awarded Contractor shall be solely responsible to Participating Entities purchasing against the resulting Contract for the acts or defaults of its Subcontractors and of such Subcontractors' officers, agents, and employees, each of whom shall for this purpose, be deemed to be the agent or employee of the Contractor to the extent of its subcontract.

Any deliverable (product or service) provided or furnished by a Subcontractor shall be deemed for the purposes of the resulting Contract to be provided or furnished by the Contractor.

The Contractor shall inform each Subcontractor fully and completely of all provisions and requirements of the Contract.

Failure to disclose the identity of any and all Subcontractors used by the Contractor to fulfill its obligations under the resulting Contract may, at the sole discretion of CoreTrust or any Participating Entity, result in a disqualification of the Subcontractor, if not immediately cured, or may result in a termination of the resulting Contract for cause.

The Contractor shall pay all Subcontractors for and on account of Services and/or Deliverables provided by such Subcontractors in accordance with the terms of their respective subcontracts. If and when required by the Participating Entity, the Contractor shall submit satisfactory evidence that it has made such payment.

The awarded Contractor shall require that the Subcontractor must pass through all terms and conditions of the resulting Contract.

**11.6 Data Protections and Data Breach:**

The awarded Contractor shall agree to the following terms related to Data Protections and Data Breach.

**Location of Data; CONUS or OCONUS**

1. Any Participating Entity's Contract must specify if they will allow Data to be located outside of the Continental United States (OCONUS).
2. Unless otherwise authorized or agreed to in a Participating Entity's Contract, when the Contractor is responsible for managing Data, the Contractor shall meet the following requirements:
  - All Data shall remain in the Continental United States (CONUS).
  - Any Data stored, or acted upon, shall be solely located in Data Centers within CONUS.
  - Any services which directly or indirectly access Data shall be performed only from locations within CONUS.
  - All Data in transit shall remain in CONUS and shall be encrypted in accordance with the Participating Entity's encryption requirements.



- All helpdesk, online and support services which may access Data shall be performed only from locations within CONUS.
  - No Follow the Sun support shall be allowed to access Data directly or indirectly from locations OCONUS
3. Unless otherwise authorized or agreed to in a Participating Entity's Contract, when the Participating Entity is responsible for managing Data, the Contractor shall provide the Participating Entity with the capability and the means or tools to meet the following requirements:
- All Data shall remain in the Continental United States (CONUS).
  - Any Data stored, or acted upon, shall be solely located in Data Centers within CONUS.
  - Any services which directly or indirectly access Data shall be performed only from locations within CONUS.
  - All Data in transit shall remain in CONUS and shall be encrypted in accordance with the Participating Entity's encryption requirements.
  - All helpdesk, online and support services which may access Data shall be performed only from locations within CONUS.
  - No Follow the Sun support shall be allowed to access Data directly or indirectly from locations OCONUS
4. Unless otherwise authorized or agreed to in a Participating Entity's Contract, the Contractor may not store, act upon, or access Data outside of OCONUS and may not perform support services that may access Data from OCONUS.
5. Notwithstanding the foregoing, all services covered under Lot 4- Warranties and Value-Added Services must be performed within CONUS and may not be authorized to be performed from OCONUS.

**Data Breach – Required Contractor Actions**

The Participating Entity and the Contractor must, in writing, determine a Security Incident notification policy prior to the finalization of a Participating Entity's Contract. If no such agreement is in place, then the default agreement shall be notification of all Security Incidents that may have a direct impact on the Participating Entity by phone immediately upon detection to the Participating Entity's representative.

Unless otherwise provided by law, in the event of a Data Breach, the Contractor shall:

1. Notify the Participating Entity's representative by telephone as soon as possible from the time the Contractor confirms Data Breach. The Participating Entity may specify a maximum notification time in its Contract.
2. Consult with and receive authorization from the Participating Entity's representative as to the content of any notice to affected parties prior to notifying any affected parties to whom notice of the Data Breach is required, either by statute or by the Participating Entity.
3. Coordinate all communication regarding the Data Breach with the Participating Entity's representative (including possible communications with third parties).
4. Cooperate with the Participating Entity, its IT or cybersecurity representatives, and/or any Contractor working on behalf of the Participating Entity or its IT in attempting a) to determine the scope and cause of the breach and b) to prevent the future recurrence of such security breaches.
5. Promptly take commercially reasonable steps to mitigate the effects and minimize any damage resulting from the Security Event. Contractor shall provide Written notice to the Participating Entity as to all such corrective actions taken by the Contractor to remedy the Data Breach.

Nothing herein shall in any way impair the Participating Entity or other investigative or law enforcement entity to bring an action against the Contractor or limit Contractor's liability for any violations of any applicable statutes, rules, or regulations.

### **Cyber Security Plan & Protocols**

Qualified Bidders shall provide a copy of their cyber security plan and protocols to protect Lead Agency and future Participating Entity information (e.g. Personally Identifiable Information (PII), SOC 2, ISO 27001, ISO 27108, etc.).

## **11.7 IT Project Planning, Lot 3-Specific Terms and Requirements**

### **IT Project Plan**

#### **Development of Project Plan**

Upon the Participating Entity's request, the Contractor must develop a Project Plan. This Project Plan may include Implementation personnel, installation timeframes, escalation procedures and an acceptance plan as appropriate for the Services requested. Specific requirements of the plan will be defined in the Participating Entity's Contract terms. The Contractor must agree to furnish all labor and supervision necessary to successfully perform services procured from Lot 3- Professional IT Services.

#### **Project Plan Document**

The Contractor will provide to the Participating Entity, a Project Plan that may contain the following items:

- Name of the Project Manager, Contact Phone Numbers and E-Mail Address;
- Names of the Project Team Members, Contact Phone Numbers and E-Mail Address;
- A list of project milestones based on the Participating Entity's desired project completion date;
- A list of responsibilities of the Participating Entity during the project;
- A list of designated Contractor Authorized Personnel;
- Escalation procedures including management personnel contact numbers;
- Full and complete documentation of all work within project scope;
- Samples of knowledge transfer documentation; and
- When applicable, a list of all materials and supplies required to complete the project described in the Participating Entity's Contract.

#### **Materials and Supplies Required to Complete Implementation**

In the event that there are items required to complete a project, the Contractor may request the items be added to its Contract if the items meet the scope of the Contract.

#### **Negotiation of Final Project Plan**

If the Participating Entity chooses to require a full project plan, the Participating Entity and Contractor may negotiate the final project plan prior to adoption of the Contract. Such negotiation must not substantively change the scope of the plan, but can alter timeframes and other incidental factors of the final project plan. The Participating Entity will provide the Contractor a minimum of five (5) business days' notice of the final negotiation date.

#### **Single Point of Contact**

The Contractor must provide, at the request of the Participating Entity, a Single Point of Contact (SPOC) regardless of the breadth of the services being provided. The Contractor is required to provide the name and contact telephone numbers (desk, cell phone etc.) of the SPOC.

#### **Retainage**

The Participating Entity may retain a percentage of each deliverable payment of no more than twenty-five (25) percent until the acceptance of the complete Implementation. This retainage may be reduced up to 5 percent as described in the SOW, when the Contractor substantially reduces the time required from the timeframes negotiated between the Participating Entity and the Contractor.

### Foreign Employees

H-1B VISA costs shall not be passed through to the Participating Entity. Although Participating Entities will not affirm employment for immigration purposes, a Participating Entity may be asked to confirm Contractor's statement of the individual's employment for immigration purposes. Based on a Participating Entity's Contract security requirements the Participating Entity may require that all staff must be citizens of the United States, and if so, the Participating Entity will indicate so in their Contract terms.

### Enhancements to Services

#### Cloud-Specific Data Protections

Contractor is responsible for providing physical and logical security for all Data, infrastructure (e.g. hardware, networking components, physical devices), and software related to the services the Contractor is providing under the resulting Contract.

All Data security provisions agreed to by a Participating Entity and Contractor within the resulting Contract may not be diminished for the duration of the Contract without prior written agreement by the parties amending the Contract.

#### Data Ownership:

The Participating Entity shall own all right, title and interest in Data.

#### Participating Entity Access to Data:

The Participating Entity shall have access to its Data at all times, through the term of the Contract, plus the applicable period as specified in section heading, Expiration, Termination or Suspension of Services.

The Participating Entity shall have the ability to import or export Data in piecemeal or in its entirety at its discretion at no charge to the Participating Entity. This includes the ability for the Participating Entity to import or export Data to/from other Contractors. This can, if specified within the Participating Entity's Contract, be carried out by providing application programmable interface or other such efficient electronic tools.

#### Contractor Access to Data:

The Contractor shall not copy or transfer Data unless authorized by the Participating Entity. In such an event, the Data shall be copied and/or transferred in accordance with the provisions of this Section. Contractor shall not access any Data for any purpose other than fulfilling the service. Contractor is prohibited from Data Mining, cross tabulating, monitoring Participating Entity's Data usage and/or access, or performing any other Data analytics other than those agreed to within the Participating Entity's Contract. At time prior to the Participating Entity's adoption of the Contract, a Contractor shall identify its monitoring practices for the Participating Entity's written acceptance, which includes but is not limited to those that will monitor the Participating Entity's usage to facilitate system maintenance, service, fixes, and other such solution functionality-based services. Unless otherwise agreed to in a Participating Entity's Contract, at no time shall any Data or processes (e.g. workflow, applications, etc.), which either are owned or used by the Participating Entity, be copied, disclosed, or retained by the Contractor or any party related to the Contractor. Contractors are allowed to perform industry standard back-ups of Data. Documentation of back-ups must be provided to the Participating Entity upon request. Contractor must comply with any and all security requirements within the Participating Entity's Contract.

### Transferring of Data

#### General

Except as required for reliability, performance, security, or availability of the services, the Contractor will not transfer Data unless directed to do so in writing by the Participating Entity, or by system selection. All Data shall remain in CONUS, unless expressly authorized by the Participating Entity in writing or by system selection. At the request of the Participating Entity, the Contractor will provide the services required to transfer Data from existing Databases to physical storage devices, to facilitate movement of large volumes of Data. The



Participating Entity may require several Cloud providers to share or transfer Data for a period of time. This will be provided for in the Participating Entity's Contract or shall be assumed to be limited to a six-month duration.

Transfer of Data at End of Contract

At the end of the Participating Entity's Contract, Contractor may be required to facilitate transfer of Data to a new Contractor. This transfer must be carried out as specified by the Participating Entity in their Contract.

Transfer of Data: Charges

Contractor cannot charge for the transfer of Data unless the charges are provided for in response to the initial Solicitation or agreed upon in writing in a Participating Entity's Contract.

Transfer of Data: Contract Breach or Termination

In the case of Contract breach or termination for cause of the Contract, all expenses of transfer of Data shall be the responsibility of the Contractor.

Transfer Format

Transfers may include, but are not limited to, conversion of all Data into or from an industry standard format or providing application programmable interface.

**Encryption**

Data must be encrypted at all times unless specifically outlined otherwise in the Participating Entity's Contract. A Participating Entity and Contractor must agree in writing before entering into a Contract whether encryption is to be done by the Contractor or by the Participating Entity.

At a minimum, encryption must be carried out in accordance with the most current NIST FIPS-140 standard, with key access restricted to the Participating Entity only, unless with the express written permission of the Participating Entity.

The Participating Entity's Contract shall specify the respective responsibilities of the Participating Entity and the Contractor for the encryption of Data.

**Upgrades, System Changes and Maintenance/Support**

The Contractor shall give a minimum of five (5) business days advance notice to the designated Participating Entity's contact of any upgrades, system changes and Maintenance/support actions that may impact availability or functionality of the services described in the Participating Entity's Contract. This notice can be carried out through announcement on a website, provided the Participating Entity is aware of and provided access to said website.

Upgrades, system changes, and Maintenance/support actions which are required by system vulnerabilities or emergency situations shall be carried out by the Contractor to protect the system. Participating Entities shall be notified by the Contractor as soon as possible after the change has taken place. Contractor shall provide documentation of upgrades, system changes and Maintenance/support actions upon request from a Participating Entity.

**Expiration, Termination or Suspension of Services**

Return of Data

The Contractor shall return Data in a format agreed upon within the Participating Entity's Contract or as agreed to with the Participating Entity in writing. This can, if specified within the Participating Entity's Contract, be carried out by providing an application programmable interface or other such efficient electronic tools. The Contractor must certify that all Data has been removed from its system and removed from backups within timeframes established in the Participating Entity's Contract or as agreed to with the Participating Entity.

### Suspension of Services

During any period of suspension of service, the Participating Entity shall have full access to all Data at no charge. This can, if specified within the Participating Entity's Contract, be carried out by providing an application programmable interface or other such efficient electronic tools. The Contractor shall not take any action to erase and/or withhold any Participating Entity Data, except as directed by the Participating Entity.

### Expiration or Termination of Services

Upon expiration or termination of a Participating Entity's Contract, the Participating Entity shall have full access to all Data for a period of 60 calendar days. Unless noted in the original Participating Entity's Contract, this period will be covered at no charge. This can, if specified within the Participating Entity's Contract, be carried out by providing application programmable interface or other such efficient electronic tools. During this period, the Contractor shall not take any action to erase and/or withhold any Data, except as directed by the Participating Entity. A Participating Entity shall have the right to specify a period in excess of 60 calendar days in its Contract.

### **11.8 Contractor Performance Audit**

The Contractor shall allow the Participating Entity to assess Contractor's performance by providing any materials requested in the Participating Entity's Contract (e.g., page load times, response times, uptime, and fail over time). The Participating Entity may perform this Contractor performance audit with a third party at its discretion, at the Participating Entity's expense. The Contractor shall perform an independent audit of its Data Centers, at least annually, at the Contractor's expense. The Contractor will provide a data owner facing audit report upon request by the Participating Entity. The Contractor shall identify any confidential, trade secret, or proprietary information.

### **Personnel – Separation of Duties**

The Participating Entity's Contract may require the separation of job duties, and that Contractor staff knowledge of Data be limited to that which is absolutely needed to perform job duties.

### **Business Continuity/Disaster Recovery (BC/DR) Operations**

If required in the Participating Entity's Contract, the Contractor shall provide a Business Continuity and Disaster Recovery plan specific to the entire Cloud Solution provided. The Contractor shall specify how the BC/DR plan will impact access to the required features and functionality of the Cloud Product associated with the Participating Entity's Contract.

### **Modification to Cloud Service Development Model, Service Model, and/or Substantive Functionality Within A Participating Entity's Contract**

As Cloud services can be flexible and dynamic, delivery mechanisms may be subject to change. This may result in changes to the deployment model, service model, functionality, etc. The Participating Entities require notification of any such changes to ensure security and business needs are met.

In addition, notification must be provided to the Participating Entity for review and acceptance, prior to implementation. Any changes to the Participating Entity's Contract will require the Participating Entity to re-assess the risk mitigation methodologies and strategies and revise the Participating Entity's Contract as needed.

### **Application Program Interface (API) or Self-Service Electronic Portal**

Contractor may offer an API or self-service electronic portal for such purposes as allowing the Participating Entity to access security logs, reports, and audit information, to import or export Data, and for such other purposes as agreed to in the Participating Entity's Contract.

### **11.9 Resulting Contract Management Requirements**

The awarded Contractor must appoint a dedicated Contract Manager with a minimum of ten (10) years of relevant experience. The Contractor must provide a resume detailing this experience.

The Contractor must appoint an Executive Sponsor with 20+ Years of relevant experience, selling into the State, Local and Education Markets OR with demonstrated, equivalent senior management. The Contractor must provide a resume detailing this experience.

The Contractor must present an organizational chart showing the chain of command and responsibilities for managing the resulting Contract. Please provide resumes detailing the experience of key personnel.

#### **11.9.1 Requirements - Technical Support Capabilities**

The Contractor must offer 24/7 U.S.-based "First Call" support, utilizing at least 100 dedicated technicians skilled in up to Level 2 break/fix support.

The Contractor must maintain hosted lab environments for recreating and resolving technical scenarios.

Technical support must consistently meet or exceed Service Level Agreement (SLA) and Customer Satisfaction (CSAT) industry standards.

In the event a Participating Entity needs additional services to assist with Break-Fix, upgrade etc., the Contractor must provide Participating Entities with an SOW for hourly rates to ensure customer's implementation success.

#### **11.9.2 Requirements - Contract Service Level Agreement (SLA) Performance Metrics**

The Contractor must meet the following minimum SLA performance metrics:

- Participating Entity inquiries: Response within 2 hours during business hours.
- Quote requests: Turnaround within 2 hours during the business day.
- Order Processing: Same-day processing for orders received before 4 PM EDT.

#### **Order Fulfillment:**

- Electronic fulfillment within 24-72 hours.
- Shipped items within two weeks.
- Special orders within 30 days.

#### **11.9.3 Requirements - Order Handling Capabilities**

The Contractor must demonstrate capability to process at least 200,000 transactions annually.

The Contractor must demonstrate capability to have proactive renewal management tool, known as a Closed Loop Order System, integrated into their Customer Relationship Management Database (CRM)

A Lifecycle API must be integrated into the Contractor's CRM.

Allow Contractor to validate assets and expiration dates tied to unique Service ID (SID)

Contractor must demonstrate capabilities to provide Participating Entities with consolidation and co-terming of customer licensing onto a single quotation or report.

Contractor must demonstrate capabilities to submit renewal pricing 120 days prior to current support expiration.

Contractor must demonstrate renewal tracking capabilities for new or existing subscription orders at time of purchase.

Contractor must have a 365 Day Renewal Nurture Strategy. A 365-day renewal nurture strategy focuses on keeping customers engaged and happy throughout their subscription cycle to encourage renewal.

**11.9.4 Requirements - Customer and Asset Management Portal**

The contractor must provide an online portal to Participating Entities with:

- License Key Tracking
- Period of Performance Tracking
- Customer entitlement management
- Customer-controlled access (with read and edit capabilities)

**11.9.5 Requirements - Technology Specialization and Expertise**

The Contractor must demonstrate organized expertise with dedicated business units and provided org charts in these areas:

Cybersecurity	MultiCloud	FedRAMP/StateRAMP/ TX RAMP/ AZ RAMP
Enterprise Open Source	DevSecOps	Artificial Intelligence
Citizen Engagement	5G	IoT & Operational Technology (OT)
Geospatial	Robotics & Autonomy	Law Enforcement
Emerging Technologies	Mobility	Healthcare
HR & Training Technologies	Zero Trust	Education
Quantum Computing	Legal & Courtroom Technologies	Financial Operations (FinOps)
Supply Chain Management	Records & Information Governance	Cyber Workforce Development
Open Source Intelligence (OSINT)	Smart Cities	

**11.9.6 Requirements - Cloud Marketplace Capabilities**

The Contractor must have proven capabilities to operate in AWS, Azure and Google Cloud Marketplaces and demonstrate successful onboarding and migration of Independent Software Vendors (ISVs).

Evidence must be provided demonstrating accelerated onboarding of ISVs into these marketplaces.

**11.10 Requirements - Technology Expansion and Update Program**

The Contractor must have an established program for regularly evaluating, onboarding, and integrating emerging technologies. This program should demonstrate ongoing proactive evaluation and integration processes.

**11.11 Requirements - FedRAMP and StateRAMP Onboarding Assistance**

The Contractor must demonstrate capabilities assisting OEMs through FedRAMP or StateRAMP authorization processes.

**11.12 Requirements - Transaction Flexibility**

Contractor must support three transaction scenarios:

- Public Sector Customer orders through named resellers
- Direct ordering from the Contractor
- Direct ordering from the OEM

## SECTION G – SUBMISSION PROTOCOL; EVALUATION; AWARD

### 1. PROPOSAL SUBMISSION

- A. All Respondents must complete and submit a proposal consisting of all required forms and attachments referenced in this solicitation. Respondent's complete proposal must be submitted no later than the submission deadline date specified on the cover page of this solicitation. Proposals must be prepared and submitted in accordance with the instructions found in this Section G.
- B. The complete Proposal must be submitted in a sealed package with **one (1) original and two (2) electronic copies (in the form of a flash drive)**, to the Town of Greece at the following address no later than the submittal deadline as stated on the cover page of this solicitation.

Greece Town Clerk  
1 Vince Tofany Blvd  
Greece, NY 14612

1. All proposals must be marked with the Solicitation Number and Title on both the envelope and the cover page.
  2. Vendors shall include all documents necessary to support their proposal in the sealed package. This shall include, but is not be limited to, the forms listed below. These forms are located in Section G this solicitation.
    - Form A: Proposal Certification Form
    - Form B: Sexual Harassment Certification Form
  3. Faxed or emailed bids are unacceptable.
  4. It is the sole responsibility of the VENDOR to assure that they have received the entire Solicitation. Solicitation and any addenda may be secured by contacting the Division of Purchase.
  5. Town of Greece reserves the right to reject any or all bids.
  6. A Bid Security or Performance Security is not required.
  7. During the period between the Solicitation Release Date and the contract award, no Town employee can accept oral, written, or electronic contact from Vendors regarding the procurement.
- C. Original Proposal: The complete proposal must be submitted in a sealed package with one (1) original and two (2) electronic copies, prior to the opening date and time. All proposals shall be marked with the solicitation number and description of services/commodities. Vendors must include all documents necessary to support their proposal in the sealed package. Vendors shall be responsible for the delivery of proposals during business hours to the address indicated above. It shall not be sufficient to show that the proposal was mailed in time to be received before the scheduled submittal deadline.
- D. All proposals shall be valid for a period of 180 days from the date the proposals are received by Lead Agency in compliance with the submission instructions set forth above.
- E. All proposals shall be reviewed for responsiveness to the material requirements of the solicitation. A proposal that is not materially responsive shall not be eligible for further consideration and the Respondent shall receive notice of the non-award of its proposal from Lead Agency.
- F. Subject to the requirements set forth in Sections A and B of the solicitation, during the period between the date Lead Agency issues this solicitation and the selection of Supplier, if any, Lead Agency must restrict all contact with Lead Agency and its personnel and shall direct any and all questions regarding this solicitation to the personnel identified in the solicitation Contact section below in the manner

specified in such section. Contact with any of prohibited individuals after issuance of this solicitation and before selection is made may result in disqualification of the Respondent.

- G. Respondents may submit questions regarding this solicitation in writing to the contact listed in Section 2 of this Section G during the Q&A Period outlined in the estimated time table in Section F above. All questions and answers will be posted to <http://www.ongov.net/purchase/index.html>. Respondents may be required to affirmatively acknowledge receipt of answers in the manner specified by Lead Agency. Respondents are responsible for regularly viewing the website to review all questions and answers prior to submitting proposals. Oral communications concerning this solicitation shall not be binding and shall in no way excuse a Respondent of the obligations set forth in this solicitation. For each question submitted, Prospective Contractor should reference the specific Solicitation item number to which the question refers.
- H. In the event Lead Agency decides to conduct negotiations, exclusive or concurrent negotiations may be conducted with multiple respondents reasonably susceptible for award. Except to the extent otherwise required by law, during negotiations, no Respondent's proposal, including pricing, shall be revealed to any other party or to any other person who is not involved with the evaluation process.
- I. In the event Lead Agency in its sole discretion deems negotiations are not progressing, Lead Agency may formally terminate negotiations and may enter into subsequent exclusive or concurrent negotiations with the next most-qualified Respondent.
- J. **Lead Agency shall consider all proposals voluntarily submitted in response to this solicitation to be free of trade secrets and such proposals shall, in their entirety, be made a part of the public record in compliance with applicable open records policies and laws.** However, notwithstanding the foregoing, if a proposal is submitted in response to this solicitation, and the proposal contains trade secret information as defined under applicable law, then such trade secret information is entitled to all protections granted under applicable law or, if such applicable law requires such information to be expressly identified, such trade secret information must be clearly and conspicuously marked and/or identified as "Trade Secret Information" at the time that such proposal is submitted. If such trade secret information is so marked and/or identified, then, in accordance with applicable state law, Lead Agency shall designate such information as trade secret information and shall maintain and keep such trade secret information. Subject to the foregoing, all proposals and any other documents submitted in response to this solicitation shall become the property of Lead Agency. This solicitation and proposals submitted in response to the solicitation, except for all CoreTrust and/or Respondent pricing, processes, and information that qualifies as trade secret information under applicable law and such portions, sections, or parts of a proposal that are clearly and conspicuously marked and/or identified as Trade Secret Information, are deemed to be public records pursuant to applicable state law. For purposes of this Section, "**proposal**" shall mean both the forms submitted by the Respondent in connection with this solicitation and any attachments, addenda, appendices, or sample products. Except to the extent any information contained in a proposal is considered trade secret information under applicable law, any proposal submitted in response to this or any Lead Agency solicitation that fails to clearly and conspicuously mark and/or identify trade secret information at the time that such proposal is submitted to Lead Agency for consideration shall be deemed and considered by Lead Agency to not contain trade secret information and such proposals shall be deemed to be public records in their entirety in accordance with this Section and applicable state law.
- K. Lead Agency may, in its sole discretion, waive minor errors or omissions in a Respondent's proposals when those errors do not unreasonably obscure the meaning of the content, or the competitive nature of the proposal submitted in response to this solicitation.
- L. CoreTrust and/or Lead Agency, in their sole discretion, may request Respondents reasonably susceptible for award to submit a best-and-final offer. In such case, Respondents shall submit their best-and-final offers in writing. If a Respondent does not respond to the request for a best-and-final offer, that Respondent's most recent submission will be considered its best-and-final offer.



- M. By submitting a proposal, Respondent expressly agrees to waive any claim it has or may have against CoreTrust, its directors, officers, members, managers, employees, or agents arising out of or in connection with: (i) the administration, evaluation, or recommendation of any proposal; (ii) any requirements under the solicitation, proposal package, or related documents; (iii) the rejection of any proposal or any part of any proposal; and/or (iv) the award of a contract, if any. CoreTrust shall not be responsible or liable for any costs incurred by Respondents or the successful Respondent in connection with responding to the solicitation, preparing for oral presentations, preparing and submitting a proposal, entering or negotiating the terms of a contract, or any other expenses incurred by a Respondent. The Respondent is wholly responsible for any such costs and expenses and shall not be reimbursed in any manner by CoreTrust.

## 2. SOLICITATION CONTACT

### A. Key Contact.

Greece Finance Director  
1 Vince Tofany Blvd  
Greece, NY 14612  
(585) 723-2320  
[icasilio@greeceny.gov](mailto:icasilio@greeceny.gov)

## 3. REPRESENTATIONS. The Respondent hereby represents the following:

- A. It has not given, offered to give, nor intends to give at any time hereafter any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor, or service to a public servant in connection with this proposal and any subsequent award.
- B. It shall include in the Technical Proposal a complete description of any and all relationships that might be considered a conflict of interest in doing business with Lead Agency.
- C. To the best of Respondent's knowledge, the proposal has been arrived at independently, and is submitted without collusion with anyone to obtain information or gain any favoritism that would in any way limit competition or give an unfair advantage over other respondents or potential respondents in any award resulting from this solicitation.
- D. It is not currently delinquent in the payment of any franchise taxes.
- E. The individual signing the submittal (whether electronically or in paper form) is an authorized agent of the Respondent and has the authority to bind the Respondent to the Award.
- F. Where the solicitation contains a specification that states no substitutions, no deviation from this requirement shall be permitted. The Respondent shall comply with the true intent of the specifications and drawings and not take advantage of any unintentional error or omission. In cases where no type and kind of product is specified, specifications have been developed to indicate minimal standards as to the usage, materials, and contents based on the needs of the Participating Agencies. References to manufacturer's specifications ("**Specifications**") are to be considered informative to give Lead Agency information as to the general style, type, and kind requested. Lead Agency shall, in its sole discretion, determine whether proposed goods, materials, or equipment are substantially equivalent to the Specifications, considering quality, workmanship, economy of operation, and suitability for the purpose intended. Respondents should include all documentation required to evaluate whether their proposed goods, materials, or equipment are substantially equivalent to the Specifications.
- G. Respondent shall state the brand name and number of the materials being provided. If none is indicated, it is understood that the Respondent is proposing the exact brand name and number specified or mentioned in the solicitation. However, unless specifically stated otherwise, comparable substitutions

shall be permitted in cases where the material is equal to that specified, considering quality, workmanship, economy of operation, and suitability for the purpose intended.

- H. Lead Agency reserves the right to award contract(s) to multiple Respondents. The decision to award multiple contracts, award only one contract, or to make no awards rests solely with Lead Agency. No exclusivity is implied in connection with this solicitation unless expressly stated otherwise. Lead Agency reserves the right to obtain like goods and services from other sources.

#### 4. EVALUATION PROCESS AND CRITERIA

##### A. Review and Scoring

1. Criteria to be evaluated by the Town will include, but not be limited to, the following:

- Compliance with the Solicitation format requirements
- Experience
- Future Contract Costs and Risks
- Company Statistics
- Responsiveness to the items within the Scope of Work section
- References
- Price
- Presentations (upon request)
- Credibility of Vendor
- Minority and Women's Business Enterprises Compliance
- Sustainability Solutions and Practices

Award will be selected based on evaluation of which Vendor is the best value offer.

2. Town of Greece reserves the right to reject any or all proposals, to waive any informality or technical defect in the proposals, or to award the contract in whole or in part, if deemed to be in the best interest of the Town to do so.
3. A Respondent's performance and actions under previously awarded contracts to schools, local, state, or federal agencies are relevant in determining whether the Respondent is likely to provide quality Products & Services to Participating Agencies; including the administrative aspects of performance; the Respondent's history of reasonable and cooperative behavior and commitment to customer satisfaction; and generally, the Respondent's business-like concern for the interests of the customer.

##### B. Criteria to be evaluated for award will include, but not to be limited to, the following:

###### **Administrative Review: Pass/Fail**

Compliance with the Solicitation format requirements (e.g. 24COR-018GR Pricing Pages in Excel format);

Responsiveness to the Scope of Work

Utilization Plan Qualified Bidders are invited to submit utilization plans for M/WBE, SBE, and SDVOB participation. This is not a requirement nor will this factor into scoring. However, it is encouraged. Participating Entities may have their own goals for utilization plans.

###### Insurance Documentation

The Bidders and subsequently awarded Contractor shall obtain and maintain in full force and effect, throughout the life of the resulting Contract, at their own expense, their own insurance



policies. All insurers shall be rated “A-,” Class “VII” or better by A.M. Best Company or a comparable rating service.

The qualified Bidder shall submit documentation meeting the outlined expectations in Appendix A: Requirements, Section B – Lead Agency Requirements.

Additionally, notwithstanding other standard insurance requirements required in this solicitation, such as CGL or Workers Compensation, these are the additional insurance requirements specific to this solicitation as set forth, below:

**Data Breach and Privacy & Security/Cyber Liability** - Data Breach and Privacy & Security/Cyber Liability coverage including coverage for failure to protect confidential information and failure of the security of the Contractor’s computer systems or the Authorized Users’ systems due to the actions of the Contractor which results in unauthorized access to the Authorized User(s) or their data, shall be maintained with a minimum of Five Million Dollars (\$5,000,000).

- Said insurance shall provide coverage for damages arising from, but not limited to the following:
- Breach of duty to protect the security and confidentiality of nonpublic proprietary corporate information;
- Personally identifiable nonpublic information (e.g., medical, financial, or personal in nature in electronic or non-electronic form);
- Privacy notification costs;
- Regulatory defense and penalties;
- Website media liability; and
- Cyber theft of customer’s property, including but not limited to money and securities.

If the policy is written on a claims made basis, Vendor must include with Solicitation response an Endorsement providing proof that the policy provides the option to purchase an Extended Reporting Period (“tail coverage”) providing coverage for no less than one (1) year after work is completed in the event that coverage is cancelled or not renewed. This requirement applies to both primary and excess liability policies, as applicable.

**Technology Errors and Omissions OR Professional Liability Insurance** - Professional Liability Insurance covering all claims arising out of the performance or nonperformance (including errors and/or omissions) of professional services under this Agreement must be maintained with a minimum of Five Million Dollars (\$5,000,000.00).

When policies are renewed or replaced, the policy retroactive date must coincide with or precede start of Services under this Agreement. A claims-made policy, which is not renewed or replaced, must have an extended reporting period of two (2) years following completion of professional services.

OR

Technology Errors and Omissions Insurance shall provide coverage for damages arising from computer related services including but not limited to the following:

- Consulting;



- Data processing;
- Programming;
- System integration;
- Hardware or software development;
- Installation;
- Distribution or maintenance;
- Systems analysis or design;
- Training;
- Staffing or other support services; and
- Manufactured, distributed, licensed, marketed or sold cloud computing services.

The policy shall include coverage for third party fidelity including cyber theft.

If the policy is written on a claims made basis, Vendor must include with Solicitation response an Endorsement providing proof that the policy provides the option to purchase an Extended Reporting Period (“tail coverage”) providing coverage for no less than one (1) year after work is completed in the event that coverage is cancelled or not renewed. This requirement applies to both primary and excess liability policies, as applicable.

CoreTrust and the Lead Agency retains final authority with respect to all insurance-related decisions and maintains the right to modify, delete, alter or change these requirements upon written notice to the Bidder or awarded Contractor.

Bidders agree that if they are awarded the Contract, as the awarded Contractor, they shall maintain their required insurance coverages and submit updated documentation to the Contract Designated Contact(s) upon renewal or upon request.

If upon request, the awarded Contractor shall provide the following documentation no later than the following time periods:

- For certificates of insurance: 5 business days
- For information on self-insurance or self-retention programs: 15 calendar days
- For additional insured and waiver of subrogation endorsements: 30 calendar days
- For schedules of forms and endorsements and all forms and endorsements: 60 calendar days

**Bidder Company Summary:** Bidders shall provide a summary document (in searchable .docx or .pdf format) including the following:

- a) Experience – Provide a brief overview of your business organization, a brief description of the Bidder’s **history**, reputation and the Bidder’s reputation of products and services in the marketplace, Bidder’s corporate office location (**and regional offices**) and year of establishment. Please provide resumes responsive to *Section F, 11.9 Resulting Contract Management Requirements* and include a brief description of experience and qualifications of key personnel/Contract Contacts;



- b) Distribution Capacity – Please provide a detailed list or map of all your full-service stocking distribution centers in the United States and describe your delivery network, along with your order-fill rate and on-time delivery rate. Please advise the warehouse square footage for each location. Additionally, please describe any unique capabilities or logistics that set your distribution network apart from competitors in the market. How does your organization meet the special requirements of public sector customers? **Summarize recent, current, and projected volumes for each Lot as described in Solicitation, Appendix B, Section F, 11. Scope of Work. Identify any reasonably foreseeable factors that could complicate, or otherwise impact, the firm’s ability to satisfy obligations under the resulting Contract.**
- c) Representation - How many Sales / Account Representatives does your company employ in the U.S.? Describe the number of Technology product experts and dedicated technicians on your sales and support staff. How will they be able to help a public agency support our network and users?;
- d) Financial Strength - Provide a copy of your company’s most recent Annual Report or, if privately held, a copy of your most recent audited financial statements. Contractor must demonstrate: annual bookings greater than \$10 billion; ability to independently handle orders up to \$100 million; and possess a minimum credit line of \$100 million.
- e) Describe past litigation; bankruptcy; reorganization; state investigations of Bidding entity or its current officers and directors limited to the last five (5) years.
- f) Community Involvement - What is your organization's plan for creating a positive impact in the local community and/or the wider community that may be impacted by your business operations? Please provide specific details, including any existing partnerships with community organizations, initiatives, or programs aimed at improving social or environmental outcomes.
- g) References - The qualified Bidder shall submit a minimum of three (3) references for projects of current technology customers and must include customer name, address, contact, phone, email, number of years serviced, and nature of business relationship; and
- h) Public Sector Experience -
  - Brief description of past experience working in the public sector, similar Contracts won in the last five (5) years with governmental entities;
  - Provide examples of successful partnerships with other public sector organizations.
  - Can you share case studies that demonstrate your ability to meet complex procurement needs?
  - What feedback have you received from public sector clients regarding your performance?

Verifiable Sales:

**Bidders must submit, at the time of bid submission, the 24COR-018GR Verifiable Sales Attestation form. With this form, the Bidder attests and affirms the following:**

- They have sold Technology and Professional IT Services and currently sell Technology and Professional IT Services, as described in Solicitation, Appendix B, Section F, 11.1 and 11.2 under the Scope of Work section;
- They have sold, cumulatively, \$100 million in Technology and professional IT services (as they relate to Lots 1 through 6) to US governmental entities within the last year from the date of solicitation release (July 22, 2024 – July 22, 2025) (If the \$100 million threshold has not been completely met through governmental entities, Bidders can supplement with sales in the private sector.);



- They are capable of selling and distributing Technology and providing professional IT services at volume and for multiple Participating Entities across the US; and
- They will submit 24COR-018GR Verifiable Sales or equivalent sales report data if they are the apparent awardee of the resulting Contract.

Verifiable Sales data is **not** due at the time of bid submission, but the apparent awardee **will** be asked to submit Verifiable Sales prior to issuance of award.

The **apparent awardee** must demonstrate a minimum in verifiable sales to any US governmental entity ***within the last year from the date of Solicitation release***. All verifiable sales shall be within the scope of the applicable Lots. Any out-of-scope items should be identified as non-qualifying items and thus will not be included in the required minimum Verifiable Sales threshold requirements below. Out-of-scope items also include taxes, shipping, travel, etc.

Bidders will be able to validate Verifiable Sales if requested by Lead Agency.

The apparent awardee will complete 24COR-018GR Verifiable Sales in Excel or provide their own equivalent sales report data. 24COR-018GR Verifiable Sales is structured in a sales report style format.

If supplying their own sales data, the apparent awardee must provide the following key data points:

- Lot #
- SKU
- Date of Sale (or Indicate Sales Quarter and Year)
- Invoice #, if available
- Purchasing Entity Name
- Indicate Purchasing Entity as Government Entity or Private Sector
- Manufacturer
- Product Name
- Product Description
- Price Per Product
- Quantity Sold
- Qualifying Total Price

Verifiable Sales data provided will demonstrate \$100 million in cumulative sales to US governmental entities within the last year from the date of solicitation release (July 22, 2024 – July 22, 2025) as they relate to the Lots defined in this Solicitation.

If the apparent awardee CANNOT meet the thresholds in verifiable sales to any US governmental entity, the apparent awardee may submit private sector sales within the last year (365 calendar days) from the date of this Solicitation's release date to supplement their verifiable sales information.

If the apparent awardee used a subcontractor or reseller to sell Qualifying Products and Services as noted in their Verifiable Sales report data, this will be acceptable so long as the subcontractor or reseller is a) identified in their 24COR-018GR Verifiable Sales documentation (or in sales reports provided in lieu of this document) AND they are identified in the Bidder's 24COR-018GR Contact Information, Subcontractor tab. Bidders may use a combination of direct and indirect



verifiable sales to satisfy this requirement. Indirect sales are sales through a Reseller or other provider (e.g. Sales Agent).

CoreTrust and Lead Agency reserves the right to request additional information to support Verifiable Sales, including documentation of a sampling of invoices in searchable .pdf format.

The Lead Agency **may**, in its sole discretion, request a sampling of paid invoices for further review.

If requested by Lead Agency, paid invoices must contain or be accompanied by the following information.

- Lot Number – if the Products fall into different Lots, then the Lot must be written next to each Product.
- Manufacturer
- Government Entity name
- Qualifying item description(s)
- Qualifying item amount(s)
- Qualifying SKU or Product name
- Invoice date
- Invoice number
- Qualifying invoice total (see example below)

Qualifying Invoice Total Example:

Example Invoice # 1001:

Laptop (Lot 1) x 2 = \$2,000  
Software Licenses (Lot 5) x 2 = \$200  
Docking Station (Lot 4) x 2 = \$600  
Taxes = N/A  
Shipping = N/A  
Qualifying Lot 1 total = \$2,000  
Qualifying Lot 5 total = \$200  
Qualifying Lot 4 total = \$600

In this example, Invoice # 1001 can be listed under the applicable Lots for the respective qualifying invoice totals.

