

Bid Checklist

Proposal: _____

Awarded Vendor(s): _____

Award Date: _____ **Contract Number:** _____

- Copy of Public Notice/Legal Ad(s)
- Copy Of Release (via Public Purchase)
- Copy of Bid Specifications (includes Q&A, addenda if issued)
- Copy of Closing (via Public Purchase)
- Notification Report
- Access Report (via Public Purchase)
- Opening Record
- Copy of Bids Received
- Evaluation Compilation/Executive Summary
- Copy of Award Letter
- Copy of Rejection Letter
- Copy of Signed Contract(s)
- Board Acceptance of Bid

AFFIDAVIT OF PUBLICATION



STATE OF MINNESOTA)
COUNTY OF HENNEPIN)

650 3rd Ave. S., Suite 1300 | Minneapolis, MN | 55488

Toni Ferdelman, being first duly sworn, on oath states as follows:

1. (S)He is and during all times herein stated has been an employee of the Star Tribune Media Company LLC, a Delaware limited liability company with offices at 650 Third Ave. S., Suite 1300, Minneapolis, Minnesota 55488, or the publisher's designated agent. I have personal knowledge of the facts stated in this Affidavit, which is made pursuant to Minnesota Statutes §331A.07.

2. The newspaper has complied with all of the requirements to constitute a qualified newspaper under Minnesota law, including those requirements found in Minnesota Statutes §331A.02.

3. The dates of the month and the year and day of the week upon which the public notice attached/copied below was published in the newspaper are as follows:

Monday, September 19; and Monday, September 26, 2016

4. The publisher's lowest classified rate paid by commercial users for comparable space, as determined pursuant to § 331A.06, is as follows: **\$403.20.**

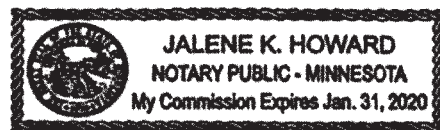
5. Mortgage Foreclosure Notices. Pursuant to Minnesota Statutes §580.033 relating to the publication of mortgage foreclosure notices: The newspaper's known office of issue is located in Hennepin County. The newspaper complies with the conditions described in §580.033, subd. 1, clause (1) or (2). If the newspaper's known office of issue is located in a county adjoining the county where the mortgaged premises or some part of the mortgaged premises described in the notice are located, a substantial portion of the newspaper's circulation is in the latter county.

FURTHER YOUR AFFIANT SAITH NOT.

Toni Ferdelman

Subscribed and sworn to before me on September 26, 2016

Jalene K. Howard



Notary Public

CLASSIFIEDS

STARTRIBUNE.COM/CLASSIFIEDS • 612.673.7000 • 800.927.9233

Cooperative Purchasing Network

N/A

Advertiser: 0000155667-01

Agency: N/A

Ad Number: 0000155667-01

Insertion Number: N/A

Size: 1 Col x 3.15 in

Color Type: 0

Monday, September 19, 2016

StarTribune

Notice to Bidders Sealed Proposals...

General Notices

Review your ad on the first day of publication... If there are mistakes, notify us immediately...

Legal Notices

UNITED STATES OF AMERICA FEDERAL ENERGY REGULATORY COMMISSION Western Minnesota Municipal Power Agency...

NOTICE OF PRELIMINARY PERMIT APPLICATION ACCEPTED FOR FILING AND SOLICITING COMMENTS... On August 15, 2016, Western Minnesota Municipal Power Agency...

The proposed project would consist of the following facilities: (1) an existing reservoir with a surface area of 600 square miles...

APPLICANT CONTACT: Raymond L. Wain, P.E., Missouri River Energy Services, 3724 W. Avera Drive, P.O. Box 80030, Sioux Falls, SD 57109...

The Commission strongly encourages electronic filings... More information about this project, including a copy of the application, can be viewed or printed on the "eLibrary" link of Commission's website...

StarTribune thriving

Get business ideas and insights from every section and catapult your company into success mode. Start here. Go anywhere.

StarTribune

StarTribune

Legal Notices

PUBLIC NOTICE NOTICE OF MORTGAGE FORECLOSURE SALE... THE RIGHT TO VERIFICATION OF THE DEBT AND IDENTITY OF THE ORIGINAL CREDITOR...

DATE AND PLACE OF FILING: Hennepin County Minnesota, Recorder, on December 21, 2004, as Document No. 05/27-03-00001517-2...

LEGAL DESCRIPTION OF PROPERTY: The portion of the parcel of land known as Lot 16, Block 6, Shannon Park, Tract No. 14, as shown on the plat...

DATE AND TIME OF SALE: 10:00 AM, on October 13, 2016... PLACE OF SALE: Hennepin County Sheriff's Office-Civil Unit, 8th St. N, Minneapolis, MN 55412...

THE TIME ALLOWED BY LAW FOR REDEMPTION OF SAID MORTGAGE IS SIX MONTHS FROM THE DATE OF SALE...

APPLICANT CONTACT: Raymond L. Wain, P.E., Missouri River Energy Services, 3724 W. Avera Drive, P.O. Box 80030, Sioux Falls, SD 57109...

StarTribune thriving

Get business ideas and insights from every section and catapult your company into success mode. Start here. Go anywhere.

StarTribune

StarTribune

StarTribune

StarTribune

Legal Notices

NOTICE OF MORTGAGE FORECLOSURE SALE... THE RIGHT TO VERIFICATION OF THE DEBT AND IDENTITY OF THE ORIGINAL CREDITOR...

DATE AND PLACE OF FILING: Hennepin County Minnesota, Recorder, on December 21, 2004, as Document No. 05/27-03-00001517-2...

LEGAL DESCRIPTION OF PROPERTY: The portion of the parcel of land known as Lot 16, Block 6, Shannon Park, Tract No. 14, as shown on the plat...

DATE AND TIME OF SALE: 10:00 AM, on October 13, 2016... PLACE OF SALE: Hennepin County Sheriff's Office-Civil Unit, 8th St. N, Minneapolis, MN 55412...

THE TIME ALLOWED BY LAW FOR REDEMPTION OF SAID MORTGAGE IS SIX MONTHS FROM THE DATE OF SALE...

APPLICANT CONTACT: Raymond L. Wain, P.E., Missouri River Energy Services, 3724 W. Avera Drive, P.O. Box 80030, Sioux Falls, SD 57109...

StarTribune thriving

Get business ideas and insights from every section and catapult your company into success mode. Start here. Go anywhere.

StarTribune

StarTribune

StarTribune

StarTribune

Legal Notices

NOTICE OF MORTGAGE FORECLOSURE SALE... THE RIGHT TO VERIFICATION OF THE DEBT AND IDENTITY OF THE ORIGINAL CREDITOR...

DATE AND PLACE OF FILING: Hennepin County Minnesota, Recorder, on December 21, 2004, as Document No. 05/27-03-00001517-2...

LEGAL DESCRIPTION OF PROPERTY: The portion of the parcel of land known as Lot 16, Block 6, Shannon Park, Tract No. 14, as shown on the plat...

DATE AND TIME OF SALE: 10:00 AM, on October 13, 2016... PLACE OF SALE: Hennepin County Sheriff's Office-Civil Unit, 8th St. N, Minneapolis, MN 55412...

THE TIME ALLOWED BY LAW FOR REDEMPTION OF SAID MORTGAGE IS SIX MONTHS FROM THE DATE OF SALE...

APPLICANT CONTACT: Raymond L. Wain, P.E., Missouri River Energy Services, 3724 W. Avera Drive, P.O. Box 80030, Sioux Falls, SD 57109...

StarTribune thriving

Get business ideas and insights from every section and catapult your company into success mode. Start here. Go anywhere.

StarTribune

StarTribune

StarTribune

StarTribune

Legal Notices

NOTICE OF MORTGAGE FORECLOSURE SALE... THE RIGHT TO VERIFICATION OF THE DEBT AND IDENTITY OF THE ORIGINAL CREDITOR...

DATE AND PLACE OF FILING: Hennepin County Minnesota, Recorder, on December 21, 2004, as Document No. 05/27-03-00001517-2...

LEGAL DESCRIPTION OF PROPERTY: The portion of the parcel of land known as Lot 16, Block 6, Shannon Park, Tract No. 14, as shown on the plat...

DATE AND TIME OF SALE: 10:00 AM, on October 13, 2016... PLACE OF SALE: Hennepin County Sheriff's Office-Civil Unit, 8th St. N, Minneapolis, MN 55412...

THE TIME ALLOWED BY LAW FOR REDEMPTION OF SAID MORTGAGE IS SIX MONTHS FROM THE DATE OF SALE...

APPLICANT CONTACT: Raymond L. Wain, P.E., Missouri River Energy Services, 3724 W. Avera Drive, P.O. Box 80030, Sioux Falls, SD 57109...

StarTribune thriving

Get business ideas and insights from every section and catapult your company into success mode. Start here. Go anywhere.

StarTribune

StarTribune

StarTribune

StarTribune

Legal Notices

NOTICE OF MORTGAGE FORECLOSURE SALE... THE RIGHT TO VERIFICATION OF THE DEBT AND IDENTITY OF THE ORIGINAL CREDITOR...

DATE AND PLACE OF FILING: Hennepin County Minnesota, Recorder, on December 21, 2004, as Document No. 05/27-03-00001517-2...

LEGAL DESCRIPTION OF PROPERTY: The portion of the parcel of land known as Lot 16, Block 6, Shannon Park, Tract No. 14, as shown on the plat...

DATE AND TIME OF SALE: 10:00 AM, on October 13, 2016... PLACE OF SALE: Hennepin County Sheriff's Office-Civil Unit, 8th St. N, Minneapolis, MN 55412...

THE TIME ALLOWED BY LAW FOR REDEMPTION OF SAID MORTGAGE IS SIX MONTHS FROM THE DATE OF SALE...

APPLICANT CONTACT: Raymond L. Wain, P.E., Missouri River Energy Services, 3724 W. Avera Drive, P.O. Box 80030, Sioux Falls, SD 57109...

StarTribune thriving

Get business ideas and insights from every section and catapult your company into success mode. Start here. Go anywhere.

StarTribune

StarTribune

StarTribune

StarTribune

Legal Notices

NOTICE OF MORTGAGE FORECLOSURE SALE... THE RIGHT TO VERIFICATION OF THE DEBT AND IDENTITY OF THE ORIGINAL CREDITOR...

DATE AND PLACE OF FILING: Hennepin County Minnesota, Recorder, on December 21, 2004, as Document No. 05/27-03-00001517-2...

LEGAL DESCRIPTION OF PROPERTY: The portion of the parcel of land known as Lot 16, Block 6, Shannon Park, Tract No. 14, as shown on the plat...

DATE AND TIME OF SALE: 10:00 AM, on October 13, 2016... PLACE OF SALE: Hennepin County Sheriff's Office-Civil Unit, 8th St. N, Minneapolis, MN 55412...

THE TIME ALLOWED BY LAW FOR REDEMPTION OF SAID MORTGAGE IS SIX MONTHS FROM THE DATE OF SALE...

APPLICANT CONTACT: Raymond L. Wain, P.E., Missouri River Energy Services, 3724 W. Avera Drive, P.O. Box 80030, Sioux Falls, SD 57109...

StarTribune thriving

Get business ideas and insights from every section and catapult your company into success mode. Start here. Go anywhere.

StarTribune

StarTribune

StarTribune

StarTribune

Legal Notices

NOTICE OF MORTGAGE FORECLOSURE SALE... THE RIGHT TO VERIFICATION OF THE DEBT AND IDENTITY OF THE ORIGINAL CREDITOR...

DATE AND PLACE OF FILING: Hennepin County Minnesota, Recorder, on December 21, 2004, as Document No. 05/27-03-00001517-2...

LEGAL DESCRIPTION OF PROPERTY: The portion of the parcel of land known as Lot 16, Block 6, Shannon Park, Tract No. 14, as shown on the plat...

DATE AND TIME OF SALE: 10:00 AM, on October 13, 2016... PLACE OF SALE: Hennepin County Sheriff's Office-Civil Unit, 8th St. N, Minneapolis, MN 55412...

THE TIME ALLOWED BY LAW FOR REDEMPTION OF SAID MORTGAGE IS SIX MONTHS FROM THE DATE OF SALE...

APPLICANT CONTACT: Raymond L. Wain, P.E., Missouri River Energy Services, 3724 W. Avera Drive, P.O. Box 80030, Sioux Falls, SD 57109...

StarTribune thriving

Get business ideas and insights from every section and catapult your company into success mode. Start here. Go anywhere.

StarTribune

StarTribune

StarTribune

StarTribune

Legal Notices

NOTICE OF MORTGAGE FORECLOSURE SALE... THE RIGHT TO VERIFICATION OF THE DEBT AND IDENTITY OF THE ORIGINAL CREDITOR...

DATE AND PLACE OF FILING: Hennepin County Minnesota, Recorder, on December 21, 2004, as Document No. 05/27-03-00001517-2...

LEGAL DESCRIPTION OF PROPERTY: The portion of the parcel of land known as Lot 16, Block 6, Shannon Park, Tract No. 14, as shown on the plat...

DATE AND TIME OF SALE: 10:00 AM, on October 13, 2016... PLACE OF SALE: Hennepin County Sheriff's Office-Civil Unit, 8th St. N, Minneapolis, MN 55412...

THE TIME ALLOWED BY LAW FOR REDEMPTION OF SAID MORTGAGE IS SIX MONTHS FROM THE DATE OF SALE...

APPLICANT CONTACT: Raymond L. Wain, P.E., Missouri River Energy Services, 3724 W. Avera Drive, P.O. Box 80030, Sioux Falls, SD 57109...

StarTribune thriving

Get business ideas and insights from every section and catapult your company into success mode. Start here. Go anywhere.