For an invoice containing items which fall into different Lots, Vendor may use that invoice to meet the minimum sales for multiple Lots as long as (i) such invoice is identified and provided with each Lot submission, and (ii) the particular items on the invoice relating to the specific Lot are clearly identified. The same item on an invoice shall not be used to establish minimum verifiable sales for more than one Lot. Where the invoice references a bundled item that includes one or more qualifying items, Vendor must submit a detailed breakdown of the amounts attributable to each item within the bundle as represented in the example above.

The apparent awardee may suggest an alternative method for demonstrating Verifiable Sales. The Lead Agency will consider an alternative method if it can reasonably satisfy validation of Verifiable Sales.

If the apparent awardee cannot demonstrate Verifiable Sales, the Lead Agency reserves the right to rescind the award and offer the award to the next highest scoring Bidder.

All required information contained in verifiable sales documentation should be free of restrictions on confidentiality or claims of confidentiality. Lead Agency and CoreTrust will not enter into a Non-Disclosure Agreement (NDA) for Vendors who assert that information contained in their verifiable sales documentation is confidential. **Verifiable sales will not be posted with the award.**

~~The qualified Bidder may complete 24COR-018GR Verifiable Sales in Excel or provide their own sales report data. 24COR-018GR Verifiable Sales is structured in a sales report style format. CoreTrust and Lead Agency reserves the right to request additional information to support Verifiable Sales, including documentation of invoices in searchable .pdf format.~~

~~The qualified Bidder must demonstrate a minimum in verifiable sales to **any US governmental entity within the last year (365 calendar days) from the date of this Solicitation's release date.** All verifiable sales shall be within the scope of the applicable Lots. Any out of scope items should be identified as non-qualifying items and thus will not be included in the required minimum Verifiable Sales threshold requirements below. Out of scope items also include taxes, shipping, travel, etc.~~

~~The minimum required sales for each Lot are as follows:-~~

<b>US Verifiable Sales Thresholds</b>		
<b>Lot No.</b>	<b>Lot Description</b>	<b>Minimum Verifiable Sales Required in US Dollars</b>
<del>1</del>	<del>IT Hardware—</del>	<del>\$100,000,000.00</del>
<del>2</del>	<del>Servers and Related Products-</del>	<del>\$25,000,000.00</del>
<del>3</del>	<del>Professional IT Services</del>	<del>\$50,000,000.00</del>
<del>4</del>	<del>IT Ancillary Products-</del>	<del>\$50,000,000.00</del>
<del>5</del>	<del>Software Licenses-</del>	<del>\$50,000,000.00</del>
<del>6</del>	<del>Cloud Solutions-</del>	<del>\$50,000,000.00</del>

~~Qualified Bidders shall complete 24COR-018GR Verifiable Sales (Excel) and submit their invoices in a searchable .pdf format. Each qualifying invoice detailing and highlighting the actual Products sold is required for verification purposes and must be provided in the bid.—~~

~~The minimum number of invoices needed to meet requirements should be provided.—~~

~~Failure to comply with this submission requirement may result in disqualification of the proposal for non-responsiveness. Each paid invoice must contain or be accompanied by the following information.—~~

- ~~● Lot Number — if the Products fall into different Lots, then the Lot must be written next to each Product.—~~
- ~~● Manufacturer—~~
- ~~● Government Entity name-~~
- ~~● Qualifying item description(s)-~~



- ~~Qualifying item amount(s)~~
- ~~Qualifying SKU or Product name~~
- ~~Invoice date~~
- ~~Invoice number~~
- ~~Qualifying invoice total (see example below)~~

~~Qualifying Invoice Total Example:-~~

~~Example Invoice # 1001:-~~  
~~Laptop (Lot 1) x 2 = \$2,000-~~  
~~Software Licenses (Lot 5) x 2 = \$200-~~  
~~Docking Station (Lot 4) x 2 = \$600-~~  
~~Taxes = N/A-~~  
~~Shipping = N/A-~~  
~~Qualifying Lot 1 total = \$2,000-~~  
~~Qualifying Lot 5 total = \$200-~~  
~~Qualifying Lot 4 total = \$600-~~

~~In this example, Invoice # 1001 can be listed under the applicable Lots for the respective qualifying invoice totals.~~

~~Failure to provide this information may result in a request for Vendor clarification and may delay review of Vendor Submission or possibly result in a non-responsive finding.~~

~~For an invoice containing items which fall into different Lots, Vendor may use that invoice to meet the minimum sales for multiple Lots as long as (i) such invoice is identified and provided with each Lot submission, and (ii) the particular items on the invoice relating to the specific Lot are clearly identified. The same item on an invoice shall not be used to establish minimum verifiable sales for more than one Lot. Where the invoice references a bundled item that includes one or more qualifying items, Vendor must submit a detailed breakdown of the amounts attributable to each item within the bundle as represented in the example above.~~

~~Vendors may provide contract sales reports in lieu of 24COR-018GR Verifiable Sales. Lead Agency reserves the right to request invoices if Lead Agency determines that the contract sales reports are insufficient. Sales reports are to be provided in Excel. Only sales made in the last year from the date of Solicitation release will be evaluated. Completion and submission of 24COR-018GR Verifiable Sales is required even if submitting sales reports in lieu of invoices.~~

~~Bidders may use a combination of direct and indirect verifiable sales to satisfy this requirement. Indirect sales are sales through a Reseller or other provider (e.g. Sales Agent).~~

~~Paid invoices from a Bidder's authorized Reseller or other provider will be accepted only if the Bidder is identified on the paid invoice. The Bidder's name must be written on the invoice if not already included.~~

~~All required information contained in verifiable sales documentation should be free of restrictions on confidentiality or claims of confidentiality. Lead Agency and CoreTrust will not enter into a Non-Disclosure Agreement (NDA) for Vendors who assert that information contained in their verifiable sales documentation is confidential.~~

- ~~Lead Agency may, in its sole discretion, request additional information regarding 24COR-018GR Verifiable Sales, including any information contained on the submitted invoices and/or~~

~~sales reports. The awarded Contractor's 24COR-018GR Contact Information will be posted under Section N, Technical Proposal, for Participating Entities.~~

### **Technical Review: 250 available points**

Documentation submitted for Technical Review shall become Section N (“**Technical Proposal**”).

The total technical score shall be **weighted**:

### **Ensuring Support and Account Management: 75 available points**

Bidders shall provide for a complete list (utilizing 24COR-018GR Contact Information, Excel) of Contractor Points of Contact and the Bidder agrees that, in the event of staffing changes, the awarded Contractor shall notify CoreTrust's Point of Contact within 3 business days. Please provide key personnel responsive to *Section F, 11.9 Resulting Contract Management Requirements*

Contractor Points of Contact will include, at a minimum:

- A Contract Administrator/Manager – Name, Email Address, and Phone Number
- Executive Sponsor – Name, Email Address, and Phone Number
- A National Sales Representative – Name, Email Address, and Phone Number
- An Account Manager – Name, Email Address, and Phone Number
- An Emergency Contact – Name, Email Address, and Phone Number
- Technical Questions Contact – Name, Email Address, and Phone Number
- Identify issue escalation Points of Contact (Name, Email Address, and Phone Number) and escalation resolution time frames (e.g. 24-48 hours)
- Authorized Subcontractor(s) (if applicable) - including Subcontractor Legal Business Name, D/B/A, Contact Name, Email Address, and Phone Number;

Bidder shall use 24COR-018GR Contact Information to provide Bidder Contact Information and their Authorized Subcontractor/Reseller List. Bidders shall also provide their Manufacturer Authorization Letters.

Bidder Contact Information The qualified Bidder shall provide 24COR-018GR Contact Information including their solicitation and resulting Contract contact information.

Authorized Subcontractor/Reseller List The qualified Bidder shall provide 24COR-018GR Contact Information and provide their list of authorized subcontractors and resellers.

Manufacturer Authorization Letters The qualified Bidder shall provide Manufacturer Authorization Letters in searchable .pdf format.

Bidders shall also complete 24COR-018GR Technical Worksheet (.docx) with clear, concise responses to the following:

- a) Implementation Process - Describe your company's process to ensure a successful implementation and ongoing success of this agreement. Is end user training included in your implementation program? Is there a cost for your program implementation if you are selected?



- b) Account Management - How will the national cooperative account with CoreTrust be managed? Are accounts segmented for representation? If so, describe how. Please provide experience for the representatives that will be handling Participating Entities' business on a daily basis.
- c) Customer Service Coverage - What services does your Customer Service team offer and what hours are they available to assist Participating Entities and CoreTrust?
- d) Monitoring Customer Satisfaction - How does your company measure customer satisfaction?
- e) Business Reviews - Does your company provide Business Reviews? If so, how often will you meet with CoreTrust for program reviews? What performance measures are covered in these reviews?
- f) Reporting Capabilities - In addition to discussing your capabilities in this area, please provide samples of your usage reporting. Can you provide specific reporting such as diversity usage and environmental usage reporting? Also, what reporting technology do you offer that allows our end users to download reports independently?
- g) Quality Assurance - What quality assurance programs does your company have in place today? Provide a brief overview.
- h) Business Continuity - Describe your process for ensuring your ability to maintain a business presence in the event of a disaster.
- i) Supplier Diversity Program – If applicable, provide an overview of your supplier diversity program.

Technology Products and Service Offerings (100 available points)

- a) Technology Equipment and Supplies – Please provide an overview of your company's technology offerings. Do you stock your own inventory or rely on wholesalers? **How much total relevant inventory (as it relates to the Scope of the Solicitation) do you stock on-hand? What are your rolling average lead times? What is your approach to fulfilling rush orders? How do you handle orders your firm is unable to fulfill within a requested timeframe under the normal course of business?**
- b) Bidders shall provide their complete catalog of Products and Services within the solicitation scope for all Lots (**mandatory**) and Bidder has clearly designated Lots to their proposed Products and Services in 24COR-018GR Pricing Pages (Excel);
- c) Please provide technical specification sheets in a searchable .pdf or .docx file. The technical specification sheets for the proposed products references a specified and unique catalog item number or SKU and its designated proposed Lot;
- d) Bidders shall provide information responsive to *Section F, 11.9.1 Requirements- Technical Support Capabilities; 11.10 Requirements- Technology Specialization and Expertise; 11.9.6 Requirements -Cloud Marketplace Capabilities; and 11.9.5 Requirements - Technology Expansion and Update Program.*
- e) Do you have the capability to deliver large electronic equipment correctly and safely?
- f) How does your company provide business-ready devices to end user?
- g) What support do you provide as Technology customer service? What hours and how do Participating Entities obtain that support?
- h) If you are recommending hardware (laptops/desktops/tablets):
  - What are your sustainable qualities? **(For example: do you recommend Energy Star/EPEAT products; do you use sustainable packaging; etc?)**



- How do you track and protect your data?
  - Please explain your cyber security capabilities.
  - How do you recycle products?
  - Please describe warranty options.
  - What is the failure rate for your equipment?
  - Do you have a testing process on your products?
- i) Cyber Security Plan and Protocols Qualified Bidders shall provide a copy of their cyber security plan and protocols to protect Lead Agency and future Participating Entity information (e.g. Personally Identifiable Information (PII), SOC 2, ISO 27001, ISO 27108, etc.). This is for evaluation purposes only; this will not be published in Section N, Technical Proposal); and
- j) Please provide proof of devices meeting EPEAT or an equivalent environmental standard (e.g. laptops, tablets, etc.). The Lead Agency reserves the right to determine an equivalent environmental standard.
- k) Value-Added Services – Please include any additional factors which differentiate your organization.

Electronic Commerce, Ordering Tools & Methods, and Invoicing (50 available points)

- a) Internet Ordering - Please provide an overview of your Internet ordering solution. Discuss the significant features and benefits of your system. **How would you ensure Participating Entities are getting the discounts as-bid and/or additional discounts achieved through negotiations or special offers?**
- b) Automated Order Confirmation - All end users may require confirmation of orders placed with your company. How does your company fulfill this need?
- c) Order Management/Approvals - Discuss your company's ability to manage or restrict purchases of certain product groups and/or items, (i.e., over a set dollar value, category, etc.). Can an order approval structure be used when restricted items are needed?
- d) Procurement Cards - Is your company capable of handling orders from customers who prefer to use a corporate procurement or credit card? If so, are you capable of providing Level III data on the credit card report? Do you offer incentives for early payment or payments made in excess of monthly minimums, if applicable?
- e) Customization - Please advise how a contract-specific online catalog can be customized for Participating Entity/CoreTrust's needs. Please also describe how you meet *Section F, 11.9.2 Requirements, Contract Service Level Agreement (SLA) Performance Metrics*.
- f) IT Integration - Describe your company's computer system architecture to ensure consistent item selection, pricing, invoicing, and management reporting for your account customers. What is your experience with Third Party Systems (e.g., Peoplesoft, Ariba, etc.)? Do you have dedicated expertise to complete the integration? Please explain the timeline for this process.
- g) Ordering Methods - Please describe the different tools and options offered public sector customers to place orders with your company. Please describe how your company meets *Section F, 11.9.3 Requirements – Order Handling Capabilities & 11.12 Requirements – Transaction Flexibility*.
- h) What are the hours of operation for your ordering system?
- i) What is your order accuracy percentage?
- j) Catalogs – Does your company offer a variety of catalogs? If so, please describe.



- k) How does your technology integrate with government procurement systems?
- l) Describe your capabilities in providing data analytics and reporting for procurement trends and cost savings. Please also describe how you meet requirements in *Section F, 11.9.4 Customer and Asset Management Portal*.
- m) What security measures are in place to protect sensitive procurement data?
- n) Discuss the invoicing options your company offers. Explain your company's ability to provide one invoice that contains products across multiple lots and if this will align with *Solicitation, Appendix B, Section F, 11. Scope, Invoicing*.
- o) What are your payment terms?
- p) Is your company capable of handling EFT payment? If so, what EFT formats (CTX, CPT, etc.) do you currently support?
- q) How do you ensure the products being shipped and the prices charged are compliant with our contract?
- r) Cost Reduction Initiatives and Tools – Discuss any cost reduction tools and ideas that your company offers to reduce your customers' total procurement costs.
- s) Please also describe how you meet *Section F, 11.11 Requirements – FedRAMP and StateRAMP Onboarding Assistance*.

25 Available Bonus Points for Clarity:

25 bonus points are available for a complete administrative and technical response without the need for clarifications.

Product Demonstrations:

The Lead Agency reserves the right to request product demonstrations with Bidders who proceed to this phase of the evaluation process.

**Cost Proposal: 100 available points**

Qualified Bidders who have passed Administrative and Technical Reviews will proceed to Financial Review.

Qualified Bidders shall bid a complete Cost Proposal utilizing 24COR-018 GR Pricing Pages (Excel) and they shall provide their catalog of products and services responsive to the Solicitation scope.

Qualified Bidders shall complete 24COR-018 GR Pricing Pages (Excel), Lot Tabs 1-6 and shall list Manufacturers by name in their applicable Lot(s). See also, *Section F, 11.2 Requirements – Bidding Lots & 11.4 Requirements – Breadth of OEM Offerings and Critical OEM Partnerships*.

Alternatively, if completing the Catalog tab of 24COR-018GR Pricing Pages (Excel) is administratively burdensome for the Bidder, the Bidder may provide the following in lieu of completing the Catalog tab of 24COR-018GR Pricing Pages:

Bidder may provide a dedicated proposal link to catalog:



The dedicated proposal link must adhere to the following:

- The dedicated proposal link must be a comprehensive, searchable catalog with Participating Entities' end users in mind;
- The dedicated proposal link must include a clearly identified publish date. The publish date must be the date of the proposal submission date or earlier. The publish date may not be dated after the proposal submission date;
- The catalog accessible from the dedicated proposal link must include only proposed Products and Services in-scope. No out-of-scope Products and Services will be permitted;
- The catalog of proposed Products and Services must include Product/Service SKUs, Product/Service Names, Product/Service Descriptions, Manufacturer Names, Manufacturer Suggested List Prices, Proposed Contract Net NTE Base Prices, and assign the applicable Lot to proposed Products and Services;
- Vendors shall not alter the information supplied through the dedicated proposal link from the date of proposal submission (August 25, 2025) to the Contract effective start date (TBD), if awarded. The addition or alteration of Products, Services, List Prices, etc. will be viewed as manipulation of the Bidder's Cost Proposal and will result in a rejection of the Bid.
- If awarded, the selected Vendor will be able to make changes to their dedicated catalog link (see Solicitation, Appendix B, Section F, Contract Price List Updates).

The goal of the financial/cost proposal is to identify Manufacturers/OEMs offers per Lot; the Lot discount off of the proposed Contract Net NTE Base Price per Manufacturer/OEM; and identify any other offered discounts (such as discount by subcategories offered through Manufacturer/OEM or volume discounts).

There will also be a Blind Market Basket exercise during the Financial Review.

Bidders shall utilize 24COR-018GR Pricing Pages (Excel) to propose percentage off proposed Contract Net NTE Base Price per Manufacturer/OEM per Lot.

Bidders may add additional columns to demonstrate more specific or granular discount offerings based on factors such as product category or volume.

The percentage discounts entered will be limited to two decimal points (for example: 15.25%). Discount percentages may be increased, but never decreased, during the term of the resulting Contract and any extensions.

Qualified Bidders will be evaluated based on the percentages off list price per OEM and overall number of OEMs offered.

Pricing shall be in U.S. dollars and not exceed two decimal places (ex: \$15.20)

Proposed percentage discounts shall not exceed two decimal places (ex: 25.99%). In the event a Bidder proposes percentage discounts exceeding two decimal places, the evaluation process will round up (ex: 12.3788% will round up to 12.38%).

The awarded Contractor's discount percentages bid and 24COR-018 GR Pricing Pages (Excel) (or the proposed catalog accessible via the dedicated proposal link) shall become Section Q ("Cost Proposal"). Discount percentages bid (including any additional discount offerings) may be increased, but never decreased, over the life of the resulting Contract. This will become available to Participating Entities.

The total Cost Proposal shall be weighted as follows:

- Discount percentage off proposed Contract Net NTE Base Price per Manufacturer (OEM) per Lot – 30 out of 100 points;
- Blind Market Basket Exercise - 40 out of 100 points;
- Total Discounts (overall) - 20 out of 100 points; and
- Total Number of Manufacturers (OEMs). Points earned by exceeding the minimum of 1,000 OEMs including the critical OEMs listed in Solicitation, Appendix B, Section F, 11.4 - 10 out of 100 points.

A single Award will be selected based on evaluation of which Vendor is the **best value offer**.

Evaluation Criteria	Points Available
Technical Review	250
Cost Proposal	100
Bonus Points for Clarity	25
<b>Total</b>	<b>375</b>

- C. A Respondent’s performance and actions under previously awarded contracts to schools, local, state, or federal agencies are relevant in determining whether the Respondent is likely to provide quality Products & Services to Participating Agencies; including the administrative aspects of performance; the Respondent’s history of reasonable and cooperative behavior and commitment to customer satisfaction; and generally, the Respondent’s business-like concern for the interests of the customer.
- D. Information Requirements. The Respondent shall provide the information, documentation, forms, and other materials required in Section N (“Technical Bid”).
- E. Estimated Quantities. Estimated quantity IDIQ. While no minimum volume is guaranteed to Supplier, the estimated annual volume is projected based on the current annual volumes among Lead Agency and other Participating Agencies that are anticipated to utilize the resulting Master Agreement to be made available to them through the Program and volume growth into other public agency members through a coordinated marketing approach between Supplier and CoreTrust.
- F. Cost Bid Requirements. The Respondent shall provide a detailed cost bid in the form required in Section Q (“Cost Bid”).
- G. Pricing Information. The details below should be taken into consideration when developing any cost bid in connection with this solicitation and the Cost Bid.
- H. Complete Bid. It is the responsibility of the Respondent to provide a complete Cost Bid that includes pricing based on a verifiable pricing methodology for all Products & Services to be considered part of the final Master Agreement offered to the Participating Agencies.
1. Value. Lead Agency requests that Respondents offer Products & Services at lower prices that are scalable and with better value than what they would ordinarily offer to a single government agency, educational institution, or regional cooperative.
  2. Maximum Price. Lead Agency requests that pricing be submitted as not-to-exceed. The Respondent may adjust pricing lower if needed but cannot exceed the pricing submitted. Supplier commits the not-to-exceed pricing provided under the Master Agreement pricing is its lowest available (net to buyer) to public agencies nationwide and further commits that if a Participating Agency is eligible for lower pricing through a national, state, regional, or local or cooperative contract, Supplier shall match such lower pricing to that Participating Agency under the Master Agreement.
  3. Indefinite Quantity. This solicitation requests pricing for an indefinite quantity of Products & Services.



4. Total Acquisition Cost. The pricing included in the Cost Bid must be clearly understood, complete, and fully describe the total cost of acquisition (e.g., cost of the proposed equipment, products, and services delivered and operational for its intended purpose in the Participating Agency's location).
5. Prevailing Wage. Supplier and any of its subcontractors agree to comply with all laws regarding prevailing wage rates applicable to construction of public work, and any related federal requirements, including the Davis-Bacon Act, applicable to this solicitation and Participating Agencies.
6. Administrative Fee. Pricing provided shall include the administrative fee payable to CoreTrust.
7. Descriptions. All line items included in your Cost Bid should be described by, but not limited to, characteristics such as manufacturer name, stock or part number, size, or functionality.
8. Discounts. Discounts shall be clearly defined. Pricing with multiple discounts levels based on quantity, sales volume, or any other factor is allowable and must be based on a fixed or defined price or sales range or configuration of Products & Services.
9. No Cost-Plus Pricing. Cost-Plus Pricing is not acceptable as the primary pricing methodology for the solutions provided in your Cost Bid. Cost-Plus Pricing can be defined as adding a markup to the cost of goods or services to arrive at a selling price. Using this pricing methodology is not accepted by Participating Agencies using Federal grant funds to purchase the Products & Services offered by Supplier.
- I. Lead Agency reserves the right to make additional investigations as it deems necessary to establish the capability of any Respondent
- J. Information Requirements. The Respondent shall provide the information, documentation, forms, and other materials required in Section N ("**Technical Proposal**").
- K. Estimated Quantities. Estimated quantity IDIQ. While no minimum volume is guaranteed to Supplier, the estimated annual volume is projected based on the current annual volumes among Lead Agency and other Participating Agencies that are anticipated to utilize the resulting Master Agreement to be made available to them through the Program and volume growth into other public agency members through a coordinated marketing approach between Supplier and CoreTrust.
- L. Cost Proposal Requirements. The Respondent shall provide a detailed cost proposal in the form required in Section O ("**Cost Proposal**").
- M. Pricing Information. The below details should be taken into consideration when developing any cost proposal in connection with this solicitation and the Cost Proposal.
- N. Complete Proposal. It is the responsibility of the Respondent to provide a complete Cost Proposal that includes pricing based on a verifiable pricing methodology for all Products & Services to be considered part of the final Master Agreement offered to the Participating Agencies.
- O. Value. Lead Agency requests that Respondents offer Products & Services at lower prices that are scalable and with better value than what they would ordinarily offer to a single government agency, educational institution, or regional cooperative.
- P. Maximum Price. Lead Agency requests that pricing be submitted as not-to-exceed. The Respondent may adjust pricing lower if needed but cannot exceed the pricing submitted. Supplier commits the not-to-exceed pricing provided under the Master Agreement pricing is its lowest available (net to buyer) to public agencies nationwide and further commits that if a Participating Agency is eligible for lower pricing through a national, state, regional, or local or cooperative contract, Supplier shall match such lower pricing to that Participating Agency under the Master Agreement.
- Q. Indefinite Quantity. This solicitation requests pricing for an indefinite quantity of Products & Services.



- R. Total Acquisition Cost. The pricing included in the Cost Proposal must be clearly understood, complete, and fully describe the total cost of acquisition (e.g., cost of the proposed equipment, products, and services delivered and operational for its intended purpose in the Participating Agency's location).
- S. Prevailing Wage. Supplier and any of its subcontractors agree to comply with all laws regarding prevailing wage rates applicable to construction of public work, and any related federal requirements, including the Davis-Bacon Act, applicable to this solicitation and Participating Agencies.
- T. Administrative Fee. Pricing provided shall include the administrative fee payable to CoreTrust.
- U. Descriptions. All line items included in your Cost Proposal should be described by, but not limited to, characteristics such as manufacture name, stock or part number, size, or functionality.
- V. Discounts. Discounts shall be clearly defined. Pricing with multiple discounts levels based on quantity, sales volume, or any other factor is allowable and must be based on a fixed or defined price or sales range or configuration of Products & Services.
- W. No Cost-Plus Pricing. Cost-Plus Pricing is not acceptable as the primary pricing methodology for the solutions provided in your Cost Proposal. Cost-Plus Pricing can be defined as adding a markup to the cost of goods or services to arrive at a selling price. Using this pricing methodology is not accepted by Participating Agencies using Federal grant funds to purchase the Products & Services offered by Supplier.
- X. Lead Agency reserves the right to make additional investigations as it deems necessary to establish the capability of any Respondent.

## 5. PROSPECTIVE CONTRACTOR ACCEPTANCE OF EVALUATION TECHNIQUE

The submission of a response to this solicitation signifies the Prospective Contractor's understanding and agreement that some subjective value judgments will be made during the evaluation and scoring of the technical proposals.

## 6. AWARD

- A. Depending upon the proposals received in a given category, Lead Agency may need to organize responses into subcategories based on specific geographies, products, or services in order to provide the broadest coverage of the requests in scope of this solicitation. Awards may be based on a subcategory.
- B. Lead Agency is under no obligation to issue a contract as a result of this solicitation if, in the opinion of Lead Agency and the proposal review team, none of the proposals are sufficiently responsive to the objectives and needs of Lead Agency. Lead Agency reserves the right to not select any Respondent should Lead Agency decide not to proceed for any reason.
- C. Once a supplier is awarded, they will go through an onboarding process with CoreTrust to set specific protocols. Generally, suppliers are expected to submit a monthly sales report on the contract, which will trigger the fee submission at the same time. Suppliers and CoreTrust will work through the specific details during onboarding. Please refer to Attachment A - Terms and Conditions to the Administration Agreement, #3. Fees - a. Administrative Fee, b. Reporting and c. Audit. Also refer to Schedule 1 to Attachment A - Form of Administrative Fee Report.
- D. In the event a Respondent's proposal is not selected, Respondent may, simultaneous to or in lieu of a protest, request in writing that Lead Agency and Respondent engage in a debriefing process, the purpose of which is to provide Lead Agency's general feedback on the Respondent's proposal in order to aid the Respondent in preparing future proposals.

## 7. PROTESTS

- A. Subject to the requirements set forth in Sections A and B of the RFP, a protest may be filed by a prospective or actual Respondent alleging improprieties in the issuance of the RFP or any other event preceding the deadline for proposal submission. The protest must be sent to via email to [RFP@ongov.net](mailto:RFP@ongov.net) and prior to the proposal's due date.
- B. Any potential or actual Respondent objecting to the award of a contract resulting from the issuance of this RFP may file a protest of contract award and must be submitted no later than 12:00 PM Central on the eighth (8th) calendar day after the public announcement of contract award. The Respondent(s) who would have been awarded the contract shall be notified of the receipt of the protest.
- C. Whether for a protest of the RFP or contract award(s), the protest must be filed in writing and must contain the following information:
  - 1. The name, address, and telephone number of the protestor;
  - 2. The name and number of the RFP being protested;
  - 3. A detailed statement of the legal and factual grounds for the protest, including copies of any relevant documents;
  - 4. A request for a ruling by Lead Agency;
  - 5. A statement as to the form of relief requested from Lead Agency; and
  - 6. Any other information the protestor believes to be essential to the determination of the factual and legal questions at issue in the written protest.
- D. Lead Agency shall issue written decisions on all timely protests and shall notify any protestor who filed an untimely protest as to whether the protest shall be considered.
- E. An untimely protest may be considered by Lead Agency, if Lead Agency, in its sole discretion, determines that the protest raises issues significant to Lead Agency's procurement methodology. An untimely protest is one received by Lead Agency after the time periods set forth in this Section.
- F. All protests must be filed at the following location:

Greece Finance Director  
1 Vince Tofany Blvd  
Greece, NY 14612

## 8. SUSTAINABILITY SOLUTIONS AND PRACTICES

- A. It is the goal of Town of Greece to limit its carbon footprint and the environmental impact of its activities through its carbon calculator by achieving a 1% reduction each year over the next 25 years. If the Vendor participates in any sustainable practices such as, but not limited to, alternative fuels in Vendor vehicles, recyclable materials used in advertising, or sustainable features at any support facilities, please include them for consideration.

## 9. OTHER REQUIRED INFORMATION

- A. 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.

**B. 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 Participating entities in which work is being performed.

\_\_\_\_\_  
Respondent Signature

**C. 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.

\_\_\_\_\_  
Respondent Signature


**D. 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.

  
**Respondent Signature**



**E. 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](https://www.ethics.state.tx.us/whatsnew/elf_info_form1295.htm)

**F. 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? \_\_\_\_\_ (Initials of Authorized Representative)



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

Does vendor agree? \_\_\_\_\_ (Initials of Authorized Representative)

**G. 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? \_\_\_\_\_ (Initials of Authorized Representative)

**H. 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, it will be considered that the Respondent's response will be that they are unable or unwilling to comply. A negative response to any of the items may, if applicable, may impact the ability of a participating agency to purchase from the Supplier 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 vendor agree? \_\_\_\_\_ (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 vendor agree? \_\_\_\_\_ (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 vendor agree? \_\_\_\_\_ (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 vendor agree? \_\_\_\_\_ (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 vendor agree? \_\_\_\_\_ (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.

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 vendor agree? \_\_\_\_\_ (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 vendor agree? \_\_\_\_\_ (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 vendor agree? \_\_\_\_\_ (Initials of Authorized Representative)





## **I. Additional or Alternative Terms and Conditions in a Participating Entity's Contract**

The terms and conditions set forth in the resulting Contract shall govern all transactions by Participating Entities under this Contract.

A Contractor can propose additional or alternative terms to Participating Entities. An Awarded Contractor shall submit their additional or alternative terms to CoreTrust to be maintained in an Additional or Alternative Terms and Conditions Library.

Additional or alternative terms may, in the discretion of Participating Entities, be allowed as part of a Contractor's response to a Participating Entity's Contract or RFQ and incorporated provided that the following conditions are met:

- (i) The Contractor identifies where such additional or alternative terms and conditions may be found;
- (ii) The Participating Entity determines that the inclusion of such additional or alternative terms and conditions results in a transaction which is, on an overall basis, more favorable to the Participating Entity than if the transaction did not include such additional or alternative terms and conditions; and
- (iii) The Participating Entity accepts such additional or alternative terms and conditions.

No additional or alternative term and condition shall be valid or binding to the Participating Entity to the extent that such additional or alternative term and condition is less favorable to the Participating Entity than, or conflicts with, the Participating Entity's Contract.

No additional or alternative terms and conditions may be incorporated by the Contractor into a Participating Entity's Contract by unilaterally affixing them to the Product upon delivery (including, but not limited to, attachment or inclusion of standard pre-printed order forms, product literature, "shrink wrap" terms accompanying software upon delivery, or other documents) or by incorporating such terms and conditions onto order forms, purchase orders or other documents forwarded by the Contractor for payment, notwithstanding Participating Entity's subsequent acceptance of Product, or that Participating Entity has subsequently processed such document for approval or payment.

Nothing herein shall be deemed to prohibit a Contractor from offering a Participating Entity better and more advantageous pricing and terms and conditions during the term of their Contract.



**STATEMENT OF BIDDER'S QUALIFICATIONS**

**(Must be submitted with Bid. Failure to comply can result in rejection of Bid.)**

All questions must be answered, and the data given must be clear and comprehensive. **This statement must be notarized.** If necessary, questions may be answered on separate attached sheets. The bidder may submit any additional information he desires.

**BIDDER BACKGROUND INFORMATION:**

1. Name of bidder. \_\_\_\_\_  
Permanent main office address. \_\_\_\_\_
  
2. Other persons, firms or corporations involved (for partnership, name and address of each partner must be stated)  
Name. \_\_\_\_\_ Address. \_\_\_\_\_  
  
Name. \_\_\_\_\_ Address. \_\_\_\_\_  
*(Use additional lines as necessary)*
  
3. When bidder organized. \_\_\_\_\_
  
4. If a corporation, where incorporated \_\_\_\_\_
  
5. How many years you have been engaged in business. \_\_\_\_\_
  
6. General scope of work or products supplied. \_\_\_\_\_  
\_\_\_\_\_
  
7. Do you have a recruitment strategy designed to reach qualified persons from various demographics of race, color, religion, age, national origin, national ancestry, pregnancy, gender, sexual orientation, military service or veteran status, gender identity or expression, and mental or physical disability?  
If yes, describe. \_\_\_\_\_

**BIDDER FINANCIAL INFORMATION AND BONDING CAPACITY:**

8. Have you ever failed to complete any work awarded to you: \_\_\_\_\_  
If so, where and why? \_\_\_\_\_
  
9. Have you ever defaulted on a contract? \_\_\_\_\_  
If so, where, when, and why? \_\_\_\_\_
  
10. Are there any significant claims, lawsuits, judgments or defaults pending against you? \_\_\_\_\_  
If so, provide details, including the name of the lawsuit, jurisdiction, amount of judgment or possible judgment, and other pertinent details. \_\_\_\_\_
  
11. Credit available: \$ \_\_\_\_\_



12. Give bank reference: \_\_\_\_\_ Phone: \_\_\_\_\_  
Address: \_\_\_\_\_

13. Will you, upon request, fill out a detailed financial statement and furnish any other information that may be required by the Town of Greece? \_\_\_\_\_

**REFERENCES:**

14. List three references:

1. Company Name: \_\_\_\_\_

Address: \_\_\_\_\_

Contact Person: \_\_\_\_\_ Phone: \_\_\_\_\_

Email: \_\_\_\_\_

2. Company Name: \_\_\_\_\_

Address: \_\_\_\_\_

Contact Person: \_\_\_\_\_ Phone: \_\_\_\_\_

Email: \_\_\_\_\_

3. Company Name: \_\_\_\_\_

Address: \_\_\_\_\_

Contact Person: \_\_\_\_\_ Phone: \_\_\_\_\_

Email: \_\_\_\_\_

15. The undersigned hereby authorizes and requests any person, firm or corporation to furnish any information requested by the Town of Greece in verification of the recitals comprising this Statement of Bidder's Qualifications.

Dated this \_\_\_\_\_ day of \_\_\_\_\_ 20\_\_\_\_.

Federal Tax I.D. # \_\_\_\_\_  
Name of Bidder \_\_\_\_\_

By \_\_\_\_\_ Title \_\_\_\_\_

State of \_\_\_\_\_ County of \_\_\_\_\_

\_\_\_\_\_ being duly sworn deposes and says that he/she is \_\_\_\_\_ of  
(Title)

(Name of Organization) \_\_\_\_\_ and that the answers to the foregoing questions and all statements therein contained are true and correct.

## SECTION H – REQUIREMENTS FOR NATIONAL COOPERATIVE CONTRACT

**1. NATIONAL OFFERING.** This Section H defines the expectations for qualifying Suppliers based on CoreTrust's and Lead Agency's requirements to market the resulting Master Agreement nationally to potential Participating Agencies. All transactions, purchase orders, invoices, and payments shall occur directly between Supplier and each Participating Agency, individually, and neither CoreTrust nor Lead Agency, including their respective agents, directors, employees, or representatives, shall be liable to Supplier for any acts, liabilities, damages, etc., of or incurred by any other Participating Agency. Supplier is responsible for knowing the tax laws in each state. These requirements are incorporated into and are considered an integral part of this solicitation and are hereby incorporated into the Administration Agreement and Master Agreement. CoreTrust reserves the right to determine whether to make the Master Agreement awarded by Lead Agency available to any Participating Agency, in its sole and absolute discretion, and any party submitting a response to this solicitation acknowledges that any award by Lead Agency does not obligate CoreTrust to make the Master Agreement available to Participating Agencies.

**2. AUTHORIZATION OF CONTRACTORS, SUBCONTRACTORS, DEALERS, RESELLERS, AND DISTRIBUTORS.** If Lead Agency or Respondent requires the use of contractors, subcontractors, dealers, resellers, or distributors to sell or service the Products & Services included in their proposal, the proposal should provide a list of or direct the proposal review team to where they can locate a list of the Respondent's dealers, resellers, or subcontractors who shall be authorized to sell through the contract in the event the Respondent receives a contract award. In the event Respondent receives a contract award and, during the term of such Master Agreement, additional or different contractors, subcontractors, dealers, resellers, or distributors are required by Lead Agency, Participating Agency, and/or Respondent (as applicable), the use of such additional or different contractors, subcontractors, dealers, resellers, or distributors shall be subject to the other party's consent (which approval shall not be unreasonably withheld, conditioned, or delayed) as evidenced in a writing signed by an authorized representative of each of Respondent and Lead Agency.

**3. AWARD BASIS.** The award of any Master Agreement resulting from this solicitation made by Lead Agency shall be the basis through which CoreTrust makes available the Master Agreement on a national level through the CoreTrust national cooperative contract program. If multiple Respondents are awarded by Lead Agency under the Master Agreement, those same Respondents shall be required to extend the Master Agreement to Participating Agencies through CoreTrust. Utilization of the Master Agreement by Participating Agencies shall be at the discretion of the individual Participating Agency. Certain terms of the Master Agreement specifically applicable to Lead Agency (e.g. governing law) are subject to modification for each Participating Agency as Supplier, such Participating Agency, and CoreTrust shall agree without being in conflict with the Master Agreement. Participating Agencies may request to enter into a separate supplemental agreement to further define the level of service requirements over and above the minimum defined in the Master Agreement (*i.e.* invoice requirements, order requirements, specialized delivery, diversity requirements such as minority and woman owned businesses, historically underutilized business, governing law, etc.). It shall be the responsibility of Supplier to comply, when applicable, with the prevailing wage legislation in effect in the jurisdiction of the Participating Agency. It shall further be the responsibility of Supplier to monitor the prevailing wage rates as established by the appropriate department of labor for any increase in rates during the term of the Master Agreement and adjust wage rates accordingly. Any supplemental agreement developed as a result of the Master Agreement is exclusively between the Participating Agency and Supplier (contract sales are reported to CoreTrust).

**4. MARKETING, SALES, AND ADMINISTRATIVE SUPPORT.** CoreTrust shall provide marketing, sales, and administrative support to Supplier as determined by CoreTrust to market and promote the Products & Services on a national level. Such support and Supplier obligations shall be further detailed in the Administrative Agreement and may include, without limitation, training support, marketing collateral, website materials, participation in pitches and sales calls, trade shows, advertising, and social media campaigns.



**5. ADMINISTRATIVE FEE.** Suppliers shall be obligated to remit an Administrative Fee to CoreTrust in consideration of CoreTrust's support of the Program. Such Administrative Fee shall be paid by Supplier in accordance with the terms of the Administration Agreement.

*[Remainder of page intentionally left blank.]*



**SECTION I – FORM OF MASTER AGREEMENT**

*[Attachment to Follow]*

## MASTER COOPERATIVE PURCHASING AGREEMENT

THIS MASTER COOPERATIVE PURCHASING AGREEMENT (this “**Master Agreement**”) is entered into as of the Effective Date (as defined herein) by and between Lead Agency and Supplier (each a “**Party**” and together the “**Parties**”).