StarTribune

StarTribune

StarTribune

StarTribune

StarTribune

AFFIDAVIT OF PUBLICATION
2383122

STATE OF NORTH DAKOTA,
COUNTY OF CASS

Sean McCracken, *The Forum*, being duly sworn, states as follows:

1. I am the designated agent of The Forum, under the provisions and for the purposes of, Section 31-04-06, NDCC, for the newspapers listed on the attached exhibits.
2. The newspapers listed on the exhibits published the advertisement of: **Notice to Bidders**; 2 (two) times: *Monday(s), September 19 & 26, 2016*, as required by law or ordinance.
3. All of the listed newspapers are legal newspapers in the State of North Dakota and, under the provisions of Section 46-05-01, NDCC, are qualified to publish any public notice or any matter required by law or ordinance to be printed or published in a newspaper in North Dakota.

Notice to Bidders
Sealed proposals will be received by the Cooperative Purchasing Connection (CPC) on behalf of its participating agencies in Minnesota, North Dakota, and South Dakota until:
10:00 a.m. CDT, Monday, October 24, 2016
For proposals: 17.3 – Interactive Technology Solutions and 17.4 – Athletic Equipment, Lockers, and Telescopic Seating. Conformity with technical specifications, RFP forms, terms of delivery and other conditions shall be imposed. Specifications and forms may be obtained by registering for free with the Cooperative Purchasing Connection via Public Purchase (www.publicpurchase.com). Proposals must be submitted/uploaded to Public Purchase prior to 10:00 a.m. CDT on Monday, October 24, 2016. The Cooperative Purchasing Connection reserves the right to award the contract to one respondent, make multiple awards, or reject any or all proposals.
(September 19, 26, 2016) 2383122

.....
Sean McCracken

[Signed]

Subscribed and sworn to before me this

3rd day of January, 2017.

[Signature]

Notary Public, Cass Co., N.D.

KRIS ADAMSON
Notary Public
State of North Dakota
My Commission Expires Jan. 6, 2021

Forum Communications Company FORUM COMMUNICATIONS
 PO BOX 2020 FARGO, ND 58107-2020



INVOICE

CLIENT

MINNESOTA SERVICE COOPERATIVES
 C/O JAN EKLUND
 1001 E MOUNT FAITH AVE
 FERGUS FALLS, MN 56537-2375

ACCOUNT NUMBER 23670	INVOICE DATE 09/26/2016
-------------------------	----------------------------

INVOICE NUMBER CL01736930	INVOICE AMOUNT 0.00
------------------------------	------------------------

AMOUNT PAID



REMITTANCE PORTION: CUT AND RETURN THIS PORTION WITH YOUR PAYMENT

Account Number	Terms	Invoice Date	Invoice Number
23670	DUE UPON RECEIPT	09/26/2016	CL01736930

Ad Text: Notice to Bidders Sealed proposals will be received by the Cooperative Purchasing Connection (CPC) on behalf of its participating agencies in Minnesota, North Dakota, and South Dakota until: 10:00 a.m. CDT, Monday, October 24, 2016 For proposals: 17.3 – Interactive Technology Solutions and 17.4 – Athletic Equipment, Lockers, and Telescopic Seating. Conformity with technical specifications, RFP forms, terms of delivery and other conditions shall be imposed. Specifications and forms may be obtained by registering for free with the Cooperative Purchasing Connection via Public Purchase (www.publicpurchase.com). Proposals must be submitted/uploaded to Public Purchase prior to 10:00 a.m. CDT on Monday, October 24, 2016. The Cooperative Purchasing Connection reserves the right to award the contract to one respondent, make multiple awards, or reject any or all proposals. (September 19, 26, 2016) 2383122

Ad #: 2383122 **Date:** 09/13/2016 **Ad Size:** 1 col. x 26.00 Lines **Word Count:** 130
Ad Heading: MINNESOTA LEGALS **Tearsheets:** **P.O. #:**

21.75

TOTAL: 21.75

ADJUSTMENTS: 0.00

PAYMENTS: 21.75

Amount Due:



TERMS: A FINANCE CHARGE OF 1.5% PER MONTH, WHICH IS AN ANNUAL PERCENTAGE RATE OF 18%, IS CHARGED ON ALL PAST DUE ACCOUNTS AFTER 60 DAYS.

AFFIDAVIT OF PUBLICATION

STATE OF MINNESOTA

ss.

COUNTY OF CLAY

Sean McCracken, being first duly sworn, on oath states as follows: 1. I am the publisher of the *The Forum*, or the publisher's designated agent. I have personal knowledge of the facts stated in this Affidavit, which is made pursuant to Minnesota Statutes §331A.07.

2. The newspaper has complied with all of the requirements to constitute a qualified newspaper under Minnesota law, including those requirements found in Minnesota Statutes §331A.02.

3. The dates of the month and the year and day of the week upon which the public notice attached/copied below was published in the newspaper are as follows:

Monday, September 19, 26, 2016

4. The publisher's lowest classified rate paid by commercial users for comparable space, as determined pursuant to § 331A.06, is as follows: *1st run: 47¢ per line. 2nd run: .40¢ per line.*

5. [Effective 7/1/15]. Pursuant to Minnesota Statutes §580.033 relating to the publication of mortgage foreclosure notices: The newspaper's known office of issue is located in Cass County. The newspaper complies with the conditions described in §580.033, subd. 1, clause (1) or (2). If the newspaper's known office of issue is located in a county adjoining the county where the mortgaged premises or some part of the mortgaged premises described in the notice are located, a substantial portion of the newspaper's circulation is in the latter county.

FURTHER YOUR AFFIANT SAITH NOT.

Sean McCracken

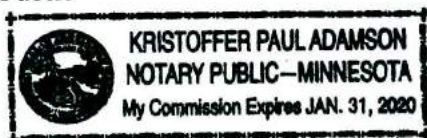
[Signature]

Subscribed and sworn to before me this

26th day of *September*, 20*16*.

[Signature]

Notary Public



Notice to Bidders
Sealed proposals will be received by the Cooperative Purchasing Connection (CPC) on behalf of its participating agencies in Minnesota, North Dakota, and South Dakota until:
10:00 a.m. CDT, Monday, October 24, 2016
For proposals: 17.3 – Interactive Technology Solutions and 17.4 – Athletic Equipment, Lockers, and Telescopic Seating. Conformity with technical specifications, RFP forms, terms of delivery and other conditions shall be imposed. Specifications and forms may be obtained by registering for free with the Cooperative Purchasing Connection via Public Purchase (www.publicpurchase.com). Proposals must be submitted/uploaded to Public Purchase prior to 10:00 a.m. CDT on Monday, October 24, 2016. The Cooperative Purchasing Connection reserves the right to award the contract to one respondent, make multiple awards, or reject any or all proposals.
(September 19, 26, 2016) **2383122**

From: [Public Purchase](#)
To: [Lisa Truax](#)
Cc: [Melissa Mattson](#)
Subject: Release Successful on Bid RFP #17.3 - Interactive Technology Solutions
Date: Monday, September 19, 2016 10:01:40 AM

Lisa M Truax:

Bid "RFP #17.3 - Interactive Technology Solutions"
Status: Release Successful on Sep 19, 2016 9:01:13 AM MDT

You can check the released bid by going to the following address:
<http://www.publicpurchase.com/gems/bid/bidView?bidId=67088>

If you have any questions regarding this bid, please contact our Customer Support Staff at agency-support@publicpurchase.com

Thank you for using Public Purchase.

MK= jr9hY6mOvglll2fAu/dqeg==

Proposals Requested by the:

Cooperative Purchasing Connection

Servicing participating agencies in Minnesota, North Dakota & South Dakota



RFP 17.3 – Interactive Technology Solutions

Due: 10:00 a.m. CT on Monday, October 24, 2016
Cooperative Purchasing Connection

**Respondents/Vendors will submit questions and proposals online
via Public Purchase (www.publicpurchase.com)**



Notice to Bidders

Sealed proposals will be received by the Cooperative Purchasing Connection (CPC) on behalf of its participating agencies in Minnesota, North Dakota, and South Dakota until:

10:00 a.m. CDT, Monday, October 24, 2016

For proposals: 17.3 – Interactive Technology Solutions and 17.4 – Athletic Equipment, Lockers, and Telescopic Seating.

Conformity with technical specifications, RFP forms, terms of delivery and other conditions shall be imposed. Specifications and forms may be obtained by registering for free with the Cooperative Purchasing Connection via Public Purchase (www.publicpurchase.com).

Proposals must be submitted/uploaded to Public Purchase prior to 10:00 a.m. CDT on Monday, October 24, 2016. The Cooperative Purchasing Connection reserves the right to award the contract to one respondent, make multiple awards, or reject any or all proposals.

**Published in the:
Star Tribune
Fargo Forum
Bismarck Tribune
September 19 & 26, 2016**

Table of Contents

I.	Instructions to Respondents	Page 4
II.	Solicitation Procedures	Page 4
	a. Intent of the Request for Proposals	
	b. Responding Vendor Qualifications	
	c. Required Securities	
	d. RFP Submission	
	i. Public Purchase	
	ii. Submission of Proposals	
	iii. Interpretations	
	e. RFP Particulars	
	i. Addenda	
	ii. Correction of RFP Documents	
	iii. Late Submissions	
	iv. Modifications of Withdrawal of a Proposal	
	v. Opening of Proposals	
	f. Evaluation	
	i. Conditions Precedent to Award	
	g. Contract Award	
III.	<u>General Terms & Conditions</u>	Page 9
IV.	<u>Technical Specifications</u>	Page 14
V.	<u>Appendix A: Cooperative Purchasing Connection Map</u>	Page 23
VI.	<u>Appendix B: Contract Sales Volume</u>	Page 24

RFP 17.3 – Interactive Technology Solutions

I. Instructions to Respondents

Proposals for the requested products and/or services are detailed in the accompanying Technical Specifications.

In Minnesota, the service cooperatives, organized pursuant to [Minnesota Statute 123A.21](#), are public, nonprofit cooperatives designed to provide a variety of services to their participating agencies including, but not limited to, cooperative purchasing services. The service cooperatives currently provide purchasing contracts to more than 3,000 participating agencies (schools, cities, counties, other governmental organizations and nonprofit agencies) in Minnesota and South Dakota through a joint powers group of eight (8) service cooperatives known as the Cooperative Purchasing Connection. Participating service cooperatives include:

- **Lakes Country Service Cooperative (LCSC)**, Fergus Falls, MN
- **Metro ECSU (METRO)**, Arden Hills, MN
- **Northeast Service Cooperative (NESC)**, Mt. Iron, MN
- **Northwest Service Cooperative (NWSC)**, Thief River Falls, MN
- **Resource Training and Solutions (RESOURCE)**, Sartell, MN
- **South Central Service Cooperative (SCSC)**, Mankato, MN
- **Southeast Service Cooperative (SSC)**, Rochester, MN
- **Southwest/West Central Service Cooperative (SW/WC)**, Marshall, MN, also serves agencies in South Dakota

In addition, the North Dakota Educators Service Cooperative (NDESC) is a joint powers group of North Dakota school districts, multi-district special education units, cities, counties, other governmental agencies, and nonprofits organized under the provisions of [Chapter 54-40.3 of the North Dakota Century Code](#). NDESC holds a joint powers agreement with LCSC to provide purchasing contracts to its participating agencies. NDESC currently serves approximately 200 agencies across the state of North Dakota.

Together, these cooperatives operate a joint purchasing program under the name of Cooperative Purchasing Connection. In this Request for Proposal (RFP), the Cooperative Purchasing Connection and the North Dakota Educators Service Cooperative will be referred to as the Cooperative Purchasing Connection (CPC). CPC's 3,200 participating agencies purchase on average, over \$45,000,000 annually, through its partnered vendors.

LCSC provides the administrative functions of CPC. Administrative functions include, but are not limited to: bid and contract research, development, and negotiations; fiscal reporting agent; marketing; contract promotion and agency support services.

II. Solicitation Procedures

A. Intent of the Request for Proposals

Purpose Statement/Objective: CPC is seeking to partner with an experienced vendor(s), equipped with the necessary resources and capabilities to serve as a partnered vendor to participating agencies and to lead with this contract agreement in CPC's tri-state area as a result of this solicitation. Experienced vendors must possess the ability to acquire, deliver, and install interactive technology solutions, its connective components and applicable software to all participating agencies. Qualified respondents shall have established a percentage discount from a catalog list, published prices, or price list. Discounts may be submitted for an entire catalog or for specific product categories or manufacturer categories. CPC is seeking to develop a program for participating agencies to have the ability to purchase interactive technology solutions, its connective components and applicable

software that can suit a classroom, conference center, office space, library, and meeting room at consortium level discounted pricing.

Through the combination of purchasing power, CPC's objective is to achieve cost savings through a single competitive solicitation process. This process eliminates vendor(s) from responding to multiple quotes and proposals allowing for the reduction in administrative and overhead costs through our purchasing procedures. CPC will work closely with the awarded vendor(s) to market this contract, not only to participating agencies, but also to potential agencies, where the contract would be an advantageous option for growing participation and purchases through the awarded vendor(s).

Scope of Work: It is CPC's intention to solicit proposals for interactive technology solutions, its connective components and applicable software, along with design and installation services on behalf of its participating agencies. CPC, upon review, analysis, and evaluation of the qualified respondents, is seeking to partner with a qualified vendor(s) proposal that will provide a broad-line solution of interactive technology that will fit participating agencies' needs whether a school, city council chamber, public library or county courthouse. For this RFP, interactive technology solutions have been broken down into two main solutions: multimedia solutions (required) and value added – technology solutions (optional). These solutions, listed below, include a broad listing of categories that may fall within those solutions. These categories are mere guidelines and shall not be limited to these categories. Design and installation of the interactive technology solutions, its connective components and applicable software must be provided by an awarded vendor(s) in order to be considered.

Multimedia Solutions

1. Presentation technology (projectors, document cameras);
2. Response systems;
3. Interactive whiteboards;
4. Flat panel displays/monitors;
5. Interactive displays, tables, monitors;
6. Digital signage and related software;
7. Sound systems;
8. Integrated controls;
9. Mounting hardware;
10. Screens;
11. Portable technology equipment;
12. Audio and video conferencing software and equipment;
13. Multimedia furniture.