### RECITALS

WHEREAS, the Town of Greece serves as a lead agency (a “**Lead Agency**”) for CoreTrust Purchasing Group LLC (“**CoreTrust**”), a national cooperative purchasing organization, by publicly procuring Master Agreements for products and services (the “**Program**”) to be made available to current and prospective CoreTrust cooperative purchase program participants (“**Program Participant**”);

WHEREAS, CoreTrust is Lead Agency’s third-party procurement administrator and duly authorized agent managing procurement, contract management, marketing, sales, reporting, and financial activities of, for, and on behalf of Lead Agency;

WHEREAS, any Public Sector Entity may participate in the Program as a Program Participant to the extent permitted by applicable state, region, territory, and/or national law. The term “**Public Sector Entity**” includes without limitation state, county, city, special district, and/or local government entities, school districts, private and public educational institutions, political subdivisions, state/regional/territorial agencies, state/regional/territorial governments, and other entities receiving financial support from tax monies and/or public funds;

WHEREAS, CoreTrust makes its Master Agreements available through groups and associations (“**Association Partners**”) that contract with CoreTrust to provide additional benefits to such Association Partners’ members;

WHEREAS, Program Participants, Association Partners, and Association Partners’ members are referred to herein as “**CoreTrust Participants**;”

WHEREAS, Lead Agency issued a best value solicitation (“**solicitation**”) on behalf of CoreTrust Participants and solicited responses from companies (“**Respondent(s)**”) for **Technology Acquisition and Professional IT Services** with related products and services, as further described in Supplier’s cost proposal submission (collectively, “**Products & Services**”), and awarded a contract to Supplier; and

WHEREAS, CoreTrust shall make available this Master Agreement to Program Participants for procurement of Supplier’s Products & Services, and Supplier shall provide the same to Program Participants subject to this Master Agreement.

### AGREEMENT

NOW, THEREFORE, in consideration of the mutual covenants contained herein, the Parties agree as follows:

**1. PERSONNEL; EQUIPMENT.** Supplier shall provide the Products & Services to all Program Participants at the prices set forth in its cost proposal submission delivered in response to the solicitation. Supplier shall engage such subcontractors, personnel, and/or specialized equipment necessary to furnish Products & Services to all Program Participants throughout the Term of this Master Agreement.

**2. SUPPLEMENTAL AGREEMENTS.** No separate agreement shall apply to the Products & Services ordered under this Master Agreement.

#### **3. PRICING**

a. Charges. All amounts to be paid by Program Participants for Products & Services are provided in the cost proposal attached to the solicitation as Section O (“**Cost Proposal**”). Supplier agrees that there are no other rates, fees, charges, or other monetary incentives for Products & Services except those listed in Supplier’s Cost Proposal.

b. Restrictions. All pricing is “Not-To-Exceed,” where Program Participants shall receive pricing that does not exceed the per-unit pricing provided in Respondent’s Cost Proposal. No price increases are permitted within the first ninety (90) days after the Effective Date hereof. Thereafter, Supplier shall notify CoreTrust in writing immediately upon Supplier’s determination of any price increase, and all price increases shall be requested in writing to Lead Agency. Supplier shall deliver to Lead Agency manufacturer documentation or a formal cost justification letter simultaneous with such request. For clarity, price increases must be approved in writing by Lead Agency’s authorized representative in order to take effect, and no payment for additional materials or services beyond the amount stipulated in the Cost Proposal shall be paid without such prior approval. Supplier shall maintain all current pricing on file with CoreTrust, and shall provide to CoreTrust all price changes using the same format as was accepted in the original awarded contract.

#### 4. TERM; TERMINATION

a. Term. This Master Agreement commences as of the effective date (“**Effective Date**”) identified in the Master Agreement Acceptance Form attached to the solicitation as Section J (“**Master Agreement Acceptance Form**”) and continues for the later of: (i) three (3) years; and (ii) the expiration date identified in the Master Agreement Acceptance Form (“**Termination Date**”) unless extended, terminated, or canceled as set forth herein (“**Initial Term**”). Thereafter, Lead Agency may opt to renew his Master Agreement for two (2) additional one (1) year period(s) (each, a “**Renewal Term**”) unless this Master Agreement is earlier terminated as set forth herein. By the Parties’ mutual written consent, the Term of this Master Agreement may be extended beyond the Initial and Renewal Term(s) (“**Extended Term**”). The Initial Term together with all Renewal Terms and Extended Terms exercised are hereinafter collectively referred to as the “**Term**.”

b. Termination. Each Party may terminate this Master Agreement: (i) at any time upon mutual written consent of all Parties’ respective authorized representatives; (ii) upon ten (10) additional days’ written notice in the event another Party breaches a material obligation hereunder, and (if such breach is curable) such Party fails to cure the breach or provide acceptable reassurance to the non-breaching Party(ies) within thirty (30) calendar days of receiving written notice thereof; and/or (iii) upon five (5) business days’ written notice: (1) if another Party is adjudged insolvent or bankrupt or makes any assignment for the benefit of creditors; (2) upon the appointment of a receiver, liquidator, or trustee of another Party’s property or assets; or (3) upon liquidation, dissolution, or winding up of another Party’s business.

c. Effect of Termination. Upon termination of this Master Agreement for any reason, all Confidential Information shall be promptly returned to the Disclosing Party. Supplier shall immediately cease all sales of Products & Services to any Program Participant under and through the terms of this Master Agreement. Following the effective date of termination, Supplier shall not be precluded from selling its products and services to individuals, businesses, and entities that were Program Participants when this Master Agreement was in effect, either directly or through some other contract vehicle. Following the effective date of termination, Lead Agency and CoreTrust shall not be precluded from transitioning individuals, businesses, and entities that were Program Participants when this Master Agreement was in effect to another agreement or supplier.

**5. CONFIDENTIALITY.** This Section 5 shall apply solely to the extent permitted by applicable law. The non-public nature and details of the business relationship established hereunder, and each Party’s (“**Disclosing Party**”) non-public business information to which another Party (the “**Receiving Party**”) becomes privy during the Term, constitute the Disclosing Party’s confidential and proprietary information (“**Confidential Information**”), the disclosure, copying, or distribution of which in breach of this Master Agreement could result in harm to the Disclosing Party. Each Party shall maintain the other Parties’ Confidential Information in the strictest confidence and shall not disclose, copy, or distribute the other Parties’ Confidential Information, whether orally or in writing, directly or indirectly, in whole or in part, except to those of the Receiving Party’s employees, agents, subcontractors, consultants, and suppliers with a need to know the Confidential Information who are bound: (a) in writing to these confidentiality obligations; and/or (b) by a professional duty of confidentiality. The foregoing shall not limit a Receiving Party, for purposes of marketing, from informing actual or potential CoreTrust Participants of the existence of a general contractual relationship between the Parties. The confidentiality obligations set forth in this Section shall continue in effect for the Term and thereafter for so long as permitted under applicable law. For clarity, “Confidential Information” shall not include information: (i) which is or becomes generally available to the public other than through the fault of the Receiving Party or a third party acting on the Receiving Party’s behalf; (ii) which was available on a non-confidential basis prior to its disclosure by the Disclosing Party; and/or (iii) which becomes available to a Receiving Party on a non-confidential basis from a source other than the Disclosing Party or its representatives (provided, such source is not known by the Receiving Party to be subject to any prohibition against transmitting the information). Notwithstanding anything to the contrary herein, if a Receiving Party is required by applicable law, legal process, and/or court of competent jurisdiction to disclose the Disclosing Party’s Confidential Information, the Receiving Party shall: (1) promptly notify the Disclosing Party in writing (to the extent legally permitted) so that the Disclosing Party may seek a protective order or other appropriate remedy; (2) furnish only that portion of the Confidential Information which is legally required; and (3) reasonably cooperate with the Disclosing Party’s defense against such compelled disclosure (if any), at the Disclosing Party’s expense and written request.

**6. INDEMNIFICATION.** Supplier shall indemnify, defend, and hold harmless Lead Agency and their respective administrators, directors, officers, members, managers, employees, and agents (each, an “**Indemnified Party**”) from and against all losses, damages, and expenses (including reasonable attorneys’ fees) arising from all claims, proceedings, and/or demands (“**Claims**”) asserted against an Indemnified Party resulting from the act(s) and/or omission(s) of Supplier or its employees or subcontractors in the preparation of the solicitation and later performance under this Master Agreement. The Indemnified Party shall: (a) notify Supplier in writing promptly upon discovering a Claim (provided, failure to do so shall not excuse Supplier’s obligations under this Section unless Supplier is materially prejudiced by such failure), at which time Supplier shall promptly take control of the defense against such Claim; and (b) reasonably assist Supplier in its defense at

Supplier's reasonable request and expense. Supplier shall not settle any Claim without the applicable Indemnified Party's prior written consent, which consent shall not be unreasonably withheld, conditioned, or delayed. The applicable Indemnified Party shall be entitled to participate in the defense of such matter and to employ counsel at its expense to assist in such defense.

**7. INSURANCE.** During the Term and for two (2) years following expiration or termination of this Master Agreement, Supplier at its own expense shall maintain, and shall require its agents, subcontractors, and suppliers engaged in Supplier's performance of its duties hereunder to maintain, general liability insurance, property insurance, and automobile insurance (at a minimum, in the amount of \$1,000,000 per occurrence/\$5,000,000 annual aggregate) applicable to any claims, liabilities, damages, costs, and expenses arising out of its performance under this Master Agreement and with respect to, or arising out of, Supplier's provision of Products & Services to Program Participants. Lead Agency, CoreTrust, and their respective officers, directors, employees, and agents shall be named as certificate holders on Supplier's related insurance policies. All such insurance policies shall incorporate a provision requiring written notice to Lead Agency and CoreTrust at least thirty (30) days prior to the cancellation, non-renewal, and/or material modification of any such policies. Supplier shall submit to CoreTrust within ten (10) calendar days after the Effective Date, and prior to furnishing Products & Services to any Program Participants, valid certificates evidencing the effectiveness of the foregoing insurance policies. Supplier shall provide such valid certificates on an annual basis until the terms of this Section are no longer applicable.

**8. AUDIT.** Lead Agency, whether directly or through an independent auditor or accounting firm, may perform audits of Supplier materials, including inspection of books, records, and computer data relevant to Supplier's provision of Products & Services to Program Participants pursuant to this Master Agreement, to ensure that pricing, inventory, quality, process, and business controls are maintained; provided, such inspections and audits shall be conducted upon reasonable notice to Supplier and in a manner not unreasonably interfering with Supplier's ordinary business operations.

## **9. MISCELLANEOUS**

a. Submission Review. Lead Agency shall review proposed Respondent contract documents. Respondent's contract document shall not become part of Lead Agency's and CoreTrust's contract with Respondent unless and until an authorized representative of each of Lead Agency and CoreTrust reviews and approves it in writing.

b. General. This Master Agreement, together with all solicitation components of the solicitation, the components of Supplier's proposal, attachments, appendices, and exhibits hereto, constitutes the Parties' entire agreement with respect to the subject matter hereof and supersedes all prior oral or written representations and agreements with regard to the same. Supplier's complete and final solicitation response is hereby incorporated into and made part of this Master Agreement. No release, discharge, abandonment, waiver, alteration, or modification of any provision of this Master Agreement shall be binding upon any Party unless set forth in a writing signed by authorized representatives of the Parties. This Master Agreement should be construed without regard to any rule requiring interpretation against the drafting Party. Waiver by any Party(ies) of or the failure of any Party(ies) hereto to enforce at any time its rights with regard to any breach or failure to comply with any provision of this Master Agreement by the other Party(ies) may not be construed as, or constitute, a continuing waiver of such provision, or a waiver of any other future breach of or failure to comply with the same provision or any other provision of this Master Agreement. If any provision hereof is found by a court of competent jurisdiction to be invalid or unenforceable, it shall be enforced to the extent permissible and the remainder of this Master Agreement shall remain in full force and effect. This Master Agreement may be executed in one or more counterparts, each of which shall be deemed an original. For purposes of this Master Agreement, a facsimile, scanned, or electronic signature shall be deemed an original signature. In the event of conflict between terms in this Master Agreement and the terms of the solicitation or any section or attachment thereto, the following order of precedence applies: (i) the terms in the body of this Master Agreement; (ii) specifications and scope of work, as awarded; (iii) attachments and exhibits to the Master Agreement; (iv) the solicitation and all attachments thereto; and (v) Respondent's proposal and all attachments thereto.

c. Force Majeure. The Parties' obligations hereunder shall be temporarily suspended during any period a Party is unable to carry out its obligations under this Master Agreement by reason of a Force Majeure Event. For purposes of this Master Agreement, a "**Force Majeure Event**" means an occurrence negatively affecting a Party's performance hereunder and which is beyond such Party's reasonable control, including an act of God or public enemy, act of terrorism, pandemic or epidemic, fire, flood, civil commotion, or closing of the public highways. No Party shall have any responsibility to the other Party for a delay in performance nor failure to perform to the extent this Master Agreement is so temporarily suspended; provided: (i) nothing contained herein shall apply to payment obligations with respect to obligations which have already been performed under this Master Agreement; and (ii) the affected Party: (1) promptly notifies the other Party of such Force Majeure Event and the reasonably expected duration thereof; (2) exercises commercially reasonable efforts to promptly

remedy, remove, or mitigate the effects of such Force Majeure Event to the extent reasonably possible; and (3) promptly resumes performance of any suspended obligation upon cessation of such Force Majeure Event.

d. Assignment. This Master Agreement and the rights and obligations hereunder are not assignable by any Party hereto without the prior written consent of the other Parties, which consent shall not be unreasonably withheld, conditioned, or delayed; provided, Supplier may assign its respective rights and obligations under this Master Agreement without the consent of the other Parties in the event Supplier undergoes a corporate reorganization, consolidation, merger, sale, or transfer of all or substantially all of its assets to another entity. Subject to the preceding sentence, this Master Agreement shall be binding upon, inure to the benefit of, and be enforceable by the Parties and their respective successors and assigns. Any instrument purporting to make an assignment in violation of this Section shall be null and void. This Master Agreement may be extended to additional entities affiliated with the Parties upon the mutual written agreement of the Parties' authorized representatives; provided, no such extension shall relieve the extending Party of its rights and obligations under this Master Agreement.

e. Relationship. Nothing contained in this Master Agreement creates any agency, partnership, or other joint enterprise between the Parties. The Parties shall at all times be independent contractors. No Party has authority to contract for or bind another Party in any manner whatsoever except as expressly permitted under this Master Agreement. This Master Agreement is made solely for the benefit of the Parties, and no third party shall acquire or have any right under or by virtue of this Master Agreement.

f. Governing Law. This Master Agreement shall be governed by and construed in accordance with the laws of the State of New York and the United States of America, without regard to their respective conflict of laws principles. THE PARTIES EACH EXPRESSLY SUBMIT AND CONSENT TO THE JURISDICTION OF ANY COURT HAVING JURISDICTION OVER HARRIS COUNTY, TX WITH RESPECT TO ANY LEGAL PROCEEDING ARISING OUT OF, OR RELATING TO, THIS MASTER AGREEMENT. EACH PARTY EXPRESSLY WAIVES ANY OBJECTION THAT IT MAY HAVE BASED UPON LACK OF PERSONAL JURISDICTION, IMPROPER VENUE, OR *FORUM NON CONVENIENS*. In the event any Party initiates a suit and that suit is adjudicated by a court of competent jurisdiction, the prevailing Party shall be entitled to pursue recovery of reasonable attorneys' fees and costs from the non-prevailing Party, in addition to any other relief to which such court determines the prevailing Party is entitled or awarded.

g. Survival. In addition to those provisions which by their nature survive the expiration or termination of this Master Agreement, Sections 2 and 4 through 9 shall so survive.

h. Notice. All notices, claims, certificates, requests, demands, and other communications required or permitted hereunder must be in writing and shall be deemed effective: (i) when delivered personally to the recipient; (ii) the next business day following deposit with a nationally recognized overnight courier service; and/or (iii) three (3) days following deposit with the U.S. Postal Service if by certified or registered mail, return receipt requested and postage prepaid. The Parties agree that the day-to-day business communications may be made via electronic communication. Written notices to Supplier shall be sent to the remittance address provided with Supplier's proposal, and written notices to Lead Agency shall be sent to the below address(es), as may be updated from time to time pursuant to this Section.

If to Lead Agency:

Town of Greece, Department of Finance  
1 Vince Tofany Blvd,  
Greece, NY 14612

With a copy to:

CoreTrust Purchasing Group LLC  
Attn: Drew Tuller, Senior Director Sales, Public Sector  
601 11th Avenue North, 7th Floor  
Nashville, Tennessee 37203



**SECTION J – MASTER AGREEMENT ACCEPTANCE FORM**

*[Attachment to Follow]*

**MASTER AGREEMENT ACCEPTANCE FORM**

**RESPONDENTS MUST SUBMIT THIS FORM COMPLETED AND SIGNED WITH THEIR RESPONSE IN ORDER TO BE CONSIDERED FOR AN AWARD.**

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

Company Name	<b>[TO BE COMPLETED BY SUPPLIER]</b>
Address	<b>[TO BE COMPLETED BY SUPPLIER]</b>
City/State/ZIP	<b>[TO BE COMPLETED BY SUPPLIER]</b>
Phone Number	<b>[TO BE COMPLETED BY SUPPLIER]</b>
Email Address	<b>[TO BE COMPLETED BY SUPPLIER]</b>
Printed Name	<b>[TO BE COMPLETED BY SUPPLIER]</b>
Job Title	<b>[TO BE COMPLETED BY SUPPLIER]</b>

Authorized Signature	
----------------------	--

Master Agreement Effective Date	<b>[INSERT HERE]</b>
Master Agreement Termination Date	<b>[INSERT HERE]</b>
Contract Number	<b>[INSERT HERE]</b>

**[SUPPLIER]**

**The Town of Greece**

\_\_\_\_\_  
Authorized Signature

\_\_\_\_\_  
Authorized Signature

\_\_\_\_\_  
Printed Name

\_\_\_\_\_  
Printed Name

\_\_\_\_\_  
Title

\_\_\_\_\_  
Title

\_\_\_\_\_  
Date

\_\_\_\_\_  
Date



**SECTION K – FORM OF ADMINISTRATION AGREEMENT**

*[Attachment to Follow]*

**ADMINISTRATION AGREEMENT**

THIS ADMINISTRATION AGREEMENT, including the Terms and Conditions attached hereto as Attachment A (collectively, this “**Admin Agreement**”) is entered into as of **[CLICK HERE TO ENTER DATE]** (“**Effective Date**”) by and between CoreTrust Purchasing Group LLC, a Delaware limited liability company (“**CoreTrust**”) and the Party identified in the table below (“**Supplier**”) (each a “**Party**” and together the “**Parties**”).

This Admin Agreement sets forth certain terms between CoreTrust and Supplier that apply to Supplier’s provision of Products & Services to governmental agencies participating in CoreTrust’s national cooperative purchasing program (“**Participating Agencies**”). For purposes of this Admin Agreement, any lead agency shall also be a Participating Agency.

<b>Supplier Full Name:</b>	<b>[TO BE COMPLETED BY SUPPLIER]</b>
<b>Supplier Address:</b>	<b>[TO BE COMPLETED BY SUPPLIER]</b>

<b>Supplier National Account Manager:</b>		<b>Notice Address(es)* per Section 6(f):</b>
Name:	<b>[TO BE COMPLETED BY SUPPLIER]</b>	<b>[TO BE COMPLETED BY SUPPLIER]</b> <i>*Please identify above any additional addresses to which a simultaneous copy should be sent.</i>
Title:	<b>[TO BE COMPLETED BY SUPPLIER]</b>	
Telephone:	<b>[TO BE COMPLETED BY SUPPLIER]</b>	
Email:	<b>[TO BE COMPLETED BY SUPPLIER]</b>	

<b>CoreTrust Point of Contact:</b>		<b>Notice Address(es) per Section 6(f):</b>
Name:	Drew Tuller	CoreTrust Purchasing Group LLC Attn: Chief Revenue Officer 601 11th Avenue North, 7th Floor Nashville, Tennessee 37203  With a copy to: CoreTrust Purchasing Group LLC Attn: General Counsel 601 11th Avenue North, 7th Floor Nashville, Tennessee 37203
Title:	Senior Director Sales, Public Sector	
Telephone:	518-538-1948	
Email:	<a href="mailto:Drew.Tuller@coretrustpg.com">Drew.Tuller@coretrustpg.com</a>	

IN WITNESS WHEREOF, CoreTrust and Supplier have signed this Admin Agreement by their duly authorized representatives as of the Effective Date.

**CORETRUST PURCHASING GROUP LLC**

**SUPPLIER**

\_\_\_\_\_  
Authorized Signature

\_\_\_\_\_  
Authorized Signature

\_\_\_\_\_  
Printed Name

\_\_\_\_\_  
Printed Name

## ATTACHMENT A – TERMS AND CONDITIONS

### 1. PARTY OBLIGATIONS

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a. Mutual. Each Party shall cooperate in good faith to reasonably enable each Participating Agency's procurement of the Products & Services as contemplated hereunder.

b. CoreTrust. In addition to and without limiting Sections 1(a) and 4, CoreTrust shall conduct the following activities pursuant to this Admin Agreement and (as applicable) the Plan:

(i) Supplier Sales Training. CoreTrust shall during the Term develop, as appropriate and subject to Supplier approval (which approval shall not be unreasonably withheld, conditioned, or delayed), various sales training materials, sales tools, and marketing collateral to promote Supplier's Products & Services. In addition to the foregoing, CoreTrust shall (as appropriate) during the Term, and subject to CoreTrust's scheduling requirements: (1) conduct periodic sales trainings with Supplier sales representatives assigned to sell Products & Services; (2) provide such sales representatives with marketing collateral and sales tools to utilize with the Organizations, with particular focus on CoreTrust's procurement process and Organizations' legal ability in any applicable state (as further described in the Attachments) to purchase Products & Services without having to conduct their own bid or solicitation process; and (3) attend at least one Supplier company-wide sales and / or leadership meeting per year.

(ii) General Sales Support. CoreTrust shall, subject to CoreTrust's scheduling requirements, engage in Supplier sales efforts as agreed in writing between the Parties through participating in: (1) individual sales calls; (2) joint sales calls; (3) communications and customer service; (4) discussions and communication with Organizations during the sales process to address questions related to CoreTrust's procurement process, legal authority to purchase through the Cooperative Program, and Cooperative Program design; (5) trainings for Participating Agencies' teams; (6) regular business reviews to monitor Cooperative Program success; and (7) general contract administration.

(iii) Marketing. CoreTrust shall incorporate information about the Products & Services into CoreTrust's website and general collateral materials. CoreTrust and Supplier shall jointly develop and approve marketing materials to promote Products & Services, such as website content, print materials, talking points, press releases, and general correspondence. Subject to CoreTrust's scheduling requirements, CoreTrust shall market the Products & Services to Organizations as part of CoreTrust's ongoing Cooperative Program and other marketing activities, which may consist of: (1) general marketing of all of CoreTrust's master agreements, including Supplier's Products & Services; (2) marketing of Supplier's Products & Services specifically and / or as part of a package of selected master agreements to targeted Organizations; and (3) attending trade shows, conferences, and meetings, among other activities in CoreTrust's reasonable discretion.

c. Supplier. In addition to and without limiting Sections 1(a) and 4, Supplier shall conduct the following activities pursuant to this Admin Agreement and (as applicable) the Plan:

(i) Contract Administrator; Registration. Supplier shall identify a national account manager on the Cover Page and a separate executive corporate sponsor, each of whom is responsible for the overall management of this Admin Agreement, and notify CoreTrust promptly in writing following any change to such designee(s). Supplier is responsible for ensuring that each Organization has completed CoreTrust's registration process as designated by CoreTrust to Supplier prior to processing such Organization's first order.

(ii) Sales Commitment. Supplier shall market the Cooperative Program in the public sector as more thoroughly described in this Admin Agreement and the Plan. Supplier shall make available to interested Organizations such price lists or quotes as may be necessary for such Organizations to evaluate potential purchases of Products & Services, including without limitation publicizing and directly marketing to the Organizations (through print materials, appearances at conferences and promotional events, and other advertising and marketing activities) the benefits of CoreTrust's Cooperative Program and purchasing Products & Services through Supplier. Where Supplier has an existing contractual relationship for Products & Services with a state, Supplier shall notify such state of the Cooperative Program and transition the state to the pricing, terms, and conditions of a CoreTrust master agreement upon the state's request; provided, regardless of whether the state decides to transition to such master agreement, Supplier shall offer such master agreement to all Organizations located within the state.

(iii) Marketing and Training Commitment. Supplier shall, as more thoroughly set forth in the Plan (as applicable): (1) conduct training and education services about the Cooperative Program for the Organizations according to CoreTrust's reasonable scheduling requirements; (2) provide CoreTrust access to and use of Supplier's documents, presentations, and other materials applicable to this Admin Agreement and the services contemplated hereunder to enable CoreTrust to promote its Cooperative Program as contemplated hereunder; and (3) upon CoreTrust's reasonable request, provide information about the Participating Agencies' procurement of Products & Services which CoreTrust may use to improve its procurement processes.

(iv) Plan. Supplier shall work with CoreTrust to develop a Plan within the first ninety (90) days of the Term.

(v) Supplier Content. As requested by CoreTrust, Supplier shall provide Supplier Content for use on CoreTrust websites and for general marketing and publicity purposes as contemplated hereunder. During the Term, Supplier hereby grants to CoreTrust and its affiliates a non-exclusive, worldwide, royalty-free, transferable and sublicensable right and license to reproduce, modify, distribute, publicly perform, publicly display, and use Supplier Content to perform CoreTrust's obligations under this Admin Agreement.

(vi) Performance Review. During the Term, upon CoreTrust's reasonable request, Supplier shall participate in a performance review meeting with CoreTrust to evaluate Supplier's performance hereunder with respect to the marketing of the Program.

## 2. TERM; TERMINATION

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a. Term. The Term of this Admin Agreement five (5) years.

b. Termination. Supplier's failure to maintain its covenants and commitments contained in this Admin Agreement shall constitute a material breach of this Admin Agreement. If such breach is not cured within thirty (30) days of written notice to Supplier, in addition to any and all remedies available at law or equity, CoreTrust shall have the right to terminate this Admin Agreement, at CoreTrust's sole discretion.

c. Effects of Termination. Upon termination of this Admin Agreement for any reason: (i) Supplier shall continue making Administrative Fee payments to CoreTrust generated by Participating Agencies' purchase of Products & Services to the extent that Supplier continues to generate revenue from each Participating Agency's purchase of such Products & Services; and (ii) each Party shall immediately cease use of the other Party's trademarks, names, and logos.

## 3. FEES

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a. Administrative Fee. Supplier shall pay CoreTrust the Administrative Fee for the preceding calendar month no later than thirty (30) days following the end of such calendar month. The Administrative Fee is payable in U.S. Dollars via wire to the payment account designated in writing by CoreTrust. All Administrative Fees not paid when due shall bear interest at a rate equal to the lesser of one-and-one-half percent (1.5%) per month or the maximum rate permitted by law until paid in full.

b. Reporting. No later than thirty (30) days after the end of each calendar month during the Term, Supplier shall deliver to CoreTrust the Administrative Fee Report. CoreTrust may compare Supplier's Administrative Fee Report with Participating Agencies' records and, if CoreTrust identifies a material discrepancy, CoreTrust shall notify Supplier in writing, and Supplier shall have thirty (30) days thereafter to resolve such discrepancy to CoreTrust's reasonable satisfaction. If such resolution requires payment of additional Administrative Fee amounts, Supplier shall remit payment of such balance to CoreTrust no later than fifteen (15) days thereafter; provided, if Supplier disputes CoreTrust's finding(s) of a discrepancy and / or the underlying Participating Agency documentation, the Parties shall engage an independent auditor to evaluate such discrepancy, and the cost of such independent audit shall be borne by Supplier. Additionally, in an effort to provide Participating Agencies transparency, Supplier will work with CoreTrust in providing transactional reporting via SFTP process or API connection ("**Agency Report**"). The Agency Report will capture itemized spend information, to the extent possible, identified by a Participating Agency, and will occur at a cadence set by CoreTrust, not to exceed monthly.

c. Audit. CoreTrust, whether directly or through an independent auditor or accounting firm, shall have the right to perform audits of Supplier's records related to its performance under this Admin Agreement, including inspection of books, records, and computer data relevant to Supplier's provision of Products & Services to Participating Agencies, to ensure that pricing, inventory, quality, process, and business controls are maintained; provided, such inspections and audits shall be conducted upon reasonable notice to Supplier and so as not to unreasonably interfere with Supplier's business or operations.

## 4. REPRESENTATIONS & WARRANTIES

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a. Mutual. Each Party hereby represents, warrants, and covenants that it does as of the Effective Date and shall during the Term comply with all applicable federal, state, and local laws, rules, regulations, and ordinances.

b. By Supplier. Supplier hereby represents and warrants that: (i) this Admin Agreement has received all necessary corporate authorizations and support of Supplier's executive management; (ii) it shall promote and market CoreTrust's Cooperative Program to Organizations; (iii) its sales force shall be trained, engaged, and committed to offering a master agreement to Organizations through CoreTrust in the geographies agreed between the Parties; (iv) all sales under such master agreement shall be accurately and timely reported to CoreTrust; (v) its sales force shall be compensated, including sales incentives, for sales to Participating Agencies under the master agreement in a consistent or better manner compared to sales to Organizations if Supplier were not awarded such master agreement; (vi) it is the owner of or otherwise has the unrestricted right to grant the rights in and to Supplier Content as contemplated hereunder; and (vii) Supplier Content and any other materials or services provided to CoreTrust as contemplated hereunder shall not infringe, misappropriate, or otherwise violate the intellectual property or proprietary rights of any third party.

## 5. INDEMNIFICATION; LIMITATION OF LIABILITY

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a. Indemnification. Supplier shall indemnify, defend, and hold harmless each Participating Agency and CoreTrust, and their respective administrators, directors, officers, members, managers, employees, and agents ("**Indemnified Parties**") from and against all losses, damages, and expenses (including reasonable attorneys' fees) ("**Losses**") arising from all claims, proceedings, and / or demands ("**Claims**") resulting from Supplier's breach of its representations, warranties, and / or covenants under this Admin Agreement, and / or the actions of Supplier and its employees or subcontractors in the performance of Supplier's obligations under this Admin Agreement.

b. Disclaimer. With respect to any purchases by any Participating Agency, CoreTrust shall not be: (i) construed as a dealer, re-marketer, representative, partner, or agent of any type of Supplier or any Participating Agency; (ii) obligated by, liable for, or in any way responsible for the Products & Services or any order of Products & Services made by any Participating Agency or any employee thereof or for any payment required to be made with respect to such order for Products & Services; and / or (iii) obligated by, liable for, or in any way responsible for any failure by any Participating Agency to comply with procedures or requirements of applicable law or to obtain the due authorization and approval necessary to purchase Products & Services. CoreTrust makes no representation or guaranty with respect to

any minimum purchases by any Participating Agency, whether individually or collectively, or any employee thereof under this Admin Agreement. CORETRUST EXPRESSLY DISCLAIMS ALL EXPRESS AND IMPLIED REPRESENTATIONS AND WARRANTIES REGARDING CORETRUST'S PERFORMANCE AS A CONTRACT ADMINISTRATOR. CORETRUST SHALL NOT BE LIABLE IN ANY WAY FOR ANY SPECIAL, INCIDENTAL, INDIRECT, CONSEQUENTIAL, EXEMPLARY, PUNITIVE, OR RELIANCE DAMAGES, EVEN IF CORETRUST IS ADVISED OF THE POSSIBILITY OF SUCH DAMAGES. The terms of this Section 5 shall survive the termination of this Admin Agreement.

## 6. MISCELLANEOUS

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a. General. This Admin Agreement constitutes the entire agreement of the Parties with respect to the subject matter hereof, and supersedes all prior agreements, arrangements, representations, and understandings relating to the same (written or oral). All Attachments hereto are hereby incorporated and made a part of Admin Agreement. Any conflict among the terms and conditions of any document associated herewith shall be resolved in the following order of precedence: (i) any Attachment; (ii) these Terms and Conditions; and (iii) any other such associated document. This Admin Agreement may be amended, modified, or supplemented only by a written document expressly indicating such intent of the Parties that is executed and delivered by an authorized representative of each Party. No failure or delay by a Party in exercising any right, power, or privilege hereunder shall operate as a waiver, nor shall any single or partial exercise thereof preclude any further exercise of any right, power, or privilege. If a court of competent jurisdiction finds any provision of this Admin Agreement unenforceable or invalid, then such provision shall be ineffective to the extent of the court's ruling, and all remaining portions of the Admin Agreement remain in full force and effect. This Admin Agreement may be executed in two or more counterparts, and manually-executed counterparts may be delivered in electronic form, each of which is deemed an original, and all of which together constitute one and the same instrument. Paragraph headings contained herein are for reference only and are not substantive parts of this Admin Agreement. The use of the singular or plural shall include the other form. As used in this Admin Agreement, all references to "include" or "including" mean inclusive by way of example, and not restrictive by way of limitation, and all references to "day(s)" mean calendar days unless otherwise indicated. This Admin Agreement shall not be construed as prepared by one Party, but rather as if the Parties jointly prepared the same.

b. Relationship. Nothing contained in this Admin Agreement creates any agency, partnership, or other joint enterprise between the Parties. The Parties shall at all times be independent contractors. Neither Party has authority to contract for or bind the other in any manner whatsoever except as expressly set forth in this Admin Agreement. This Admin Agreement is made solely for the benefit of the Parties, and no other persons shall acquire or have any right under or by virtue of this Admin Agreement. Except as otherwise provided herein, all representations, warranties, covenants, and agreements of the Parties shall remain in full force and effect regardless of any termination of this Admin Agreement, in whole or in part.

c. Assignment. Supplier shall not assign this Admin Agreement nor its rights or obligations hereunder without CoreTrust's advance written consent. CoreTrust may in its sole discretion assign this Admin Agreement and / or its rights or obligations hereunder, if to a legal entity that has the authority and capacity to perform CoreTrust's obligations under this Admin Agreement. Any assignment in violation of this Section shall be null and void. This Admin Agreement shall bind upon and inure to the benefit of the Parties, their successors, and permitted assigns.

d. Governing Law. This Admin Agreement shall be governed by and construed in accordance with the laws of the State of Tennessee and the United States of America, without regard to their respective conflict of laws principles. SUPPLIER AND CORETRUST EACH EXPRESSLY SUBMIT AND CONSENT TO THE JURISDICTION OF ANY TENNESSEE STATE COURT SITTING IN NASHVILLE, TENNESSEE OR THE UNITED STATES DISTRICT COURT FOR THE MIDDLE DISTRICT OF TENNESSEE WITH RESPECT TO ANY LEGAL PROCEEDING ARISING OUT OF, OR RELATING TO, THIS ADMIN AGREEMENT. EACH PARTY EXPRESSLY WAIVES ANY OBJECTION THAT IT MAY HAVE BASED UPON LACK OF PERSONAL JURISDICTION, IMPROPER VENUE, OR *FORUM NON CONVENIENS*.

e. Force Majeure. The Parties' obligations hereunder shall be temporarily suspended during any period a Party is unable to carry out its obligations under this Admin Agreement by reason of a Force Majeure Event. Neither Party shall have any liability to the other Party for a delay in performance nor failure to perform to the extent this Admin Agreement is so temporarily suspended; provided: (i) nothing contained herein shall apply to payment obligations with respect to obligations which have already been performed under this Admin Agreement; and (ii) the affected Party: (1) promptly notifies the other Party of such Force Majeure Event and the reasonably expected duration thereof; (2) exercises commercially reasonable efforts to promptly remedy, remove, or mitigate the effects of such Force Majeure Event to the extent reasonably possible; and (3) promptly resumes performance of any suspended obligation upon cessation of such Force Majeure Event.

f. Notices. Each Party shall deliver all notices hereunder to the respective address provided on the Cover Page (as a Party may update pursuant to this Section 6(f)), by: (i) personal hand, effective on delivery; (ii) certified mail, return receipt requested and postage prepaid, effective three (3) days following deposit with the U.S. Postal Service; or (iii) nationally recognized overnight courier service, effective the next business day following deposit therewith. The Parties may exchange correspondence via email concerning ordinary business matters hereunder; provided, formal notices due under this Admin Agreement are not effective unless sent pursuant to this Section 6(f).

g. Publicity. A Party may issue press releases or other public announcements with respect to this Admin Agreement only with the prior written consent of the other Party's authorized representative. CoreTrust may use Supplier's trademarks, names, and logos as provided by Supplier to CoreTrust. CoreTrust authorizes Supplier to use CoreTrust's trademarks, names, and logos solely as provided by CoreTrust to Supplier and for the purposes of this Admin Agreement. Each Party's use of the other Party's trademarks, names, and logos shall be limited to standard communication, including correspondence, newsletters, and website material, and joint marketing efforts, including,

but not limited to, utilizing the same on correspondence, collateral, agreements, websites, newsletters, or other marketing materials promoting the Products & Services pursuant to this Admin Agreement. Notwithstanding the foregoing, the Parties understand and agree that except as provided herein, no Party shall have any right, title, or interest in the other Party's trademarks, names, and/or logos.

## 7. DEFINITIONS

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(a) **"Administrative Fee"** means an amount equal to **one percent (1%)** of the total sales price of all Products & Services purchased by the Participating Agencies and billed by Supplier (excluding taxes).

(b) **"Administrative Fee Report"** means an electronic report summarizing all sales made under the Cooperative Program during the preceding calendar month, in the form attached hereto as Schedule 1.

(c) **"Attachment"** means the appendices attached hereto and made a part of this Admin Agreement.

(d) **"Force Majeure Event"** means an occurrence negatively affecting a Party's performance hereunder and which is beyond a Party's reasonable control, including an act of God or public enemy, act of terrorism, pandemic or epidemic, fire, flood, civil commotion, or closing of the public highways.

(e) **"Cooperative Program"** means CoreTrust's group purchasing organization operations, including without limitation its arrangements with certain vendors, strategic service partners, and other group purchasing entities.

(f) **"Organization(s)"** means (collectively) state, county, city, special district, and / or local government entities, school districts, private and public educational institutions, political subdivisions, state / regional / territorial agencies, state / regional / territorial governments, and other governmental agencies and nonprofit organizations.

(g) **"Plan"** means the sales and marketing plan through which the Parties shall advertise the Cooperative Program and benefits associated therewith to the Organizations, which plan shall include without limitation details concerning: (i) issuing co-branded press releases; (ii) publishing Cooperative Program details and contact information on both CoreTrust and Supplier websites; (iii) scheduling and holding training on any master purchasing agreement for the sales teams of both CoreTrust and Supplier; (iv) jointly participating in national and regional conferences; (v) jointly attending national and regional Participating Agency networking events; and (vi) designing, publishing, and distributing co-branded marketing materials; (vii) engaging in ongoing marketing and promotion of the Cooperative Program for the entire Term (e.g., developing and presenting case studies, collateral pieces, and presentations).

(h) **"Products & Services"** means those products and services provided or otherwise made available by Supplier under this Admin Agreement.

(i) **"Supplier Content"** means graphics, media, and other content Supplier provides or otherwise makes available to CoreTrust hereunder.



SCHEDULE 1 TO ATTACHMENT A - FORM OF ADMINISTRATIVE FEE REPORT

	<b>File Type:</b>	<b>ADMIN</b>	<b>Lead Agency ID:</b>	
	<b>Supplier Name:</b>		<b>Related Check/Wire #:</b>	
	<b>Contract Number:</b>		<b>Check/Wire Amount:</b>	
	<b>Month:</b>		<b>Total Fees for this Month for this contract:</b>	
	<b>Year:</b>			
<p><b>NOTE: For a complete list of Participating Agency ID's please check the CoreTrust Participating Agency Roster that is emailed to you by the CoreTrust. Every Participating Agency must have an ID listed with it. Please contact Customer Service at <a href="mailto:gethelp@coretrustpg.com">gethelp@coretrustpg.com</a> if you need assistance.</b></p>				
<p><b>DO NOT DELETE THIS ROW OR MARK IN CELL "A10" OR THE SYSTEM WILL NOT ACCEPT THE FILE.</b></p>				
	<b>Participating Agency ID (Provided by CoreTrust)</b>	<b>Participating Agency Name</b>	<b>Monthly Net Sales</b>	<b>Monthly Admin Fees</b>

\*All amounts to be stated in U.S. Dollars.