Value Added - Technology Solutions (Optional)

1. Mobile devices (Chromebooks, tablets);
2. Mobile device carts;
3. Large format printing;
4. 3D printing;
5. Digital Cameras;
6. Furniture.

*All solutions listed above must be of commercial grade.

CPC intends to award this RFP to one or more vendors based on manufacturer/brand and who can offer acceptable interactive technology solutions, its connective components and applicable software that benefit all participating agencies of CPC. When responding, a vendor must identify the proposed manufacturer/brand. Manufacturers may respond directly and may identify regional

supplier(s)/vendor(s) to execute the contract as long as pricing is consistent in all of CPC's tri-state area and designated suppliers/resellers adhere to the terms outlined in this RFP.

CPC encourages vendors of all manufacturers/brands to respond, providing the following criteria are met:

1. Pricing discounts offered on a full range of high quality products and supplies;
2. Warranty protection;
3. Training and support, when applicable;
4. Installation, when applicable;
5. Guaranteed pricing discounts firm for the duration of the contract term;

Interactive technology solutions, its connective components and applicable software must be easy to use and install; should installation services be requested by a participating agency, the awarded vendor(s) must be able to provide installation services for the technology solutions sold to said agency. Vendors who meet any or all of the interactive technology solutions, design and installation services mentioned above, that would like to pursue a partnership, must complete the provided documents in their indicated format to be considered as a qualified respondent.

B. Responding Vendor Qualifications

All proposals must contain answers, responses and/or documentation to the information requested. Any respondent failing to provide the required information/documentation may be considered non-responsive.

Respondents must demonstrate their ability, capacity and available resources to provide the requested products and/or services to participating agencies. Respondents are required to communicate and demonstrate within their response that they have extensive knowledge, background, and at least five (5) years of experience with manufacturing, obtaining, delivering, installing, maintaining and/or supporting the product lines of products, equipment, services or software offered. CPC reserves the right to accept or reject respondents failing to demonstrate their abilities or capacity solely based on information provided in the bid response and/or its own investigation of the company.

C. Required Securities

Awarded vendor(s) will be required to post a \$1,000.00 performance bond at the time of the award(s). The performance bond may be in the form of a bond, certified or cashier's check, or money order payable to Lakes Country Service Cooperative, Attn: Bid & Contract Facilitator, 1001 E. Mount Faith Ave., Fergus Falls, MN 56537. It may also be a bond naming Lakes Country Service Cooperative as obligee written by a corporate surety, satisfactory to CPC, pledging that the respondent will abide by the terms stated in this RFP and in the vendor's proposal and pledges the faithful performance of the contract and the payment of all obligations arising thereunder. Failure to comply with the awarded vendor(s) proposal, the performance bond shall be forfeited to CPC as liquidating damages, not as a penalty. Loss of the performance bond may include, but is not limited to: poor customer service, poor quality of product, delivery issues, lack of reporting, and lack of administrative fee payments. The performance bond or bid security shall remain in force for the entire duration of the contract term and must be renewed annually upon contract renewal.

D. RFP Submission

Public Purchase: CPC has moved its RFPs to a web-based system called Public Purchase. Public Purchase is an easy-to-use platform that provides respondents/vendors with automatic notification of open solicitations, automatic notification of answered questions and issued addenda, and a way to electronically submit your organization's solicitation response. All changes, updates, uploads, and downloads are time stamped and logged as part of the RFP process.

Submission of Proposals: It is the responsibility of the respondent to be certain that the proposal being submitted has been uploaded to Public Purchase by the due date and time, as described in the Technical Specifications. All proposals MUST be submitted electronically via Public Purchase. If the proposal has not completed its upload to Public Purchase by the due date and time, the Public Purchase system and CPC will not accept the proposal. If any issues occur during the upload of the proposal, respondents/vendors should contact Public Purchase at support@publicpurchase.com or utilize the chat function within Public Purchase for immediate technical support. If the data in the submission is password protected, the password must be provided with the proposal. Oral or hardcopy proposals are invalid and will not receive consideration.

Interpretations: Requests for additional information, including Instructions to Respondents or Technical Specifications shall be asked via the Public Purchase platform for all participating respondents to see. CPC will respond accordingly via Public Purchase to all questions and/or by issuing an addendum.

E. RFP Particulars

Addenda: Addenda are written instruments issued by CPC which modify or interpret the RFP documents by additions, deletions, clarification, or corrections. All addenda issued by CPC shall become a part of the specifications and will be made part of the contract. Addenda will be sent automatically upon CPC's response via the Public Purchase platform. Addenda are logged and tracked within the Public Purchase system. If such confirmation is not received, the respondent may be deemed non-responsive. Interpretations, corrections, or changes made in any other manner will not be binding, and respondents shall not rely upon such interpretations, corrections and changes. No answers to questions or addenda will be issued later than seven (7) business days prior to the due date and time of the proposal, except an addendum withdrawing the proposal or one which includes postponement of the date of receipt of proposals.

Correction of RFP Documents: Upon examination of the RFP documents, respondents shall promptly notify the RFP Facilitator of any ambiguity, inconsistency or error, which they may discover. Any notification of ambiguity, corrections and/or requests for interpretation must be submitted, via the Public Purchase platform, no later than ten (10) business days prior to the RFP opening. Interpretations, corrections, and changes to the documents will be made either by answers or an addendum. Such addenda will be sent to respondents via the Public Purchase platform. All changes are logged and tracked automatically by the Public Purchase system. If such confirmation is not received, the respondent may be deemed non-responsive. Interpretations, corrections, or changes made in any other manner will not be binding, and respondents shall not rely upon such interpretations, corrections and changes.

Late Submissions: Proposals will not be allowed to be submitted and/or uploaded after the RFP due date and time set by CPC (see Technical Specifications). It is the respondent's responsibility to ensure that RFP responses are received by the due date and time listed.

Modifications or Withdrawal of a Proposal: A proposal may not be modified, withdrawn or cancelled by the respondent for a period of 120 days following the due date and time of the proposal, as each responder so agrees in submitting a proposal. Prior to the due date and time of the proposals, any proposal submitted may be modified or withdrawn within the Public Purchase system. Withdrawn proposals may be resubmitted online via Public Purchase up to the due date and time designated for the proposal provided that they are fully in conformance with these Instructions to Respondents.

Opening of Proposals: The properly identified proposals which have been submitted on time will be opened after the RFP due date and time. A summary of the proposals will be made available for

public inspection during normal business hours in the RFP Facilitator’s office (Fergus Falls, MN) free of charge during normal business hours. Those requesting a copy (electronic or hard copy) of the RFP responses will need to pay a \$25.00 service fee for that compilation.

F. Evaluation

Conditions Precedent to Award: CPC shall have the right to waive any informality or irregularity in any proposal or proposals received; to accept the proposal or proposals which, in their judgment, are in the best interest of CPC’s participating agencies; and to advertise for new proposals where the acceptance, rejection, waiving, or re-advertising is determined to be in the best interest of participating agencies. Within these categories, awards will be based on, but not necessarily limited to, the following:

1. Adherence to all conditions and requirements of the specifications
2. Proposed pricing
3. Services and support to agencies
4. Qualifications and experience; reputation with current and past users
5. “Value Added” services offered
6. Needs and requirements of participating agencies
7. Evaluation of vendor’s ability to service CPC
8. Ease and efficiency of the vendor’s order process
9. Respondent’s ability to meet RFP requirements
10. Geographic service capability
11. Nature and extent of company data furnished upon request of CPC
12. Ability of vendor to develop partnership with CPC

CPC will conduct a cost evaluation analysis of the qualified respondent(s) by creating a market basket (from Form C – Pricing Schedule) and/or by creating a core list of products from multiple categories defined in this proposal to measure proposed pricing between vendors.

Proposal responses will be reviewed, analyzed, and evaluated based on the evaluation criteria stipulated within this RFP document. All proposals shall be evaluated using the same criteria and scoring process of 400 points. The following criteria shall be used by CPC to evaluate proposals:

Evaluation Item	Maximum Points
Qualifications & Experience	50
Quality & Variety of Product Selection Offered	75
Pricing	225
<i>State Multiplier – 5 points</i>	
<i>Catalog/Manufacturer Discounts – 30 points</i>	
<i>Multimedia Solutions – 100 points</i>	
<i>Value Added – Technology Solutions – 20 points - optional</i>	
<i>Services: Design, Install, Other – 35 points</i>	
<i>Support Services: Warranty, Training, Maintenance – 30 points</i>	
<i>Volume Discounts – 5 points - optional</i>	
Ease of Ordering	50
Total Points	400

The evaluation points listed within the evaluation table above are the maximum number of points that a respondent can receive for their proposal. CPC may grant partial points for each category.

Rejection of Any or All Proposals: CPC reserves the right to award the entire contract to one vendor, to award multiple contracts, or to reject any or all proposals.

Binding Contract: A response to this solicitation is an offer to contract with CPC based upon the terms, conditions, scope of work, and specifications contained in this request. The awarded vendor(s) acknowledges that the contract offer and award (Form G – Contract Offer & Award) binds the awarded vendor(s) to all terms and conditions stated in the proposal until a contract has been signed by both parties.

G. Contract Award

Contract Development: Following the final evaluations, CPC will develop a contract with the most highly qualified respondent(s). If a satisfactory contract cannot be developed with the most highly qualified respondent(s) the second most qualified respondent(s) may then be approached to develop a contract.

III. General Terms & Conditions

Assignment: Any contract awarded under the conditions of this RFP shall be for the use of organizations eligible for participation in the Cooperative Purchasing Connection consortium. In addition, any eligible agency outside of the tri-state area may participate (piggyback) with this contract at its discretion, with the consent of the awarded vendor(s). An awarded vendor(s) must seek approval from CPC prior to utilizing the contract outside of CPC's tri-state area. CPC has connections with partnering consortiums across the United States. CPC will work with the awarded vendor(s) to make such connections should the vendor want to piggyback the contract as a vehicle for additional sales outside of CPC's tri-state area. All requirements of this RFP will apply to all participating eligible agencies. Agencies outside of the tri-state area participating in this RFP contract shall be responsible for obtaining approval from their approving body of authority when necessary and shall hold the agencies of the Cooperative Purchasing Connection harmless from any disputes, disagreements, or actions which may arise as a result of using this RFP contract.

Audit: In accordance with applicable law, the awarded vendor will agree that a member(s) of CPC's purchasing team may audit their records to establish that total compliance of the agreement is met. CPC will give at least three days' notice of an audit. The audit will be conducted at a reasonable place and time.

Awarded Vendor(s): The company or companies chosen by CPC to provide goods and/or services to CPC participating agencies through the RFP process.

Collusion: Collusion between respondents is cause for rejection of those respondents involved.

Confidential Information: CPC is a public entity; the information contained in the proposals shall be considered public information under the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13 et. seq. No part of a proposal shall be treated as confidential unless so designated, by the vendor submitting the proposal, as trade secret information having met the criteria under Minnesota Statutes § 13.37 Subd. 1(b) and other applicable laws. Any data claimed by the vendor submitting the proposal to be trade secret data must be clearly marked "proprietary and confidential." Should a challenge occur to said vendor's designation of data as "proprietary and confidential," the vendor shall indemnify and hold CPC harmless for any attorney's fees, costs, penalties, or losses associated with such designation. CPC makes no representations to any vendor regarding their designation of data as "proprietary and confidential."

Construction Related Products and Services (*construction related solicitations only*): CPC will consider and determine if the qualified responses resulting from the RFP are able to meet the

necessary requirements for construction related products and services and to enter and execute a contract in the state of Minnesota. The contracted vendor will be required to work with CPC's participating agencies and will require that an architect's signature or certification is noted on the specifications as required by [Minnesota Statute §326.12 subd. 3](#). With certain exceptions, [Minnesota Rules part 1800.5200, subpart 1](#), requires a licensed architect or engineer to prepare and certify specifications for building alterations or renovations. Once CPC and the awarded vendor(s) are able to confirm that business is able to be conducted in Minnesota, CPC will make a final decision to complete the contract execution process.

In North Dakota, CPC will consider and determine if the qualified responses resulting from the RFP are able to meet the necessary requirements for construction related products and services, according to [Chapter 48-01.2 of the North Dakota Century Code](#), and to enter and execute a contract in the state of North Dakota. Once CPC and the awarded vendor(s) are able to confirm that business is able to be conducted in North Dakota, CPC will make a final decision to complete the contract execution process.

For all quotes provided to participating agencies, for construction related projects, products and services, the awarded vendor(s) must also send a duplicate quote to CPC. The quote provided to CPC must include the contact information of the participating agency.

Debarment or Suspension: If within the past five (5) years, any vendors that have been disbarred, suspended or otherwise lawfully precluded from participating in any public procurement activity with a federal, state, or local government, the vendor must include a letter with its response setting forth the name and address of the public procurement unit, the effective date of the debarment or suspension, the duration of the debarment or suspension, and the relevant circumstances relating to the debarment or suspension. Any failure to supply such a letter or to not disclose in the letter all the pertinent information may result in the cancellation of any resulting contract. By signing the EDGAR Compliance form, the vendor certifies that the vendor or any subcontractor is not currently listed on the government-wide exclusions in the System for Award Management (SAM), it not debarred, suspended, or otherwise excluded by agencies or declared ineligible under statutory or regulatory authority other than Executive Orders 12549.

Defects: All products must be 100% guaranteed. Any product which is received damaged, found to be defective, or does not perform to the end users' expectations must be replaced at the vendor's expense including all shipping/delivery charges. If a participating agency receives product(s) that appear to be damaged, they reserve the right to refuse delivery. Participating agencies will not be charged for items that are refused.

Delivery: All prices submitted are to be F.O.B. Destination, Freight Pre-Paid and Allowed. Unless clearly stated otherwise by the respondent, prices submitted shall include all charges for transportation, packaging, etc., necessary to complete delivery on an F.O.B. Destination basis.