**Section L – Form of Master Intergovernmental Cooperative Purchasing Agreement**

*[Attachment to Follow]*

## MASTER INTERGOVERNMENTAL COOPERATIVE PURCHASING AGREEMENT

THIS MASTER INTERGOVERNMENTAL COOPERATIVE PURCHASING AGREEMENT (this “**Agreement**”) is entered into by and between those certain government agencies that execute a Lead Public Agency Certificate (“**Lead Agency(ies)**”) with CoreTrust Purchasing Group LLC (“**CoreTrust**”) to be appended and made a part hereof, and other government agencies (collectively, with Lead Agency, a “**Program Participant**”) who participate in the cooperative purchasing programs administered by CoreTrust and / or its affiliates and subsidiaries (collectively, “**Program**”) in the manner designated by Lead Agency and/or CoreTrust.

### RECITALS

**WHEREAS**, after a competitive solicitation and selection process conducted by Lead Agencies, Lead Agencies enter into master agreements (“**Master Agreements**”) with awarded suppliers to provide a variety of goods, products, and services (“**Products & Services**”) to the applicable Lead Agency and Program Participants;

**WHEREAS**, Master Agreements are made available to Program Participants by Lead Agencies through the Program and provide that Program Participants may voluntarily purchase Products & Services on the same terms, conditions, and pricing as Lead Agency, subject to any applicable federal and / or local purchasing ordinances and the laws of the state of purchase;

**WHEREAS**, the parties hereto desire to comply with the requirements of any intergovernmental cooperative act, if applicable, to the laws of the state of purchase; and

**WHEREAS**, in addition to Master Agreements, the Program may from time-to-time offer Program Participants the opportunity to acquire Products & Services through other group purchasing agreements.

### AGREEMENT

**NOW, THEREFORE**, in consideration of the mutual covenants contained herein and of the mutual benefits to result, the parties hereto agree as follows:

- 1. COOPERATION.** Each party shall facilitate the cooperative procurement of Products & Services.
- 2. COMPLIANCE WITH LAWS.** The procurement of Products & Services by the Program Participant shall be conducted in accordance with and subject to the relevant federal, state, and local statutes, ordinances, rules, and regulations that govern Program Participant’s procurement practices.
- 3. COMPLIANCE WITH CONTRACTUAL REQUIREMENTS.** The cooperative use of Master Agreements and other group purchasing agreements shall be conducted in accordance with the terms and conditions of such agreements, except as modification of those terms and conditions is otherwise allowed or required by applicable federal, state, or local law.
- 4. INFORMATION SHARING.** The Lead Agencies shall make available, upon reasonable request, information about Master Agreements which may assist in facilitating and improving the procurement of Products & Services by the Program Participant.
- 5. AGREEMENT ACCESS.** Program Participant agrees that the Program may provide access to group purchasing organization (“**Cooperative**”) agreements directly or indirectly by enrolling Program Participant in another Cooperative’s purchasing program; provided, the purchase of Products & Services shall be at Program Participant’s sole discretion.
- 6. PAYMENT.** Program Participant shall make timely payments to the distributor, manufacturer, or other vendor (each a “**Supplier**”) for Products & Services procured and received through any Master Agreement (each a “**CoreTrust Agreement**”) in accordance with the terms and conditions of the Master Agreement.
- 7. ADMINISTRATIVE FEE.** Program Participant acknowledges and agrees that CoreTrust may receive fees (“**Administrative Fees**”) from Suppliers, which are typically calculated as a percentage of the dollar value of purchases made by a Program Participant under a CoreTrust Agreement.
- 8. RESTRICTIONS.** Program Participant agrees that Products & Services purchased under any Master Agreements are for Program Participant’s own use in the conduct of its business, and in no event shall Program Participant sell, resell, lease, or otherwise transfer goods purchased through CoreTrust Agreements to an unrelated third party unless expressly permitted by the terms of the applicable CoreTrust Agreement.
- 9. REMEDY; DISPUTE.** Payment for Products & Services and inspections and acceptance of Products & Services ordered by Program Participant shall be the exclusive obligation of Program Participant. Disputes between Program Participant and

any Supplier shall be resolved in accordance with the law and venue rules of the state of purchase unless otherwise agreed to by Program Participant and Supplier. The exercise of any rights or remedies by Program Participant shall be the exclusive obligation of Program Participant.

**10. NON-CIRCUMVENTION.** Program Participant shall not use this Agreement or the terms and conditions of any CoreTrust Agreement as a method for obtaining additional concessions or reduced prices for similar products or services.

**11. DISCLAIMER.** Program Participant shall be responsible for the ordering of Products & Services under this Agreement. A non-procuring party shall not be liable in any fashion for any violation by a party procuring Products & Services under this Agreement. **WITHOUT LIMITING THE GENERALITY OF THE FOREGOING, CORETRUST MAKES NO REPRESENTATIONS OR WARRANTIES REGARDING ANY PRODUCTS & SERVICES OR CORETRUST AGREEMENT AND SHALL HAVE NO LIABILITY FOR ANY ACT OR OMISSION BY SUPPLIER OR OTHER PARTY UNDER A CORETRUST AGREEMENT.**

**12. TERMINATION.** This Agreement shall remain in effect unless terminated by one party giving thirty (30) days' written notice to the other party. The provisions of Sections 5, 6, 7, 8, and 9 hereof shall survive any such termination.

**13. SEVERABILITY.** If any term or provision of this Agreement is held invalid, illegal, or unenforceable in any jurisdiction, such invalidity, illegality, or unenforceability shall not affect any other term or provision of this Agreement or invalidate or render unenforceable such term or provision in any other jurisdiction.

**14. ASSIGNMENT.** This Agreement and the rights and obligations hereunder are not assignable by either party hereto without the prior written consent of the other party (which consent shall not be unreasonably withheld, conditioned, or delayed); provided, Program Participant and CoreTrust may assign their respective rights and obligations under this Agreement without the consent of the other party in the event either Program Participant or CoreTrust shall hereafter effect a corporate reorganization, consolidation, merger, merge into, sell to, or transfer all or substantially all of its properties or assets to another entity. Subject to the preceding sentence, this Agreement shall be binding upon, inure to the benefit of, and be enforceable by the parties and their respective successors and assigns. Any instrument purporting to make an assignment in violation of this Section 14 shall be null and void.

**15. ENTIRE AGREEMENT.** This Agreement, together with any other documents incorporated herein by reference, constitutes the sole and entire agreement of the parties to this Agreement with respect to the subject matter contained herein, and supersedes all prior and contemporaneous understandings, agreements, representations, and warranties, both written and oral, with respect to such subject matter.

**16. LIABILITY.** To the extent not prohibited by law, Program Participant shall indemnify, defend, and hold harmless CoreTrust and its directors, officers, members, managers, employees, and agents ("**Indemnified Parties**") from and against all losses, damages, and expenses (including reasonable attorneys' fees) ("**Losses**") arising from all third-party claims, proceedings, and / or demands ("**Claims**") resulting from the activities of Supplier and its employees or subcontractors in connection with the Program. CORETRUST SHALL NOT BE LIABLE IN ANY WAY FOR ANY SPECIAL, INCIDENTAL, INDIRECT, CONSEQUENTIAL, EXEMPLARY, PUNITIVE, OR RELIANCE DAMAGES, EVEN IF CORETRUST IS ADVISED OF THE POSSIBILITY OF SUCH DAMAGES. FURTHER, THE PARTIES ACKNOWLEDGE AND AGREE CORETRUST SHALL NOT BE LIABLE FOR ANY ACTION, OR FAILURE TO TAKE ACTION, OF SUPPLIER IN CONNECTION WITH THE PERFORMANCE OF SUPPLIER'S OBLIGATIONS UNDER A CORETRUST AGREEMENT.

**17. ACKNOWLEDGMENT.** Each party to this Agreement acknowledges it has read the Agreement and represents and warrants that it has the necessary legal authority and is legally authorized to execute and enter into this Agreement.

**18. COMMENCEMENT.** This Agreement shall take effect upon: (i) executing a Lead Public Agency Certificate; or (ii) the Program Participant registering on any Program website or other formal written means, as applicable.



**SECTION M – LEAD PUBLIC AGENCY CERTIFICATE**

*[Attachment to Follow]*



**LEAD PUBLIC AGENCY CERTIFICATE**

In its capacity as a Lead Agency for the CoreTrust Program, the Town of Greece has read and agrees to the general terms and conditions set forth in the Master Intergovernmental Cooperative Purchasing Agreement (“**MICPA**”) regulating the use of the Master Agreements and purchase of Products & Services that from time to time are made available by Lead Agency to Program Participants nationwide through CoreTrust. Copies of Master Agreements and any amendments thereto made available by Lead Agency shall be provided to Suppliers and CoreTrust to facilitate use by Program Participants.

I understand that the purchase of one or more Products & Services under the provisions of the MICPA is at the sole and complete discretion of the Program Participant.

**LEAD AGENCY**

\_\_\_\_\_  
Authorized Signature

\_\_\_\_\_  
Printed Name

\_\_\_\_\_  
Title



CORETRUST®

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**SECTION N – TECHNICAL PROPOSAL**



CORETRUST®

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**SECTION 0 – COST PROPOSAL**

## Contractor Information

### Business Entity Information

Company Name:	Carahsoft Technology Corp.
Doing Business As:	
Address:	11493 Sunset Hills Road, Suite 100, Reston, VA 20190
Website:	<a href="http://www.carahsoft.com">www.carahsoft.com</a>
Federal ID #:	52-2189693
Phone Number:	

### Contract Administrator/Manager Information

Contract Administrator Name:	Beth Drake
Title:	Contracts Manager
Address:	11493 Sunset Hills Road, Suite 100, Reston, VA 20190
Telephone #:	703-889-9821
E-Mail:	<a href="mailto:Beth.Drake@carahsoft.com">Beth.Drake@carahsoft.com</a>

### Account Manager Information

Account Manager Name:	Colin Dewberry
Title:	Team Lead
Address:	11493 Sunset Hills Road, Suite 100 Reston, VA 20190
Telephone #:	703-889-9763
E-Mail:	<a href="mailto:Colin.Dewberry@carahsoft.com">Colin.Dewberry@carahsoft.com</a>

### Sales Manager Information

Contact Name:	Tim Boltz
Title:	Director, Sales
Address:	11493 Sunset Hills Road, Suite 100 Reston, VA 20190
Telephone #:	703-230-7402
E-Mail:	<a href="mailto:Tim.Boltz@carahsoft.com">Tim.Boltz@carahsoft.com</a>

### Billing Manager Information

Contact Name:	Karina Woods
Title:	Director, Customer Operations
Address:	11493 Sunset Hills Road, Suite 100
	Reston, VA 20190
Telephone #:	703-871-8519
E-Mail:	<a href="mailto:Karina.Woods@carahsoft.com">Karina.Woods@carahsoft.com</a>

### Emergency Contact Information

Telephone #:	<b>Craig P. Abod</b>
Toll Free Telephone #:	<b>703-871-8500</b>
E-Mail:	<a href="mailto:Sales@carahsoft.com">Sales@carahsoft.com</a>

Solicitation Contact Information	
E-Mail(s):	<a href="mailto:Tim.Boltz@carahsoft.com">Tim.Boltz@carahsoft.com</a>

Contract Issue Escalation Point #1	
Type of Issue:	<b>Problems with Orders, Product Quality; Wrong Item; Damaged on Arrival; Price Discrepancies, etc.</b>
Contact Name:	Colin Dewberry
Title:	Team Lead
Address:	11493 Sunset Hills Road, Suite 100
	Reston, VA 20190
Telephone #:	703-889-9763
E-Mail:	<a href="mailto:Colin.Dewberry@carahsoft.com">Colin.Dewberry@carahsoft.com</a>
Resolution Time:	24-48 Hours

Contract Issue Escalation Point #2	
Type of Issue:	<b>Product Information; Compatability of Products</b>
Contact Name:	Tim Boltz
Title:	Director, Sales
Address:	11493 Sunset Hills Road, Suite 100
	Reston, VA 20190
Telephone #:	703-230-7402
E-Mail:	<a href="mailto:Tim.Boltz@carahsoft.com">Tim.Boltz@carahsoft.com</a>
Resolution Time:	24-48 Hours

Contract Issue Escalation Point #3	
Type of Issue:	<b>Technical Support; Unsatisfactory Support or Performance</b>
Contact Name:	<b>Robert R. Moore</b>
Title:	Vice President
Address:	11493 Sunset Hills, Suite 100
	Reston, VA 20190
Telephone #:	703-871-8504
E-Mail:	<a href="mailto:Robert.Moore@carahsoft.com">Robert.Moore@carahsoft.com</a>
Resolution Time:	24-48 Hours

## Executive Sponsor Information

Contact Name:	Robert R. Moore
Title:	Vice President
Address:	11493 Sunset Hills, Suite 100
	Reston, VA 20190
Telephone #:	703-871-8504
E-Mail:	<a href="mailto:Robert.Moore@carahsoft.com">Robert.Moore@carahsoft.com</a>

## References

### Mandatory Minimum of 3 References

#### Contact Information #1

Company Name:

Doing Business As:

Address:

Website:

Federal ID #:

Phone Number:

#### Contact Information #2

Company Name:

Doing Business As:

Address:

Website:

Federal ID #:

Phone Number:

#### Contact Information #3

Company Name:

Doing Business As:

Address:

Website:

Federal ID #:

Phone Number:









**AUGUST 25, 2025**

Carahsoft's Response to the Town of Greece, New York's Best Value Solicitation for

# **Technology Acquisition and Professional IT Services**

Solicitation Number: 24COR-018GR

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<b>Company Name</b>	Carahsoft Technology Corp.
<b>Company Address</b>	11493 Sunset Hills Road, Suite 100, Reston, Virginia 20190
<b>Company Web Page</b>	<a href="http://www.carahsoft.com">www.carahsoft.com</a>
<b>Point of Contact</b>	Tim Boltz, Director, Sales, 703-230-7402, <a href="mailto:Tim.Boltz@carahsoft.com">Tim.Boltz@carahsoft.com</a>

**carahsoft**<sup>®</sup>

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## Bidder Company Summary

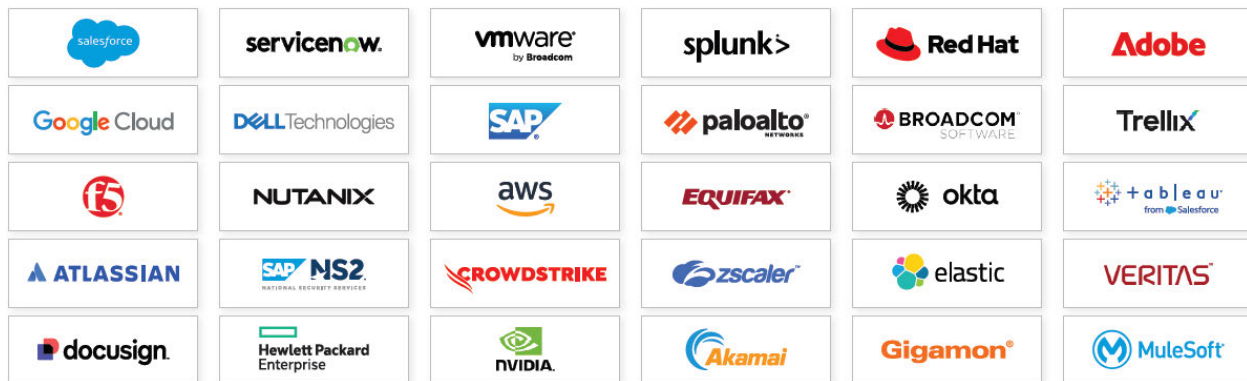
Bidders shall provide a summary document (in searchable .docx or .pdf format) including the following:

### EXPERIENCE

- a) *Experience – Provide a brief overview of your business organization, a brief description of the Bidder's history, reputation and the Bidder's reputation of products and services in the marketplace, Bidder's corporate office location (and regional offices) and year of establishment. Please provide resumes responsive to Section F, 11.9 Resulting Contract Management Requirements and include a brief description of experience and qualifications of key personnel/Contract Contacts;*

**Carahsoft Technology Corp.** is The Trusted Government IT Solutions Provider®. Founded in 2004 and based in Reston, Virginia, the company works with a robust and growing ecosystem of thousands of reseller partners, system integrators, IT solutions providers and a deep portfolio of contract vehicles, Carahsoft proactively markets, sells, and distributes emerging and leading IT solutions to government markets in the U.S. and Canada, as well as education, healthcare, critical infrastructure, not-for-profit and commercial markets.

**Strategic Partnerships:** have established strategic, long-term relationships with the industry's leading manufacturers including F5, Dell Technologies, Adobe, Splunk, Google Cloud, Amazon Web Services, Microsoft, VMware, Salesforce, Zoom, DocuSign, Micro Focus Government Solutions, Snowflake, Palo Alto Networks, ServiceNow, Veritas, Broadcom, and SAP, among hundreds of other established and emerging technology providers.



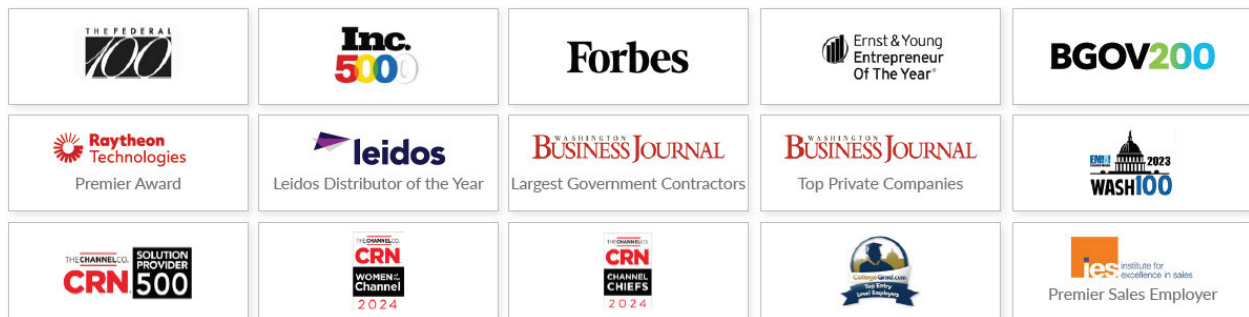
**Top-performing Government Contract Holder:** Carahsoft has secured numerous contracts that enable Carahsoft and our partners to serve public sector customers throughout the United States and Canada. We are a top-performing contractor for the GSA Schedule, SEWP V and ITES-SW2 contracts. We hold several agency-specific contracts and Department of Defense Enterprise Software Initiative agreements and provide our EDU and SLG customers with access to technology via The Quilt contract, the NASPO Value Point and OMNIA Partners cooperating purchasing agreements, and numerous state and reseller contracts.

**Partner Enablement:** Our partner ecosystem encompasses more than 4,000+ government contractors, resellers, and integrators who we support and enable with an entire suite of value-added opportunities that run the gamut from training/certification and pre-sales support to lead generation and business development.

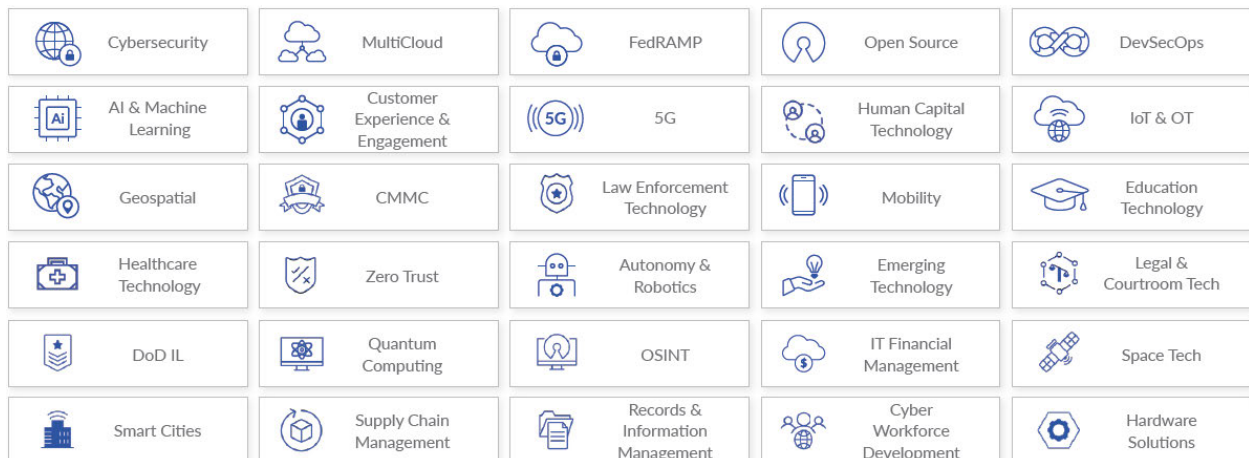
**Proven Execution:** By providing an unparalleled volume of proactive, government-focused sales and marketing, including 7,200+ educational events and campaigns annually, we drive demand for our partners. As a result, we now serve as the largest government partner for the majority of our vendors, who have also entrusted other major aspects of their businesses to Carahsoft including partner enablement, commercial sales, renewals and upsell, and help desk services.

**Growth and Stability:** A stable, conservative, and profitable company, Carahsoft has demonstrated impressive growth year after year, with \$19.5 billion in bookings in 2024, and more than \$100 billion in aggregate over our 20 years in business. Our team of dedicated, highly trained marketing, sales, contracting, and business operations experts now exceeds 3,800.

**Awards and Recognition:** In recognition of our accomplishments, Carahsoft has received hundreds of awards for service excellence, business performance, and leadership from our customers, partners, and industry. Carahsoft has received Distributor/Partner of the Year awards from numerous partners including Veritas, VMware, Adobe, Palo Alto Networks, Red Hat, DocuSign, Tableau, Splunk, Okta, and Gigamon, as well as industry recognition including:



**Carahsoft's Vertical Technology Portfolio:** As the Master Government Aggregator® for our vendor and reseller partners, we deliver solutions for 5G, AI and Machine Learning, Customer Experience and Engagement, Cybersecurity, DevSecOps, Education, FedRAMP Technologies, Geospatial, Healthcare Technology, Law Enforcement Technology, Mobility, MultiCloud, Open Source, Training Technology, Zero Trust and more.



Carahsoft is responding as a Value-added Reseller and a top-performing government contractor. Carahsoft is uniquely positioned to provide Participating Entities with access to best-of-breed solutions, including various IT hardware; software; cloud solutions; compatible IT ancillary products; servers; and professional IT services, for all six Lots.

- Lot 1: IT Hardware – \$100M
- Lot 2: Servers and Related Products – \$25M
- Lot 3: Professional IT Services – \$50M
- Lot 4: IT Ancillary Products – \$50M
- Lot 5: Software Licenses – \$50M
- Lot 6: Cloud Solutions – \$50M

Carahsoft has assembled a team from our vast portfolio of 1,200+ vendors which includes our premier network of cloud solutions, providers, resellers, and subcontractors as the best solution to meet the Lead State's requirements. Carahsoft's unrivaled portfolio includes 190+ FedRAMP Authorized cloud solutions and 70+ StateRAMP Authorized cloud solutions from 100+ unique Service Providers, as well as many other cloud solutions that are actively pursuing FedRAMP and StateRAMP Authorization. This includes cloud solutions from AWS, Microsoft, Google, Salesforce, VMware, ServiceNow, and many other Service Providers.

Carahsoft was established in 2004, and current employees nearly 4,000 full-time employees. Employees reside in also 50 states, as well as Puerto Rico, and Canada.

#### RESULTING CONTRACT MANAGEMENT REQUIREMENTS (11.9)

##### Contract Manager

*The awarded Contractor must appoint a dedicated Contract Manager with a minimum of ten (10) years of relevant experience. The Contractor must provide a resume detailing this experience.*

Contract Manager	
Name	Beth Drake
Role	CoreTrust Contracts Manager
Phone Number	703.889.9821
Email Address	<a href="mailto:Beth.Drake@carahsoft.com">Beth.Drake@carahsoft.com</a>

For the last three years, Beth Drake has served as a Contracts Manager for one of Carahsoft's largest public sector cooperative contract vehicles. This includes overseeing four additional specialists who solely service NASPO Purchasing Entities in sales, contracts, and program management functions. Through this experience, Mrs. Drake maintains oversight over 1,200 vendors, more than 300 resellers, and 46 Participating Addendums, generating \$1.5 billion in sales volume in 2024—a 45% increase from 2023. Prior to joining the contracts team, Beth Drake led Carahsoft's Call Center Technology Business Unit, serving more than 4,000 customers for sales, contracts, marketing, and renewal activities. Beth's experience leading this team resulted in more than \$1M+ of sales of the five vendor product lines, all utilizing contract vehicles such as Carahsoft's GSA, TX DIR, OMNIA, CMAS, SLP and NASPO. The understanding of multiple contracts is crucial to identifying opportunities based on customers' needs. With a broad sales background, Beth provides collaboration and understanding of the sales cycle that is beneficial to managing our Public Sector contracts.

Please refer to Beth Drake's resume below.

<b>Beth Drake, CoreTrust Contract Manager</b>
<b>Summary of Qualifications</b>
<p>Experienced Contract Manager and Team Lead with over 20 years of progressive responsibility in contract administration, sales operations, customer renewals, and team leadership across public and private sectors. Proven track record in government procurement, B2B sales, and vendor management, currently managing one of Carahsoft's largest contracts. Skilled in contract negotiation, customer retention, and cross-functional collaboration. Known for initiating new teams, leading onboarding and enablement, and serving as a subject matter expert in renewals and federal sales. Additional background includes roles in education, community safety, and non-profit operations, showcasing versatility, communication skills, and strong interpersonal rapport.</p>
<b>Skills</b>
<ul style="list-style-type: none"> <li>▪ Currently oversee and manage Carahsoft's top-tier NASPO contract, coordinating stakeholders and ensuring compliance with federal procurement standards.</li> <li>▪ Spearheaded initiatives to improve cross-department collaboration and accountability, resulting in a <b>20%</b> reduction in processing time.</li> <li>▪ Enforced contract compliance through regular audits and cross-functional reviews, reducing risk exposure and increasing contract value by <b>35%</b>.</li> <li>▪ Draft, review, and negotiate contract amendments; track performance metrics to align deliverables with strategic business goals.</li> <li>▪ Lead interdepartmental training sessions to communicate contract updates, ensuring <b>100%</b> alignment across procurement, sales, and legal teams.</li> <li>▪ Thoroughly reviews and revises the following legal/professional documents: <ul style="list-style-type: none"> <li>○ Vendors' submission applications, EULAs</li> <li>○ Distributor and Reseller Agreements</li> <li>○ Letters of Authorization</li> <li>○ Price lists for vendor products</li> </ul> </li> </ul>
<b>Employment History</b>
<p><b>Carahsoft Technology (Feb 2016 – Present)</b></p> <p><b>Contract Manager   NASPO</b></p> <ul style="list-style-type: none"> <li>▪ Oversee and manage Carahsoft's top-tier NASPO contract, coordinating stakeholders and ensuring compliance with federal procurement standards.</li> <li>▪ Spearheaded initiatives to improve cross-department collaboration and accountability, resulting in a <b>20%</b> reduction in processing time.</li> <li>▪ Enforce contract compliance through regular audits and cross-functional reviews, reducing risk exposure and increasing contract value by <b>15%</b>.</li> <li>▪ Draft, review, and negotiate contract amendments; track performance metrics to align deliverables with strategic business goals.</li> <li>▪ Lead interdepartmental training sessions to communicate contract updates, ensuring <b>100%</b> alignment across procurement, sales, and legal teams.</li> <li>▪ Apply in-depth knowledge of procurement workflows to streamline approval cycles and enhance compliance efficiency.</li> </ul> <p><b>Team Lead</b></p> <ul style="list-style-type: none"> <li>▪ Managed a portfolio of <b>50+</b> vendor maintenance, subscription, and SaaS renewals, ensuring timely renewals and maximizing client satisfaction.</li> <li>▪ Led weekly forecasting and strategic planning meetings; successfully launched Carahsoft's inaugural Customer Success Management (CSM) team for Zoom, driving new revenue initiatives.</li> </ul>

**Beth Drake, CoreTrust Contract Manager**

- Acted as subject matter expert for renewals, license acquisition, deal flow management, and federal RFP/SOW negotiations, enhancing team efficiency and deal closure rates.
- Achieved **95%** on-time renewal rate across assigned accounts, securing **multi-million-dollar** revenue streams.
- Designed and delivered onboarding and enablement training for 10+ new vendors, accelerating time-to-revenue by **30%**.

**Renewal Specialist**

- Handled **100+** renewal opportunities daily, balancing high-volume outreach via calls and emails to maintain federal customer retention.
- Resolved **90%** of customer issues within SLA timelines, significantly improving federal account renewal rates.
- Articulated Carahsoft's value proposition and negotiated custom pricing solutions, contributing to **\$1M+** annual renewal revenue.
- Generated tailored renewal quotes and conducted proactive customer follow-ups, closing renewals **15%** faster than average.
- Maintained accurate pipeline tracking in Salesforce CRM; collaborated with sales and vendor teams to align customer renewal strategies.
- Consistently exceeded monthly quotas by **10-15%** and achieved quarterly sales targets for three consecutive years.

**Loudoun County Sheriff's Office (May 2015 – May 2024)****Crossing Guard**

- Provided a safe environment in the school community for drivers and pedestrians during drop off and pick up before and after school hours.
- Taught children pedestrian and crosswalk safety and proper use of crosswalks.
- Provided basic first aid care when needed.

**Loudoun County Parks and Recreation (Feb 2015 – Feb 2016)****Teacher's Aide**

- Supported teachers and classrooms of **12+** children ages 3–5.
- Guided children through learning and play activities that emphasized organization and respect
- Contributed to curriculum development.
- Managed special projects independently.

**International School of Stuttgart, Germany (Oct 2009 – Sep 2013)****Learning Assistant (Early Years + Grades 1–5 substitute)**

- Supported multiple teachers and classrooms of **40+** students (ages 3–5).
- Led small group activities, supported recess/lunch supervision.
- Recognized for adaptability and rapport with students.
- Supported IB Primary Years Program and transition of international families.

**Infant Massage USA (June 2005 – Dec 2007)****Administrative Assistant**

- Administered membership services, payments, and class registrations for **800+** members of a national nonprofit.

**Beth Drake, CoreTrust Contract Manager**

- Coordinated national class schedules and streamlined registration for seven instructors nationwide.
- Maintained organizational inventory and supplies to support ongoing training activities.
- Updated and managed website content to ensure current information for prospective students and members.

**Simply Wireless (Oct 2002 – July 2004)**

## Regional Channel Manager

- Directed business development for Simply Wireless' largest indirect sales channel across Washington/Baltimore, managing 200+ sub-dealers.
- Negotiated and secured new sub-dealer contracts, expanding distribution network by 25%.
- Recruited and trained 15+ territory reps and administrative staff, boosting regional account management efficiency by 30%.
- Developed and implemented new operational policies, increasing productivity by 20% and reducing overhead costs by 15%.
- Executed strategic business plan that drove 240% YoY growth in 2003 and 150% projected growth in 2004.
- Advised sub-dealers on business operations, inventory management, and profit optimization strategies.
- Maintained daily executive-level communications with major wireless carriers (Nextel, AT&T, T-Mobile, Sprint) to ensure product alignment and issue resolution.

**Cingular Wireless (Nov 1997 – Oct 2002)**

## Corporate Account Manager

- Delivered tailored wireless and data solutions to B2B clients, consistently exceeding sales targets.
- Proactively introduced product innovations to corporate accounts, driving upsell and cross-sell opportunities.
- Prepared competitive proposals and negotiated multimillion-dollar contracts, winning major accounts over rival providers.
- Built C-level client relationships, ensuring tailored wireless solutions aligned with strategic business needs.
- Delivered hands-on product training to corporate client teams, boosting product adoption rates by 20%.
- Identified internal upsell opportunities within corporate accounts and collaborated with sales teams to capture incremental revenue.

## Channel Manager

- Led dealer system implementation for 100+ agent locations, providing activation systems training and support.
- Acted as liaison between corporate and dealer networks, delivering updates on new services and technologies.

## Branch Sales Manager

- Managed operations, inventory, and audits for retail stores, maintaining <1% loss and consistently exceeding quarterly quotas.
- Recognized for contributions to national merchandising and retail performance improvement forums.

## Executive Sponsor

*The Contractor must appoint an Executive Sponsor with 20+ Years of relevant experience, selling into the State, Local and Education Markets OR with demonstrated, equivalent senior management. The Contractor must provide a resume detailing this experience.*

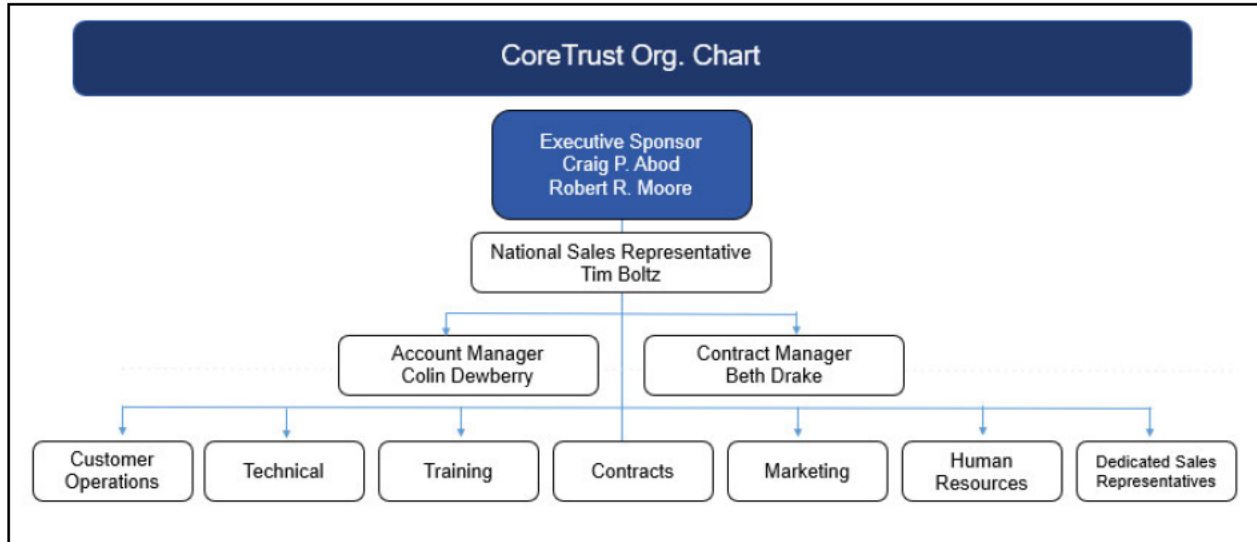
Contract Manager	
Name	Robert R. Moore
Role	Executive Sponsor
Phone Number	703.871.8504
Email Address	<a href="mailto:Robert.Moore@carahsoft.com">Robert.Moore@carahsoft.com</a>

Robert Moore, CoreTrust Executive Sponsor
<b>Summary of Qualifications</b>
<ul style="list-style-type: none"> <li>▪ Senior Sales Executive with a 25 year accomplished career track</li> <li>▪ Held senior sales management positions throughout a dynamic tenure in US Government Information Technology Sales</li> <li>▪ Developed multiple successful; selling organizations from the ground up to revenues greater than \$200M</li> <li>▪ Has contributed to the development of several organizations from the start-up/ incubator phase into mature successful selling phases</li> <li>▪ Successful and experienced at performing all aspects of monthly sales forecasting and competitive analyses to develop highly successful selling organizations</li> <li>▪ 25 years of total experience in Government IT Sales in positions that have ranged from technical account manager, director of sales and several senior sales management posts</li> </ul>
<b>Skills</b>
<ul style="list-style-type: none"> <li>▪ Sales Team Training &amp; Supervision</li> <li>▪ Strategic &amp; Tactical Planning</li> <li>▪ Competitive Sales Analysis</li> <li>▪ Government Contract Negotiations</li> <li>▪ Broker Vendor Relations</li> <li>▪ Account Development/ Acquisition</li> <li>▪ Sales Presentations and Closing</li> <li>▪ Policy Formulation and Dispersal</li> </ul>
<b>Relevant Experience</b>
<p>As Vice President at Carahsoft, holds full responsibility for all sales operations through a team of Sales Managers and three (3) independent sales organizations comprised of nearly 4,000 employees U.S. Government nationwide. Has solidified exclusive partnerships with multiple Information Technology Manufacturers, expanding product awareness and distribution throughout the Public Sector/ Government vertical. Has acquired a broad portfolio of IDIQ, GWAC, and similar contracts that include GSA Schedule , Agency Specific Blanket Purchase Agreements, and State specific contracts and successfully leveraged these contracts into successful selling vehicles. Grew national government sales organization to nearly \$20 billion in annual sales, in charge of on-site sales training, policy formulation, goal setting, incentive programs, sales commissions and sustaining growth in annual revenues of 15% - 35%. Spear headed selling strategies and marketing plans that included competitive upgrade programs, user group forums, solution based selling and consistently realized a 30% - 50%</p>

**Robert Moore, CoreTrust Executive Sponsor**  
Return on Investment. Familiar and responsible for all aspects of operations and performance of the sales organization.

Organizational Chart

*The Contractor must present an organizational chart showing the chain of command and responsibilities for managing the resulting Contract. Please provide resumes detailing the experience of key personnel.*



**DISTRIBUTION CAPACITY**

b) *Distribution Capacity – Please provide a detailed list or map of all your full-service stocking distribution centers in the United States and describe your delivery network, along with your order-fill rate and on-time delivery rate. Please advise the warehouse square footage for each location. Additionally, please describe any unique capabilities or logistics that set your distribution network apart from competitors in the market. How does your organization meet the special requirements of public sector customers? Summarize recent, current, and projected volumes for each Lot as described in Solicitation, Appendix B, Section F, 11. Scope of Work. Identify any reasonably foreseeable factors that could complicate, or otherwise impact, the firm’s ability to satisfy obligations under the resulting Contract.*

Carahsoft employs nearly 4,000 employees, with employees located within every state and Commonwealth in the U.S. We scale our operations and staff to meet our customers continuously changing needs, and will do this for the Town, CoreTrust, and Participating Entities.

**REPRESENTATION**

c) *Representation - How many Sales / Account Representatives does your company employ in the U.S.? Describe the number of Technology product experts and dedicated technicians on your sales and support staff. How will they be able to help a public agency support our network and users?;*

Carahsoft employs nearly 4,000 employees, with employees located within every state and Commonwealth in the U.S. Our staff maintains a wide range of certifications specific to the OEM that they support. Carahsoft staff maintains more than 5,600 certifications across 125+ vendor product, solution, and service lines.

**FINANCIAL STRENGTH**

d) *Financial Strength - Provide a copy of your company’s most recent Annual Report or, if privately held, a copy of your most recent audited financial statements. Contractor must demonstrate: annual bookings greater than \$10 billion; ability to independently handle orders up to \$100 million; and possess a minimum credit line of \$100 million.*

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Year	Revenue
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[REDACTED]

**PAST LITIGATION, BANKRUPTCY, REORGANIZATION, INVESTIGATIONS**

e) Describe past litigation; bankruptcy; reorganization; state investigations of Bidding entity or its current officers and directors limited to the last five (5) years.

**COMMUNITY INVOLVEMENT**

f) Community Involvement - What is your organization's plan for creating a positive impact in the local community and/or the wider community that may be impacted by your business operations? Please provide specific details, including any existing partnerships with community organizations, initiatives, or programs aimed at improving social or environmental outcomes.