Express Online Marketplace: CPC provides participating agencies with an online purchasing platform called Express. Through Express, agencies are able to search for and purchase items. Essentially, Express is a one-stop shop for many of CPC's commodity based contracts. Awarded vendor(s) do not have to have an e-commerce site to be included in Express. Over the span of two – and-a-half years, participating agencies have purchased over \$3,261,000.00 in commodity type goods through Express. As Express offers integration into two of the main school financial systems in Minnesota, CPC expects growth in the number of agencies utilizing the marketplace and the volume of sales to grow significantly. A demonstration of Express will be available to all respondents who participate in the non-required conference call. CPC will work with the awarded vendor(s) to determine if the contract agreement is suitable for the online platform. If deemed suitable, CPC will require integration into Express within a timely manner.

Federal Requirements: The awarded vendor(s) agrees, when working on any federally assisted project with more than \$2,000.00 in labor costs for the construction, alteration, and/or repair, including painting and decorating, or a public building or public work, to comply with the Contract Work Hours and Safety Standards Act (40 USC) 3701 et seq.) and all applicable sections of the act and the Department of Labor's supplemental regulations (29 CFR Parts 5 and 1926), the Civil Rights Act of 1964 as amended, the Davis-Bacon Act (40 USC 3141), the Copeland "Anti-Kickback" Act (40 USC 3145 and USC 874) as supplemented in the Department of Labor regulation (29 CFR Part 3), and the Equal Opportunity Employment requirements of Executive Order 11246 as amended by Executive Order 11375 (Labor Regulations (41 CFR Part 60)).

In such projects, the awarded vendor(s) agree to post wage rates at the work site and submit a copy of their payroll to the CPC participating agency for their files. In addition, to comply with the Copeland Act, the awarded vendor(s) must submit weekly payroll records to the participating agency. The awarded vendor(s) must keep records for three (3) years and allow the federal grantor agency access to these records, upon demand. All federally assisted contracts to CPC participating agencies that exceed \$10,000 may be terminated by the federal grantee for noncompliance by the awarded vendor(s). In projects that are not federally funded, the awarded vendor(s) must agree to meet any federal, state, or local requirements as necessary. In addition, if compliance with the federal regulations increases the contract costs beyond the agreed on costs in this solicitation, the additional costs may only apply to the portion of the work paid by the federal grantee. On all other projects, the prices must agree with this solicitation. The awarded vendor(s) shall comply with all applicable standards, orders, or requirements issued under Section 306 of the Clean Air Act (42 U.S.C.) 187 [h], and the Federal Water Pollution Control Act as amended (33 U.S.C. 1251 et seq.), and Executive Order 11738 and Environmental Protection Agency (EPA) regulations (40 CFR Part 15), which prohibit the use under non-exempt federal contracts, grants, or loans of facilities included in the EPA list of violated facilities.

Force Majeure: Except for payments of sums due, neither party shall be liable to the other, nor deemed in default under this contract, if and to the extent that such party's performance of this contract is prevented by reason of force majeure. The term "force majeure" means an occurrence that is beyond the control of either party affected and occurs without fault or negligence, including, but not limited to, the following: acts of nature; acts of the public enemy; war; riots; strikes; mobilization; labor disputes; civil disorders; fire; flood; earthquakes; famine; volcanic eruptions; meteor strikes; lockouts; injunctions-interventions-acts or failures; or refusals to act by government authority; and other similar occurrences beyond the control of the party declaring force majeure which such party is unable to prevent by exercising reasonable diligence. The force majeure shall be deemed to commence when the party declaring force majeure notifies the other party of the existence of the force majeure, and shall be deemed to continue as long as the results or effects of the force majeure prevent the party from resuming performance in accordance with this agreement. Force majeure shall not include late deliveries of software or materials caused by congestion at a manufacturer's plant or elsewhere, an over-sold condition of the market, inefficiencies and poor management practices, or similar occurrences. If either party is delayed at any time by force majeure, then the delayed party shall notify the other party in writing of such delay within 48 hours.

Insurance: The awarded vendor(s) shall purchase, maintain and provide certification from insurer(s) for minimal coverage during the life of an awarded contract, to include, but not limited to, comprehensive public and/or commercial liability, errors and omissions, workman's compensation, unemployment, and other insurance coverage required by and applicable to each of CPC's individual state's statutes and federal laws which proposed products and services will be offered and provided.

Leasing and Rental Agreements: The awarded vendor(s) may allow CPC participating agencies to enter into a rental, lease, or lease purchase agreements, providing such agreements are in compliance

with Minnesota Statutes and guidelines. CPC must receive a report annually, summarizing the executed lease purchases along with a summary of the participating agencies' purchases. CPC will not collect lease payments or be involved in the terms and conditions of the lease. All lease arrangements are between the awarded vendor(s) and the participating agency. The awarded vendor(s) agrees that leases will be in compliance with the Uniform Commercial Code. The applicable administrative fee must be included in the lease cost based on the total value of the goods and applicable services purchased. This fee is referred to under the Technical Specifications.

The awarded vendor(s) should attempt to work with CPC's current leasing vendor. The current leasing vendor may require a minimum purchase amount to begin the leasing process. Should the awarded vendor(s) be required to utilize their own financial leasing company, this should be noted/requested as an exception in Form B – Questionnaire.

Marketing and Promotion: Upon award and completion of the vendor orientation, CPC will promote the contract opportunity via its CPC and NDESC web sites. CPC will also announce the new partnership in its newsletters and will publish the contract and marketing information through hard copy marketing items (i.e. flyers, postcard) and electronic email. Contracts will also be promoted at applicable trade shows, conferences, and meetings on a regular basis.

CPC does require all awarded vendor(s) to provide marketing support in the form of a marketing flier, brochure, or other similar marketing pieces, in an editable, electronic format. CPC may assist in the development in these materials if requested by an awarded vendor(s), but in all cases shall have the authority to review and approve any marketing materials. If a website is used, the link will be made available from the CPC and NDESC web sites. Any web page or link, or other marketing tools shall be dedicated to CPC information only.

Minority and Women Owned Business: CPC's intent is to undertake every effort to increase opportunity for utilization of minority and women owned businesses in all aspects of procurement. IN connection with the performance of this solicitation, the awarded vendor(s) agree to use their best effort to carry out this intent and ensure that minority and women owned enterprises shall have the maximum practicable opportunity to compete for subcontract work under this solicitation consistent with the efficient performance of this solicitation. It is the desire of CPC to promote wherever possible equitable opportunities for minority and women owned business to participate in the services associated with this solicitation.

New Agency Notification: CPC will email the current participating agency list to the awarded vendor(s) each quarter. Those agencies not renewing their participation should not receive CPC agency pricing/discounts.

Ordering: All orders will be executed by CPC's participating agencies, directly, with the awarded vendor(s). The awarded vendor(s) will provide products and/or service(s) directly to the specified agency and invoice that agency directly. The awarded vendor(s) may offer a variety of options for agencies to place orders. The awarded vendor(s) will make all deliveries and installation of products and services. CPC will not warehouse items or provide services.

Patent Indemnification: By accepting this order, the respondent agrees to save and hold harmless CPC, its successors, assigns, customers and the users of its products from any liability, loss, damage, judgments, or awards, including costs and expenses arising out of any action, claims, or proceedings for infringement of (a) any United States Letters Patent purporting to cover the material to be delivered to the purchasing agency under this order, or its normal intended use and (b) any trademarks appearing with the material on delivery to CPC's purchasing agencies; and further, respondent agreed to defend CPC at respondent's expense in such actions, claims, or proceedings,

provided that CPC shall give the respondent prompt notice in writing of all such actions, claims, and proceedings, as well as notice of infringement and threats of suit for infringement.

Protests: All protests pertaining to the specifications of the solicitation must be delivered in writing and physically received by the RFP Facilitator no later than 4:00 p.m. CT on the third (3) business day prior to the opening of proposals. Other protests shall be filed no later than three (3) business days after the opening of the proposals or if the protest is based on subsequent action of CPC, not later than three (3) business days after the aggrieved person knows or should have knowledge of the fact giving rise to the protests. Respondents may protest only deviations from laws, rules, regulations, or procedures. Protests must specify the grounds for the protest including the specific citation of law, rule, regulation, or procedure upon which the protest is based. The judgment used in the scoring by individual evaluators may not be protested. Protests not filed within the time specified above, or which fail to cite the specific law, rule, regulation, or procedure upon which the protest is based shall be dismissed.

Qualified Respondent: A respondent that has submitted a proposal meeting the due date and time of this RFP and has submitted all of the requested documents in their entirety in their required format(s).

Quarter: As used herein, quarters are defined as the periods from Q1: July 1 through September 30, Q2: October 1 through December 31, Q3: January 1 through March 31, and Q4: April 1 through June 30.

Participating Agency: A participating agency shall be defined in accordance with the, Minnesota Statutes M.S. §471.59, and M.S. §123A.21, Sub. 11, North Dakota Century Code Chapter 54-40.3, and South Dakota Statutes §5-18A-37. An eligible agency includes any school, city, county, other governmental agency, or nonprofit organization that has been deemed eligible for participation.

Recalls: The awarded vendor(s) shall notify CPC and their participating agencies immediately of any product recalls. The awarded vendor(s) will issue a credit or comparable substitute for any delivered, recalled product at the agency's discretion. All costs associated with voluntary and involuntary product recalls shall be borne by the awarded vendor(s).

Respondent: A respondent has notified CPC of a desire to respond to the proposal and/or has submitted a proposal in response to the Request for Proposals (RFP).

Risk of Loss: Regardless of F.O.B., the awarded vendor(s) agree(s) to bear all risks of loss, injury, or destruction of goods and materials ordered herein which occur prior to delivery, and such loss, or destruction shall not release the awarded vendor(s) from any obligation hereunder.

Safety Data Sheet SDS: Documentation providing workers and emergency personnel with procedures for handling or working with a specific substance in a safe manner, and information such as physical data, toxicity, health effects, first aid, reactivity, storage, disposal, protective equipment, and spill-handling procedures.

Sales Representation and Marketing: The awarded vendor(s) agree(s) to provide identified sales/marketing representatives whom CPC can contact for sales and product information.

Sales Tax: Sales tax shall not be included in the prices quoted on the proposal form.

Severability: the invalidity, in whole or in part, of any provision of this solicitation shall not void or affect the validity of any other provision of this solicitation.

Substitutions: The materials, products or equipment described in these documents establish a standard of type, function and quality to be met by any proposed substitution. Unless the particular specification prohibits substitution, respondents are encouraged to propose materials, products or equipment of comparable type, function and quality. Proposals for substitute items shall be stated in the appropriate blank on the proposal form, or if the form does not contain blanks for substitution, on the respondent's letterhead attached to the pricing form. Respondents shall attach to the form a statement of the manufacturer and brand name of each proposed substitution plus a complete description of the item, including descriptive literature, illustrations, performance and test data and any other information necessary for an evaluation. The burden of proof is upon the respondent for the merit of the proposed substitution.

Termination for Cause or Convenience: In case of failure to deliver goods or provide services in accordance with the contract terms and conditions, CPC reserves the right to cancel and terminate any resulting contract, in part or in whole, without penalty, whenever CPC determines that such termination is in the best interest of CPC and its participating agencies. CPC will give notice of termination specifying the extent to which performance shall be terminated and date upon which such termination becomes effective, giving 30 calendar days' written notice to the awarded vendor(s).

A participating agency, whom purchases from the awarded vendor(s) may terminate or cancel any purchase order under this contract at any time, with or without cause, by providing seven (7) calendar days' advance written notice to the awarded vendor(s). The participating agency will only be required to pay the awarded vendor(s) for good and services delivered prior to the terminating and not otherwise returned in accordance with the awarded vendors' return policy. If the participating agency has paid the awarded vendor(s) for good and services not yet provided as of the date of termination, the awarded vendor(s) shall immediately refund such payment(s).

Tri-State Area: The area defined as the three states participating in the Cooperative Purchasing Connection (Minnesota, North Dakota and South Dakota) and their participating agencies.

Value Added Attributes: Attributes that a vendor can provide that assist in educating or providing additional service to CPC's participating agencies. This would include, but is not limited to products/services, such as promotional items, participation in vendor shows, demonstration of products, training seminars, and ability to integrate with CPC's Express online marketplace (if applicable). CPC also considers any "optional" forms listed within Form C- Pricing Schedule to be value added attributes.

Vendor Orientation (CPC 101): The awarded vendor(s) and their participating resellers/sub-contractors are required to participate in an online CPC 101 training session that is designed to educate the awarded vendor(s) and resellers/sub-contractors on the purpose and nature of CPC. The awarded vendor(s) will not be marketed to participating agencies until they have completed the vendor orientation (CPC 101) session.

IV. Technical Specifications

- A. **Purpose Statement/Objective:** CPC is seeking to partner with an experienced vendor(s), equipped with the necessary resources and capabilities to serve as a partnered vendor to participating agencies and to lead with this contract agreement in CPC's tri-state area as a result of this solicitation. Experienced vendors must possess the ability to acquire, deliver, and install interactive technology solutions, its connective components and applicable software to all participating agencies. Qualified respondents shall have established a percentage discount from a catalog list, published prices, or price list. Discounts may be submitted for an entire catalog or for specific product categories or manufacturer categories. CPC is seeking to develop a program for participating agencies to have the

ability to purchase interactive technology solutions, its connective components and applicable software that can suit a classroom, conference center, office space, library, and meeting rooms at consortium level discounted pricing.

Through the combination of purchasing power, CPC's objective is to achieve cost savings through a single competitive solicitation process. This process eliminates vendor(s) from responding to multiple quotes and proposals allowing for the reduction in administrative and overhead costs through our purchasing procedures. CPC will work closely with the awarded vendor(s) to market this contract, not only to participating agencies, but also to potential agencies, where the contract would be an advantageous option for growing participation and purchases through the awarded vendor(s).