**REFERENCES**

*g) References - The qualified Bidder shall submit a minimum of three (3) references for projects of current technology customers and must include customer name, address, contact, phone, email, number of years serviced, and nature of business relationship; and*

Reference Information #1	
[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]
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Reference Information #2	
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Reference Information #3	
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## PUBLIC SECTOR EXPERIENCE

### h) *Public Sector Experience –*

- *Brief description of past experience working in the public sector, similar Contracts won in the last five (5) years with governmental entities;*
- *Provide examples of successful partnerships with other public sector organizations.*
- *Can you share case studies that demonstrate your ability to meet complex procurement needs?*
- *What feedback have you received from public sector clients regarding your performance?*

Carahsoft's Contract Catalog includes over 300 Contracts across Federal Government, State and Local Government, Education, Healthcare, and Canada. Key contracts, in addition to NASPO Cloud Solutions, include GSA, SEWP, Texas Department of Information Resources (DIR), Department of Defense Enterprise Software Initiative (DoD ESI) Blanket Purchase Agreements (BPAs), Army ITES-SW 2, among many other cooperative purchasing and individual contracts.

In maintaining these contracts, our dedicated Contracts Team consists of 60 members who support our wide range of solutions through critical contract management functions, including but not limited to pricelist maintenance, reseller contract access, agreement and contract reviews, and reporting & fee payment. The depth and breadth of our contract management expertise is unparalleled in the industry. Contracts representatives are devoted to specific contract vehicles and territories; for example, our NASPO Contract Team consists of the Contract Manager, Deputy Contract Manager and Contract Specialists with several years of experience supporting the NASPO Cloud Solutions initiative through negotiating Participating Addenda, managing contract modifications, and adding unique providers to expand the list of potential offerings.

Here are a few examples of Success Stories with the E&I cooperative.

- **Supplier Spotlight**: An Interview with Tim Boltz, Sales Director at Carahsoft on the Agreement and Benefits for E&I Members
- **Supplier Spotlight**: An Interview with Red Hat on Key Features & Benefits for E&I Members
- **Supplier Spotlight**: Carahsoft on Cloud Tech Licensing Challenges, Consolidations, Management, and Cost Control
- **Supplier Spotlight**: Carahsoft on Open Source Software & It's Role in Education
- **Supplier Spotlight**: Carahsoft's Commitment to Supplier Diversity
- **How Amazon Web Services' 4 Pillars of Digital Transformation for Education Helped E&I Members**: An Interview with Raechelle Clemmons, Leader, Higher Education Business Development and Strategy at AWS

## Technical Review

Documentation submitted for Technical Review shall become Section N (“**Technical Proposal**”).

The total technical score shall be **weighted**:

### ENSURING SUPPORT AND ACCOUNT MANAGEMENT: 75 AVAILABLE POINTS

Bidders shall provide for a complete list (utilizing 24COR-018GR Contact Information, Excel) of Contractor Points of Contact and the Bidder agrees that, in the event of staffing changes, the awarded Contractor shall notify CoreTrust’s Point of Contact within 3 business days. Please provide key personnel responsive to Section F, 11.9 Resulting Contract Management Requirements

Contractor Points of Contact will include, at a minimum:

- A Contract Administrator/Manager – Name, Email Address, and Phone Number
- Executive Sponsor – Name, Email Address, and Phone Number
- A National Sales Representative – Name, Email Address, and Phone Number
- An Account Manager – Name, Email Address, and Phone Number
- An Emergency Contact – Name, Email Address, and Phone Number
- Technical Questions Contact – Name, Email Address, and Phone Number
- Identify issue escalation Points of Contact (Name, Email Address, and Phone Number) and escalation resolution time frames (e.g. 24-48 hours)
- Authorized Subcontractor(s) (if applicable) - including Subcontractor Legal Business Name, D/B/A, Contact Name, Email Address, and Phone Number;

Bidder shall use 24COR-018GR Contact Information to provide Bidder Contact Information and their Authorized Subcontractor/Reseller List. Bidders shall also provide their Manufacturer Authorization Letters.

Carahsoft has provided a completed copy of the Bidder Contact Information and Authorized Subcontractor/Reseller List as separate attachment.

#### *Resulting Contract Management Requirements (11.9)*

##### *Contract Manager*

The awarded Contractor must appoint a dedicated Contract Manager with a minimum of ten (10) years of relevant experience. The Contractor must provide a resume detailing this experience.

Contract Manager	
Name	Beth Drake
Role	CoreTrust Contracts Manager
Phone Number	703.889.9821
Email Address	<a href="mailto:Beth.Drake@carahsoft.com">Beth.Drake@carahsoft.com</a>

For the last three years, Beth Drake has served as a Contracts Manager for one of Carahsoft's largest public sector cooperative contract vehicles. This includes overseeing four additional specialists who solely service NASPO Purchasing Entities in sales, contracts, and program management functions. Through this experience, Mrs. Drake maintains oversight over 1,200 vendors, more than 300 resellers, and 46 Participating Addendums, generating \$1.5 billion in sales volume in 2024—a 45% increase from 2023. Prior to joining the contracts team, Beth Drake led Carahsoft's Call Center Technology Business Unit, serving more than 4,000 customers for sales, contracts, marketing, and renewal activities. Beth's experience leading this team resulted in more than \$1M+ of sales of the five vendor product lines, all utilizing contract vehicles such as Carahsoft's GSA, TX DIR, OMNIA, CMAS, SLP and NASPO. The understanding of multiple contracts is crucial to identifying opportunities based on customers' needs. With a broad sales background, Beth provides collaboration and understanding of the sales cycle that is beneficial to managing our Public Sector contracts.

Please refer to Beth Drake's resume below.

<b>Beth Drake, CoreTrust Contract Manager</b>
<b>Summary of Qualifications</b>
Experienced Contract Manager and Team Lead with over 20 years of progressive responsibility in contract administration, sales operations, customer renewals, and team leadership across public and private sectors. Proven track record in government procurement, B2B sales, and vendor management, currently managing one of Carahsoft's largest contracts. Skilled in contract negotiation, customer retention, and cross-functional collaboration. Known for initiating new teams, leading onboarding and enablement, and serving as a subject matter expert in renewals and federal sales. Additional background includes roles in education, community safety, and non-profit operations, showcasing versatility, communication skills, and strong interpersonal rapport.
<b>Skills</b>
<ul style="list-style-type: none"> <li>▪ Currently oversee and manage Carahsoft's top-tier NASPO contract, coordinating stakeholders and ensuring compliance with federal procurement standards.</li> <li>▪ Spearheaded initiatives to improve cross-department collaboration and accountability, resulting in a 20% reduction in processing time.</li> <li>▪ Enforced contract compliance through regular audits and cross-functional reviews, reducing risk exposure and increasing contract value by 35%.</li> <li>▪ Draft, review, and negotiate contract amendments; track performance metrics to align deliverables with strategic business goals.</li> <li>▪ Lead interdepartmental training sessions to communicate contract updates, ensuring 100% alignment across procurement, sales, and legal teams.</li> <li>▪ Thoroughly reviews and revises the following legal/professional documents:               <ul style="list-style-type: none"> <li>○ Vendors' submission applications, EULAs</li> <li>○ Distributor and Reseller Agreements</li> <li>○ Letters of Authorization</li> <li>○ Price lists for vendor products</li> </ul> </li> </ul>
<b>Employment History</b>
<b>Carahsoft Technology (Feb 2016 – Present)</b> Contract Manager   NASPO <ul style="list-style-type: none"> <li>▪ Oversee and manage Carahsoft's top-tier NASPO contract, coordinating stakeholders and ensuring compliance with federal procurement standards.</li> <li>▪ Spearheaded initiatives to improve cross-department collaboration and accountability, resulting in a 20% reduction in processing time.</li> <li>▪ Enforce contract compliance through regular audits and cross-functional reviews, reducing risk exposure and increasing contract value by 15%.</li> </ul>

### Beth Drake, CoreTrust Contract Manager

- Draft, review, and negotiate contract amendments; track performance metrics to align deliverables with strategic business goals.
- Lead interdepartmental training sessions to communicate contract updates, ensuring **100%** alignment across procurement, sales, and legal teams.
- Apply in-depth knowledge of procurement workflows to streamline approval cycles and enhance compliance efficiency.

#### Team Lead

- Managed a portfolio of **50+** vendor maintenance, subscription, and SaaS renewals, ensuring timely renewals and maximizing client satisfaction.
- Led weekly forecasting and strategic planning meetings; successfully launched Carahsoft's inaugural Customer Success Management (CSM) team for Zoom, driving new revenue initiatives.
- Acted as subject matter expert for renewals, license acquisition, deal flow management, and federal RFP/SOW negotiations, enhancing team efficiency and deal closure rates.
- Achieved **95%** on-time renewal rate across assigned accounts, securing **multi-million-dollar** revenue streams.
- Designed and delivered onboarding and enablement training for 10+ new vendors, accelerating time-to-revenue by **30%**.

#### Renewal Specialist

- Handled **100+** renewal opportunities daily, balancing high-volume outreach via calls and emails to maintain federal customer retention.
- Resolved **90%** of customer issues within SLA timelines, significantly improving federal account renewal rates.
- Articulated Carahsoft's value proposition and negotiated custom pricing solutions, contributing to **\$1M+** annual renewal revenue.
- Generated tailored renewal quotes and conducted proactive customer follow-ups, closing renewals **15%** faster than average.
- Maintained accurate pipeline tracking in Salesforce CRM; collaborated with sales and vendor teams to align customer renewal strategies.
- Consistently exceeded monthly quotas by **10-15%** and achieved quarterly sales targets for three consecutive years.

#### Loudoun County Sheriff's Office (May 2015 – May 2024)

##### Crossing Guard

- Provided a safe environment in the school community for drivers and pedestrians during drop off and pick up before and after school hours.
- Taught children pedestrian and crosswalk safety and proper use of crosswalks.
- Provided basic first aid care when needed.

#### Loudoun County Parks and Recreation (Feb 2015 – Feb 2016)

##### Teacher's Aide

- Supported teachers and classrooms of **12+** children ages 3–5.
- Guided children through learning and play activities that emphasized organization and respect
- Contributed to curriculum development.
- Managed special projects independently.

**Beth Drake, CoreTrust Contract Manager****International School of Stuttgart, Germany (Oct 2009 – Sep 2013)**

Learning Assistant (Early Years + Grades 1–5 substitute)

- Supported multiple teachers and classrooms of **40+** students (ages 3–5).
- Led small group activities, supported recess/lunch supervision.
- Recognized for adaptability and rapport with students.
- Supported IB Primary Years Program and transition of international families.

**Infant Massage USA (June 2005 – Dec 2007)**

Administrative Assistant

- Administered membership services, payments, and class registrations for **800+** members of a national nonprofit.
- Coordinated national class schedules and streamlined registration for seven instructors nationwide.
- Maintained organizational inventory and supplies to support ongoing training activities.
- Updated and managed website content to ensure current information for prospective students and members.

**Simply Wireless (Oct 2002 – July 2004)**

Regional Channel Manager

- Directed business development for Simply Wireless' largest indirect sales channel across Washington/Baltimore, managing **200+** sub-dealers.
- Negotiated and secured new sub-dealer contracts, expanding distribution network by **25%**.
- Recruited and trained **15+** territory reps and administrative staff, boosting regional account management efficiency by **30%**.
- Developed and implemented new operational policies, increasing productivity by **20%** and reducing overhead costs by **15%**.
- Executed strategic business plan that drove **240%** YoY growth in 2003 and **150%** projected growth in 2004.
- Advised sub-dealers on business operations, inventory management, and profit optimization strategies.
- Maintained daily executive-level communications with major wireless carriers (Nextel, AT&T, T-Mobile, Sprint) to ensure product alignment and issue resolution.

**Cingular Wireless (Nov 1997 – Oct 2002)**

Corporate Account Manager

- Delivered tailored wireless and data solutions to B2B clients, consistently exceeding sales targets.
- Proactively introduced product innovations to corporate accounts, driving upsell and cross-sell opportunities.
- Prepared competitive proposals and negotiated multimillion-dollar contracts, winning major accounts over rival providers.
- Built C-level client relationships, ensuring tailored wireless solutions aligned with strategic business needs.
- Delivered hands-on product training to corporate client teams, boosting product adoption rates by **20%**.
- Identified internal upsell opportunities within corporate accounts and collaborated with sales teams to capture incremental revenue.

**Beth Drake, CoreTrust Contract Manager****Channel Manager**

- Led dealer system implementation for **100+** agent locations, providing activation systems training and support.
- Acted as liaison between corporate and dealer networks, delivering updates on new services and technologies.

**Branch Sales Manager**

- Managed operations, inventory, and audits for retail stores, maintaining **<1%** loss and consistently exceeding quarterly quotas.
- Recognized for contributions to national merchandising and retail performance improvement forums.

## Executive Sponsor

*The Contractor must appoint an Executive Sponsor with 20+ Years of relevant experience, selling into the State, Local and Education Markets OR with demonstrated, equivalent senior management.*

*The Contractor must provide a resume detailing this experience.*

**Contract Manager**

Name	Robert R. Moore
Role	Executive Sponsor
Phone Number	703.871.8504
Email Address	<a href="mailto:Robert.Moore@carahsoft.com">Robert.Moore@carahsoft.com</a>

**Robert Moore, CoreTrust Executive Sponsor****Summary of Qualifications**

- Senior Sales Executive with a 25 year accomplished career track
- Held senior sales management positions throughout a dynamic tenure in US Government Information Technology Sales
- Developed multiple successful; selling organizations from the ground up to revenues greater than \$200M
- Has contributed to the development of several organizations from the start-up/ incubator phase into mature successful selling phases
- Successful and experienced at performing all aspects of monthly sales forecasting and competitive analyses to develop highly successful selling organizations
- 25 years of total experience in Government IT Sales in positions that have ranged from technical account manager, director of sales and several senior sales management posts

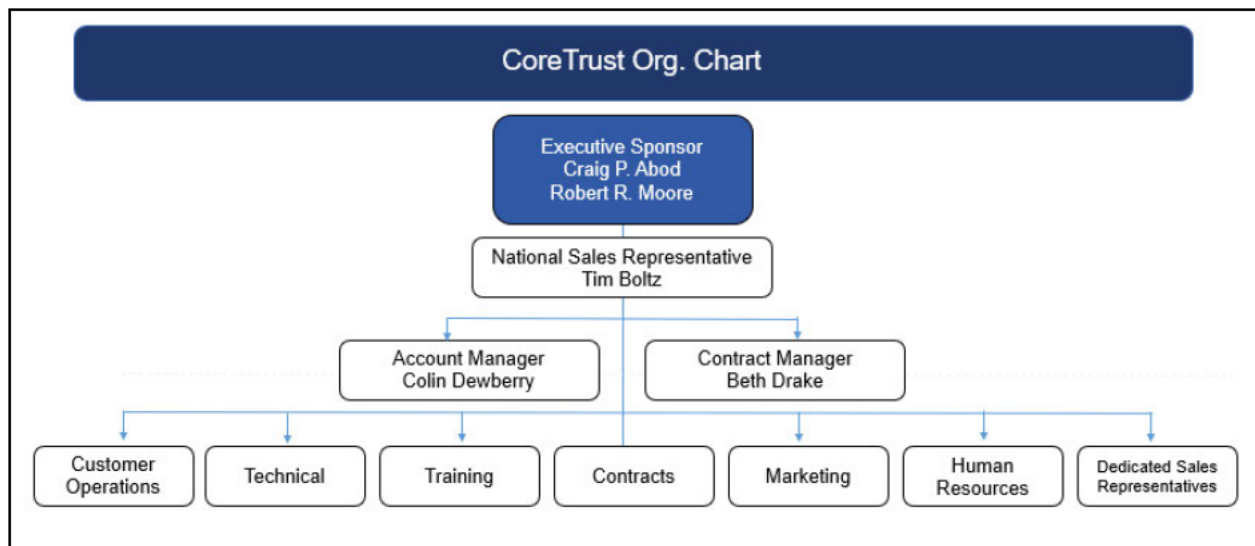
**Skills**

- Sales Team Training & Supervision
- Strategic & Tactical Planning
- Competitive Sales Analysis
- Government Contract Negotiations
- Broker Vendor Relations
- Account Development/ Acquisition
- Sales Presentations and Closing

<b>Robert Moore, CoreTrust Executive Sponsor</b>
<ul style="list-style-type: none"> <li>Policy Formulation and Dispersal</li> </ul>
<b>Relevant Experience</b>
<p>As Vice President at Carahsoft, holds full responsibility for all sales operations through a team of Sales Managers and three (3) independent sales organizations comprised of nearly 4,000 employees U.S. Government nationwide. Has solidified exclusive partnerships with multiple Information Technology Manufacturers, expanding product awareness and distribution throughout the Public Sector/ Government vertical. Has acquired a broad portfolio of IDIQ, GWAC, and similar contracts that include GSA Schedule , Agency Specific Blanket Purchase Agreements, and State specific contracts and successfully leveraged these contracts into successful selling vehicles. Grew national government sales organization to nearly \$20 billion in annual sales, in charge of on-site sales training, policy formulation, goal setting, incentive programs, sales commissions and sustaining growth in annual revenues of 15% - 35%. Spear headed selling strategies and marketing plans that included competitive upgrade programs, user group forums, solution based selling and consistently realized a 30% - 50% Return on Investment. Familiar and responsible for all aspects of operations and performance of the sales organization.</p>

Organizational Chart

*The Contractor must present an organizational chart showing the chain of command and responsibilities for managing the resulting Contract. Please provide resumes detailing the experience of key personnel.*



Bidder Contact Information (Item 1)

*The qualified Bidder shall provide 24COR-018GR Contact Information including their solicitation and resulting Contract contact information.*

Carahsoft has provided a completed copy of the Bidder Contact Information and Authorized Subcontractor/Reseller List as separate attachment.

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Authorized Subcontractor/Reseller List (Item 1)

*The qualified Bidder shall provide 24COR-018GR Contact Information and provide their list of authorized subcontractors and resellers.*

Carahsoft has provided a completed copy of the Bidder Contact Information and Authorized Subcontractor/Reseller List as separate attachment.

**Contractor Responsibility for Subcontractors:**

*Qualified Bidders shall submit a complete list of their Authorized Subcontractors, Resellers, or other business relationships utilized to fulfill responsibilities under the resulting Contract.*

*Bidders will utilize 24COR-018GR Contact Information (Excel) to provide this list in the Subcontractor Tab.*

*The awarded Contractor shall not in any way be relieved of any responsibility under the resulting Contract or any subcontract.*

*The awarded Contractor shall be solely responsible to Participating Entities purchasing against the resulting Contract for the acts or defaults of its Subcontractors and of such Subcontractors' officers, agents, and employees, each of whom shall for this purpose, be deemed to be the agent or employee of the Contractor to the extent of its subcontract.*

*Any deliverable (product or service) provided or furnished by a Subcontractor shall be deemed for the purposes of the resulting Contract to be provided or furnished by the Contractor.*

*The Contractor shall inform each Subcontractor fully and completely of all provisions and requirements of the Contract.*

*Failure to disclose the identity of any and all Subcontractors used by the Contractor to fulfill its obligations under the resulting Contract may, at the sole discretion of CoreTrust or any Participating Entity, result in a disqualification of the Subcontractor, if not immediately cured, or may result in a termination of the resulting Contract for cause.*

*The Contractor shall pay all Subcontractors for and on account of Services and/or Deliverables provided by such Subcontractors in accordance with the terms of their respective subcontracts. If and when required by the Participating Entity, the Contractor shall submit satisfactory evidence that it has made such payment.*

*The awarded Contractor shall require that the Subcontractor must pass through all terms and conditions of the resulting Contract.*

Acknowledged

## Manufacturer Authorization Letters (Item 1)

*The qualified Bidder shall provide Manufacturer Authorization Letters in searchable .pdf format.*

Carahsoft maintains partners with more than 1,200 manufacturers, and has obtained the following partnership qualifications for CoreTrust's list of identified manufacturers:

Manufacturer	Partner Since	Partnership Qualifications
Adobe Systems	2006	<ul style="list-style-type: none"> <li>Sole Government Distributor</li> </ul>
Amazon Web Services	2014	<ul style="list-style-type: none"> <li>Amazon Web Services (AWS) Public Sector Distribution Partner (Advanced)</li> <li>AWS Solution Provider</li> </ul>
Broadcom, Inc.	2006	<ul style="list-style-type: none"> <li>2022 VMware Partner Social Impact Award for North America</li> <li>2023 Broadcom Public Sector Distributor (Cybersecurity)</li> </ul>
Commvault	2022	<ul style="list-style-type: none"> <li>2023 Commvault Distribution Partner of the Year</li> </ul>
CrowdStrike	2022	<ul style="list-style-type: none"> <li>Public Sector Distributor</li> </ul>
DocuSign	2013	<ul style="list-style-type: none"> <li>Public Sector Distributor</li> <li>2018 Channel Reseller of the Year</li> </ul>
F5 Networks, Inc.	2010	<ul style="list-style-type: none"> <li>F5 North America Federal Distributor</li> <li>2021 Distribution Partner of the Year</li> <li>2018 Federal Partner of the Year</li> <li>2012 Distributor of the Year in Americas</li> </ul>
Genesys	2023	<ul style="list-style-type: none"> <li>2023 North American Distribution Partner of the Year</li> <li>2022 Public Sector Partner of the Year</li> </ul>
Google	2015	<ul style="list-style-type: none"> <li>Google Premier Partner</li> <li>Sole Federal Distributor</li> </ul>
Informatica, Inc.	2006	<ul style="list-style-type: none"> <li>Public Sector Distributor</li> </ul>
MuleSoft	2016	<ul style="list-style-type: none"> <li>Public Sector Distributor</li> </ul>
NetApp, Inc.	2023	<ul style="list-style-type: none"> <li>NetApp Premier Partner</li> <li>NetApp Technical Sales Professional Certification</li> <li>NetApp Hybrid Cloud Associate Accreditation</li> </ul>
Nutanix, Inc.	2011	<ul style="list-style-type: none"> <li>North America Distributor</li> </ul>
Oracle Corp.	2006	<ul style="list-style-type: none"> <li>Oracle Partner Network Distributor</li> </ul>
Okta, Inc.	2017	<ul style="list-style-type: none"> <li>AMER Public Sector Partner of the Year (2023, 2024)</li> </ul>
Omissa	2024	<ul style="list-style-type: none"> <li>Omissa Distribution &amp; Aggregation</li> </ul>
Palo Alto Networks Inc	2015	<ul style="list-style-type: none"> <li>Certified Public Sector Distributor</li> </ul>
Qualtrics	2017	<ul style="list-style-type: none"> <li>Largest Public Sector Reseller/Distributor</li> </ul>
Red Hat, Inc.	2005	<ul style="list-style-type: none"> <li>10-Time Red Hat Public Sector Distribution Partner of the Year</li> <li>5-Time Red Hat Public Sector Training Partner of the Year</li> <li>2021 Red Hat Marketing Partner of the Year</li> <li>Red Hat Master Government Contractor and Distributor</li> </ul>
Salesforce.com	2005	<ul style="list-style-type: none"> <li>Premier Public Sector Partner</li> </ul>

Manufacturer	Partner Since	Partnership Qualifications
		<ul style="list-style-type: none"> <li>▪ Authorized to support all Salesforce Lines of Business (Core, MuleSoft, Slack, Tableau, Professional Services)</li> <li>▪ Managed over 15,000 transactions across Public Sector</li> <li>▪ 30+ Sales Specialists supporting Federal customers</li> </ul>
SAP	2008	<ul style="list-style-type: none"> <li>▪ 2022 Regulated Industries Partner of the Year</li> <li>▪ Largest Public Sector Partner since 2008</li> <li>▪ Platinum Level Business Objects Edge Partner</li> </ul>
ServiceNow, Inc.	2012	<ul style="list-style-type: none"> <li>▪ ServiceNow Premier Partner, Consulting &amp; Implementation</li> <li>▪ ServiceNow Premier Partner, Sales</li> <li>▪ 32 Presales Accreditations and 45 Sales Accreditations</li> </ul>
Slalom Consulting	2020	<ul style="list-style-type: none"> <li>▪ Public Sector Partner</li> </ul>
SolarWinds		<ul style="list-style-type: none"> <li>▪ 2024 Public Sector Excellence in Marketing Award</li> <li>▪ 2021 Distribution MVP</li> </ul>
Splunk, Inc.	2012	<ul style="list-style-type: none"> <li>▪ Authorized Cisco Public Sector Distributor</li> <li>▪ 2024 Public Sector Distributor for Splunk</li> <li>▪ 2023 Public Sector Theater Regional Distributor Partner</li> <li>▪ 2022 Global Distribution Partner of the Year</li> <li>▪ 2021 Global Distribution Partner of the Year</li> </ul>
TrelliX	2018	<ul style="list-style-type: none"> <li>▪ Public Sector Distributor for Trellix</li> </ul>
Zscaler, Inc.	2015	<ul style="list-style-type: none"> <li>▪ Distributor of the Year</li> </ul>

Each manufacturer has provided Carahsoft with a Letter of Authorization, Letter of Supply, or similar authorization that allows Carahsoft to resell their solutions. Additional information can be provided upon request.

#### Technical Worksheet

*Bidders shall also complete 24COR-018GR Technical Worksheet (.docx) with clear, concise responses to the following:*

Carahsoft has provided a completed Technical Worksheet as a separate attachment.

#### Implementation Process (Item 2)

*a) Implementation Process - Describe your company's process to ensure a successful implementation and ongoing success of this agreement. Is end user training included in your implementation program? Is there a cost for your program implementation if you are selected?*

End-of-Life activities for each Purchasing Entity will vary based on the type of service used and the service they will migrate to. Each Purchasing Entity will be notified in advance of any end-of-life service so they can work with Carahsoft and the Service Provider(s) to develop a plan for transitioning data to another service.

Carahsoft views end-of-life activities of closing a service as critical to ensure the software maintains support through the life of its use and does not lapse in coverage. We are constantly looking for ways to manage cost and risk that is associated with software obsolescence.

For example – Atlassian had an end of life on several products in the Spring of 2024. For the year leading up to the product sunset, every Carahsoft quote sent out for that product included a comment on end of life and sunsetting dates as well as proactive suggestions to mitigate risk/costs for changing to a new version of the tool. Our goal was to proactively meet with customers to inform them of cost implications, licensing structures/changes, and operational impacts (i.e. a requirement to shift from self-hosted to cloud hosted – if cloud hosted, what the cloud security is for the tool).

### Detailed breakdown of End-of-Life Activities

#### 1. End-of-Life (EOL) Announcement:

- Vendor announces the EOL of a product or feature, including the Last Order Date, End of Maintenance Date, and End of Support Date.
- The EOL announcement provides information on the recommended migration path and replacement products.

#### 2. Key Dates:

- **Last Order Date (LOD):** The final date customers can purchase the EOL product or new maintenance contracts.
- **End of Maintenance (EOM):** After this date, no releases (fixes, updates, etc.) are available for the EOL product.
- **End of Support (EOS):** After this date, Vendor ceases all maintenance and support obligations for the EOL product.

#### 3. Migration and Transition:

- Customers are encouraged to migrate to newer versions or alternative solutions before the EOS date.
- Develop regular monitoring/audits, incident response, and patches.
- Migration support and migration packages may be available from the Vendor or their partners.

#### 4. End of Support (EOS):

- After the EOS date, Vendor will no longer provide any maintenance or support for the EOL product.
- Customers are responsible for their own support after the EOS date.

#### 5. Impact of EOL:

- Customers may experience security vulnerabilities, compatibility issues, and operational disruptions if they continue using an EOL product past the EOS date.
- It's crucial for businesses to plan and execute their migration or transition to a newer solution to avoid these issues.

In essence, the EOL process provides customers with ample notice and resources to plan for the transition away from older products and towards newer, supported solutions.

### **Maintaining Security Data in Accordance with SLA**

Carahsoft's Service Providers will retain customer content in accordance with SLAs and agreed upon terms and conditions. The Service Provider will securely delete customer content according to documented data disposal policies. Data may be deleted over time from backup systems in line with records management practices from our Service Providers. Our Service Providers have processes in place for data migration to minimize disruptions and offer assistance for data retrieval, deletion, or migration.

### Account Management (Item 3)

*b) Account Management - How will the national cooperative account with CoreTrust be managed? Are accounts segmented for representation? If so, describe how. Please provide experience for the representatives that will be handling Participating Entities' business on a daily basis.*

Ensuring quality and accuracy in every transaction, Carahsoft will provide focused Account Managers that will be dedicated to supporting each procurement executed under the resulting Master Agreement. Carahsoft's Account Managers are fully trained in the sales and configuration of our OEM solutions and hold technical certifications enabling value-added support. Carahsoft supports Tier 1 and Tier 2 support for many of our vendor partners, and additional support can be provided directly from the OEM as needed.

Direct support provided by our dedicated Account Managers includes:

- Adherence with all terms and conditions established by the contract
- Product expertise/assistance
- Configuration assistance
- Support for upgrades, demos, trials, etc.
- On demand historical download reports
- Contracts Questions
- Assistance with Product Version, updates and upgrade questions

Carahsoft Account Managers are in constant contact with our vendor representatives to meet and exceed customer support needs. We connect regularly through both phone and email communication. Many of our OEMs have offices close-by our headquarters, and we even meet in person as needed. Carahsoft has distributor and partnership agreements with our OEMs and we send any contractual flow-downs at the order level to our OEMs to review before execution to ensure Carahsoft and our vendor partners understand the delineation between our responsibilities. This ensures that our OEMs are aware of any support or warranty services that could not come from Carahsoft.

### Customer Service Coverage (Item 4)

*c) Customer Service Coverage - What services does your Customer Service team offer and what hours are they available to assist Participating Entities and CoreTrust?*

What sets Carahsoft apart from a typical reseller is that at its core, Carahsoft is a sales and marketing company with a laser focus and hypersensitivity to our customers' needs. As an IT solutions provider delivering best-of-breed hardware, software, and support solutions to federal, state and local government agencies since 2004, Carahsoft has built a reputation as a customer-centric real-time organization with unparalleled experience and depth in government sales, marketing, and contract program management. Carahsoft has leveraged its vast contracting experience and applied similar processes to its premier

quoting and order management quality assurance. Carahsoft seamlessly generates quotes within 30 minutes or less and has processed over 160,000 orders year-to-date in 2025 that were each completed the same day as received.

#### Monitoring Customer Satisfaction (Item 5)

***d) Monitoring Customer Satisfaction - How does your company measure customer satisfaction?***

Carahsoft monitors customer satisfaction in accordance with each customer's unique system. For example, we have significant experience reviewing customer feedback and performance data with New York City's Procurement and Sourcing Solutions Portal (PASSPort) application, the State of Texas's Vendor Performance Tracking System, the Federal Government's Contractor Performance Assessment Reports (CPARs), and similar systems.

#### Business Reviews (Item 6)

***e) Business Reviews - Does your company provide Business Reviews? If so, how often will you meet with CoreTrust for program reviews? What performance measures are covered in these reviews?***

Carahsoft participates in Business Reviews, and has the capability to participate upon in quarterly business reviews (or reviews at a frequency agreed upon).

#### Reporting Capabilities (Item 7)

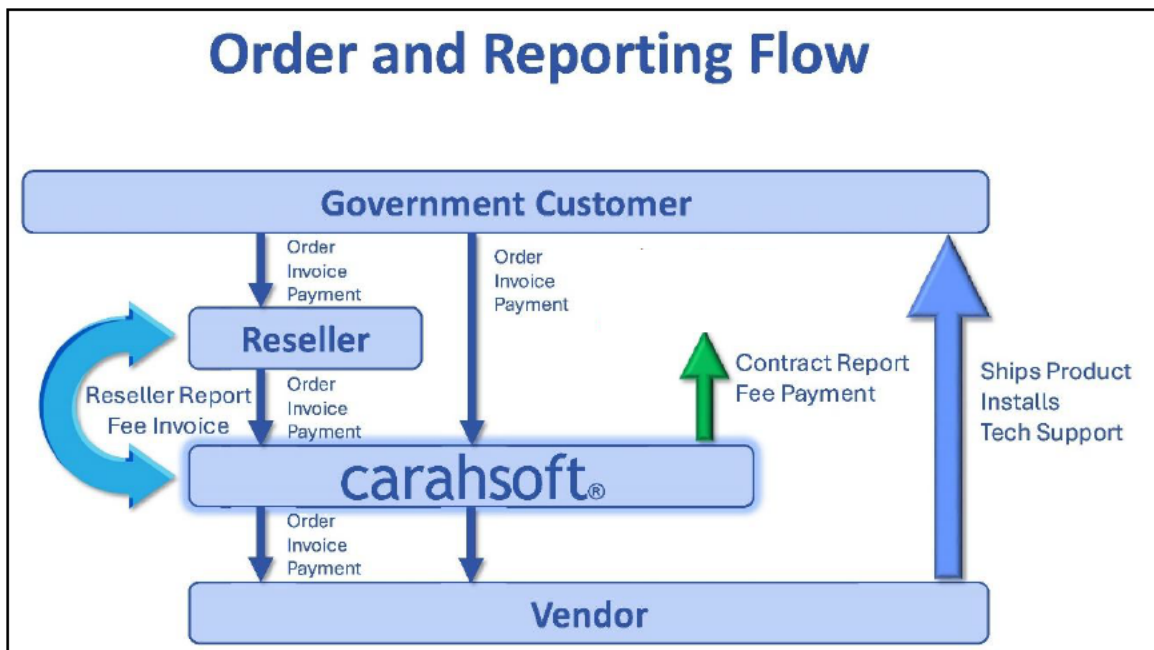
***f) Reporting Capabilities - In addition to discussing your capabilities in this area, please provide samples of your usage reporting. Can you provide specific reporting such as diversity usage and environmental usage reporting? Also, what reporting technology do you offer that allows our end users to download reports independently?***

Carahsoft has developed robust order tracking and reporting practices to manage a contract of this scope. We understand that when utilizing multiple Fulfillment Partners, maintaining visibility and accurate reporting of all sales is absolutely critical. To that end, Carahsoft will implement a centralized tracking system for all orders under the Master Agreement, regardless of whether the order is fulfilled directly by Carahsoft or via an FP. All customer quotes and purchase orders will be logged in Carahsoft's internal contract management system. This system captures key details for each transaction: the Purchasing Entity, the products/services purchased, the fulfillment method (direct or which specific FP), and relevant dates and amounts. Our Contract Manager and dedicated Usage Report Administrator (as required by the RFP) will oversee this process to ensure every sale is accounted for.

When an authorized Fulfillment Partner makes a sale on Carahsoft's behalf, we require that partner to report the sale through our established channels. Typically, the FP will submit the purchase order and invoice details to Carahsoft immediately upon receipt of the order. In many cases, Carahsoft will also be involved in issuing the formal quote or at least co-signing the order, which provides an extra layer of oversight (the Purchasing Entity will always see Carahsoft or our contract number referenced on quotes and orders). We will formalize these procedures with each FP during onboarding – for example, including in our FP agreements a requirement to provide Carahsoft with all order documentation and sales data in a timely manner. This ensures Carahsoft's records remain the source of truth for all contract sales.

Using the aggregated sales data, Carahsoft will fulfill all reporting obligations to CoreTrust and the Participating Entities. We will prepare the quarterly usage reports that detail the total sales under the Master Agreement, broken down as required (by state, by category, etc.). These reports will include sales made by FPs as well as Carahsoft's direct sales – from the customer's perspective, it's one unified report of "Carahsoft contract sales." Our Usage Report Administrator will compile the data promptly after each quarter's end and double-check accuracy. Carahsoft has significant experience doing this for the current contract, where we have consistently met the reporting deadlines and format requirements. We will likewise remit the administrative fee on all contract sales and any applicable Participating Entity fees, consolidating payments even when multiple partners are involved. Internally, Carahsoft's finance system is configured to attribute each sale to the correct contract and Participating Addendum, which facilitates error-free fee calculation and remittance.

Please refer to the figure below for an overview of Carahsoft's order and reporting process.



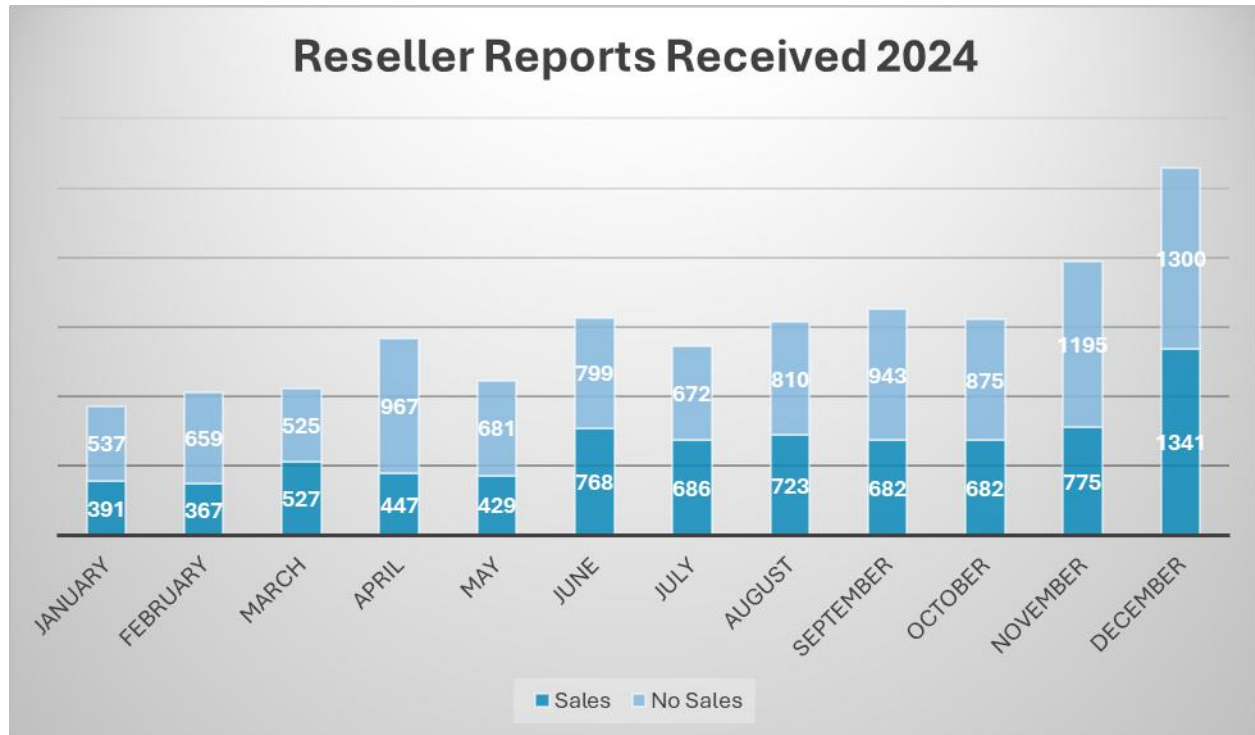
Carahsoft also commits to providing any ad-hoc reports or granular data that the Lead Agency or a Participating Entity might request. Because we track every order in detail, we can readily slice the information—for example, to show all sales in a particular state by a specific Fulfillment Partner, or to report on the usage of a particular Third-Party Provider's solution across all jurisdictions. This level of tracking supports both transparency and strategic management of the contract. We will maintain all records of sales and partner invoices for audit purposes and cooperate fully with any contract audits.

Finally, our order tracking ties into Carahsoft's overall contract governance. The Contract Manager will review sales reports and partner performance metrics regularly. If any discrepancies or red flags appear (for instance, if an FP has no sales to report in a given period or if their reported figures don't match Carahsoft's records), we will investigate immediately and rectify the issue. We will also utilize our tracking data to ensure that all partners are adhering to any pricing and discount commitments in the Master Agreement. Any misuse of the contract or off-contract sales would be detectable through our oversight, and we would act swiftly to correct it in partnership with the Lead State.