B. Scope of Work: It is CPC's intention to solicit proposals for interactive technology solutions, its connective components and applicable software, along with design and installation services on behalf of its participating agencies. CPC, upon review, analysis, and evaluation of the qualified respondents, is seeking to partner with a qualified vendor(s) proposal that will provide a broad-line solution of interactive technology that will fit participating agencies' needs whether a school, city council chambers, public library or county courthouse. For this RFP, interactive technology solutions have been broken down into two main solutions: multimedia solutions (required) and value added – technology solutions (optional). These solutions, listed below, include a broad listing of categories that may fall within those solutions. These categories are mere guidelines and shall not be limited to these categories. Design and installation of the interactive technology solutions, its connective components and applicable software must be provided by an awarded vendor(s) in order to be considered.

Multimedia Solutions

1. Presentation technology (projectors, document cameras);
2. Response systems;
3. Interactive whiteboards;
4. Flat panel displays/monitors;
5. Interactive displays, tables, monitors;
6. Digital signage and related software;
7. Sound systems;
8. Integrated controls;
9. Mounting hardware;
10. Screens;
11. Portable technology equipment;
12. Audio and video conferencing software and equipment;
13. Multimedia furniture.

Value Added - Technology Solutions (Optional)

1. Mobile devices (Chromebooks, tablets);
2. Mobile device carts;
3. Large format printing;
4. 3D printing;
5. Digital Cameras (SLR);
6. Furniture.

*All solutions listed above must be of commercial grade.

CPC intends to award this RFP to one or more vendors based on manufacturer/brand and who can offer acceptable interactive technology solutions, its connective components and applicable software that benefit all participating agencies of CPC. When responding, a vendor must identify the proposed

manufacturer/brand. Manufacturers may respond directly and may identify regional supplier(s)/vendor(s) to execute the contract as long as pricing is consistent in CPC’s tri-state area and designated suppliers/resellers adhere to the terms outlined in this RFP.

CPC encourages vendors of all manufacturers/brands to respond, providing the following criteria are met:

1. Pricing discounts offered on a full range of high quality products and supplies;
2. Warranty protection;
3. Training and support, when applicable;
4. Installation, when applicable;
5. Guaranteed pricing discounts firm for the duration of the contract term;

Interactive technology solutions, its connective components and applicable software must be easy to use and install; should installation services be requested by a participating agency, the awarded vendor(s) must be able to provide installation services for the technology solutions sold to said agency. Vendors who meet any or all of the interactive technology solutions, design and installation services mentioned above, that would like to pursue a partnership, must complete the provided documents in their indicated format to be considered as a qualified respondent.

C. Quantity History: From January 2013 to June 2016, CPC participating agencies have purchased just over \$23,107,000.00 in interactive technology solutions. See Appendix B for a breakdown in volume per quarter over the contract term. With CPC’s intent to market the contract to participating and potential agencies and to position the contract within the Express marketplace, it is CPC’s belief that the program will continue to grow significantly throughout the course of the solicitation term, not to exceed four (4) years.

D. RFP Facilitator:

Lisa Truax, Bid & Contract Facilitator
 Cooperative Purchasing Connection
 1001 East Mount Faith Avenue,
 Fergus Falls, MN 56537
 1-218-737-6535 (direct)
ltruax@lcsc.org

E. RFP Timeline: Below is CPC’s timeline for RFP 17.3 – Interactive Technology Solutions. Questions regarding the RFP must be submitted electronically via Public Purchase (www.publicpurchase.com). If any issues are encountered during submission, respondents should contact support@publicpurchase.com. For immediate assistance use the Public Purchase chat function to solve any technical issues.

September 19, 2016	Publication of RFP 17.3– Interactive Technology
October 3, 2016 at 9:00 a.m. CT	Non-Required Conference Call
October 7, 2016 at 10:00 a.m. CT	Deadline for Respondents to Submit Questions
October 24, 2016 at 10:00 a.m. CT	Deadline for RFP Submission
November 16 - 17, 2016	Vendor Presentations (if necessary); Location TBD
November 23, 2016	Contact Awarded Vendor(s)/Award(s) Made
January 1, 2017	Initial Start of Contract Term

F. Non-Required Conference Call: A web conference will be held on Monday, October 3, 2016, at 9:00 a.m. CT to allow respondents to ask questions relating to this RFP. Respondents are encouraged to participate and address any questions, concerns and/or issues they may have. Respondents participating in the conference call will have the opportunity to view a demonstration of CPC’s

Express online marketplace. **To attend the non-required conference call, visit:**
<https://www.uberconference.com/purchasingconnection>.

- a. **Optional dial-in number:** 724-707-2397
- b. **PIN:** 81359

- G. RFP Submission:** CPC requires that responses be submitted electronically via Public Purchase (www.publicpurchase.com). If any issues are encountered during the submission, respondents/vendors should contact support@publicpurchase.com. For immediate assistance use the Public Purchase chat function to solve any technical issues.

For RFP 17.3 – Interactive Technology, your submission should reflect the following submitted and correctly labeled documents:

- a. Form A – Vendor Information – Name of Company
 - i. Submit as a PDF, not scanned.
- b. Form B – Questionnaire – Name of Company
 - i. Submit as a Word (.doc or .docx) document.
- c. Form C – Pricing Schedule – Name of Company
 - i. Submit as an Excel (.xls or .xlsx) document.
- d. Form D - References – Name of Company
 - i. Submit as a PDF, not scanned.
- e. Form E – Level of Support – Name of Company
 - i. Printed, signed, and scanned, submit as PDF.
- f. Form F – Assurance of Compliance – Name of Company
 - i. Printed, signed, and scanned, submit as PDF.
- g. Form G – Contract Offer and Award – Name of Company
 - i. Printed, signed, and scanned, submit as PDF.
- h. Form H – Proposal Checklist – Name of Company
 - i. Printed, signed, and scanned, submit as PDF.
- i. Subcontractor Utilization Form – Name of Company
 - i. Submit as PDF, not scanned.

Required documents MUST be submitted in the indicated format and labeled properly. Failure to submit the required documents in their completion may result in being considered as non-responsive. Any documents with inserted images of completed documents will not be accepted.

- H. Vendor Presentations:** Vendors submitting proposals may be asked to make a formal presentation of their proposal to CPC, if necessary, on Wednesday, November 16, or Thursday, November 17, 2016. Exact presentation location, time, and details will follow.
- I. Notification of Intent to Award:** RFP award notification will be made by Wednesday, November 23, 2016. The actual award is subject to approval by the Board of Directors.
- J. Contract Term:** The term of the contract resulting from this RFP will be from January 1, 2017, through December 31, 2017. There will be an optional yearly renewal for a period lasting no longer than three (3) additional one year terms, based on successful performance. CPC evaluates and reviews all contract agreements semi-annually. CPC has established a set of performance criteria that will be used in the awarded vendor(s) semi-annual evaluation. Performance criteria will include:
- a. Contract start-up and communication
 - b. Partnership responsiveness with CPC
 - c. Customer service, quality, and delivery
 - d. Volume, sales, and competitiveness
 - e. Marketing

K. Administrative Fee: The awarded vendor(s) will be required to pay a two percent (2.0%) administrative fee on the total gross sales to CPC's participating agencies. This fee is used to cover CPC's program costs, including the cost of conducting the RFP, continuing support of the contract, and marketing the contract to participating and potential agencies through direct mail, email notifications, and personal on-site visits. Administrative fees shall be paid to Lakes Country Service Cooperative on a quarterly basis, within 20 business days after the end of each fiscal quarter.

L. Reports Required of the Awarded Vendor(s): The awarded vendor(s) will provide CPC with quarterly reports listing the sales volume showing the total gross dollar volume of all purchases made by participating agencies within that quarter, the administrative fee calculations, and the correlating savings incurred by agencies. CPC may also request reports on commonly purchased items or top selling items to create or update a market basket. All reports must be submitted in MS Excel within 20 business days after the end of each fiscal quarter, listing the following information:

- a. Name of service cooperative region
- b. Name of purchasing agency
- c. Address of purchasing agency
- d. Date of sale
- e. Manufactures' list price
- f. CPC net member price (discounted price)
- g. Administrative fee generated by sale
- h. Savings generated by sale

M. Specific Terms and Conditions:

1. Standard terms and conditions:

- a. The awarded vendor(s) agrees to:
 - i. Have access to a full inventory of the awarded product line(s).
 - ii. Provide participating agencies who have questions, issues, and/or concerns with an efficient response; responding to agencies within 24 hours.
 - iii. Maintain a minimum monthly average fill rate of 95% or above. Items that are reordered, backordered, or partially filled are not considered filled items when calculating this service level.
 - iv. Provide an electronic online catalog for order entry use by and suitable for participating agencies' needs. The online catalog will note product discounts and, if applicable, the differing discounts for catalog categories awarded.

2. Product and/or category terms and conditions:

- a. The awarded vendor(s) agrees to:
 - i. Equipment and Supplies
 1. All equipment, supplies, parts, and all related accessories that can be purchased must be new, and not have been previously used, and must be current and actively marketed products by the manufacturer's authorized dealers.
 2. All equipment, supplies, parts, and all related accessories must conform to manufacturer specifications and shall be of new manufacture and in current standard production. This would include designations such as, but not limited to, UL Listed ISO 9001, etc.
 3. Any software required to implement the proposed solution(s) must utilize the latest operating systems and networking technology. Software must also be compatible with Apple and Window based operating systems.
 4. Verify that all items conform to all applicable federal and state safety requirements, provide proper Safety Data Sheets (SDS) as required by law for all products sold. The SDS literature must be delivered to the participating agency with each shipment of goods. Vendors must notify CPC and CPC's

participating agencies immediately of any equipment or product recalls. The vendor will issue a credit or comparable substitute for any delivered, recalled product at the participating agencies' discretion. All costs associated with voluntary and involuntary equipment and product recalls shall be borne by the vendor.

ii. Pricing

1. All pricing should include the two percent (2%) administrative fee on all products, supplies, parts, and related accessories.
2. Contract discounts and percentages must be held firm during the initial contract period, unless reductions are made to accommodate one-time bulk replacements or special promotions. The awarded vendors(s) may offer a reduced spot discount to any participating agency at any one time in the case of large projects or to secure business. However, the awarded vendor(s) cannot reduce the current contract discounts and percentages to a participating agency beyond a single large project until following the steps outlined in Article 5.a. and receiving approval by CPC. CPC may conduct periodic audits and the vendor will be responsible for full reimbursement for any overcharge to a participating agency.
3. Provide a discount price schedule (Form C – Pricing Schedule) for all categories of product available and offered in this RFP. A copy of the proposed product list, price list, and catalog list used in preparation of this response must be submitted at the time of the proposal.
4. New products and items, pertaining to the scope of this RFP, can be added during the course of the contract term with notice to CPC. These items shall meet or exceed all the specifications and requirements established in the contract. CPC may direct the vendor to remove any items that do not meet the intent or are otherwise in conflict with the contract requirements.
5. CPC may accept a future claim from the vendor that a new threshold of performance or technology has been established. If CPC is satisfied with the evidence presented in support of the claim, appropriate pricing for such new technology may be established applying the same pricing method used by the vendor in their original response. The vendor must be able to verify the pricing calculation.
 - a. When an equipment manufacturer revises its reference product price list to add or delete models and accessories that result in revised contract pricing, the vendor shall notify CPC in writing as follows:
 - i. Request is to be in writing on vendor's letterhead;
 - ii. It is filed with the Bid & Contract Facilitator at a minimum of 30 calendar days before the effective date of the proposed change;
 - iii. It clearly identified the items impacted by the change;
 - iv. The change will not produce a higher profit margin than that on the original contract;
 - v. It is accompanied by documentation acceptable to the Bid & Contract Facilitator to warrant the change.
 - b. CPC reserves the right to accept such change and will confirm disposition in writing. For contract administration purposes, CPC must be able to verify the manufacturer's current product price. Price increases that cannot be verified shall not be reflected on the vendor's contract nor charged to the participating agency.
6. CPC expects respondents to offer their very best prices. If a respondent offers lower prices to any CPC participating agency outside of this contract, it must lower its prices under this contract at the same time by written notice to CPC.