In summary, Carahsoft's order management and reporting practice provides end-to-end visibility into all transactions under the contract. By centralizing sales tracking and enforcing strict reporting from our Fulfillment Partners, we ensure that quarterly usage reports are comprehensive and accurate. Purchasing

Entities and officials can have full confidence that every order – whether fulfilled directly by Carahsoft or through a partner – is properly documented, reported, and compliant with the Master Agreement. Our approach not only meets the contractual reporting requirements but also enables effective governance of this nationwide program through data-driven insights and proactive management.

Please refer to **Figure 8** below for an overview of reseller reports received in 2024.



Carahsoft provides additional resources for partners on how to report through individual instructions and regular webinars. Requests can be sent to [ContractReporting@Carahsoft.com](mailto:ContractReporting@Carahsoft.com).

#### Quality Assurance (Item 8)

**g) Quality Assurance - What quality assurance programs does your company have in place today? Provide a brief overview.**

Over the past 20 years, Carahsoft has demonstrated proven success as a top-performing government contract holder exemplifying unmatched customer service and quality assurance measures. Quality and accuracy are the driving factors behind Carahsoft's success as a public sector contractor and in the government market as a whole. All solutions, proposals, and price quotes that are sent to Purchasing Entities go through a three-step review process for quality:

1. The first step is a pricing review that is automatically run against our pricing database to ensure accuracy in accordance with our contract pricing structure.
2. The second step is at the certified Account Representative level, in which vendor-specific Account Representatives will check pricing and configurations for accuracy while also reviewing any SOWs that are included.

3. Finally, the management review confirms the quality and accuracy of the proposed offer that will be sent to the Purchasing Entity. Carahsoft has instituted an escalation procedure, both internally and through our vendor partners, for any issues that may arise through the purchase and use of our products.

### **Dedicated Account Management**

Ensuring quality and accuracy in every transaction, Carahsoft will provide focused Account Managers that will be dedicated to supporting each procurement executed under the resulting Master Agreement. Carahsoft's Account Managers are fully trained in the sales and configuration of our OEM solutions and hold technical certifications enabling value-added support. Carahsoft supports Tier 1 and Tier 2 support for many of our vendor partners, and additional support can be provided directly from the OEM as needed.

Direct support provided by our dedicated Account Managers includes:

- Adherence with all terms and conditions established by the contract
- Product expertise/assistance
- Configuration assistance
- Support for upgrades, demos, trials, etc.
- On demand historical download reports
- Contracts Questions
- Assistance with Product Version, updates and upgrade questions

Carahsoft Account Managers are in constant contact with our vendor representatives to meet and exceed customer support needs. We connect regularly through both phone and email communication. Many of our OEMs have offices close-by our headquarters, and we even meet in person as needed. Carahsoft has distributor and partnership agreements with our OEMs and we send any contractual flow-downs at the order level to our OEMs to review before execution to ensure Carahsoft and our vendor partners understand the delineation between our responsibilities. This ensures that our OEMs are aware of any support or warranty services that could not come from Carahsoft.

We have found that one of the best ways to measure client satisfaction is to contact each customer individually and to ask them if they are satisfied with their purchase, ask probing questions about how and why they are using the product, and to learn about any difficulties they are having with the product.

### **Dedicated Phone Lines**

In addition to the direct access you will have to Carahsoft service representatives for maintenance and technical support, Carahsoft will provide a dedicated a phone line to be used exclusively for activities supporting this contract. Both toll and toll-free lines will be made available.

The number will be included on all quotations, emails, website(s), and other documentation regarding this contract. Additionally, this phone line will be answered by a "pool" of individuals. Consequently, during regular business hours, this line will always be answered by a live person and customers will not be routed to voicemails. The use of this line helps to enable immediate customer service/ action to take place.

Carahsoft also provides a 24/7 Toll Free number for additional support.

### **Dedicated Email Address**

Carahsoft will establish has a dedicated email address, [CoreTrust@carahsoft.com](mailto:CoreTrust@carahsoft.com), which is used to correspond with our CoreTrust Contracts Manager and CoreTrust Contracts Specialists to enable quick and efficient delivery of quotes/orders. In this manner, Carahsoft can immediately address any inquiries received via email. In this manner, any inquiries received via email would be addressed as quickly as possible and would once again enable the quickest execution for all customer service actions. Carahsoft's dedicated CoreTrust email alias is monitored 24/7.

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#### Business Continuity (Item 9)

*h) Business Continuity - Describe your process for ensuring your ability to maintain a business presence in the event of a disaster.*

Carahsoft can provide Business Continuity and Disaster Recovery plan for specific solutions on a project-by-project basis as required at the order level.

#### Supplier Diversity Program (Item 10)

*i) Supplier Diversity Program – If applicable, provide an overview of your supplier diversity program.*

Carahsoft maintains a large Supplier Diversity Program that will allow us to meet a wide variety of subcontracting goals. We maintain a commercial Small Business Subcontracting Plan, and have successfully met our small business subcontracting goals for the last six years.

**TECHNOLOGY PRODUCTS AND SERVICE OFFERINGS (100 AVAILABLE POINTS)**

## Technology Equipment and Supplies (Item 1)

a) *Technology Equipment and Supplies – Please provide an overview of your company’s technology offerings. Do you stock your own inventory or rely on wholesalers? How much total relevant inventory (as it relates to the Scope of the Solicitation) do you stock on-hand? What are your rolling average lead times? What is your approach to fulfilling rush orders? How do you handle orders your firm is unable to fulfill within a requested timeframe under the normal course of business?*

Carahsoft maintains partners with more than 1,200 manufacturers, and has obtained the following partnership qualifications for CoreTrust’s list of identified manufacturers:

Manufacturer	Partner Since	Partnership Qualifications
Adobe Systems	2006	<ul style="list-style-type: none"> <li>▪ Sole Government Distributor</li> </ul>
Amazon Web Services	2014	<ul style="list-style-type: none"> <li>▪ Amazon Web Services (AWS) Public Sector Distribution Partner (Advanced)</li> <li>▪ AWS Solution Provider</li> </ul>
Broadcom, Inc.	2006	<ul style="list-style-type: none"> <li>▪ 2022 VMware Partner Social Impact Award for North America</li> <li>▪ 2023 Broadcom Public Sector Distributor (Cybersecurity)</li> </ul>
Commvault	2022	<ul style="list-style-type: none"> <li>▪ 2023 Commvault Distribution Partner of the Year</li> </ul>
CrowdStrike	2022	<ul style="list-style-type: none"> <li>▪ Public Sector Distributor</li> </ul>
DocuSign	2013	<ul style="list-style-type: none"> <li>▪ Public Sector Distributor</li> <li>▪ 2018 Channel Reseller of the Year</li> </ul>
F5 Networks, Inc.	2010	<ul style="list-style-type: none"> <li>▪ F5 North America Federal Distributor</li> <li>▪ 2021 Distribution Partner of the Year</li> <li>▪ 2018 Federal Partner of the Year</li> <li>▪ 2012 Distributor of the Year in Americas</li> </ul>
Genesys	2023	<ul style="list-style-type: none"> <li>▪ 2023 North American Distribution Partner of the Year</li> <li>▪ 2022 Public Sector Partner of the Year</li> </ul>
Google	2015	<ul style="list-style-type: none"> <li>▪ Google Premier Partner</li> <li>▪ Sole Federal Distributor</li> </ul>
Informatica, Inc.	2006	<ul style="list-style-type: none"> <li>▪ Public Sector Distributor</li> </ul>
MuleSoft	2016	<ul style="list-style-type: none"> <li>▪ Public Sector Distributor</li> </ul>
NetApp, Inc.	2023	<ul style="list-style-type: none"> <li>▪ NetApp Premier Partner</li> <li>▪ NetApp Technical Sales Professional Certification</li> <li>▪ NetApp Hybrid Cloud Associate Accreditation</li> </ul>
Nutanix, Inc.	2011	<ul style="list-style-type: none"> <li>▪ North America Distributor</li> </ul>
Oracle Corp.	2006	<ul style="list-style-type: none"> <li>▪ Oracle Partner Network Distributor</li> </ul>
Okta, Inc.	2017	<ul style="list-style-type: none"> <li>▪ AMER Public Sector Partner of the Year (2023, 2024)</li> </ul>
OmniSSA	2024	<ul style="list-style-type: none"> <li>▪ OmniSSA Distribution &amp; Aggregation</li> </ul>
Palo Alto Networks Inc	2015	<ul style="list-style-type: none"> <li>▪ Certified Public Sector Distributor</li> </ul>
Qualtrics	2017	<ul style="list-style-type: none"> <li>▪ Largest Public Sector Reseller/Distributor</li> </ul>
Red Hat, Inc.	2005	<ul style="list-style-type: none"> <li>▪ 10-Time Red Hat Public Sector Distribution Partner of the Year</li> </ul>

Manufacturer	Partner Since	Partnership Qualifications
		<ul style="list-style-type: none"> <li>▪ 5-Time Red Hat Public Sector Training Partner of the Year</li> <li>▪ 2021 Red Hat Marketing Partner of the Year</li> <li>▪ Red Hat Master Government Contractor and Distributor</li> </ul>
Salesforce.com	2005	<ul style="list-style-type: none"> <li>▪ Premier Public Sector Partner</li> <li>▪ Authorized to support all Salesforce Lines of Business (Core, MuleSoft, Slack, Tableau, Professional Services)</li> <li>▪ Managed over 15,000 transactions across Public Sector</li> <li>▪ 30+ Sales Specialists supporting Federal customers</li> </ul>
SAP	2008	<ul style="list-style-type: none"> <li>▪ 2022 Regulated Industries Partner of the Year</li> <li>▪ Largest Public Sector Partner since 2008</li> <li>▪ Platinum Level Business Objects Edge Partner</li> </ul>
ServiceNow, Inc.	2012	<ul style="list-style-type: none"> <li>▪ ServiceNow Premier Partner, Consulting &amp; Implementation</li> <li>▪ ServiceNow Premier Partner, Sales</li> <li>▪ 32 Presales Accreditations and 45 Sales Accreditations</li> </ul>
Slalom Consulting	2020	<ul style="list-style-type: none"> <li>▪ Public Sector Partner</li> </ul>
SolarWinds		<ul style="list-style-type: none"> <li>▪ 2024 Public Sector Excellence in Marketing Award</li> <li>▪ 2021 Distribution MVP</li> </ul>
Splunk, Inc.	2012	<ul style="list-style-type: none"> <li>▪ Authorized Cisco Public Sector Distributor</li> <li>▪ 2024 Public Sector Distributor for Splunk</li> <li>▪ 2023 Public Sector Theater Regional Distributor Partner</li> <li>▪ 2022 Global Distribution Partner of the Year</li> <li>▪ 2021 Global Distribution Partner of the Year</li> </ul>
TrelliX	2018	<ul style="list-style-type: none"> <li>▪ Public Sector Distributor for Trellix</li> </ul>
Zscaler, Inc.	2015	<ul style="list-style-type: none"> <li>▪ Distributor of the Year</li> </ul>

*If applicable, Bidders will describe lease/rental options available and include financing information in a searchable format (.docx or .pdf).*

Carahsoft has the capability to deliver a wide variety of financing options to provide our customers with maximum flexible throughout the procurement process.

*In a separate, searchable format (docx or .pdf), Bidders will describe how customers verify they will receive Contract pricing and describe payment methods offered.*

Customers will have the opportunity to verify pricing

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## Catalog of Products and Services (Item 2)

*b) Bidders shall provide their complete catalog of Products and Services within the solicitation scope for all Lots (mandatory) and Bidder has clearly designated Lots to their proposed Products and Services in 24COR-018GR Pricing Pages (Excel);*

Carahsoft has provided this within our Cost Proposal.

### *Breadth of OEM Offerings and Critical OEM Partnerships (11.4)*

*Qualified Bidders shall provide a full catalog of products and related services that meet the scope of the solicitation.*

*Qualified Bidders will utilize the Catalog tab of 24COR-018GR Pricing Pages to submit their catalog and complete all Column items OR they will supply a dedicated proposal link; (See Solicitation, Appendix B, Section G, 4. B. Cost Proposal for further details about dedicated proposal links)*

*The full catalog of products and related services meeting the scope of the Solicitation must contain the following:*

- *Manufacturer Part #*
- *Bidder's Part # (if it differs from the Manufacturer Part #)*
- *Product Name*
- *Product Description*
- *Manufacturer's Suggested List Price and Net NTE List Price*

*Bidders must designate the applicable Lot to which a Product or Service is responsive.*

Carahsoft has provided this within our Cost Proposal.

## Technical Specification Sheets (Item 3)

*c) Please provide technical specification sheets in a searchable .pdf or .docx file. The technical specification sheets for the proposed products references a specified and unique catalog item number or SKU and its designated proposed Lot;*

Available on a project-by-project basis post award

Technical Support Capabilities (Item 4)

d) *Bidders shall provide information responsive to Section F, 11.9.1 Requirements- Technical Support Capabilities; 11.10 Requirements- Technology Specialization and Expertise; 11.9.6 Requirements -Cloud Marketplace Capabilities; and 11.9.5 Requirements - Technology Expansion and Update Program.*

*Technical Support Capabilities (11.9.1)*

*The Contractor must offer 24/7 U.S.-based "First Call" support, utilizing at least 100 dedicated technicians skilled in up to Level 2 break/fix support.*

*The Contractor must maintain hosted lab environments for recreating and resolving technical scenarios.*

*Technical support must consistently meet or exceed Service Level Agreement (SLA) and Customer Satisfaction (CSAT) industry standards.*

*In the event a Participating Entity needs additional services to assist with Break-Fix, upgrade etc., the Contractor must provide Participating Entities with an SOW for hourly rates to ensure customer's implementation success.*

Carahsoft has the capability to meet this requirement.

Technology Specialization and Expertise (Item 5)

*Technology Specialization and Expertise (11.9.5)*

*The Contractor must demonstrate organized expertise with dedicated business units and provided org charts in these areas:*

Cybersecurity	MultiCloud	FedRAMP/StateRAMP/ TX RAMP/ AZ RAMP
Enterprise Open Source	DevSecOps	Artificial Intelligence
Citizen Engagement	5G	IoT & Operational Technology (OT)
Geospatial	Robotics & Autonomy	Law Enforcement
Emerging Technologies	Mobility	Healthcare
HR & Training Technologies	Zero Trust	Education
Quantum Computing	Legal & Courtroom Technologies	Financial Operations (FinOps)
Supply Chain Management	Records & Information Governance	Cyber Workforce Development
Open Source Intelligence (OSINT)	Smart Cities	

In an effort to support current and future generations of Government technical requirements, Carahsoft vigorously establishes partnerships with new and emerging technology providers. We review and analyze government legislature, including Executive Orders, Office of Management and Budget (OMB) Memorandum, and other policies and mandates that drive future technology modernization initiatives.

Carahsoft consistently establishes and maintains new solution verticals for these emerging technologies, all of which will be made available to NASA and Federal Agencies under the resulting CoreTrust contract. A sample of new and emerging solutions verticals include:

- **5G:** Dell Technologies, Intel, Palo Alto
- **AI Infrastructure:** AWS, Cloudera, Elastic, Fortinet, Microsoft, Red Hat, UiPath, VMware
- **Autonomy and Robotics:** AirWorks, Draganfly, Inspired Flight, SkyX
- **Cybersecurity Maturity Model Certification (CMMC):** BeyondTrust, Delinea, Entrust, Forcepoint, Forescout, Okta, Proofpoint, Rubrik, Tenable
- **Customer Experience:** Acquia, DocuSign, Granicus, Salesforce, ServiceNow
- **Cybersecurity:** Akamai, CrowdStrike, F5, Gigamon, Okta, RSA, Zscaler
- **Data Analytics:** Alteryx, Collibra, Cohesity, Informatica, Nuance
- **DevSecOps:** Atlassian, CyberArk, DynaTrace, GitLab, OpenText, Splunk, Tenable
- **Multicloud:** Acquia, AWS, Blackberry, Exterro, Google, Nutanix, Oracle, Salesforce, Trustwave, Zscaler
- **Open Source Intelligence (OSINT):** Babel Street, Dark Owl, Dataminr, Flashpoint, Shadow Dragon
- **Quantum Computing:** AWS, Entrust, Thales
- **Supply Chain Management:** Altana, BlueVoyant, Chainalysis, Exiger, Fortress
- **Zero Trust:** AvePoint, Blackberry, CyberArk, Delinea, Fortra, Ping Identity, Rubrik, SailPoint, SolarWinds, Tanium, Tenable

A list of the designated providers from Enclosure 1 supported by Carahsoft is on the following page.

## Cloud Marketplace Capabilities (Item 6)

### *Cloud Marketplace Capabilities (11.9.6)*

*The Contractor must have proven capabilities to operate in AWS, Azure and Google Cloud Marketplaces and demonstrate successful onboarding and migration of Independent Software Vendors (ISVs).*

*Evidence must be provided demonstrating accelerated onboarding of ISVs into these marketplaces.*

Carahsoft currently supports and can transact in the AWS, Microsoft Azure, Google, and Oracle Marketplaces. We have been a partner with Amazon Web Services' Marketplace team since 2014. Additionally, there are similar relationships with Microsoft, Google, and Oracle Marketplaces.

We launched the CarahCloud Marketplace program in partnership with AWS in providing dozens of Software Manufacturers with access to the AWS Marketplace to make their solutions available across the public sector. CarahCloud Marketplace Program (CMP) expands the capabilities of the AWS Marketplace's digital catalog with thousands of product listings from independent software vendors (ISVs), data providers, and Channel Partners that helps simplify procurement, provisioning, and governance of software, data, and services.

## Technology Expansion and Update Program (Item 7)

*Technology Expansion and Update Program (11.10)*

*The Contractor must have an established program for regularly evaluating, onboarding, and integrating emerging technologies. This program should demonstrate ongoing proactive evaluation and integration processes.*

*e) Do you have the capability to deliver large electronic equipment correctly and safely?*

Yes.

## Business-ready Devices (Item 8)

*f) How does your company provide business-ready devices to end user?*

Carahsoft has the capability to meet this requirement.

## Technology Customer Service Support (Item 10)

*g) What support do you provide as Technology customer service? What hours and how do Participating Entities obtain that support?*

from the OEMs. In addressing problems or complaints, Carahsoft's Account Managers are in direct communications with our Customer Operations team, the CoreTrust Contract Manager, and the Executive Sponsor as needed. For the remaining 10-20% of customer issues, Carahsoft's coordinates with the OEMs to address anything beyond our capability in a timely manner. Our Account Managers escalate to the dedicated OEM Account Executive, followed by the Regional Manager of the territory, next to the Vice President of State and Local, and finally to the President/CEO. Each stage of escalation shall have a response SLA of no more than 24 hours.

Carahsoft has experience with pre-sales engineers and technical staff who support customer engagement/scope, demos, proof of concepts, and health checks. Additional details regarding our support capabilities can be found below.

Level	Capabilities
0 -- Entitlement	<ul style="list-style-type: none"> <li>▪ License delivery confirmation and installation instructions</li> <li>▪ Confirm active entitlements</li> <li>▪ Triage customer call, log problem in ticketing system and assign to engineer for support</li> <li>▪ Assist with customer entitlement issues</li> <li>▪ Customer Account Errors assistance</li> <li>▪ Customer login and registration troubleshooting</li> <li>▪ Guidance on setting up additional end users within customer account</li> <li>▪ Customer ID alignment and resolution</li> </ul>
1 – Technical Support	<ul style="list-style-type: none"> <li>▪ Product Guidance</li> <li>▪ "How to" assistance               <ul style="list-style-type: none"> <li>○ Troubleshoot break-fix issues during customer upgrades</li> </ul> </li> </ul>

Level	Capabilities
	and installations <ul style="list-style-type: none"> <li>○ Collect logging from customer, review logs and discern issue</li> <li>▪ Search Knowledge Center Service for problem resolution</li> <li>▪ Provide information to fix issue – step by step instruction</li> </ul>
2 – Technical Support	<ul style="list-style-type: none"> <li>▪ Assess customer environment live and identify solutions</li> <li>▪ Utilize lab environment to attempt to recreate customer issue</li> <li>▪ Provide information to fix issue – step by step instruction</li> <li>▪ Determine if error may be from bug or defect and escalate appropriately to product engineering team</li> </ul>

Additionally, Carahsoft is actively developing a program to provide our partners and customers a dedicated engineer. The customer dedicated engineer would help support resource management, case management, lifecycle planning, and technical support.

#### Hardware (Laptops/Desktops/Tablets) (Item 11)

*h) If you are recommending hardware (laptops/desktops/tablets):*

- *What are your sustainable qualities? (For example: do you recommend Energy Star/EPEAT products; do you use sustainable packaging; etc?)*
- *How do you track and protect your data?*
- *Please explain your cyber security capabilities.*
- *How do you recycle products?*
- *Please describe warranty options.*
- *What is the failure rate for your equipment?*
- *Do you have a testing process on your products?*

Carahsoft's CRM has been assessed as compliant with NIST 800-171, which certifies our capability to securely transmit sensitive information.

#### Cyber Security Plan and Protocols (Item 12)

*i) Cyber Security Plan and Protocols. Qualified Bidders shall provide a copy of their cyber security plan and protocols to protect Lead Agency and future Participating Entity information (e.g. Personally Identifiable Information (PII), SOC 2, ISO 27001, ISO 27108, etc.). This is for evaluation purposes only; this will not be published in Section N, Technical Proposal); and*

Carahsoft has the capability to meet this requirement.

#### EPEAT (Item 13)

*j) Please provide proof of devices meeting EPEAT or an equivalent environmental standard (e.g. laptops, tablets, etc.). The Lead Agency reserves the right to determine an equivalent environmental standard.*

Carahsoft supports a wide variety of EPEAT certified solutions from industry-leading providers like Dell, HPE, Nutanix, Cisco, and many others.

Value-Added Services (Item 14)

*k) Value-Added Services – Please include any additional factors which differentiate your organization.*

Carahsoft has the capability to meet this requirement.

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**ELECTRONIC COMMERCE, ORDERING TOOLS & METHODS, AND INVOICING (50 AVAILABLE POINTS)****Application Program Interface (API) or Self-Service Electronic Portal**

*Contractor may offer an API or self-service electronic portal for such purposes as allowing the Participating Entity to access security logs, reports, and audit information, to import or export Data, and for such other purposes as agreed to in the Participating Entity's Contract.*

Carahsoft has the capability to meet this requirement.

**Internet Ordering (Item 1)**

*a) Internet Ordering - Please provide an overview of your Internet ordering solution. Discuss the significant features and benefits of your system. How would you ensure Participating Entities are getting the discounts as-bid and/or additional discounts achieved through negotiations or special offers?*

Carahsoft has the capability to meet this requirement.

**Automated Order Confirmation (Item 2)**

*b) Automated Order Confirmation - All end users may require confirmation of orders placed with your company. How does your company fulfill this need?*

Carahsoft has the capability to meet this requirement.

**Order Management/Approvals (Item 3)**

*c) Order Management/Approvals - Discuss your company's ability to manage or restrict purchases of certain product groups and/or items, (i.e., over a set dollar value, category, etc.). Can an order approval structure be used when restricted items are needed?*

Carahsoft has the capability to meet this requirement.

**Procurement Cards (Item 4)**

*d) Procurement Cards - Is your company capable of handling orders from customers who prefer to use a corporate procurement or credit card? If so, are you capable of providing Level III data on the credit card report? Do you offer incentives for early payment or payments made in excess of monthly minimums, if applicable?*

Carahsoft has the capability to meet this requirement.

## Customization (Item 5)

- e) *Customization - Please advise how a contract-specific online catalog can be customized for Participating Entity/CoreTrust's needs. Please also describe how you meet Section F, 11.9.2 Requirements, Contract Service Level Agreement (SLA) Performance Metrics.*

*Contract Service Level Agreement (SLA) Performance Metrics (11.9.2)*

*The Contractor must meet the following minimum SLA performance metrics:*

- *Participating Entity inquiries: Response within 2 hours during business hours.*
- *Quote requests: Turnaround within 2 hours during the business day.*
- *Order Processing: Same-day processing for orders received before 4 PM EDT.*

Order Fulfillment:

- *Electronic fulfillment within 24-72 hours.*
- *Shipped items within two weeks.*
- *Special orders within 30 days.*

## IT Integration (Item 6)

- f) *IT Integration - Describe your company's computer system architecture to ensure consistent item selection, pricing, invoicing, and management reporting for your account customers. What is your experience with Third Party Systems (e.g., Peoplesoft, Ariba, etc.)? Do you have dedicated expertise to complete the integration? Please explain the timeline for this process.*

## Ordering Methods (Item 7)

- g) *Ordering Methods - Please describe the different tools and options offered public sector customers to place orders with your company. Please describe how your company meets Section*

*F, 11.9.3 Requirements – Order Handling Capabilities & 11.12 Requirements – Transaction Flexibility.*

Carahsoft has the capability to meet this requirement.

*Order Handling Capabilities (11.9.3)*

*The Contractor must demonstrate capability to process at least 200,000 transactions annually.*

*The Contractor must demonstrate capability to have proactive renewal management tool, known as a Closed Loop Order System, integrated into their Customer Relationship Management Database (CRM)*

*A Lifecycle API must be integrated into the Contractor's CRM.*

*Allow Contractor to validate assets and expiration dates tied to unique Service ID (SID)*

*Contractor must demonstrate capabilities to provide Participating Entities with consolidation and co-termining of customer licensing onto a single quotation or report.*

*Contractor must demonstrate capabilities to submit renewal pricing 120 days prior to current support expiration.*

*Contractor must demonstrate renewal tracking capabilities for new or existing subscription orders at time of purchase.*

*Contractor must have a 365 Day Renewal Nurture Strategy. A 365-day renewal nurture strategy focuses on keeping customers engaged and happy throughout their subscription cycle to encourage renewal.*

Carahsoft has the capability to meet this requirement.

*Transaction Flexibility (11.12)*

*Contractor must support three transaction scenarios:*

- *Public Sector Customer orders through named resellers*
- *Direct ordering from the Contractor*
- *Direct ordering from the OEM*

Carahsoft has the capability to support these scenarios.

*Hours of Operation (Item 8)*

*h) What are the hours of operation for your ordering system?*

8AM – 6PM with additional coverage available

## Order Accuracy Percentage (Item 9)

*j) What is your order accuracy percentage?*

98%

## Catalogs (Item 10)

*j) Catalogs – Does your company offer a variety of catalogs? If so, please describe.*

Yes.

## Integration with Government Procurement Systems (Item 11)

*k) How does your technology integrate with government procurement systems?*

Varies by procurement system

## Data Analytics and Reporting (Item 12)

*l) Describe your capabilities in providing data analytics and reporting for procurement trends and cost savings. Please also describe how you meet requirements in Section F, 11.9.4 Customer and Asset Management Portal.*

Carahsoft has the capability to meet this requirement.

*Customer and Asset Management Portal (11.9.4)*

*The contractor must provide an online portal to Participating Entities with:*

- *License Key Tracking*
- *Period of Performance Tracking*
- *Customer entitlement management*
- *Customer-controlled access (with read and edit capabilities)*

Carahsoft has the capability to meet this requirement.

## Data Security (Item 13)

*m) What security measures are in place to protect sensitive procurement data?*

Carahsoft has the capability to protect sensitive procurement data.

#### Invoicing Options (Item 14)

*n) Discuss the invoicing options your company offers. Explain your company's ability to provide one invoice that contains products across multiple lots and if this will align with Solicitation, Appendix B, Section F, 11. Scope, Invoicing.*

Carahsoft has the capability to meet this requirement.

#### *Invoicing (11)*

*All invoices of purchases made against the resulting Contract shall, at a minimum, include the following items:*

- *Contract Number*
- *Contractor Name*
- *SKU(s)/Lot #(s)*
- *Product Name(s)*
- *Product Description(s)*
- *Quantity*
- *List Price for each Product SKU*
- *Contract Discount Price for each Product SKU*
- *Specific designation of special price(s) which may be better than the Contract Price*
- *Invoice Total*

Carahsoft will meet this requirement.

#### Payment Terms (Item 14)

*o) What are your payment terms?*

Varies by Manufacturer

#### Handling EFT Payment (Item 15)

*p) Is your company capable of handling EFT payment? If so, what EFT formats (CTX, CPT, etc.) do you currently support?*

Yes.

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## Shipping Process and Compliance

*q) How do you ensure the products being shipped and the prices charged are compliant with our contract?*

Carahsoft has the capability to meet this requirement.

## Cost Reduction Initiatives and Tools (Item 17)

*r) Cost Reduction Initiatives and Tools – Discuss any cost reduction tools and ideas that your company offers to reduce your customers' total procurement costs.*

Carahsoft will work to reduce each participating entities total cost of ownership.

## FedRAMP and StateRAMP Onboarding Assistance (Item 18)

*s) Please also describe how you meet Section F, 11.11 Requirements – FedRAMP and StateRAMP Onboarding Assistance.*

Carahsoft's contract management expertise, in parallel with our proven history of strong direct vendor relationships, enables a rapid and efficient process for onboarding new vendors to the CoreTrust contract. In our mission to support Purchasing Entities' evolving needs, Carahsoft continuously establishes new relationships with Cloud Providers that enhance our portfolio with modern, adaptable cloud technologies. Carahsoft has a dedicated Partner Onboarding Team that evaluates, selects, and onboards new Cloud Providers that enhance and supplement Carahsoft's software solution portfolio. We have significant experience negotiating Participating Addenda (and similar agreements) that accommodate the needs of both Purchasing Entities and Cloud Providers. Our commitment to this approach will ensure that Purchasing Entities have access to best-of-breed Cloud solutions throughout the life of the Master Agreement.

In addition to standard security and privacy controls, the framework outlined in NIST Special Publication 800-53 offers flexibility for Service Providers to adapt to specific organizations and environments while remaining compliant.

Carahsoft encourages its Service Providers to pursue StateRAMP and FedRAMP authorizations for their cloud solutions. StateRAMP builds on the NIST Special Publication 800-53 standard, which follows FedRAMP's approach to cloud security for Federal agencies by offering a consistent framework for security assessment, authorization and continuous monitoring. Recognizing the need for a similar framework at the State and Local levels, StateRAMP has been developed to tailor these Federal standards to the unique needs of State and Local Governments.

Carahsoft makes its Service Providers aware of the StateRAMP Fast Track Program, in which Service Providers pursuing FedRAMP authorization can leverage the same compliance documentation, including Plans of Actions and Milestones (POA&M), System Security Plans (SSP), security controls matrix and Third Party Assessment Organization (3PAO) audits, to achieve StateRAMP authorization.

## Technical Proposal

*We also ask that Carahsoft work with our team to resolve some remaining questions or concerns related to the following Technical Proposal items:*

- *Do you stock your own inventory or rely on wholesalers? How much total relevant inventory (as it relates to the Scope of the Solicitation) do you stock on-hand? What are your rolling average lead times? What is your approach to fulfilling rush orders? How do you handle orders your firm is unable to fulfill within a requested timeframe under the normal course of business?*

As the premier partner for hundreds of industry-leading software and hardware OEMs, Carahsoft is uniquely positioned to provide products, solutions, and licenses to Coretrust and participating entities in an expedited, secure manner. We maintain direct purchasing agreements and/or relationships with OEMs and their authorized third-party providers, which enable a quick, reliable procurement process from product sourcing to PO placement and delivery. The strength of our relationships with OEMs and their authorized third-party providers ensures that we offer and deliver COTS offerings that are both authentic and currently available.

Carahsoft possesses significant distribution capabilities, and provides warehousing services on an as-needed basis. Carahsoft dropships (via electronic software delivery) products, solutions, and licenses directly from OEMs in accordance with each OEM's standard SLA. Current average lead times are 10-14 business days, with the ability to escalate to meet customer needs for faster delivery timeframes. We will take the necessary steps to ensure that products, solutions, and services are delivered to participating entities in a timely manner.

Carahsoft is committed to ensuring that all orders are received and processed ahead of critical deadlines. For the past 21 years, we have worked closely with our OEM partners to manage expectations with our partners network to ensure that all completed orders are received and processed ahead of critical deadlines. Our staff provides extended coverage on weekdays and weekends in advance of all critical deadlines (end of fiscal year) to assist participating entities with meeting their needs. Our Sales, Order Management, and Accounting teams maintain close communication with our partners (OEMs and resellers) throughout the quote-to-order process. Carahsoft will proactively communicate with each participating entity if we are unable to fulfill an order within the requested timeframe under the normal course of business. In such circumstances, Carahsoft will collaborate with our OEM partners to identify alternate products (or sources of supply if appropriate) to ensure that each customer can fulfill its order in the most timely manner.

- *Internet Ordering - Please provide an overview of your Internet ordering solution. Discuss the significant features and benefits of your system.*

Carahsoft is recognized as a leading enabler for online ordering through Cloud Marketplaces for the public sector. Our team works together with cloud service providers (CSPs) and independent software vendors (ISVs) to ensure solutions are appropriately configured, priced, and listed for streamlined procurement by state and local agencies.

### Key Highlights:

- **Marketplace Enablement Services:** We support our vendor partners through onboarding, pricing strategies, compliance mapping, and SKU management on platforms such as AWS Marketplace, Azure Marketplace, and Google Cloud Marketplace.
- **Contract Pathways:** Carahsoft leverages existing contracts pricing & terms to facilitate rapid, compliant purchases of Marketplace solutions.

- **Billing and Invoicing Flexibility:** We simplify cloud subscription billing by aligning with state/local procurement and budget cycles, providing agencies with flexible invoicing, usage tracking, and consolidated billing support.
- **Security & Compliance Alignment:** Carahsoft ensures solutions meet the compliance needs of SLED agencies, such as FedRAMP, CJIS, HIPAA and state-specific data residency requirements, reducing risk for government buyers.
- **Distribution Capabilities:** Carahsoft offers a unique distribution program that ensures Public Sector customers can leverage their preferred and trusted Channel Partners.

#### **CarahCloud Marketplace Storefront:**

The CarahCloud Marketplace Storefront is Carahsoft Technology Corporation's specialized cloud marketplace portal designed to make it easier for public sector customers — including U.S. State, Local, Education, and Federal agencies — to discover, procure, and manage cloud-based software and services in a compliant and streamlined way.

The CarahCloud Marketplace is essentially Carahsoft's branded storefront within major public cloud marketplaces (like AWS, Microsoft Azure, and Google Cloud), tailored specifically for government customers. It enables public sector buyers to:

- **Browse** pre-approved software and services aligned to CoreTrust Contracts
- **Compare** offerings across multiple vendors and categories (such as CyberSecurity, CMMC, Open Source, etc.)
- **Purchase** solutions using existing CoreTrust Terms/ Pricing
- **Maintain compliance** with government procurement regulations
- **Track and manage usage** and billing via the Major Cloud Providers Marketplaces

- *Customization - Please advise how a contract-specific online catalog can be customized for Participating Entity/CoreTrust's needs. Please also describe how you meet Section F, 11.9.2 Requirements, Contract Service Level Agreement (SLA) Performance Metrics.*

Carahsoft has the capability to provide a contract-specific online catalog that can be customized for Participating Entity/CoreTrust's needs. This catalog will include:

- Manufacturer Name
- Manufacturer's SKU
- Product Name
- Product Description
- Manufacturer's Suggested List Price
- Contract Net NTE Base Price
- Lot #
- Quantity
- Unit of Measure (UOM)

*Contract Service Level Agreement (SLA) Performance Metrics (11.9.2)*

*The Contractor must meet the following minimum SLA performance metrics:*

- *Participating Entity inquiries: Response within 2 hours during business hours.*
- *Quote requests: Turnaround within 2 hours during the business day.*
- *Order Processing: Same-day processing for orders received before 4 PM EDT.*

Carahsoft has the capability to meet this requirement.

Carahsoft is committed to supporting every customer, and we strive to provide the best customer experience 100% of the time. In order to best serve our customers with fulfilling rush orders, we specifically provide the following:

- 100+ dedicated sales, marketing, order management, and technical resources 2-hour voicemail and email response time
- 2-hour quote turnaround time
- Same day ordering processing
- 24x7 sales and order management coverage during end of government fiscal year (June through September)
- Expert product and licensing knowledge
- Free training sessions with the Carahsoft and solutions provider technical and demo teams
- Up-to-date information regarding new product releases, version changes and licensing changes
- License and applicable maintenance and support renewal tracking
- Step-by-step assistance with download, navigation, and other solution-specific processes
- 1st line of support for technical and licensing issues
- Technical and licensing liaison for issues that require escalation to the solutions provider

Order Fulfillment:

- *Electronic fulfillment within 24-72 hours.*
- *Shipped items within two weeks.*
- *Special orders within 30 days.*

Carahsoft has the capability to meet and exceed this requirement.

- *Is your company capable of handling EFT payment? If so, what EFT formats (CTX, CPT, etc.) do you currently support?*

Yes, Carahsoft is capable of handling EFT payment. Carahsoft can handle all formats of EFT (CTX, CPT, etc.)