iii. Freight and Delivery

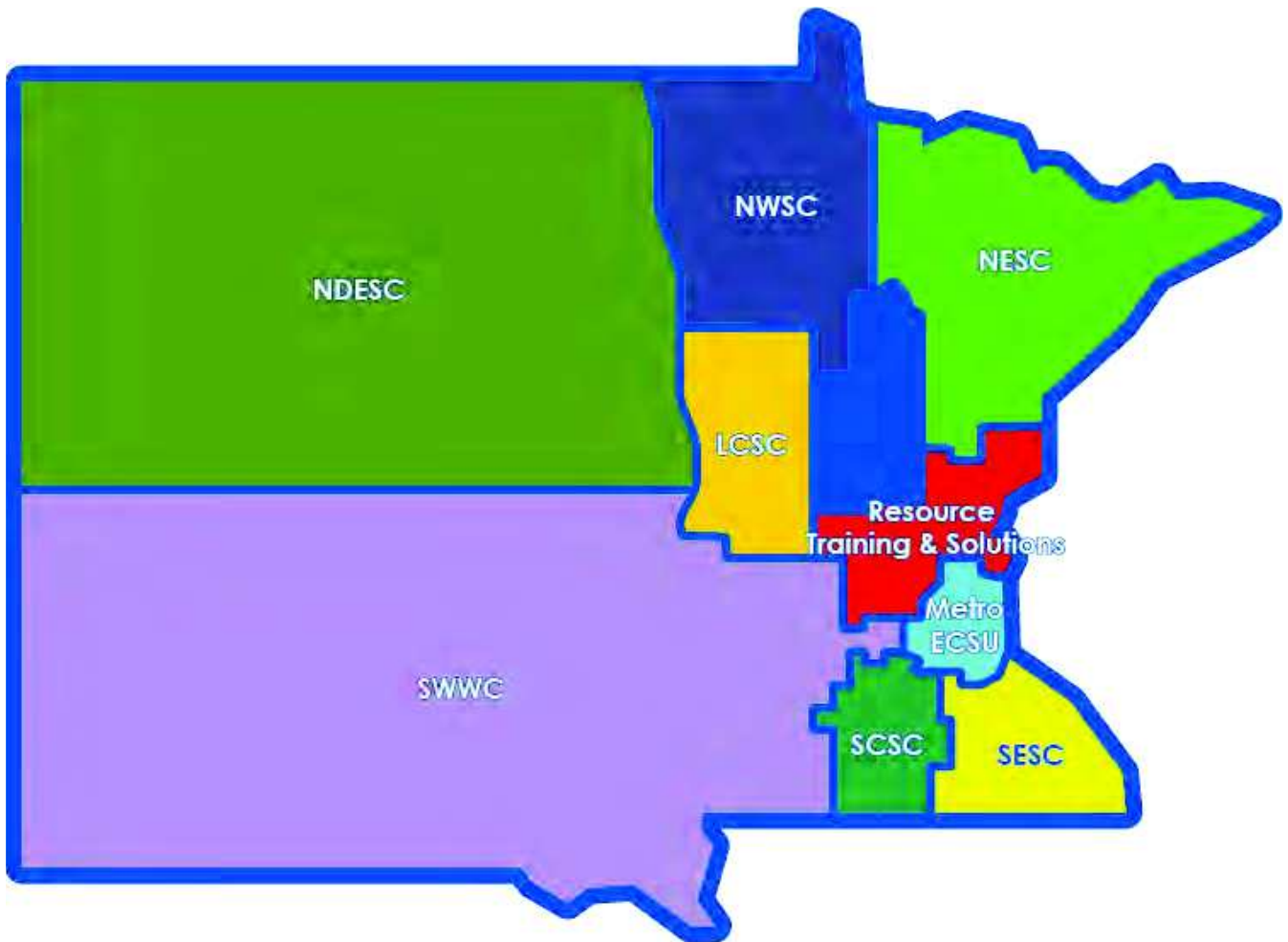
1. CPC requires that all pricing submitted be quoted F.O.B Destination (includes delivery).
 2. CPC participating agencies shall be relieved from risks or loss or damage to all equipment purchased or leased during shipment prior to equipment receipt and/or installation at the agencies' designated location. CPC participating agencies will be responsible for risks of loss or damage to the equipment once it has been delivered/installed and accepted by the agencies' representative. Vendors shall demonstrate they have informed the customers of this responsibility prior to order placement. The vendor will pay return shipping and give full credit on any defective product. All products must be 100% guaranteed.
 3. Invoice and ship all items directly to CPC's participating agencies. A packing slip must be provided with all deliveries including the agencies' purchase order number. Orders not filled and partial shipments shall be indicated on the packing list. CPC participating agencies shall be notified of an anticipated availability date.
 4. All equipment, supplies, and related accessories must be delivered during normal hours of operation on weekdays, unless at the convenience of the participating agency and through mutual agreement with the awarded vendor(s).
- iv. Assessment, Design Layout, and/or Installation Services
1. Respondents shall possess and maintain in current status all federal, state, and local licenses, bonds, and permits required for the performance and delivery of any and all products and services in its response to this solicitation. Respondents, must include in their response, a currently held, valid contractor's license as it pertains to CPC's tri-state area.
 - a. It is the awarded vendor(s) responsibility to ensure any subcontractors performing under this contract hold and maintain appropriate licensure.
 2. Pricing for assessment, design layout and/or installation is either by hourly rate or percentage of project cost. The respondent must outline the option that applies to their response in Form C – Pricing Schedule. If the respondent charges for installation by a method other than hourly or percentage, a complete explanation and breakdown of how charges are calculated must be included with the proposal.
 3. The awarded vendor(s) is responsible for conducting pre-installation assessments to determine make, model, and functionality of existing classroom technology and the installation environment. The awarded vendor(s) will work directly with the purchasing agency to plan and schedule an assessment and installation services.
 4. All installation offered through this contract must be performed according to manufacturer's specifications while following all building codes, including the National Electric Code (NEC), National Fire Protection Association (NFPA), Americans with Disabilities Act (ADA) and Uniform Building Code (UBC) will be strictly adhered to. More restrictive state and local codes will take precedence.
 5. Systems installed must be properly grounded for personal safety, equipment protection and equipment reliability including prevention of electromagnetic interference, radio frequency interference, distortion and noise.
 6. Where structural mounting is required, an awarded vendor(s) will only use new SAE Grade 5 hardware designed, developed and approved by a structural engineer. All mounts will have a safety factor of five (5).
 7. Installation times must be coordinated with the purchasing agency and all areas will be kept clean and free of debris. The awarded vendor(s) must

- provide the purchasing agency with a list of agency required responsibilities for installation.
8. The awarded vendor shall provide experienced personnel to perform the installation services and must have professional certification in the area of the services being provided.
 9. Awarded vendor(s) personnel working in participating agencies must be bonded and insured by the awarded vendor(s).
 10. Respondents must complete and submit with their response, the Subcontractor Utilization Form. This form will sign off on whether or not the respondent will be using their own installation teams or using subcontractors for installation.
 11. Use of Subcontractors
 - a. The awarded vendor(s) shall not assign any duties to perform services nor to provide goods to purchasing agencies under this contract to a subcontractor that is not listed in the respondent's response to this solicitation.
 - b. If a subcontractor is removed from the contract at any time during the contract term, the awarded vendor(s) must submit to CPC in writing, the reason for removal and effective date.
 - c. If the awarded vendor(s) desire to add a subcontractor at any time during the contract term, the vendor must submit to CPC an updated Subcontractor Utilization Form. The subcontractor may not begin providing service until approved by CPC.
 - d. The awarded vendor is responsible for ensuring that all subcontractors who provide goods or services under this contract comply with the terms and conditions of the contract.
 - e. CPC reserves the right to require that a subcontractor be removed from the contract.
 12. The awarded vendor(s) shall provide all labor, materials, tools (ladders, carts, etc.) and equipment required for the delivery, setup, and installation of equipment and accessories purchased.
 13. Any damage done to the purchasing agencies' property by the awarded vendor(s) personnel and/or subcontractors shall be repaired or replaced at no cost to the purchasing agency.
 14. All services must be 100% guaranteed. Any service provided, which does not meet the end users' expectations must either be redone until the end user's expectations are met, or the charges for the services are refunded to the end user.
 15. Configuration/Testing
 - a. The awarded vendor(s) shall setup all components in accordance with the purchasing agencies' specifications and shall provide the purchasing agency with all necessary software for utilization.
 - b. The awarded vendor(s) shall verify that all components are fully operational before leaving the installation location. A post installation assessment shall be submitted for each installation location, by the awarded vendor(s).
 16. Dead-on-Arrival (DOA)
 - a. All components shall be tested by the installer to ensure proper working order at the location of the installation. If any components are found to have major component defects, it is the awarded vendor(s) responsibility to provide a new replacement unit during installation. Repairs on DOA's will not be accepted.

v. Support Services

1. Training Services
 - a. Training services must be provided by trainers who are knowledgeable of all the equipment that has been installed and how it is interconnected, including any applicable software.
 - b. The awarded vendor(s) is responsible for providing detailed training in various formats. Formats should include, but are not limited to: virtual tutorials, video demonstrations, electronic documents, onsite training, blended learning, etc.
 - c. The awarded vendor(s) is responsible for providing “Quick Tips” documentation to provide users information on performing basic operations on equipment.
 2. Warranty
 - a. Awarded vendor(s) must ensure that all products and supplies purchased by a participating agency are warranted against any defects in design, workmanship and as suitable use intended for a period equal to the original manufacturer’s warranty period. All equipment and supplies must carry, at a minimum, a 12-month manufacturer’s warranty. The awarded vendor(s) must assist the participating agency in reaching a resolution in a dispute with the manufacturer over warranty terms. Equipment warranties must be clearly and visibly stated.
 3. Maintenance Plans
 - a. Respondents may offer pricing for maintenance for all equipment list under this RFP, and include it in pricing proposals to participating agencies if requested. Pricing must be provided with the respondent’s response in Form C – Pricing Schedule.
 - i. The awarded vendor(s) must respond to service calls for warranty equipment within twenty-four (24) hours. Resolution for service calls shall be within seventy-two (72) hours. Service calls will include, but are not limited to interactive technology repair or replacement.
- vi. Advertising and Marketing
1. Provide sales and marketing representation that is able to educate, introduce and demonstrate products and/or services to CPC’s participating agencies. Vendors must assist in developing marketing materials that support the contract. A vendor must demonstrate that it possesses the necessary resources to, and agrees to, provide a comprehensive training and support program on the operation and use of the contract agreement. Services offered must be appropriate and adequate to ensure a successful partnership.
 2. All promotional marketing materials must have the prior approval of CPC before distribution and must include the CPC logo and pertinent contract information.

Appendix A



Appendix B

Contract Sales Volume

		Minnesota/South Dakota						North Dakota		
		Product	SMART	Installation	Project Mgmt.	Programming Services	SAFARI Montage	Total	Product Total	Grand Total
FY2013	Jan13 - Mar13	\$ 840,592.26						\$ 840,592.26	\$ 8,294.00	\$ 848,886.26
	Apr13 - Jun13	\$ 1,324,982.43						\$ 1,324,982.43	\$ -	\$ 1,324,982.43
FY2014	Jul13 - Sept13	\$ 2,771,667.71						\$ 2,771,667.71	\$ 7,197.00	\$ 2,778,864.71
	Oct13 - Dec13	\$ 708,961.79						\$ 708,961.79	\$ 11,796.00	\$ 720,757.79
	Jan14 - Mar14	\$ 544,746.16	\$ 167,560.99				\$ 12,945.00	\$ 725,252.15	\$ 9,193.54	\$ 734,445.69
	Apr14 - Jun14	\$ 1,172,467.79	\$ 819,271.95				\$ 17,755.00	\$ 2,009,494.74	\$ 1,580.00	\$ 2,011,074.74
FY2015	Jul14 - Sept14	\$ 1,851,128.68	\$ 1,016,129.30					\$ 2,867,257.98	\$ 8,833.00	\$ 2,876,090.98
	Oct14 - Dec14	\$ 522,566.91	\$ 248,736.17					\$ 771,303.08	\$ 17,507.00	\$ 788,810.08
	Jan15 - Mar15	\$ 453,922.29	\$ 219,911.71					\$ 673,834.00	\$ 10,657.00	\$ 684,491.00
	Apr15 - Jun15	\$ 1,207,210.39	\$ 544,922.52					\$ 1,752,132.91	\$ 91,787.50	\$ 1,843,920.41
FY2016	Jul15 - Sept15	\$ 3,227,359.51	\$ 1,303,811.63	\$ 117,922.48	\$ 18,171.13	\$ 4,151.50		\$ 4,671,416.25	\$ 32,166.75	\$ 4,703,583.00
	Oct15 - Dec15	\$ 664,395.93	\$ 317,979.20	\$ 53,399.81	\$ 8,458.80	\$ 443.00	\$ -	\$ 1,044,676.74	\$ 4,404.50	\$ 1,049,081.24
	Jan16 - Mar16	\$ 579,494.28	\$ 184,725.01	\$ 16,822.68	\$ 4,904.38	\$ 4,370.00		\$ 790,316.35	\$ 5,076.25	\$ 795,392.60
	Apr16 - Jun16	\$ 1,382,704.28	\$ 553,602.41	\$ 6,749.75	\$ 1,828.75	\$ 1,857.25		\$ 1,946,742.44	\$ -	\$ 1,946,742.44
FY2017	Jul16 - Sept16	<i>In process at time RFP was issue; not yet available.</i>								
	Oct16 - Dec16	<i>Not yet available.</i>								
Total Sales Volume		\$ 17,252,200.41	\$ 5,376,650.89	\$ 194,894.72	\$ 33,363.06	\$ 10,821.75	\$ 30,700.00	\$ 22,898,630.83	\$ 208,492.54	\$ 23,107,123.37

Form A – Vendor Information

Company Information			
Company Name			
Address			
City/State/Zip			
Phone		Fax	
Toll Free Customer Number			

Company Contacts	
General Manager Name <ul style="list-style-type: none"> Email Phone 	
Sales Manager Name <ul style="list-style-type: none"> Email Phone 	
Customer Service Manager Name <ul style="list-style-type: none"> Email Phone 	
Account Manager(s) for the Cooperatives Name(s) <ul style="list-style-type: none"> Email Phone 	

Responsibilities	
CPC New Member Notification <ul style="list-style-type: none"> Name Email/Phone 	
CPC Member Customer Service <ul style="list-style-type: none"> Name Email/Phone 	
Submitting Sales Reports to CPC <ul style="list-style-type: none"> Name Email/Phone 	
Payment of Administrative Fees to CPC <ul style="list-style-type: none"> Name Email/Phone 	
Conducting Audits <ul style="list-style-type: none"> Name Email/Phone 	

Form B – Questionnaire

Instructions. Please complete the questionnaire below by placing your company’s answers in the correlating response column.

Responding Company’s Name:	
Instructions: For those responding to the RFP, please respond to the questions below.	
Question	Response
1. As you envision it, what is your company’s role in this partnership? Please include sales and marketing strategies.	
2. Does your company have a dedicated marketing department that CPC can communicate and obtain marketing materials, images from? If so, please include their contact information in your response.	
3. Does your company have the capability to provide product/service demonstrations at shows and training seminars? If so, please explain what training options would be available to participating agencies.	
4. How many staff members are dedicated to in-house customer service? How many staff members will be working directly with CPC’s participating agencies if your company is awarded the contract?	
5. If awarded, how does your company plan to inform and train your sales and customer service representatives on the details and promotion of the contract?	
6. Using the map provided in the RFP (Appendix A), please identify the regions and/or states that your company is <u>not</u> able to service. Please designate why your company is <u>not</u> able to service a particular region and/or state.	
7. Inventory: where are your company’s distribution hubs located? What is the service/fill rate of inventory from those locations?	
8. Describe your company’s ordering process and what methods can be used by participating agencies to place or create orders?	
9. Does your company offer online ordering? How many staff members are dedicated to your online ordering help desk?	
10. Does your company have retail locations that participating agencies would be able to access to make purchases? If so, please describe how our participating agencies would receive their discount(s) at your retail locations.	