Bidders must complete this 24COR-018GR Technology Acquisition Technical Worksheet. Bidders will use the Bidder Response column to provide their answer. If additional information is needed, please present clear, concise information referencing the Item # of this document in a searchable .pdf or .docx format. Please self-limit additional information to a maximum of ten (10) pages. **If you must exceed the page limit to be responsive, please be as concise as possible.**

Item	Requirement	Bidder Response
Ensuring Support and Account Management – 1  Mandatory, Not Scored	Bidders shall provide for a complete list (utilizing 24COR-018GR Contact Information, Excel) of Contract Contacts and Authorized Subcontractors/Resellers. Bidder will also provide Manufacturer Authorization Letters in searchable .pdf format.	Provided within our Technical Proposal
Ensuring Support and Account Management – 2  Mandatory, Scored	Implementation Process - Describe your company's process to ensure a successful implementation and ongoing success of this agreement. Is end user training included in your implementation program? Is there a cost for your program implementation if you are selected?	Provided within our Technical Proposal
Ensuring Support and Account Management – 3	Account Management - How will the national cooperative account with CoreTrust be managed? Are accounts segmented for representation? If so, describe	Provided within our Technical Proposal

Mandatory, Scored	how. Please provide experience for the representatives that will be handling Participating Entities' business on a daily basis.	
Ensuring Support and Account Management – 4  Mandatory, Scored	Customer Service Coverage - What services does your Customer Service team offer and what hours are they available to assist Participating Entities and CoreTrust?	Provided within our Technical Proposal
Ensuring Support and Account Management – 5  Mandatory, Scored	Monitoring Customer Satisfaction - How does your company measure customer satisfaction?	Provided within our Technical Proposal
Ensuring Support and Account Management – 6  Mandatory, Scored	Business Reviews - Does your company provide Business Reviews? If so, how often will you meet with CoreTrust for program reviews? What performance measures are covered in these reviews?	Provided within our Technical Proposal
Ensuring Support and	Reporting Capabilities - In addition to discussing your	Provided within our Technical Proposal

<p>Account Management – 7</p> <p>Mandatory, Scored</p>	<p>capabilities in this area, please provide samples of your usage reporting. Can you provide specific reporting such as diversity usage and environmental usage reporting? Also, what reporting technology do you offer that allows our end users to download reports independently?</p>	
<p>Ensuring Support and Account Management – 8</p> <p>Mandatory, Scored</p>	<p>Quality Assurance - What quality assurance programs does your company have in place today? Provide a brief overview.</p>	<p>Provided within our Technical Proposal</p>
<p>Ensuring Support and Account Management – 9</p> <p>Mandatory, Scored</p>	<p>Business Continuity - Describe your process for ensuring your ability to maintain a business presence in the event of a disaster.</p>	<p>Provided within our Technical Proposal</p>
<p>Ensuring Support and Account Management – 10</p>	<p>Supplier Diversity Program – If applicable, provide an overview of your supplier diversity program.</p>	<p>Provided within our Technical Proposal</p>

Mandatory, Scored		
Technology Products and Service Offerings – 1  Mandatory, Scored	Technology Equipment and Supplies – Please provide an overview of your company’s technology offerings. Do you stock your own inventory or rely on wholesalers? <b>How much total relevant inventory (as it relates to the Scope of the Solicitation) do you stock on-hand? What are your rolling average lead times? What is your approach to fulfilling rush orders? How do you handle orders your firm is unable to fulfill within a requested timeframe under the normal course of business?</b>	Provided within our Technical Proposal
Technology Products and Service Offerings – 2  Mandatory, Not Scored	Bidders shall provide their complete catalog of Products and Services within the solicitation scope for all Lots (mandatory) and Bidder has clearly designated Lots to their proposed Products and Services in 24COR-018GR Pricing Pages (Excel)	Provided within our Technical Proposal
Technology Products and Service Offerings – 3	Please provide technical specification sheets in a searchable .pdf or .docx file. The technical specification sheets for the proposed products references	Provided within our Technical Proposal

Mandatory, Not Scored	a specified and unique catalog item number or SKU and its designated proposed Lot.	
Technology Products and Service Offerings – 4  Mandatory, Scored	Bidders shall provide information responsive to Section F, 11.9.1 Requirements- Technical Support Capabilities	Provided within our Technical Proposal
Technology Products and Service Offerings – 5  Mandatory, Scored	Bidders shall provide information responsive to Section F, 11.10 Requirements- Technology Specialization and Expertise	Provided within our Technical Proposal
Technology Products and Service Offerings – 6  Mandatory, Scored	Bidders shall provide information responsive to Section F, 11.9.6 Requirements -Cloud Marketplace Capabilities	Provided within our Technical Proposal
Technology Products and Service Offerings – 7  Mandatory, Scored	Bidders shall provide information responsive to Section F, 11.9.5 Requirements - Technology Expansion and Update Program.	Provided within our Technical Proposal

<p>Technology Products and Service Offerings – 8</p> <p>Mandatory, Scored</p>	<p>Do you have the capability to deliver large electronic equipment correctly and safely?</p>	<p>Provided within our Technical Proposal</p>
<p>Technology Products and Service Offerings – 9</p> <p>Mandatory, Scored</p>	<p>How does your company provide business-ready devices to end user?</p>	<p>Provided within our Technical Proposal</p>
<p>Technology Products and Service Offerings – 10</p> <p>Mandatory, Scored</p>	<p>What support do you provide as Technology customer service? What hours and how do Participating Entities obtain that support?</p>	<p>Provided within our Technical Proposal</p>
<p>Technology Products and Service Offerings – 11</p> <p>Mandatory, Scored</p>	<p>If you are recommending hardware (laptops/desktops/tablets): What are your sustainable qualities? (For example: do you recommend Energy Star/EPEAT products; do you use sustainable packaging; etc?) How do you track and protect your data?</p>	<p>Provided within our Technical Proposal</p>

	<p>Please explain your cyber security capabilities.</p> <p>How do you recycle products?</p> <p>Please describe warranty options.</p> <p>What is the failure rate for your equipment?</p> <p>Do you have a testing process on your products?</p>	
<p>Technology Products and Service Offerings – 12</p> <p>Mandatory, Not Scored</p>	<p>Cyber Security Plan and Protocols</p> <p>Qualified Bidders shall provide a copy of their cyber security plan and protocols to protect Lead Agency and future Participating Entity information (e.g. Personally Identifiable Information (PII), SOC 2, ISO 27001, ISO 27108, etc.). This is for evaluation purposes only; this will not be published in Section N, Technical Proposal);</p>	<p>Provided within our Technical Proposal</p>
<p>Technology Products and Service Offerings – 13</p> <p>Mandatory, Scored</p>	<p>Please provide proof of devices meeting EPEAT or an equivalent environmental standard (e.g. laptops, tablets, etc). The Lead Agency reserves the right to determine an equivalent environmental standard.</p>	<p>Provided within our Technical Proposal</p>
<p>Technology Products and</p>	<p>Value-Added Services – Please include any additional factors which differentiate your</p>	<p>Provided within our Technical Proposal</p>

<p>Service Offerings – 14</p> <p>Mandatory, Scored</p>	<p>organization. <b>How would you ensure Participating Entities are getting the discounts as-bid and/or additional discounts achieved through negotiations or special offers?</b></p>	
<p>Electronic Commerce, Ordering Tools &amp; Methods, and Invoicing – 1</p> <p>Mandatory, Scored</p>	<p>Internet Ordering - Please provide an overview of your Internet ordering solution. Discuss the significant features and benefits of your system.</p>	<p>Provided within our Technical Proposal</p>
<p>Electronic Commerce, Ordering Tools &amp; Methods, and Invoicing – 2</p> <p>Mandatory, Scored</p>	<p>Automated Order Confirmation - All end users may require confirmation of orders placed with your company. How does your company fulfill this need?</p>	<p>Provided within our Technical Proposal</p>
<p>Electronic Commerce, Ordering Tools &amp; Methods, and Invoicing – 3</p>	<p>Order Management/Approvals - Discuss your company's ability to manage or restrict purchases of certain product groups and/or items, (i.e., over a set dollar value, category, etc.). Can an order</p>	<p>Provided within our Technical Proposal</p>

Mandatory, Scored	approval structure be used when restricted items are needed?	
Electronic Commerce, Ordering Tools & Methods, and Invoicing – 4  Mandatory, Scored	Procurement Cards - Is your company capable of handling orders from customers who prefer to use a corporate procurement or credit card? If so, are you capable of providing Level III data on the credit card report? Do you offer incentives for early payment or payments made in excess of monthly minimums, if applicable?	Provided within our Technical Proposal
Electronic Commerce, Ordering Tools & Methods, and Invoicing – 5  Mandatory, Scored	Customization - Please advise how a contract-specific online catalog can be customized for Participating Entity/CoreTrust's needs. Please also describe how you meet Section F, 11.9.2 Requirements, Contract Service Level Agreement (SLA) Performance Metrics.	Provided within our Technical Proposal
Electronic Commerce, Ordering Tools & Methods, and Invoicing – 6	IT Integration - Describe your company's computer system architecture to ensure consistent item selection, pricing, invoicing, and management reporting for your account customers. What is your experience with Third Party Systems (e.g., Peoplesoft, Ariba,	Provided within our Technical Proposal

Mandatory, Scored	etc.)? Do you have dedicated expertise to complete the integration? Please explain the timeline for this process.	
Electronic Commerce, Ordering Tools & Methods, and Invoicing – 7  Mandatory, Scored	Ordering Methods - Please describe the different tools and options offered public sector customers to place orders with your company. Please describe how your company meets Section F, 11.9.3 Requirements – Order Handling Capabilities & 11.12 Requirements – Transaction Flexibility.	Provided within our Technical Proposal
Electronic Commerce, Ordering Tools & Methods, and Invoicing – 8  Mandatory, Scored	What are the hours of operation for your ordering system?	Provided within our Technical Proposal
Electronic Commerce, Ordering Tools & Methods, and Invoicing – 9	What is your order accuracy percentage?	Provided within our Technical Proposal

<p>Mandatory, Scored</p>		
<p>Electronic Commerce, Ordering Tools &amp; Methods, and Invoicing – 10</p> <p>Mandatory, Scored</p>	<p>Catalogs – Does your company offer a variety of catalogs? If so, please describe.</p>	<p>Provided within our Technical Proposal</p>
<p>Electronic Commerce, Ordering Tools &amp; Methods, and Invoicing – 11</p> <p>Mandatory, Scored</p>	<p>How does your technology integrate with government procurement systems?</p>	<p>Provided within our Technical Proposal</p>
<p>Electronic Commerce, Ordering Tools &amp; Methods, and Invoicing – 12</p> <p>Mandatory, Scored</p>	<p>Describe your capabilities in providing data analytics and reporting for procurement trends and cost savings. Please also describe how you meet requirements in Section F, 11.9.4 Customer and Asset Management Portal.</p>	<p>Provided within our Technical Proposal</p>

<p>Electronic Commerce, Ordering Tools &amp; Methods, and Invoicing – 13</p> <p>Mandatory, Scored</p>	<p>What security measures are in place to protect sensitive procurement data?</p>	<p>Provided within our Technical Proposal</p>
<p>Electronic Commerce, Ordering Tools &amp; Methods, and Invoicing – 14</p> <p>Mandatory, Scored</p>	<p>Discuss the invoicing options your company offers. Explain your company’s ability to provide one invoice that contains products across multiple lots and if this will align with Solicitation, Appendix B, Section F, 11. Scope, Invoicing. What are your payment terms?</p>	<p>Provided within our Technical Proposal</p>
<p>Electronic Commerce, Ordering Tools &amp; Methods, and Invoicing – 15</p> <p>Mandatory, Scored</p>	<p>Is your company capable of handling EFT payment? If so, what EFT formats (CTX, CPT, etc.) do you currently support?</p>	<p>Provided within our Technical Proposal</p>
<p>Electronic Commerce, Ordering Tools &amp; Methods,</p>	<p>How do you ensure the products being shipped and the prices charged are compliant with our contract?</p>	<p>Provided within our Technical Proposal</p>

<p>and Invoicing – 16</p> <p>Mandatory, Scored</p>		
<p>Electronic Commerce, Ordering Tools &amp; Methods, and Invoicing – 7</p> <p>Mandatory, Scored</p>	<p>Cost Reduction Initiatives and Tools – Discuss any cost reduction tools and ideas that your company offers to reduce your customers’ total procurement costs.</p>	<p>Provided within our Technical Proposal</p>
<p>Electronic Commerce, Ordering Tools &amp; Methods, and Invoicing – 18</p> <p>Mandatory, Scored</p>	<p>Please also describe how you meet Section F, 11.11 Requirements – FedRAMP and StateRAMP Onboarding Assistance.</p>	<p>Provided within our Technical Proposal</p>

**AUGUST 25, 2025**

Carahsoft's Response to the **Town of Greece, New York's Best Value Solicitation** for

# **Technology Acquisition and Professional IT Services**

Solicitation Number: 24COR-018GR

**Cost Proposal**

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<b>Company Name</b>	Carahsoft Technology Corp.
<b>Company Address</b>	11493 Sunset Hills Road, Suite 100, Reston, Virginia 20190
<b>Company Web Page</b>	<a href="http://www.carahsoft.com">www.carahsoft.com</a>
<b>Point of Contact</b>	Tim Boltz, Director, Sales, 703-230-7402, <a href="mailto:Tim.Boltz@carahsoft.com">Tim.Boltz@carahsoft.com</a>

**carahsoft**<sup>®</sup>

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## Cost Proposal

Carahsoft is proposing to provide a pricing catalog that aligns with other top-performing contract vehicles, including our OMNIA contract and GSA Multiple Award Schedule contract.

Manufacturer	Discount off List
[S] Cube	2.00%
1 Kosmos, Inc.	2.00%
100GD-1195	0.50%
10Forward Advisors, LLC dba SockPuppet	2.00%
10Zig Products	2.00%
11:11 Systems, Inc.	2.00%
1440 LLC	2.00%
1E, Inc.	2.00%
1nteger, LLC dba Kharon	2.00%
2CRSI Corporation	2.00%
2S1 Technology, Inc.	2.00%
3CLogic	0.50%
45 Drives USA, Inc	2.00%
460 TECH, LLC dba BEINCOURT	2.00%
4iQ Inc.	2.00%
4M Analytics, Inc.	2.00%
7SIGNAL	0.50%
A&I Solutions, Inc.	2.00%
Aavenir, Inc.	2.00%
Abacode, Inc.	2.00%
Abbyy	3.00%
Abine Inc. dba DeleteMe	2.00%
Abnormal Security Corporation	2.00%
Absolute Software, Inc.	2.00%
Acalvio Technologies	2.00%
Accela	2.00%
Accenture LLP	2.00%
Accrete, Inc.	2.00%
Achievelt Online, LLC.	0.50%
Aclima, Inc.	2.00%
Aconex	3.00%
Acquia	2.38%
Acronis	1.50%
Acta Solutions Inc.	2.00%
Actelis Networks, Inc.	2.00%
Actiance	2.00%

<b>Manufacturer</b>	<b>Discount off List</b>
Active Crisis Consulting LLC	2.00%
Activefence Inc.	2.00%
Actsoft, Inc.	2.00%
Acumen Infotech, LLC	2.00%
Adaptive Security	2.00%
Adaptus LLC	1.00%
Addy Systems, LLC, dba as TimeTap	2.00%
ADF Solutions	0.50%
Adobe	2.00%
Advologix	0.50%
AECOM Technical Services, Inc.	2.00%
AeroCloud System	2.00%
Aerospike, Inc.	2.00%
AG1, Inc. dba AgileBlue Security	2.00%
Agilebits, Inc. dba 1Password	2.00%
AgileCraft	2.00%
AIComply, LLC	2.00%
AINS, LLC dba Opexus	2.00%
Air Xeo Inc.	2.00%
Aireon, LLC	2.00%
Airgility, Inc.	2.00%
Airlock Digital Pty Ltd.	2.00%
Airspace Link, Inc.	2.00%
Airversity, Inc.	0.50%
AirWorks Solutions, Inc.	2.00%
Aisera, Inc.	2.00%
Akamai	2.00%
Akatia Technologies Inc.	2.00%
Akitabox	1.00%
Alchemy CyberDefence, Inc.	2.00%
Alert Logic Maintenance	3.00%
Alert Logic Products	3.00%
Alert Logic Professional Services	3.00%
AlertEnterprice, Inc.	2.00%
Alfresco	2.29%
Alkomo, Inc d/b/a Zifino	2.00%
Allegro Artificial Intelligence Ltd.	2.00%
Alli Connect, Inc.	2.00%
Alliance Data Solutions, LLC	2.00%
Alltius, Inc.	2.00%
Alorica	0.50%
Altair Engineering, Inc.	2.00%

<b>Manufacturer</b>	<b>Discount off List</b>
Altana Technologies, Inc.	2.00%
Alteryx	2.00%
Altia Intel Inc	2.00%
Altirnao, Inc.	2.00%
ALTR Solutions Inc.	0.50%
Amazon Web Services	0.00%
Ambient.AI	2.00%
American Platform Services, LLC dba TheRecordXchange	2.00%
American Prison Data Systems, PBC dba APDS	2.00%
American Prison Data Systems, PBC dba Orijin	2.00%
AMIICUSS, LLC.	2.00%
Anaplan	1.00%
Andrews Consulting Group Inc. (ACG)	3.44%
ANELLO Photonics, Inc.	2.00%
Animate Cyber, Inc.	2.00%
Anjuna Security, Inc.	3.00%
Annese	2.00%
Apace Systems Corporation	2.00%
Apex Analytix, LLC	2.00%
Apex IT	2.00%
APIsec.ai, Inc.	2.00%
Apollo Information Systems Corp.	2.00%
APOS	1.25%
Appbus Inc.	2.00%
Apperian	1.30%
AppFrontier, LLC	2.00%
Appgate	0.50%
Appian Corporation	2.00%
Application Perfection	1.32%
Applied Business Software	2.00%
Applied Driving Americas LLC	2.00%
Applied Insight, LLC	2.00%
AppOmni, Inc.	2.00%
Apporto Corporation	2.00%
Apposite Technologies, LLC	2.00%
AppSec	8.83%
AppSense	2.00%
Apptio	1.00%
Aprika Business Solutions Pty Ltd	2.00%
APS Global, LLC	2.00%
Arbola	1.00%
Arcadus, LLC	2.00%

<b>Manufacturer</b>	<b>Discount off List</b>
Archer Technologies, LLC	2.00%
Archive360	0.50%
Arcos	1.00%
Arctera US LLC	2.00%
Arctic Wolf Networks	0.50%
Arctop, Inc.	2.00%
Arete Advisors LLC.	2.00%
ARInspect, INC.	2.00%
Arista Networks	2.00%
Armada Systems, Inc.	2.00%
Armis, Inc.	5.00%
Armored Things, Inc. dba Lambent	2.00%
ArmorPoint, LLC	2.00%
ArmorText	0.50%
Arqit Quantum, Inc.	2.00%
Arria NLG	0.50%
Asana, Inc.	2.00%
Ascendant Strategy Management Group, LLC dba ClearPoint Strategy	2.00%
ASG Technologies	2.00%
ASR Analytics	0.50%
Assima	2.00%
Assured Data Protection, Inc.	2.00%
Astera Software	2.00%
Atlassian	2.00%
At-Scene, LLC dba iCrimeFighter	2.00%
Attestiv	0.50%
ATX Capital Partners, LLC dba ATX Defense	2.00%
Audible Sight, Inc.	2.00%
AudioCodes Inc.	2.00%
Augmented Intelligence Technologies, Inc., dba Augintel	2.00%
Aura Alliance, Inc.	2.00%
Aurigo Software Technologies, Inc.	2.00%
Autodesk	2.00%
Automaton Marketing, Inc. DBA Stack Moxie	2.00%
Automize A/S	2.00%
Automox, Inc.	0.50%
AutoRABIT	2.00%
Autura	2.00%
Avaap USA, LLC.	2.00%
Avecto	2.00%
Avela, Inc.	2.00%

<b>Manufacturer</b>	<b>Discount off List</b>
Avenu Insights & Analytics, LLC	2.00%
AvePoint Public Sector Inc.	5.35%
Avepoint Services	3.00%
Avid Technology, Inc.	2.00%
Avisare Corp.	2.00%
Aviz Networks, Inc.	2.00%
Avocette	2.00%
Avoka	2.57%
Avolution	0.50%
Avue	2.00%
Axiad IDS Inc.	2.00%
Axonius Federal Systems LLC	2.00%
Axonius, Inc.	2.00%
Axxy Marketing (UK) Ltd	2.00%
Ayasdi, Inc.	2.00%
Babel Street, Inc.	2.00%
Backblaze, Inc.	0.50%
Backing Fire, LLC	2.00%
BackOffice Associates LLC	1.02%
Bad Elf, LLC	2.00%
BAI, Inc. dba Gold Comet	2.00%
Battle Road Digital, Inc.	2.00%
Bayshore Networks	0.50%
Beaufort 12 Ltd	2.00%
Beazley Security, LLC	2.00%
Beezy Inc.	0.50%
Behavioral Signal Technologies, Inc.	2.00%
BEINCOURT	0.50%
BEM Systems, Inc.	2.00%
Benevate, Inc. dba Neighborly Software	2.00%
Bentley	2.00%
BetterUp	0.50%
Beyond Identity, Inc.	2.00%
BeyondID, Inc.	2.00%
BeyondTrust Corporation	2.00%
Big Compass	2.00%
BigID	0.50%
BigPanda, Inc.	2.00%
Binoloop, Inc.	2.00%
Binti, Inc.	2.00%
Bitwarden	2.37%
Black Swift Technologies, LLC	0.50%

Manufacturer	Discount off List
Blackberry	2.00%
BlackDuck	2.99%
BlackFog, Inc.	2.00%
Blackshark.ai GmbH	2.00%
BlackSky Holdings, Inc.	2.00%
Blackthorn.io, Inc.	0.50%
Blackwire Labs, LLC	2.00%
Blaize, Inc.	2.00%
Blanco	2.00%
Blitz Permits, Inc.	2.00%
Blocksi, Inc.	2.00%
BlocPower, LLC.	2.00%
Bloom Technologies	2.00%
Blue Fusion Technologies	2.00%
Blueforce Development Corp.	0.50%
Bluesource	5.00%
BlueVoyant Government Solutions	2.00%
Blynscy, Inc.	2.00%
BMC Software	2.00%
Bocada, LLC	2.00%
Bodo, Inc.	2.00%
Boeing	1.02%
Bonfire	0.50%
Booker25 B.V. dba GoMeddo	2.00%
Boomi	1.00%
Boost Run, LLC	2.00%
Booz Allen Hamilton Inc.	2.00%
BotCopy, Inc.	2.00%
Boulder Insight, LLC	2.00%
Boundless	5.00%
Box, Inc.	2.00%
BoxTone	3.69%
Boxx Technologies, LLC	2.00%
Bravium Consulting Inc.	0.50%
Brazen Technologies, Inc.	2.00%
Bright Pattern Inc.	0.50%
Broadcom, Inc.	2.00%
Bromium	0.75%
Bucher + Suter, Inc.	2.00%
Bugcrowd, Inc.	0.50%
Buoyant, Inc.	2.00%
BYOS USA, Inc	2.00%

Manufacturer	Discount off List
C2 Labs	0.50%
C3.ai, Inc.	2.00%
CA Technologies	2.00%
CafeX Communications, Inc.	2.00%
CAFM Resources	4.54%
Call Center Optimization Group, LLC dba Call Center Power	2.00%
CallTower, Inc	2.00%
Calypto AI Corp.	0.50%
Can/Am Technologies, Inc.	2.00%
Canda Solutions	23.18%
Canfigure, Inc.	2.00%
Canto, Inc.	2.00%
Capsule Tech Inc.	0.01%
Carahsoft	0.50%
Carbyne, Inc.	2.00%
CareAR	0.50%
CareerBuilder	2.00%
Carnegie Speech Company	2.33%
Carpathia	8.47%
CartoDB Inc., dba CARTO	2.00%
Cascade Strategy	2.00%
Case Commons	2.00%
Casebook PBC	3.50%
Casepoint LLC	2.00%
CaseX, Inc.	2.00%
Castle Rock Associates, Inc.	2.00%
Catalogic Software, Inc.	2.00%
Cayosoft Inc.	2.00%
Cellebrite	1.00%
Celonis Inc.	2.00%
CelWell Services	1.50%
Censys, Inc	2.00%
Center for Internet Security (CIS)	3.00%
Centrifuge Systems	2.11%
Centripetal Networks	2.00%
CEPTES Software Pvt Ltd	0.50%
Certes Network	2.00%
Certificial, Inc.	2.00%
Certipath	1.00%
CGI	0.01%
Chainalysis	1.10%
Chainbridge Solutions, Inc.	2.00%

<b>Manufacturer</b>	<b>Discount off List</b>
Chainguard, Inc.	2.00%
Change and Innovation Agency, LLC.	2.00%
ChargePoint, Inc.	0.50%
Check Point Software Technologies Ltd.	2.00%
Chiliad Inc.	1.02%
Chillydyne, Inc.	2.00%
Chooch Intelligence Technologies Co.	0.50%
Chorus Intelligence, Inc.	2.00%
Chronus, LLC	2.00%
Cicer One	0.50%
Cideon	2.99%
Ciena	2.00%
Cimcor, Inc.	2.00%
Cipher Cloud	0.01%
Circle Systems, Inc.	2.00%
CIS	13.00%
Cision US Inc.	2.00%
Citian, Inc.	2.00%
Citibot	0.50%
City Detect, Inc.	2.00%
City Innovate, Inc.	2.00%
CityBase	2.00%
Cityzen Solutions, Inc. dba PublicInput	2.00%
Civia Inc. dba GovAI	2.00%
Civic Review, Inc.	2.00%
Clarifai, Inc.	0.50%
Clariti	0.50%
Class Technologies, Inc	2.00%
Clear Skye	0.50%
ClearCube	0.50%
ClearInsight Solutions	2.00%
Clearspeed, Inc.	2.00%
ClearStory Data	2.00%
Cleversafe	2.00%
Click Armor Corporation	2.00%
Climatec, LLC	2.00%
Clockwork-Solutions	8.07%
Cloud Academy Inc.	0.50%
Cloud Services	5.00%
Cloud Software Group Federal, Inc.	2.00%
Cloud SynApps	2.00%
Cloud Warriors Government LLC	2.00%

Manufacturer	Discount off List
CloudAI Technologies	2.00%
CloudBees, Inc.	2.00%
CloudBolt	2.00%
Cloudburst Technologies, Inc.	2.00%
CloudCheckr	0.50%
CloudCover	0.50%
Cloudera	3.70%
Cloudfit Software, LLC	2.00%
Cloudframe, Inc.	2.00%
Cloudian, Inc.	2.00%
CloudNine Discovery LLC	20.00%
CloudNova Technologies, LLC	2.00%
CloudPareto, LLC. dba Bidscale	2.00%
CloudSaver	0.50%
Cloudtamer.io	0.50%
Coalfire	1.00%
Code42	0.50%
CodeLathe Technologies Inc. DBA FileCloud	2.00%
CodeLock, Inc.	2.00%
Codescience, Inc.	2.00%
CodeSecure, Inc.	2.00%
CoEnterprise, LLC	2.00%
Cofense, Inc.	0.50%
CogAbility, Inc.	2.00%
Cognitus	2.00%
Cohesity, Inc.	2.00%
CollabraLink Technologies, Inc, dba Groundswell	2.00%
Collabware Systems, Inc.	2.00%
Collective Data, Inc.	2.00%
Collibra	0.75%
CommunityCX	2.00%
Commvault Systems, Inc.	0.50%
Compart North America, Inc.	2.00%
ComplianceQuest	0.50%
Composite Software	0.01%
Computable Insights LLC	0.01%
ComScore	3.03%
ConductorAI Corporation	2.00%
ConduSiv	8.75%
Conga	2.00%
Content Square, Inc.	2.00%
ContraForceGroup, Inc	0.50%

<b>Manufacturer</b>	<b>Discount off List</b>
Contrast Security	0.50%
Control Plane Corporation	2.00%
Copado	0.50%
Copperleaf Technologies, Inc	2.00%
Coram AI	2.00%
CORASCloud, Inc.	0.50%
Core Security	2.00%
Corelight, Inc.	2.00%
Corellium, Inc.	2.00%
CoreLogic, Inc.	2.00%
CoreView USA, Inc.	0.50%
CornerstoneAI Audits, Inc.	0.50%
Corporate Reimbursement Services Inc.	3.03%
CoSo Cloud, LLC	2.00%
CostControl USA, LLC	2.00%
CounterCraft Security, Inc.	2.00%
Coupa	2.00%
Coursera, Inc.	2.00%
Cranium AI, Inc.	2.00%
CrashPlan Group, LLC	2.00%
Crave.io Inc.	2.00%
Crawford Technologies, Inc.	2.00%
Crayon Software Experts, LLC.	0.50%
Credas, Inc.	2.00%
Credo.AI Corp	2.00%
Cribl, Inc	0.50%
Critical Start	0.50%
Cronos Consulting Group	0.50%
CrowdAI	0.50%
CrowdStrike, Inc	5.00%
Crypto Asset Technology Labs, Inc.	2.00%
Crypto4A Technologies, Inc.	2.00%
Cubic Digital Intelligence	2.90%
Current Technologies Computer Learning Center, Inc.	2.00%
Currier, McCabe and Associates, Inc. dba CMA Consulting	2.00%
Custom Computer Specialists, LLC.	2.00%
CustomerTimes Corp.	2.00%
CVENT	0.50%
CyanGate	2.00%
Cyara Inc.	0.50%
Cyber Crucible, Inc.	2.00%
Cyber-Ark	18.55%

Manufacturer	Discount off List
Cyberbit, Inc.	2.00%
CyberFOX, LLC	2.00%
CyberMaxx, LLC	2.00%
CyberReef	2.00%
CyberSaint	2.00%
CyberSecOp, LLC	2.00%
Cybersixgill	0.50%
Cybersoft	3.06%
Cyberspatial, Inc.	2.00%
Cybrary, Inc	2.00%
CyclePlot Ltd	2.00%
CyCognito Inc.	0.50%
Cyderes Group LLC	2.00%
Cyera US, Inc.	2.00%
CYFIRMA, Inc.	2.00%
CyGlass Technology Services, Inc.	2.00%
Cylance	1.00%
Cynerio Inc.	2.00%
Cynet	8.00%
Cypher LLC	2.00%
Cytellix Corporation	2.00%
Cyware Labs, Inc.	2.00%
D2L	2.00%
D2L Ltd	2.00%
DADoES, Inc. DBA Rendered.ai	2.00%
DailyPay, Inc.	2.00%
Dantex Group, Inc.	2.00%
Danti.AI, Inc	2.00%
Daric Holdings Inc.	0.50%
DarkOwl, LLC	2.00%
Darkweb IQ, Inc.	2.00%
Darzin Software Pty Ltd	0.50%
Data Chant Consulting, LLC	2.00%
Data Direct Networks	2.00%
data.world, Inc.	2.00%
DataBee (Comcast Technology Solutions)	2.00%
Datadog, Inc.	2.00%
DataDrive, LLC	2.00%
Dataguise	0.00%
Dataiku, Inc.	2.00%
Datalogz, Inc.	2.00%
DataMasque Ltd.	2.00%

<b>Manufacturer</b>	<b>Discount off List</b>
Datameer	2.33%
Dataminr, Inc.	2.00%
DatAnchor	0.50%
Datanova Scientific LLC	2.00%
Datapipe	0.50%
DataRobot, Inc.	2.00%
DataShapes, Inc.	2.00%
DataSnipper Inc.	2.00%
DataWalk, Inc.	2.00%
Datawatch	0.01%
Decision Lens	0.50%
Deep Instinct	2.00%
Deep Labs, Inc.	2.00%
Deep Media, Inc.	2.00%
Deepgram, Inc.	2.00%
DeepSeas, LLC.	2.00%
Deepwatch, Inc.	2.54%
Defend3D	2.00%
Definitive Business Solutions, Inc.	2.00%
Deighton Associates Ltd	2.00%
Delinea	1.00%
Dell	1.50%
Delphix	2.00%
Denodo Technologies	2.00%
Deque Systems, Inc.	2.00%
Detego Cyber & Digital Solutions, LLC	2.00%
Dice Career Solutions, Inc. dba ClearanceJobs	7.00%
DigEplan	0.50%
Digital Asset Redemption, LLC	2.00%
Digital Era	0.50%
Digital Guardian	2.00%
Digital Map	1.00%
Digital Realty	3.01%
Digital Reasoning	3.44%
DigitalBlue Software	2.00%
DigitalXForce Corporation	2.00%
DigitSec, Inc.	2.00%
Diligent Corporation	2.00%
Disaster Technologies, Inc.	2.00%
Discover Technologies LLC	0.50%
Discovered Intelligence, Inc.	2.00%
Distran USA Corp	2.00%

Manufacturer	Discount off List
District 4 Labs, LLC	2.00%
Ditto Federal Inc. dba DittoLive Incorporated	2.00%
Do Process, LLC	2.00%
Docebo NA, Inc.	2.00%
Doctums Global, LLC	2.00%
DocuSign	0.00%
Domino Data Lab, Inc.	2.00%
Domo, Inc.	2.00%
Dorger Software Architects, Inc.	2.00%
Draganfly, Inc.	2.00%
Dragos, Inc.	2.00%
Dreamfactory	3.43%
Dremio Corporatio	2.00%
DrupalEasy	2.00%
Druva, Inc.	2.00%
DryvIQ, Inc.	2.00%
DTEN	0.50%
Dtex Systems, Inc.	5.00%
Duality Technologies, Inc.	2.00%
Dun & Bradstreet	0.50%
D-Wave Government, Inc.	2.00%
Dynamite Disc Jockey's Inc., dba DFX	2.00%
DynamoFL, Inc.	2.00%
Early Birds Marketplace Pty Ltd	2.00%
Earthling Security	0.01%
EasyShifts.com, LLC	2.00%
Easyvista	2.00%
EBF, Inc.	2.00%
eCare Vault, Inc.	2.00%
ECCO Select Corporation	2.00%
EchoMark, Inc.	2.00%
eCivis	1.00%
Eclysium, Inc.	2.00%
EcolInteractive, Inc.	2.00%
Economic Modeling, LLC dba Lightcast	2.00%
Edbrix Inc.	0.50%
EdgeRunner AI, Inc.	2.00%
Edgesoft, Inc. dba Saira Solutions	2.00%
Edoc Technologies, Inc.	2.00%
EdPower	1.00%
Edquity, Inc. dba Beam	2.00%
Education Analytics, Inc.	2.00%

Manufacturer	Discount off List
Eduworks Corporation	2.00%
Effyis, Inc. dba Socialgist	2.00%
eGain Corporation	2.00%
EGIS Systems, LLC dba Fortified Health Security	2.00%
eHawk Solutions, Inc.	2.00%
Eightfold AI, Inc	2.00%
Ekahau	2.00%
Ekata	2.00%
Elastic	1.00%
ElectrifAi	0.50%
Element34 Solutions U.S., Inc.	2.00%
Element451, Inc.	2.00%
Elisity, Inc.	2.00%
Elixir Lab USA Inc. dba Cardinality.ai	2.00%
Elliptic, Inc.	2.00%
Ellucian Company L.P.	2.00%
EM1 Technologies, LLC	2.00%
e-Magic, Inc.	2.00%
EMC	2.00%
Emergency Visions	2.33%
Endeca	2.00%
Enhanced Voting	2.00%
Enterprise DB	2.00%
Enterprise Elements Inc.	4.54%
Entrust Corporation	2.00%
Enveil, Inc.	2.00%
Envisage Technologies, LLC dba Vector Solutions	2.00%
Envisio Solutions, Inc.	2.00%
Epik Solutions	0.50%
E-Plansoft	3.00%
Equinix Security LLC	2.00%
eScribe Software Ltd. Db a OnBoard	2.00%
e-Share	0.50%
eSignifi	0.50%
Esper Regulatory Technologies, Inc.	2.00%
Euna Solutions	2.00%
EVAN360 LLC	0.50%
Everbridge, Inc.	2.00%
Everlaw, Inc.	2.00%
EVGA	2.00%
EvidencelQ	2.00%
Evinced Inc.	2.00%

<b>Manufacturer</b>	<b>Discount off List</b>
eVisit, Inc.	2.00%
Evisort, Inc.	2.00%
EvolveWare, Inc.	2.00%
Exabeam	1.00%
Exafunction, Inc. dba Codeium	2.00%
Excalibur Data Systems, Inc.	2.00%
Exclaimer Limited	2.00%
Experian	0.74%
Exterro	3.00%
ExtraHop	3.00%
Exxact Corporation	2.00%
Exyn Technologies	2.00%
F5 Networks	2.00%
Fabricated Software, Inc.	2.00%
Face US, Inc. dba Pulsar US	2.00%
Fast Lane Consulting and Education Services, Inc.	2.00%
FaxSIPit Services Inc.	5.00%
Fend Incorporated	2.00%
Fenix Insight Ltd	2.00%
FenixPyre, Inc.	2.00%
FI Consulting, Inc	2.00%
Fiddler Labs, Inc.	2.00%
Fidelis Cybersecurity, Inc.	2.00%
Figma, Inc.	2.00%
FileTrail	0.50%
Filevine, Inc.	2.00%
Filigran SAS	2.00%
First To Invest LTD	2.00%
Fitbit, LLC	2.00%
Five9	0.50%
Fivetran Inc.	2.00%
Flashpoint	0.50%
Flexera	1.50%
Flipnode LLC dba Yodeck	2.00%
Flo Artificial Intelligence dba Flow Labs	2.00%
Flock Group, Inc. dba Flock Safety	2.00%
Flosum	0.50%
Fluence Technologies USA, Inc.	2.00%
Fluid Mobility Inc.	2.00%
FM:Systems Group LLC	0.50%
FogHorn Systems	0.50%
ForceBrain.com Inc. dba SUMO Scheduler	2.00%

<b>Manufacturer</b>	<b>Discount off List</b>
ForceMetrics, Inc.	2.00%
Forcepoint	0.50%
ForeScout	2.00%
Forgerock	2.50%
FormAssembly	2.00%
FormStack	0.50%
Fornetix	2.00%
Fortanix, Inc.	2.00%
Fortinet	2.00%
Fortra, LLC	2.00%
Fortress Government Solutions, LLC	2.00%
Forum Systems, Inc.	2.00%
Forward Networks, Inc.	0.50%
Frameable, Inc.	2.00%
Freshworks, Inc.	2.00%
Fulcrum	2.00%
Fusion Health	0.50%
Fusion Risk Management	0.50%
FutureFit AI Corporation	2.00%
G2K Labs, Inc.	2.00%
G7 Security Services, LLC	2.00%
Gallus Communications LLC dba TASSTA Americas	2.00%
Garland Technology, LLC	3.00%
GCOM Software, LLC.	5.00%
Gemba Software Solutions dba ProcedureFlow	2.00%
Genesys	1.26%
Geofeedia	1.00%
Geollect	0.50%
Geonorth	0.50%
Geosite	0.50%
GeoSolutions USA Corp.	2.00%
Geospark Analytics dba Seerist Federal	2.00%
Geotab, Inc.	2.00%
German Software dba GermainUX	2.00%
Gigamon	4.00%
Gigantor Technologies Inc.	0.50%
Gimmel	3.00%
GitLab, Inc.	2.00%
GL Suite, Inc	2.00%
Glasswall Solutions Limited	2.00%
Glean Technologies, Inc.	2.00%
Globalscape	3.19%

<b>Manufacturer</b>	<b>Discount off List</b>
Go Evo, Inc.	2.00%
GoApron, Inc.	2.00%
Goldcast, Inc.	2.00%
Golden	0.50%
Golden Recursion Inc.	8.00%
Goldfinger Holdings	0.50%
Gomboc.AI, Inc.	2.00%
GoodMaps, Inc.	0.50%
Google	1.00%
GoSecure, Inc.	2.00%
Gov Grants	2.00%
Gov2biz Inc.	2.00%
Gov2biz, Inc.	2.00%
Governmentjobs.com, Inc dba NeoGov	2.00%
GovInvest, Inc.	2.00%
GovWell Technologies, Inc.	2.00%
Grafbase, Inc.	2.00%
Graid Technology	2.00%
Grammarly, Inc.	2.00%
Granicus	2.00%
GraphIQ, Inc.	2.00%
Gravel Road Data Labs, LLC.	0.50%
GRAX, Inc.	2.00%
Gray Wolf Analytics Inc. dba Gray Wolf AI	2.00%
GreatNonProfits D.B.A CommunityConnect Labs	2.00%
GreenAppy	0.75%
Greenlight Group	2.99%
Greymatter.io	0.50%
GreyNoise Intelligence, Inc.	0.50%
Greystones Consulting Group, dBA Greystones Group	2.00%
Gridless	2.00%
Groq, Inc.	2.00%
Groundswell Productivity Solutions, LLC dba ZenCase	2.00%
GroundWork	2.00%
Groupdolists	0.50%
GTY Technology Holdings, Inc.	2.00%
Guardian Score, LLC	2.00%
Gyrus Systems	2.00%
H2O.ai, Inc.	0.50%
Hack The Box Ltd	2.00%
HackEDU, Inc., dba Security Journey	2.00%
HackerOne, Inc.	2.00%

<b>Manufacturer</b>	<b>Discount off List</b>
Haevek, Inc.	2.00%
Halcyon Tech, Inc.	2.00%
Hale International Recruitment US, LLC	2.00%
Harpoon Corp	2.00%
Harvest Tech Labs BV	2.00%
HashiCorp	1.20%
Haystax	0.75%
Hazel AI Technologies, Inc.	2.00%
HCL	1.20%
HCL Technologies Ltd.	2.00%
HCLTech Public Sector Solutions, Inc.	2.00%
Headlight Technologies, Inc.	2.00%
Heimdall Data LLC	0.50%
Hello Lamp Post Ltd	2.00%
Help Scout PBC	2.00%
Hexagon Geospatial	0.50%
Hexalytics, Inc.	2.00%
HHS Technology Group, LLC	2.00%
Hike2	2.00%
HIPAA Vault	2.00%
Hitachi Vantara	2.00%
HiveMQ, Inc.	2.00%
HKA Tech, LLC	2.00%
Holonic Technologies, Inc.	0.50%
Hootsuite, Inc.	2.00%
Horizon3.ai	0.50%
HoundDog.ai, Inc.	2.00%
HPE	3.00%
HRTMS, Inc. dba JDXpert	2.00%
HS GovTech	2.00%
HSO	0.50%
Human Security, Inc.	2.00%
Hunted Labs, Inc.	2.00%
Hunter Web Services, Inc.	2.00%
Huron Consulting Services, LLC	2.00%
HYAS Infosec, Inc.	2.00%
Hycu, Inc.	2.00%
Hyper Labs, Inc. dba Hyperscience	2.00%
HyperOffice	4.54%
Hyperproof, Inc.	2.00%
Hypori, Inc.	2.00%
HyTrust	2.99%

Manufacturer	Discount off List
Ibl Education	2.00%
IBM	1.00%
iBoss	0.50%
Icaros, Inc.	0.50%
Icertis, Inc.	2.00%
ICEYE North America, Inc.	2.00%
ID Dataweb, Inc.	2.00%
Idalto Inc. dba Bryq	2.00%
IDB dba IPInfo	2.00%
iDefender LLC	0.50%
Identity Automation	2.00%
Identity Works LLC, dba Instrumental Identity	2.00%
IGEL Technology Corporation	2.00%
Ignyte Group, Inc.	2.00%
IKANOW	3.69%
ikeGPS	0.75%
ILA Corporation DBA VM2020 Solutions	0.50%
iLAB, LLC.	2.00%
Illume	3.68%
Illumio, Inc.	2.00%
Image Access Corporation	2.00%
Imagine Solutions DBA Encapture	2.00%
iMapData	17.24%
Immersive Labs Corporation	2.00%
Impero Solutions, Inc.	2.00%
Imperva	2.00%
IMPETUS ADVANCED FINITE ELEMENT ANALYSES AS	2.00%
Imprivata, Inc.	2.00%
Incode Technologies	1.00%
Incorta, Inc.	2.00%
Indago Technologies, Inc.	2.00%
Indigov Corporation	2.00%
Infinera	0.50%
Infinite Ranges, Inc.	2.00%
InfiniteTactics, LLC	2.00%
Info Bastion, LLC	2.00%
Info Security Corp (ISC)	6.26%
Infoblox	3.00%
Informatica, Inc.	2.00%
Infotek Solutions Inc. dba Security Compass	2.00%
Infotopics AFT B.V	2.00%
Inframappa	0.50%

Manufacturer	Discount off List
Inkit, Inc.	2.00%
INKY	1.00%
Innive Inc.	0.50%
Innodata, Inc.	2.00%
Innovative Emergency Management (IEM)	2.00%
Insane Cyber, Inc.	2.00%
InSite LLC	2.00%
Insitu Software, Inc.	2.00%
InSource	0.50%
Inspired E-Learning	2.00%
Instabase, Inc.	2.00%
Insystech	0.50%
Intact Partners, Inc.	0.50%
INTEGRATE.IO, Inc. dba DreamFactory Software	2.00%
Intellective	0.50%
Intelligent Automation, LLC dba BlueHalo Labs	2.00%
Interactive Data, LLC	0.50%
Intercede Limited	2.00%
Intergral	3.69%
Intermap Technologies	0.01%
International Data Base Corp.	2.00%
Interpersonal Frequency, LLC	2.00%
Interset	2.00%
InterWorks, Inc.	2.00%
IntraEdge, Inc.	2.00%
Intrusion Inc.	2.00%
Inttensity	2.57%
Invictus Apps, Inc.	2.00%
Invincea	0.00%
ioMoVo Corp.	2.00%
iOra	1.04%
IPC Global Services	2.00%
i-PRO Americas Inc.	2.00%
Iris Tech Inc.	2.00%
Iron Mountain Information Management, LLC	2.00%
IronKey by Imation	5.22%
IronNet	2.00%
ISI Solutions, Inc dba sFiles	2.00%
Island Technology, Inc.	2.00%
Issured Ltd	2.00%
Itopia, Inc.	2.00%
ITS Partners	0.50%

Manufacturer	Discount off List
Ivanti	0.50%
iVerify, Inc.	2.00%
IVIX Tech, Inc.	2.00%
IX LAYER, Inc.	0.50%
JackBe	2.58%
Jacobs Technology Inc.	2.00%
Jama Software	3.03%
Janya	0.31%
JCN Partners, Inc. dba Everblue	2.00%
Jetdocs Inc.	2.00%
Jive	2.42%
Jotform, Inc.	2.00%
Jotto, Inc.	2.00%
JSMPros, Inc.	2.00%
JTC Technologies, LLC, dba as Learning Stream	2.00%
Juniper Networks, Inc.	0.50%
Kagool, Inc.	2.00%
Kahua	2.00%
Kajeet, Inc.	2.00%
Kapow Software	2.99%
Kaseware, Inc.	2.00%
Keene Village Plastics	2.00%
Keeper Security	10.00%
Kelyn Technologies, LLC	3.00%
Kemisoft Group Ltd.	2.00%
Keralia	0.50%
Keyavi Data Corp	0.50%
Keyspider Corp.	2.00%
Kinney Group, Inc.	2.00%
Kion	2.00%
KIRO Group	2.00%
Klaunch, LLC.	2.00%
Kleo, Inc. dba ClassWallet	2.00%
KLoBot, Inc.	2.00%
Know Who	1.01%
Knowledge Broker	2.00%
Knowledge Key Assoc, DBA Training Camp	2.00%
KnowledgeLake	2.00%
Knowmadix	5.00%
Koat.ai Incorporated	2.00%
Kodak Alaris, Inc.	2.00%
Kodify LLC dba ZLS.app	2.00%

Manufacturer	Discount off List
Kofax	0.00%
Kokomo Solutions, Inc. dba Kokomo24/7	2.00%
Kore.ai, Inc.	2.00%
Kove Corporation	0.75%
Kovr.AI Corp	2.00%
Krista Software	0.50%
Kroll Ontrack	7.47%
Kurt Lennartsson Consulting, LLC	2.00%
Kusari, Inc	2.00%
Kyndi, Inc.	2.00%
Kyndryl Federal, LLC	2.00%
Kyriba	0.50%
Lacuna Technologies, Inc.	2.00%
Lanuage Weaver/SDL	13.27%
Launch Mobility, Inc.	2.00%
LaunchPad Careers Inc.	0.01%
Lazarus Enterprises, Inc.	2.00%
Leadership Connect	0.50%
Leaning Technologies Limited	2.00%
Leankor Inc.	2.00%
Leaptree Limited	0.50%
Learn to Win	0.50%
LeaseAccelerator Services, LLC	2.00%
Lecticon, Inc.	2.00%
Legendary Supply Chain, Inc.	2.00%
LeGuard, Inc.	0.50%
LEIDIT LLC	0.50%
LEO Technologies, LLC	2.00%
Lexicon Technologies Inc.	6.03%
Lexis Nexis	2.00%
Lexyl Travel Technologies, LLC dba Eventsquid	2.00%
LG Electronics	28.57%
Libera, Inc.	2.00%
Liferay	1.00%
Lightsense	0.50%
Lilt, Inc.	2.00%
LinkedIn	2.00%
Linksys USA, Inc.	2.00%
Liquidware Labs	2.00%
Litify Inc.	2.00%
Little Arms Studios, Inc.	2.00%
Live Cyber LLC dba Cloud Range Cyber	2.00%

<b>Manufacturer</b>	<b>Discount off List</b>
Live Earth, LLC	2.00%
LiveAction	0.50%
Livestream Learning Studio, LLC.	2.00%
LiveView Technologies, Inc.	2.00%
LNB Solutions Inc.	3.00%
Localist	0.50%
Locality Media Inc. dba First Due	0.50%
LogicMonitor, Inc.	2.00%
Logitech	2.00%
Looker	0.50%
Lookout Inc.	8.00%
Lovelytics, LLC	2.00%
LowV Systems, Inc.	2.00%
LRB Group, LLC	2.00%
Lucid Software, Inc.	2.00%
Lucidworks	3.20%
LumApps, Inc.	2.00%
Luminare, Inc.	2.00%
LuminosoTechnologies Inc	0.01%
Lumu Technologies	2.00%
Lynk Technology Holdings, Inc.	2.00%
Lyssn.io, Inc.	2.00%
M2Mobi	1.00%
M3 Planning, Inc. dba Madison AI	2.00%
Magic School, Inc dba MagicSchool	2.00%
Magnet Forensics	0.50%
Magnus Diagnostics Laboratories	2.00%
MailGate, LLC	2.00%
Malwarebytes Inc.	2.00%
Manage Mobility	27.00%
ManageEngine	2.00%
ManageYOURiD, Inc.	2.00%
Mandiant, Inc.	0.50%
Mango Technologies, Inc. DBA ClickUp	2.00%
MangoApps, Inc.	2.00%
Manhattan Software	2.75%
ManpowerGroup Public Sector, Inc. dba Experis	2.00%
MapBox	1.50%
Mark43, Inc.	2.00%
MarkLogic	7.88%
Maryville Consulting Group, Inc.	2.00%
Material Security	0.50%

Manufacturer	Discount off List
Matillion Ltd	2.00%
Mattermost	0.50%
Mattermost, Inc.	2.00%
Maverick Quantum, Inc.	2.00%
McAfee	3.50%
Medallia, Inc.	4.28%
Medefy Health, Inc.	2.00%
Medex Forensics	2.00%
Mediatech, Inc.	2.00%
MediVista Media d.b.a. Everwell	2.00%
Megaport, Inc.	2.00%
Melimu LLC dba MapleLMS	2.00%
Menlo Security, Inc.	2.00%
Mercurio Analytics, Inc.	2.00%
Merkle Science Americas, Inc.	2.00%
MeshNet, Inc. dba Suitable	2.00%
Metazoa	0.50%
Meter, Inc.	2.00%
Metrc, LLC	0.50%
Metrolink Networks, LLC DBA Cloudforce	2.00%
Microsoft	1.00%
Micro-Tel, LLC dba Microcall	2.00%
MIDL Technology, Inc.	2.00%
Millsapps, Ballinger & Associates	2.00%
Mimecast North America, Inc.	0.50%
Mimic Networks, Inc.	2.00%
mimik Technology, Inc.	2.00%
Mindbase, LLC	2.00%
MinIO, Inc.	2.00%
MissionRT, LLC	2.00%
MixMode, Inc.	2.00%
mLogica, LLC	2.00%
MLTwist, Inc.	2.00%
MobiChord	0.50%
MobileMind Technologies	0.50%
MobilePD	1.02%
ModelOp	0.50%
Modern Treasury Corp	2.00%
Modria	1.26%
Modzy	0.50%
MongoDB	2.00%
Mosse Security	0.50%

Manufacturer	Discount off List
MotionDSP	2.99%
Motive Technologies, Inc.	2.00%
Moveworks, Inc.	2.00%
mPower Innovations	2.00%
MST Solutions LLC d/b/a Mastek	2.00%
Muck Rack, LLC	2.00%
Multi-Dimensional Education, Inc.	2.00%
Multitude Insights, Inc.	2.00%
MURAL	2.00%
MURF, Inc.	2.00%
Mutare, Inc.	2.00%
mxHero	0.50%
Myota, Inc dba Myota.io	2.00%
MySQL	23.82%
Nally Ventures	0.50%
NaphCare, Inc.	0.50%
Nasuni Corporation	2.00%
Natsoft Corporation	2.00%
Navisource Inc.	2.00%
NCS Analytics, Inc.	2.00%
NCS Technologies	8.16%
NCTech, Inc.	2.00%
Nday Security, Inc.	2.00%
Nearmap	0.50%
Nerdio, Inc.	2.00%
NetApp, Inc.	2.00%
Netbuilder, Inc.	2.00%
NetCentric Technologies, Inc. dba Allyant	2.00%
NetDocuments Software, Inc.	2.00%
Netenrich, Inc.	2.00%
Netfoundry	0.50%
NetImpact Strategies, Inc.	2.00%
Netography, Inc.	0.50%
Netrise, Inc.	2.00%
Netskope, Inc.	2.00%
NetSPI, LLC.	2.00%
NetThunder, LLC	2.00%
Netwrix Corporation	3.00%
New Relic	1.00%
New York Wired for Education, Inc dba Metrix Learning	2.00%
NewSci	1.00%
NEXGEN Asset Management	2.00%

<b>Manufacturer</b>	<b>Discount off List</b>
Next Chapter Technology, Inc.	2.00%
Next Level Security Systems	2.00%
NexTalk, Inc.	2.00%
NexTech Solutions, LLC	2.00%
NextgenID, Inc.	2.00%
NICE Systems, Inc.	2.00%
Nile-Global, Inc.	2.00%
NinjaOne, LLC	2.00%
Nintex	0.50%
Nirmata, Inc.	2.00%
NKINDL AI, Inc. dba Authentricks.ai	2.00%
nlyte Software	2.75%
NNDData Corporation	0.50%
NNT	0.50%
Nok Nok Labs, Inc.	2.00%
Noname Public Sector LLC.	2.00%
Normshield, Inc.	2.00%
Northwoods	2.00%
Notarize, Inc. dba Proof.com	2.00%
Novodynamics	3.03%
Nozomi Networks, Inc.	2.00%
nSide, Inc.	2.00%
NtelSec, Inc.	2.00%
NU Borders, LLC	2.00%
Nuance	2.00%
Nucleos, Inc.	2.00%
Nucleus Cyber	0.50%
Nucleus Security LLC	0.50%
Nuggets USA Limited	2.00%
NuHarbor Security, Inc.	2.00%
Nullable, Inc. dba Aware	2.00%
Nutanix	4.16%
Nuvalence, LLC	2.00%
Nuvolo Technologies	0.50%
NVIDIA CORP	2.00%
NVINT Services LLC dba Element Four	2.00%
NWO.ai, Inc.	2.00%
Nyriad, Inc.	2.00%
Oak Innovation Limited	0.50%
Oblong	3.03%
Occuspace, Inc.	2.00%
Ocient, Inc.	0.50%

<b>Manufacturer</b>	<b>Discount off List</b>
Octant Data, LLC	2.00%
Oculus Labs	3.69%
Odaseva	2.00%
Offensive Security Services, LLC.	2.00%
Ogre.run, Inc.	2.00%
Okta	2.00%
Okteto, Inc.	2.00%
OlaTech Business Hosting Corporation dba in1touch	2.00%
Omnibond Systems, LLC	2.00%
Omnilink	1.17%
Omnissa, LLC	2.00%
ON2IT, Inc.	3.00%
OnActuate Consulting US, Inc.	2.00%
Onapsis	1.00%
One Human Service Network, Inc.	2.00%
One Network USA, Inc.	2.00%
OneBlink Pty Ltd	2.00%
OneMeta, Inc.	2.00%
OneStream Software LLC	2.00%
OneTrust, LLC.	2.00%
Onsolve	0.50%
Onspring Technologies LLC	2.00%
Ontinue	2.00%
Ooma, Inc.	2.00%
OpenAI OpCo, LLC	2.00%
OpenCounter, Inc.	0.50%
OpenGov	2.00%
Openlane Technology Corporation dba Roadflex	33.33%
OpenSGI	2.33%
OpenText	2.00%
Opsgility, LLC	2.00%
OPSWAT, Inc.	2.00%
Optensity	3.54%
Optezo, Inc.	0.50%
Optibus, Inc.	2.00%
Optiv Security, Inc.	2.00%
Optum Government Solutions, Inc.	2.00%
Oracle America, Inc.	2.00%
Orbis Operations, LLC	2.00%
Orbit Analytics, Inc.	2.00%
Orbital Insight, Inc.	2.00%
Orca Security, Inc.	2.00%

<b>Manufacturer</b>	<b>Discount off List</b>
Orion Power Systems, Inc.	2.00%
OSaaS LLC	2.00%
Otava	2.00%
OurBond, Inc.	2.00%
Outlier Technologies, Inc.	2.00%
Outpost Security, LLC	2.00%
Outreach Technology	2.00%
OutSystems	1.10%
Outtake Inc.	2.00%
Outway, Inc.	2.00%
Oversight Systems, Inc.	2.00%
Overwatch Data, Inc.	2.00%
oVio Technologies, Inc.	2.00%
Owl Cyber Defense Solutions, LLC	2.00%
OwnBackup	0.80%
PagerDuty, Inc.	0.50%
Palette	3.00%
Palo Alto	8.00%
Panopto, Inc.	2.25%
Pantheon Systems, Inc.	2.00%
Paperless Innovations, Inc	2.00%
Parallel Works. Inc.	2.00%
Paramify, Inc.	2.00%
Parascript, LLC	2.00%
Partners In Leadership, LLC d/b/a Culture Partners	2.00%
Passage Technology LLC	0.50%
Patero, INC.	2.00%
PaymentWorks, Inc.	2.00%
Payscale, Inc.	2.00%
PC Matic, Inc	2.00%
PCC Technology, Inc. dba Civix	2.00%
PCI Pal (U.S.) Inc	10.00%
PDQ Intermediate, Inc.	2.00%
Pendulum Intelligence, Inc.	2.00%
Penlink	2.00%
Pentaho	2.00%
Pentera Security Inc.	2.00%
People Services Center, Inc. DBA CATCH Intelligence	2.00%
PeopleGoal (c/o Evermind Digital LTD)	2.00%
Peregrine Technologies, Inc.	2.00%
Permanence AI Inc.	2.00%
Permion Government	2.00%

Manufacturer	Discount off List
Permitium LLC	2.00%
PermitRocket	2.00%
Permuta Technologies, Inc.	2.00%
Pernix Data	2.00%
Persado	0.50%
Perspective Tester, LLC	2.00%
PhoneLiveStreaming	0.50%
Photon Medical Communications, Inc.	2.00%
Phylum, Inc.	2.00%
Ping Identity	2.00%
Pivotal	2.00%
piXlogic	2.99%
PIXM, Inc.	2.00%
Planet Technologies, Inc.	2.00%
PlatCore	0.50%
platfora	0.01%
Plauti B.V.	2.00%
Plotly (US), Inc.	2.00%
Plum Identity, Inc.	2.00%
Pluralsight, LLC	2.00%
Plurilock	2.00%
Polimorphic, Inc.	2.00%
Poly	0.50%
Pondurance, LLC.	2.00%
Portal26, Inc.	2.00%
PowerDMS	1.00%
Powered by Data, LLC DBA Data Literacy DBA Data Literacy	2.00%
Preamble, Inc.	2.00%
Precise	4.54%
Precise Biometrics Inc.	1.52%
Precisio Business Solutions, Corp. dba Ascent Solutions	2.00%
Premier Cloud, Inc.	2.00%
Premier Technology Advisors	8.00%
Privaini, Inc.	2.00%
Procore Technologies	0.50%
Procurated, Inc.	2.00%
Profit Apps, Inc.	2.00%
Progress Software	1.22%
Progressive Technology Federal Systems, Inc. (PTFS)	2.00%
Project Bordeaux, Inc. dba Inbox Monster	2.00%
Project Broadcast LLC	2.00%
Project Hosts Inc.	2.00%

<b>Manufacturer</b>	<b>Discount off List</b>
Promise Network, Inc.	2.00%
Promo Drone, Inc.	2.00%
Proofpoint	5.00%
Prophecy Americas', Inc.	2.00%
ProStar Geocorp, Inc.	2.00%
ProSymmetry	0.50%
Protech Solutions, Inc.	2.00%
Provance Technologies, Inc.	2.00%
Proven Optics LLC	0.50%
Provisions Group, LLC	2.00%
Pryon, Inc.	2.00%
Puget Sound Systems, Inc.	2.00%
Pulselight Holdings, Inc.	0.50%
Purple Transform, Inc.	2.00%
Pursuit Pathways Inc.	2.00%
Pyramid Analytics USA, Inc.	0.50%
Pyze, Inc.	2.00%
Qadium	2.00%
Qanapi Group, Inc.	2.00%
QFlow Systems, Inc.	2.00%
Qii.AI	0.50%
QlikTech Inc.	0.75%
Qmulos, LLC.	2.00%
Qrypt, Inc.	2.00%
Quality Technology Services	0.75%
Qualtrics	1.00%
Qualys, Inc.	2.00%
QuantaHub2, LLC	2.00%
Quantexa, Inc.	2.00%
Quantinum, LLC	2.00%
Quantiphi, Inc.	2.00%
Quantropi, Inc.	2.00%
Quantum Bridge Technologies, Inc.	2.00%
Quantum, Inc.	2.00%
Quantum4D	2.63%
Questica	0.50%
Queue-it	0.50%
Quickbase, Inc	2.00%
QuintessenceLabs Pty, Ltd	2.00%
Quiq, Inc.	2.00%
Quisitive, LLC	2.00%
Qumulo, Inc.	2.00%

Manufacturer	Discount off List
QuSecure, Inc.	2.00%
r4 Technologies, Inc.	0.50%
Radiant Logic	0.50%
RADICL Defense, Inc.	2.00%
Raindrop Systems, Inc.	2.00%
RAKIA USA Corp	2.00%
RangeForce	0.50%
Rapid7	2.00%
RapidFort, Inc.	2.00%
Ratio Exchange, LLC	2.00%
Raven Cloud, Inc.	2.00%
RavenTek Solution Partners, LLC	2.00%
Read AI, Inc.	2.00%
ReadSpeaker	3.00%
Ready.net, Inc	2.00%
ReadyWorks Inc.	2.00%
Real Response Pty Ltd dba BlueRoom	2.00%
RealEyes Connect LLC	3.44%
Rebel Health Inc. dba ARCHANGELS	2.00%
Recite Me, LLC	2.00%
Recommind	0.01%
Recon Apps, LLC	2.00%
Recorded Future	2.63%
Red Canary, Inc.	2.00%
Red Hat	2.00%
RegScale	0.50%
REI Systems	0.50%
Reka AI	2.00%
Relativity ODA LLC	2.00%
Relativity ODA, LLC	2.00%
ReliaQuest, LLC	2.00%
RelishIQ, Inc.	2.00%
Remediant	0.50%
Remix Technologies	2.00%
RepRisk AG	2.00%
Rescale, Inc.	0.50%
Resemble AI, Inc.	2.00%
Resiliant, Inc.	2.00%
ResourceX	2.00%
ReSTNSX, Inc.	2.00%
Reva Solutions Inc.	2.00%
Revenue Solutions, Inc.	2.00%

<b>Manufacturer</b>	<b>Discount off List</b>
Revere Data	2.57%
ReversingLabs	0.01%
Rhondos	0.50%
RideCo US, Inc.	2.00%
Ripcord, Inc.	2.00%
RippleMatch, Inc.	2.00%
Risklens	2.00%
Riskconnect	2.00%
RiskRecon	2.00%
Riverbed	2.00%
R-Mor, LLC.	2.00%
Robotic Assistance Devices, Inc. (RAD)	2.00%
Rocket Software, Inc.	2.00%
Rockfish Data, Inc.	2.00%
Rok Technologies, LLC	2.00%
Ron Turley Associates, Inc.	2.00%
Roundtrip	2.00%
RPI-CS, Inc.	2.00%
RSA	2.00%
Rubrik	5.00%
Rumble, Inc dba runZero	2.00%
RunAi Labs USA, Inc.	2.00%
R-Zero Systems, Inc.	2.00%
Saasyan	0.50%
SafeBreach, Inc.	2.00%
SafeGuard Cyber	0.50%
SafeLogic, Inc.	2.00%
SafeNet	0.00%
SaferWatch, LLC	2.00%
Safety Vision, LLC	2.00%
SailPoint	0.50%
Salesforce	2.21%
SalesIntel Research, Inc.	2.00%
SaleSwing	2.00%
Salty Cloud, PBC	2.00%
Samsara Inc.	2.00%
Samsung	33.67%
Samsung Knox	2.00%
SANS Institute	2.00%
SAP	0.00%
SAP- Concur	1.00%
SaraWorks, LLC	2.00%

Manufacturer	Discount off List
Sarder Inc dba NetCom Learning	2.00%
SAS Institute, Inc.	2.00%
Savant Learning Systems dba Virtual Academy	2.00%
Savant Learning Systems dba Virtual Academy	2.00%
Saviynt, Inc	1.20%
SB Technology Federal, Inc.	2.00%
Scale AI, Inc.	0.50%
Scaled Agile, Inc.	2.00%
SCATR Corp	2.00%
SCHOLARSHIP SOLUTIONS, LLC dba AwardSpring	2.00%
SchoolBanks, Inc.	0.50%
ScienceLogic, Inc.	2.00%
Scorelate, Inc.	2.00%
Scribe Security	2.00%
SDL Government	6.26%
S-Docs, Inc.	2.00%
Seagate Federal, Inc. d/b/a Seagate Government Solutions	2.00%
Seamlessdocs	4.00%
SearchBlox Software, Inc.	2.00%
Seattle Business Software dba Orbus Software	2.00%
SecPod Technologies, Inc.	2.00%
Sectigo Limited	2.00%
Secure Passage, Inc.	2.00%
Secure-Centric, Inc.	2.00%
Secured Communications, Inc.	2.00%
SecureReview, Inc. DBA SessionGuardia	2.00%
Secureworks	1.30%
Security Scorecard, Inc.	2.00%
Security Services	5.00%
Seekr Technologies, Inc.	2.00%
Selfhelp Community Services	2.00%
Semantic Visions, s.r.o.	2.00%
Semarchy, Inc	2.00%
Semotus, Inc. dba HipLink Software	2.00%
Semperis, Inc.	2.00%
Sensics	1.53%
SentiLink Corp.	2.00%
SentinelOne	1.50%
SentryCard Technologies, Inc. dba Sentry Enterprises	2.00%
SEP TECH	0.50%
Sequoia	0.50%
Sequoia Holdings, Inc.	2.00%

Manufacturer	Discount off List
Seros	4.54%
Sertifi	0.50%
ServiceNow	0.50%
SevOne	2.00%
ShadownDragon Federal, LLC	2.00%
ShardSecure, Inc.	2.00%
Shavlik	0.51%
Sherpa	0.50%
Shiftsmart, Inc.	2.00%
Sicura, Inc.	2.00%
SIGA Data Security LTD.	2.00%
SigBee, Inc.	2.00%
Silverfort, Inc.	2.00%
SimpleCert, LLC	2.00%
SimpliGov LLC	1.00%
Simply NUC, Inc.	2.00%
Simpplr	2.00%
Simsi, Inc.	2.00%
SimSpace Corporation	2.00%
SingleStore, Inc.	2.00%
Singlewire Software	2.00%
Siren Data Intelligence, Inc.	0.25%
Sivil Technologies, Inc.	2.00%
Skedulo	0.40%
Sketchbox	0.50%
SkillStorm Commercial Services, LLC	2.00%
Skopenow Inc.	2.00%
Skuid	0.50%
Skycam Aviation, Inc.	2.00%
Skydio	2.00%
Skyline Software Systems, Inc.	2.00%
Skyline Technology Solutions, LLC	2.00%
Skyport Systems	2.00%
SKyX Systems Corp	1.00%
Slack	0.50%
Slalom, LLC, dba Slalom Consulting	2.00%
Slingshot Aerospace, Inc.	2.00%
Smartronix, LLC dba SMXtech	2.00%
Smartsheet	2.00%
SnapOn Software	2.00%
SND Software, Inc.	2.00%
Snorkel AI, Inc.	2.00%

Manufacturer	Discount off List
Snow Software, Inc.	2.00%
Snowflake	2.00%
Snyk, Inc.	2.00%
SOA Software	2.63%
Social Solutions	0.50%
SocialTrendly, Inc. DBA BLACKBIRD.AI	2.00%
Societal Systems, Inc	2.00%
Socrata	3.00%
Socure, Inc.	2.00%
Softdocs	0.50%
SOI Solutions	2.00%
Solarwinds	3.00%
SolCyber Managed Security Services, Inc.	2.00%
Solgari, Inc.	2.00%
Solix	11.85%
Sonim	2.00%
Sonitum, Inc.	2.00%
Sophos, Inc.	2.00%
Sotera Digital Security Corp	2.00%
SoundThinking, Inc.	2.00%
Spare Labs, Inc.	2.00%
Spark Hire, Inc.	2.00%
SparkCognition Government Systems, Inc.	2.00%
Spatial Data Logic, LLC	2.00%
Spatialitics, LLC	0.50%
SpecterOps, Inc	2.00%
Spectra Logic	1.00%
Spectro Cloud, Inc.	2.00%
SPEEDATA, LTD	2.00%
Spire Global, Inc.	0.50%
Splashtop	0.50%
Splashtop, Inc.	2.00%
Splunk	1.26%
SportGait, LLC	2.00%
Spot.AI, Inc	2.00%
SpringML Inc. dba Egen Solutions	2.00%
Sprinklr	0.50%
Sprout Social, Inc.	3.00%
Spruce Systems, Inc.	2.00%
SPV Associates, Inc. dba OnIndus	2.00%
SpyCloud, Inc.	2.00%
Stach & Liu dba Bishop Fox	2.00%

Manufacturer	Discount off List
Stage2Data, Inc.	2.00%
Stave	0.50%
Stealthbits	2.63%
Steel Patriot Partners	2.00%
SteriLumen, Inc.	0.50%
Stonebranch, Inc.	2.00%
Stony Point, Inc.	2.00%
StoreConnect USA, Inc.	2.00%
Stralto, Inc.	2.00%
Stratodesk Corp	2.00%
Straylight Systems, Inc.	2.00%
StreamLink Software Inc. DBA AmpliFund	2.00%
streamWrite Connect	2.00%
Strike Solutions, LLC	2.00%
Striveworks, Inc.	2.00%
StrongDM, Inc.	2.00%
Styrk Inc. dba Styrk.AI	2.00%
Submittable Holdings, Inc.	2.00%
SuccessKPI, Inc.	2.00%
Suggestion Ox, Inc	2.00%
Summit Technology Consulting Group dba Allocore	2.00%
Sumo Logic, Inc.	2.00%
Sunstone Secure, LLC.	2.00%
Superc AI, Inc. dba with.io	2.00%
Superior Wireless Consulting, Inc., dba Intratem	2.00%
SurePassID Corp.	2.00%
SwiftComply	2.00%
Swiftly, Inc.	0.50%
SWIRL Corporation	2.00%
Swish Data Corporation	2.00%
Sword GRC, Inc.	2.00%
Sylabs, Inc	2.00%
Symmetry Systems	0.50%
Synack, Inc.	2.00%
Synasta Corporation	2.00%
SyncDog, Inc.	2.00%
Synergist Technologies, LLC	2.00%
Synergy SKY, Inc.	2.00%
Syniverse Technologies, LLC	2.00%
Syntasa	1.00%
Synthesis AI, Inc.	2.00%
System Automation Corporation	0.50%

Manufacturer	Discount off List
Tableau	0.70%
Tabnine, Inc.	2.00%
Tact, L3C dba Mogli Technologies	2.00%
Tadaweb Technologies USA, Inc.	2.00%
TAG Infosphere, Inc.	2.00%
Talend USA	0.50%
Talkdesk	0.50%
Talon Tactical Systems, LLC	2.00%
Tamer Partners Corporation dba Proponisi	2.00%
Tanium	4.00%
Taqtile, Inc.	2.00%
Tasktop	0.01%
Team Cymru, Inc,	2.00%
TeamViewer	2.00%
Teamwork Crew Limited Trading as Teamwork.com	2.00%
TeamWorx Security, Inc.	2.00%
Tech Unicorn DMCC	2.00%
Tech5 USA, Inc.	2.00%
TechnoMile, LLC	2.00%
TechTrend Incorporated	2.00%
Tecnics Consulting Inc.	0.50%
Teknita LLC	4.00%
TEKriver, LLC	2.00%
TEKsystems Global Services, LLC	2.00%
TelaForce, LLC	0.50%
Telos Corporation	0.50%
Tenable	2.00%
Tenfold	2.00%
Tensor Networks	0.50%
Teradata Government Systems, LLC	2.00%
Teradici	18.37%
TERIDA LLC	2.00%
TerraGo	2.99%
Testfully Pty Ltd	2.00%
TestifySec, Inc.	2.00%
Tetra 4D	2.83%
Tetrad Digital Intergrity, LLC	2.00%
Text to Them	4.00%
Thales e-Security	2.00%
The Informatics Applications Group, Inc. dba TIAG	2.00%
The Information Lab US, Inc.	2.00%
The New Push, LLC	2.00%

<b>Manufacturer</b>	<b>Discount off List</b>
The Routing Company	2.00%
The Sanborn Map Company, Inc.	2.00%
The Tomorrow Companies, Inc.	2.00%
The Wire Digital, Inc. dba WireScreen	2.00%
Thentia	0.50%
Thetus	2.99%
think-cell Software GmbH	2.00%
Thinkst Applied Research (Pty) Limited	2.00%
ThinLaunch Software LLC	2.62%
Thought Stream LLC, d/b/a Bluescape	2.00%
Thread AI, Inc.	2.00%
Threatblockr, Inc.	2.00%
ThreatDown, powered by Malwarebytes	2.00%
ThreatLocker	0.50%
Throughline	2.00%
Thycotic	0.50%
TimeTrade dba Engageware	0.50%
Tintri	0.27%
TipCo Automated Systems, LLC	2.00%
Titania Ltd	2.00%
TLUX Technologies Limited	2.00%
To A Finish LLC	2.00%
Tom Sawyer Software Corporation	2.00%
TonicAI, Inc.	2.00%
Torch Research, LLC dba Torch.AI	2.00%
Torq Technologies Inc.	2.00%
TouchShare	0.00%
TrackLight, Inc.	2.00%
Traction on Demand	0.50%
TrainCy, LTD	2.00%
Tranquility AI, Inc.	2.00%
TransitScreen, Inc. dba Actionfigure	2.00%
TranslateLive, LLC	2.00%
TransPerfect Translations International, Inc.	2.00%
TransUnion	8.16%
Treeverse Inc.	2.00%
Trellis Data USA, Inc.	2.00%
Trellix Public Sector, LLC	2.00%
Tricentis	2.00%
Trimble Inc.	2.00%
Trinity Cyber LLC	0.50%
Tripwire	2.00%

<b>Manufacturer</b>	<b>Discount off List</b>
TRM Labs, Inc.	2.00%
True Elements	2.00%
True Zero Technologies, Inc.	2.00%
TruePointSolutions	0.50%
Truetax AI	2.00%
Trusona, Inc.	2.00%
Trusted Data Solutions, LLC	2.00%
TrustLayer, Inc.	2.00%
Trustwave	9.00%
TTEC Government Solutions, LLC.	2.00%
TTech Inc. dba AIRIA	2.00%
Ttransuinion Risk and Alternative Data Solutiosn, Inc. dba TRADS	2.00%
Tufin	2.00%
Tungsten Automation	1.00%
TurboVets, Inc.	2.00%
Turing Video, Inc.	2.00%
Turnberry Solutions, Inc.	2.00%
Twilio	1.60%
Two Six Labs, LLC dba Two Six Technologies	2.00%
TyGR LLC	0.50%
Typesafe	23.18%
UberEther, Inc.	2.00%
UC innovation Inc	0.50%
Udacity, Inc.	0.50%
Udemy, Inc.	20.00%
UiPath	2.00%
Unicorn Magic, Inc.	2.00%
Unit4 Business Software Inc.	0.50%
Unite USA, Inc. dba Unite Us	2.00%
United Solutions, LLC dba US AI	2.00%
Unqork, Inc.	2.00%
Unstructured Technologies, Inc.	2.00%
UpGuard, Inc.	2.00%
Upstream Tech, Inc.	2.00%
Userway Inc.	0.50%
UXStorm	4.00%
Valid.it Evaluation Solutions LTD	2.00%
Validatar, LLC	2.00%
Validity, Inc.	2.00%
Valimail Inc.	0.50%
Valsoft Corporation dba Professional Computing Resources	2.00%

<b>Manufacturer</b>	<b>Discount off List</b>
ValueBlue, Inc.	2.00%
Vantiq Inc.	2.00%
Varonis	3.00%
Varsity Tutors for Schools, LLC	2.00%
Varuna Tech, Inc.	2.00%
Vasion	2.00%
Vast Data Federal, Inc.	0.50%
VDURA, Inc.	2.00%
Vectara, Inc.	2.00%
VectorZero Technologies, LLC	2.00%
Vectra AI, Inc	2.00%
Veeam Software Corporation	2.50%
Vehicle Tracking Solutions	2.00%
Velosimo, Inc.	2.00%
Venafi	7.00%
Venngage, Inc.	2.00%
Veracode	2.63%
Verato, Inc.	2.00%
VerbaAI, LLC	2.00%
Verbit, Inc.	2.00%
Verdiem	0.95%
Verge Technologies, Inc.	2.00%
Verisys	0.00%
Veritas	2.00%
Veritone, Inc.	2.00%
Verkada, Inc.	2.00%
Versa Networks, Inc.	2.00%
Versalytix, Inc.	2.00%
Versaterm Public Safety, Inc.	2.00%
Vertiba	2.00%
Vertiv Corporation	2.00%
Vexcel Corporation	2.00%
Via Science, Inc.	2.00%
Vibronyx, Inc.	2.00%
Viewfinity	14.08%
Village Chif Pty Ltd	0.50%
Vimeo	0.50%
Vintra	0.50%
VIQ Solutions	2.00%
Virnect Co., LTD	2.00%
Virtru	1.02%
Virtual Forge Inc.	2.00%

<b>Manufacturer</b>	<b>Discount off List</b>
Virtual Investigation Platforms LLC	2.00%
Virtual Project Manager, LLC	2.00%
VirtualZ Computing Corporation	2.00%
Virtuestream	1.02%
Vision Genesis	1.02%
Vision Point Systems, Inc.	2.00%
Vision33 Inc.	2.00%
Vision-e	0.50%
Visium Analytics, LLC	0.50%
VisualVault, LLC	2.00%
Vivi LLC	0.50%
Vivid-Hosting, LLC	2.00%
VLogic Systems, Inc.	2.00%
VMRay, Inc.	2.00%
VMware Inc.	2.00%
Voltron Data, Inc.	2.00%
VulnCheck, Inc.	2.00%
Walacor Corporation	2.00%
WalkMe	0.50%
Wasabi Technologies, Inc.	2.00%
Washington Abstract, Inc.	2.00%
Waterfall Security Solutions, LTD	2.00%
WellSky Human & Social Services Corporation	3.00%
West Publishing Corporation	2.00%
Whistic, Inc.	2.00%
WhiteCanyon Software	2.03%
WhoMeta, Inc.	2.00%
WHOOOP, Inc.	2.00%
Wickr	2.00%
WinMagic Corp.	2.00%
Winn Solutions, LLC	2.00%
WinPure, LLC	2.00%
WipeOS LLC	2.00%
WireSpring Technologies, Inc.	3.00%
WitnessAI, Inc.	2.00%
Wiz, Inc.	2.00%
Wolters Kluwer	0.50%
Wonderschool, Inc	2.00%
Woolpert, Inc.	2.00%
Workera Corp.	2.00%
Workiva, Inc.	2.00%
Workshare Technology	2.00%

<b>Manufacturer</b>	<b>Discount off List</b>
WPI Services	0.01%
Wrap Technologies, Inc.	2.00%
WSD Digital, LLC d/b/a ReFrame Solutions	2.00%
Wyvern Incorporated	2.00%
x Matters	7.06%
Xaqt	0.50%
Xceedium Inc.	0.01%
XeoMatrix, Inc.	2.00%
XM Cyber, Inc.	2.00%
XQ Message, Inc.	2.00%
xXsigo Systems	4.39%
Yansa Labs	0.50%
Yext, Inc.	0.50%
YouScience, LLC	2.00%
Yubico, Inc.	2.00%
YuJa, Inc.	2.00%
Yurts Technologies, Inc. dba Yurts AI	2.00%
Zammo, Inc.	0.50%
Zebra Technologies International, LLC	2.00%
ZenCity	0.50%
ZenGRC, Inc.	2.00%
ZenLedger, Inc.	2.00%
Zensai	2.00%
Zensors, Inc.	2.00%
Zentera Systems, Inc.	2.00%
ZeroEyes, Inc.	2.00%
ZeroFox, Inc.	2.00%
ZeroTouch.ai	2.00%
Signal Labs, Inc.	2.00%
Zimbra	3.00%
Zimperium, Inc.	0.50%
Zoho Corporation	2.00%
Zoobean, Inc.	2.00%
Zoom	1.00%
Zscaler	2.00%

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