11. State your company's process for introducing new products to participating agencies.	
12. Describe the sales process that your company would take with an educational agency (i.e. school)? Will this process differ from a city, county or nonprofit agency? If so, please describe both processes.	
13. Does your company require a minimum order? If so, what are your minimum order requirements? If the minimum is not met, what surcharge would you assess?	
14. Has your company previously worked with third-party integrated systems for purchasing and procurement? If so, please explain your capabilities (i.e. able to provide a static catalog, cXML punch-out, etc.) and the names of systems your company has integrated with.	
15. Briefly explain your delivery policy and the lead time required from a participating agency placing an order to receipt of delivery.	
16. At times there are issues with service and/or deliveries. Please describe your process for addressing issues with participating agencies.	
17. Assessment, Design and Layout: Please describe how your company would work with a participating agency to assess, design, and layout a classroom, office space, library, or conference room? 18. Please note any costs associated with assessment, design and layout in Form C - Pricing Schedule.	
19. Installation Teams: Please describe the duties of your installation teams, project roles, and any applicable certifications your installers hold.	
20. Subcontractors for Installation: will your company be using subcontractors to conduct any installations through the result of this solicitation? If so, how to you plan to educate the subcontractor(s) who will conduct the installation will comply with the terms and conditions of the contract. <u>Whether using subcontractors or not, a respondent must complete and submit the Subcontractor Utilization Form their response.</u>	
21. Please describe your warranty process and/or any protection plans that your company may offer participating agencies. Please note, all extended warranty options (other than standard warranties) and protection plans must be noted in Form C - Pricing Schedule - Services.	

22. Please describe any other "value adds" and or services your company can bring to CPC's participating agencies.																																																																																											
23. What are your payment terms?																																																																																											
24. Does your company accept payment by procurement card? If so, is the participating agency assessed a fee for purchasing with a procurement card?																																																																																											
25. Does your company offer any prompt payment discounts? If so, please describe.																																																																																											
26. State your company's process for handling returns and/or credits.																																																																																											
27. Does your company currently have any other contracts in place with purchasing consortiums similar to CPC? If so, please list your current contracts and the contract maturity date with the consortium(s).																																																																																											
28. Does your company have contracts with other consortiums in Minnesota, North Dakota, and South Dakota? If so, please describe how your company will position this contract to CPC's participating agencies, if awarded.																																																																																											
29. Financials: Please provide your company's last three years total gross sales to agencies within CPC's service area.	<table border="1"> <thead> <tr> <th colspan="2">MINNESOTA</th> <th>2015</th> <th>2014</th> <th>2013</th> </tr> </thead> <tbody> <tr> <td>K-12</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>HIGHER ED</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>CITY/COUNTY</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>NONPROFITS</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>TOTALS</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <th colspan="2">NORTH DAKOTA</th> <th>2015</th> <th>2014</th> <th>2013</th> </tr> <tr> <td>K-12</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>HIGHER ED</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>CITY/COUNTY</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>NONPROFITS</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>TOTALS</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <th colspan="2">SOUTH DAKOTA</th> <th>2015</th> <th>2014</th> <th>2013</th> </tr> <tr> <td>K-12</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>HIGHER ED</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>CITY/COUNTY</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>NONPROFITS</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>TOTALS</td> <td></td> <td></td> <td></td> <td></td> </tr> </tbody> </table>	MINNESOTA		2015	2014	2013	K-12					HIGHER ED					CITY/COUNTY					NONPROFITS					TOTALS					NORTH DAKOTA		2015	2014	2013	K-12					HIGHER ED					CITY/COUNTY					NONPROFITS					TOTALS					SOUTH DAKOTA		2015	2014	2013	K-12					HIGHER ED					CITY/COUNTY					NONPROFITS					TOTALS				
MINNESOTA		2015	2014	2013																																																																																							
K-12																																																																																											
HIGHER ED																																																																																											
CITY/COUNTY																																																																																											
NONPROFITS																																																																																											
TOTALS																																																																																											
NORTH DAKOTA		2015	2014	2013																																																																																							
K-12																																																																																											
HIGHER ED																																																																																											
CITY/COUNTY																																																																																											
NONPROFITS																																																																																											
TOTALS																																																																																											
SOUTH DAKOTA		2015	2014	2013																																																																																							
K-12																																																																																											
HIGHER ED																																																																																											
CITY/COUNTY																																																																																											
NONPROFITS																																																																																											
TOTALS																																																																																											
30. List any additional stipulations and/or requirements your company requests that are not covered in the RFP.																																																																																											
31. List any exceptions that your company is requesting to the terms set forth in the Instructions to Respondents and Technical Specifications.																																																																																											

Form C - Pricing Schedule Intro

**Please note this spreadsheet has multiple workbooks/tabs.*

Instructions. This spreadsheet contains multiple workbooks/tabs relating to this RFP. Please follow the directions found/listed on each workbook and complete the workbooks as they pertain to your company's offerings. All pages have been formatted to print to one page width, however, you may add additional lines as needed. Please note, each individual workbook will note if it's a required or optional form. Per the RFP terms and conditions, all workbooks listed as optional are considered a value-added attribute.

This spreadsheet contains the following workbooks/tabs:

- C - State Multiplier
- C.1 - Category/Manufacturer Discount
- C.2A - Multimedia Solutions
- C.2B - Value Added Technology Solutions - *optional*
- C.3 - Services: Design, Install, Other
- C.4 - Support Services: Warranty, Training, Maintenance
- C.5 - Volume Discounts - *optional*
- C.6A - Pricing Scenario (Classroom)
- C.6B - Pricing Scenario (Conference Room)

C - State Multiplier- *required*

Enter your company's multiplier/factor to be applied to the base product cost provided to arrive at the CPC state price for the product.

C.1 - Category/Manufacturer Discount - *required*

Enter either by category and/or manufacturer the percentage discount offered to CPC participating agencies

C.2A - Multimedia Solutions - *required*

Please use the following categories when entering your multimedia solutions on C.2A:

1. Presentation technology (projectors, document cameras);
2. Response systems;
3. Interactive whiteboards;
4. Flat panel displays/monitors;
5. Interactive displays, tables, monitors;
6. Digital signage;
7. Sound systems;
8. Integrated controls;
9. Mounting hardware;
10. Screens
11. Portable technology equipment;
12. Audio and video conferencing software and equipment;
13. Multimedia furniture;
14. Other (please define).

C.2B - Value Added - Technology Solutions - *optional*

Please use the following categories when entering your value added technology solutions on C.2B:

1. Mobile devices (Chromebooks, tablets);
2. Mobile device carts;
3. Large format printing;
4. 3D printing;
5. Digital Cameras (SLR);
6. Furniture;
7. Other (please define).

C.3 - Services: Design & Install - *required*

Please enter all design and installation services that your company offers on C.3.

C.4 - Support Services: Warranty, Training, Maintenance - *required*

Please enter all warranty, training and maintenance support that your company offers on C.4.

C.5 - Volume Discounts - *optional*

Please enter any additional volume discounts that your company is offering on C.5.

C.6A - Pricing Scenario (Classroom) - *required*

Please quote the requested items for this pricing scenario that meet the specifications listed on C.6A.

C.6B - Pricing Scenario (Conferece Room) - *required*

Please quote the requested items for this pricing scenario that meet the specifications listed on C.6A.

***Reminder:** Contract discounts and percentages must be held firm during the initial contract period, unless reductions are made to accommodate bulk replacements or special promotions. The awarded vendors(s) may offer an increased, reduced spot discount to any participating agency at any time in the case of large projects or to secure business. However, at any one point in time, the awarded vendor(s) cannot reduce the current contract discounts and percentages to a participating agency until following the steps outlined in the Technical Specifications and received approval by CPC.

Form C.5 - State Multiplier

***Please note this workbook has multiple tabs.**

Instructions. For each of the states listed below, provide your multiplier/factor to be applied to the base product cost provided to arrive at the CPC state price for the product. For further clarification, please review the Standard Terms and Conditions found in the Technical Specifications of this RFP.

Responding Company's Name: 0

REQUIRED FORM

Project types	Minnesota Multiplier	North Dakota Multiplier	South Dakota Multiplier
	0.00%	0.00%	0.00%
Non-prevailing wage project:			
Prevailing wage project:			
Davis Bacon wage project:			

C.3 - Services: Design & Install

*Please note this spreadsheet has multiple workbooks/tabs.

Instructions. Please complete the tables below if your organization offers any of the following services. This form has been formatted to print to one page width. Please note this is an **required form**.

Responding Company's Name: _____

REQUIRED FORM

Assessment Services	Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.	

Design Services	Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.	

Installation Services	Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.	

C.4 - Support Services: Warranty, Training, Maintenance

*Please note this spreadsheet has multiple workbooks/tabs.

Instructions. Please complete the tables below if your organization offers any of the following services. This form has been formatted to print to one page width. Please note this is an **required form**.

Responding Company's Name: _____

REQUIRED FORM

Extended Warranty	Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.	

Training Services	Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.	

Maintenance Support	Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.	

Form C.5 - Volume Discounts

***Please note this spreadsheet has multiple workbooks/tabs.**

Instructions. Please complete the form below if your company is offering additional discounts for a one time purchase OR a group of local agencies in a geographic area are combining requirements (estimate annual spend). This form has been formatted to print to one page width. Please note this is an **optional form**.

Responding Company's Name: _____

OPTIONAL FORM

Dollar Amount From	Dollar Amount To	Catalog	Additional Discount Offered

Form C.6A - Pricing Scenario (Classroom)

*Please note this workbook has multiple tabs.

Instructions. In the form below, please develop a quote using the requirements specified below. Pricing for the project should reflect the discounts and pricing listed in forms C.1, C.2A, and C.3. Pricing entered on in this quote from C.2B and C.4 must be entered into the Additional Options Section. **Please include a rendering of the quoted project.** *Please note this is a required form.

Responding Company's Name:

REQUIRED FORM

Scenario: A middle school is being upgraded with new technology in each of its 25 classrooms. Assume that all necessary network cabling is already in place when providing the quote below. Follow the specifications outlined below and provide your company's best response. *Note, all solutions must be of commercial grade.

- 1) Interactive LED Flat Panel Monitor with Integrated Speakers (min. of 70" diagonal display, 5 year min. warranty):** that will need to be mounted to the wall (adjustable wall mount preferred), the flat panel must operate with finger touch and pen writing devices and must have a minimum of four (4) point multi-touch for multiple users to annotate on the screen at one time. The flat panel must have a minimum of 1920x1080 HD resolution. The flat panel must also have full mouse capability and the ability to connect to computers and accessories with a minimum of three (3) HDMI connections, one (1) VGA connection, one (1) LAN Network, one (1) Stereo Analog Audio input required. Describe any additional accessories or devices available for use with the interactive flat panel. The flat panel must be able to connect wirelessly to a network. Must be MAC and PC compatible. Must have anti-glare and heat-tempered/low friction glass. Capability to connect to 120 volt outlet. Must have a minimum 2mm accuracy and 12ms response time. Respondent must also quote the cost of any software needed to run the Interactive LED Flat Panel. Estimated Quantity: 25.
- 2) Presentation/Collaboration System:** must be compatible with multiple devices and operating systems such as Windows, MAC, iOS, and Android. Must have connectivity to support both voice and audio. Must allow for multiple devices to connect at once and must have capability to display a minimum of four (4) screens at one time. Ability for teacher to control and/or monitor student devices that are connected. Ability to enable students with interactive activities, annotation, and note-taking. Estimated Quantity: 25.
- 3) Document Camera:** flexibility to manipulate image with magnification and object rotation. Has the ability to show two and three-dimensional objects. Ability to capture and save video/picture files in multiple playback formats, such as .jpg, .mov, .mp3, .wmv, etc. Ability to convert to any standard lab microscope with necessary adapters. Must be portable, minimum of 1280x1024 SXGA. Must have auto-focus, digital zoom of 16X minimum, and shooting size of 8.5" x 11". Must be able to directly connect with Interactive LED Flat Panel. Estimated Quantity: 25.
- 4) Microphone:** 2.4 GHz digital RF with built-in coexistence and security features (i.e. no room-to-room carry over). Hands-free, lightweight wireless microphone. Input connections for TV, Computer (PC & MAC), Interactive LED Flat Panel. Respondent should only quote a lapel style microphone. Estimated Quantity: 25.
- 5) Projector - Ultra Short Throw, Wall Mounted:** DLP projector must have high definition HDMI interface, RJ45, and RS232 connection for management purposes. Projector must have a minimum of 3300 ANSI Lumens with lamp economy mode, must have Keystone Correction, remote control, physical on/off bottom, wall mounted bracket. Describe input/output options in note sections. Estimated Quantity: 25.
- 6) Speakers - Ceiling or Wall Mounted (or combination):** Speakers must be ceiling or wall mounted, if wall mounted please quote appropriate wall mounting equipment. Estimated Quantity: 100, 4 per classroom.
- 7) Services Design & Install:** Design and install services must be quoted as a line item purchase within this scenario, please include pricing for those services.
- 8) Additional Options - Detailed Hardware:** Items outside of 1-7 (listed above) should not be included in this quoted solution, however, additional items can be listed and quoted separately using the pricing section labeled "Additional Options". A respondent may quote additional items that they would suggest in this scenario in addition to items 1-7 (listed above). Any items included in the Additional Options section, must be considered a multimedia solution and must be found on form C.2A. Items that are considered as value-added technology solutions may not be included in this scenario.
- 8A) Rack and Server Space:** Include in the Additional Options section, the appropriate amount of rack space needed for installing equipment. If your company does not provide rack space, please leave a comment in the note section.
- 8B) Power Conditioners:** Please quote in the Additional Options section any power conditioners that should be included with this amount of equipment. If your company does not provide power conditioners, please leave a comment in the note section.
- 9) Support Services:** Please include any support services that you would recommend to the middle school and quote them under Additional Options.

Quoted Scenario (1-7)

Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Energy Star Rated: Y or N	UOM	Catalog List Price	Category Discount	Net Price To Member	Number of Units	Net Extended Price
------------------	---------------------	--------------	------------------	------------	---------------------------	-----	--------------------	-------------------	---------------------	-----------------	--------------------

Form C.6B - Pricing Scenario (Conference Center)

*Please note this workbook has multiple tabs.

Instructions. In the form below, please develop a quote using the requirements specified below. Pricing for the project should reflect the discounts and pricing listed in forms C.1, C.2A, and C.3. Pricing entered on in this quote from C.2B and C.4 must be entered into the Additional Options Section. **Please include a rendering of the quoted project.** *Please note this is a required form.

Responding Company's Name:

REQUIRED FORM

Scenario: A conference room that has the capacity to hold 120 people is being remodeled and upgraded. This conference room will be used in a lecture style setting (all attendees are front facing) and also in a collaborative setting (small groups). Assume that all necessary network cabling is already in place when providing the quote below. Follow the specifications outlined below and provide your company's best response. *Note, all solutions must be of commercial grade.

1) Interactive LED Flat Panel Monitor with Integrated Speakers (min. of 70" diagonal display, 5 year min. warranty): that will need to be mounted to the wall (adjustable wall mount preferred), the flat panel must operate with finger touch and pen writing devices and must have a minimum of four (4) point multi-touch for multiple users to annotate on the screen at one time. The flat panel must have a minimum of 1920x1080 HD resolution. The flat panel must also have full mouse capability and the ability to connect to computer and accessories with a minimum of three (3) HDMI connections, one (1) VGA connection, one (1) LAN Network, one (1) Stereo Analog Audio input required. Describe any additional accessories or devices available for use with the interactive flat panel. The flat panel must be able to connect wirelessly to a network. Must be MAC and PC compatible. Must have anti-glare and heat-tempered/low friction glass. Capability to connect to 120 volt outlet. Must have a minimum 2mm accuracy and 12ms response time. Respondent must also quote the cost of any software needed to run the Interactive LED Flat Panel. Estimated Quantity: 1.

1a) LED Flat Panel Monitors (min. of 70" diagonal display, 5 year min. warranty): three (3) flat panels will be mounted in the center of the conference room; one (1) of the flat panels will face the presenter (in the front of the room) and the other two (2) flat panels will be facing the back of the room so people sitting on the right and left side of the room are able to see the presenters information and/or screen. The flat panels must have a minimum of 1920x1080 HD resolution. The flat panel must possess the minimum technical requirements to be interconnected with the interactive LED Flat Panel at the front of the room, displaying the presenters documents (i.e. presentation). The flat panel must be able to connect wirelessly to a network. Must be MAC and PC compatible. Must have anti-glare and heat-tempered/low friction glass. Capability to connect to 120 volt outlet. Estimated Quantity: 3.

2) System Controls: portable console must allow user to select inputs ranging from computer, to camera, to projector and screen. Respondent must quote any additional hardware pertaining to the systems controls in the Additional Options section (shown below). Estimated Quantity: 1.

3) Camera: ability to capture and save video and audio in multiple playback formats, such as .jpg, .mov, .mp3, .wmv, etc. Ability to follow presenter across the front of the room, or at a minimum capture the front of the room where the presenter will be located. Must be ceiling mounted, include auto-focus, and digital zoom. Must be able to directly connect with flat panels and drop down projection screen. Camera should give the user the ability to move the camera via remote control. Estimated Quantity: 1.

4) Microphone: 2.4 GHz digital RF with built in coexistence and security features (i.e. no room-to-room carry over). Microphones should be lightweight and have wireless connectivity. Input connections for TV, Computer (PC & MAC), Interactive LED Flat Panel. Respondent should quote both handheld and a lapel style microphone. Estimated Quantity: 2, 1 of each type of microphone.

5) Projector - Ceiling Mounted: DLP projector must have high definition HDMI interface, RJ45, and RS232 connection for management purposes. Projector must have a minimum of 3300 ANSI Lumens with lamp economy mode, must have Keystone Correction, remote control, physical on/off bottom, ceiling mounted bracket. Describe input/output options in note sections. Estimated Quantity: 1.

6) Speakers - Ceiling Mounted: Speakers must be ceiling mounted and flush with the ceiling tile. Estimated Quantity: 10.

7) Motorized Drop Down Projection Screen - Ceiling or Wall Mounted (min. 10' diagonal display): ability to be controlled by a switch and/or media console. Screen must be able to integrate with flat panels and system solution for presentation modes. Estimated Quantity: 1.

8) Furniture: capacity to seat up to 90 attendees. Please quote tables and chairs that will suit both environments, lecture (front facing) and collaboration (small groups). Furniture must be easy to move and chairs must be stackable when not in use. Please note the furniture warranty in the notes section.

9) Services Design & Install: Design and install services must be quoted as a line item purchase within this scenario, please include pricing for those services.

10) Additional Options - Detailed Hardware: Items outside of 1-9 (listed above) should not be included in this quoted solution, however, additional items can be listed and quoted separately using the pricing section labeled "Additional Options". A respondent may quote additional items that they would suggest in this scenario in addition to items 1-9 (listed above). Any items included in the Additional Options section, must be considered a multimedia solution and must be found on form C.2A. Items that are considered as value-added technology solutions may not be included in this scenario.

Total Additional Options							\$ -	\$ -	\$ -
Notes:									

***Please include a high quality rendering of the proposed quote listed above.**

Form D – References

Instructions: Please provide three references in the spaces below. References should be from organizations that have purchased and/or used products and/or services that relate to the scope of this RFP.

Responding Company's Name:	
-----------------------------------	--

Reference #1 – Product/Service Used:	
Reference Name	
Reference Contact Name <ul style="list-style-type: none">• Phone• Email	
Notes (for CPC use only):	

Reference #2 – Product/Service Used:	
Reference Name	
Reference Contact Name <ul style="list-style-type: none">• Phone• Email	
Notes (for CPC use only):	

Reference #3 - Product/Service Used:	
Reference Name	
Reference Contact Name <ul style="list-style-type: none">• Phone• Email	
Notes (for CPC use only):	

Form E – Level of Support

Instructions: Please indicate the level of support you will offer on this contract category. Check only one box in each section.

Prices are (check one box):	
	No different from what we ordinarily offer to individual members.
	Two percent (2%) lower than our best price to individual members.
	Three percent (3%) lower than our best price individual members.
	Four percent (4%) lower than our best price to individual members.
	Five percent (5%) lower than our best price to individual members.
	Ten percent (10%) lower than our best price to individual members.
	Other, please explain

Prices are (check one box):	
	No different from what we ordinarily offer to other consortiums.
	Two percent (2%) lower than our best price to other consortiums.
	Three percent (3%) lower than our best price other consortiums.
	Four percent (4%) lower than our best price to other consortiums.
	Five percent (5%) lower than our best price to other consortiums.
	Ten percent (10%) lower than our best price to other consortiums.
	Other, please explain

Authorized Signature (must match Signature on Form F)

Date

Form F – Assurance of Compliance

The respondent has carefully checked the accuracy of all items including description, price per unit, and listed total price per item in this proposal. In addition, the respondent accepts the general provisions of the proposal, including delivery timelines, and all responsibilities of delivery as outlined.

The respondent is aware of any detailed and special conditions. This form establishes the minimum criteria that a “responsible contractor” must meet to be awarded a contract resulting from this solicitation, this criteria includes:

- Compliance with workers’ compensation and unemployment compensation requirements, registration with the Department of Revenue and DEED, and has a valid federal tax identification number (or Social Security number, if an individual);
- Compliance with: minimum wages, overtime, prevailing wages, timely payment of wages to employees, no misrepresentation of employment relationship, Fair Labor Standards Act, and U.S. federal prevailing wage, all according to existing statutes, and the bill specifies when a violation occurs;
- Compliance with (an no violations in past three years) of 181.723 (independent contractors); and chapter 326B (construction codes and licensing);
- No current tax liens or tax delinquencies;
- Not currently debarred by the federal government, the state, or a municipality;
- Subcontractors or vendors the awarded vendor(s) intends to use have verified that they meet the clauses mentioned above.

CPC members are not obligated to verify any of the information in the contractor certification and have no liability if they reasonably rely on the certification statement in awarding the contract, or if they decline to award the contract based on a reasonable determination that the awarded vendor(s)/contractor failed to verify compliance.

In submitting this proposal, it is understood that the respondent is submitting a signed statement under oath verifying the respondent as a “responsible contractor”. CPC reserves the right to reject any or all proposals, and it is agreed that this proposal may not be withdrawn during a period of one hundred-twenty (120) days from the time of the opening date.

Company Name: _____

Authorized Agent’s Signature: _____

Agent’s Name (printed): _____

Address: _____

City/State/Zip: _____

Telephone Number: _____ Email: _____

Form G – Contract Offer & Award

OFFER TO BE COMPLETED BY VENDOR

In compliance with the Request for Proposal, the undersigned warrants that I/we have examined the Instructions to Respondents and Technical Specifications, and being familiar with all of the conditions surrounding the proposed projects, hereby offer and agree to furnish all professional services in compliance with all terms, conditions, specifications and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance of this proposal.

The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to the Cooperative Purchasing Connection as stated in the evaluation section, will be a consideration in making the award.

This contract offer and award binds said vendor to all terms and conditions stated in the proposal until a contract has been signed by both parties.

Company Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Contract Contact Person: _____

Authorized Signature: _____

Printed Name: _____

ACCEPTANCE OF OFFER AND CONTRACT AWARD TO BE COMPLETED ONLY BY THE COOPERATIVE PURCHASING CONNECTION

Contract Term: It is the Cooperative Purchasing Connection's intent to award a contract for Interactive Technology Solutions. The contract term may be renewed annually, up to three (3) additional terms.

CPC Authorized Signature

17.3 – ITS
Contract Number

Awarded this _____ day of _____, 2016.

Form H – Proposal Checklist

The following items/submittals are required to be qualified as a respondent to the RFP. Respondents must submit an electronic version of their proposal by the due date and time listed in this RFP via Public Purchase (www.publicpurchase.com). Please take a moment to review the checklist provided and ensure all of the necessary documents have been uploaded with your response.

Your organization’s uploaded proposal should include the following submitted and correctly labeled documents:

1. Form A – Vendor Information – Name of Company
 - i. *Submit as a PDF, not scanned.*
2. Form B – Questionnaire – Name of Company
 - i. *Submit as a Word (.doc or .docx) document.*
3. Form C – Pricing Schedule – Name of Company
 - i. *Submit as an Excel (.xls or .xlsx) document.*
4. Form D - References – Name of Company
 - i. *Submit as a PDF, not scanned.*
5. Form E – Level of Support – Name of Company
 - i. *Printed, signed, and scanned, submit as PDF.*
6. Form F – Assurance of Compliance – Name of Company
 - i. *Printed, signed, and scanned, submit as PDF.*
7. Form G – Contract Offer and Award – Name of Company
 - i. *Printed, signed, and scanned, submit as PDF.*
8. Form H – Proposal Checklist – Name of Company
 - i. *Printed, signed, and scanned, submit as PDF.*
9. Subcontractor Utilization Form – Name of Company
 - i. *Submit as PDF, not scanned.*

IMPORTANT: Forms MUST be submitted electronically in the format indicated for the proposal to receive consideration. MS Word documents with inserted images of completed documents will not be accepted. Please double check your uploaded documents for completion prior to submission.

Authorized Signature

Date

Cooperative Purchasing Connection

PARTNERED VENDOR/SUBCONTRACTOR UTILIZATION

(This form must be completed and returned with your response)

RFP Name: _____

RFP Number: _____

Partnered Vendor Name: _____

If a subcontractor will not be used, check this box:

List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Company Name: _____

Street Address: _____

City, State, Zip: _____

Telephone: _____

Primary Contact: _____

Email Address of Contact: _____

Services to be provided: _____

Company Name: _____

Street Address: _____

City, State, Zip: _____

Telephone: _____

Primary Contact: _____

Email Address of Contact: _____

Services to be provided: _____

Company Name: _____

Street Address: _____

City, State, Zip: _____

Telephone: _____

Primary Contact: _____

Email Address of Contact: _____

Services to be provided: _____

Questions for Bid RFP #17.3 - Interactive Technology Solutions

Question #1

Can we submit any supporting material/documents other than the required forms with the bid?

Oct 4, 2016 9:58:05 AM CDT
By: [Tierney Brothers](#) - mspears6475

Answers

Yes, supporting materials/documents may be submitted in PDF format along with the required RFP documents.

Oct 5, 2016 4:07:30 PM CDT
By: ltruax

Question #2

Can a URL be inserted into the questionnaire for your reference?

Oct 4, 2016 9:58:24 AM CDT
By: [Tierney Brothers](#) - mspears6475

Answers

Yes, an active URL may be listed in the questionnaire (for reference) as long as the link/site is not password protected. The URL may not be the only response to the question, but as a supplemental descriptor to the company's response. Images may not be embedded into the questionnaire.

Oct 5, 2016 4:08:40 PM CDT
By: ltruax

Question #3

In regards to the Scenario tabs, will you consider LCD as an alternative to DLP?

Oct 4, 2016 9:58:45 AM CDT
By: [Tierney Brothers](#) - mspears6475

Answers

CPC will issue an addendum to Form C - Pricing Schedule updating the types of projectors requested in both pricing scenarios. Potential respondents will be notified when the amended document (Form C) is uploaded to Public Purchase.

Oct 5, 2016 4:10:48 PM CDT
By: ltruax

Question #4

With regard to the scenarios; can you give us more specifics as far as the room dimensions? Length, width, height. Is there tiered seating? What ceiling type? Is there any special lighting such as stem or pendant hung indirect up lighting? What is the distance from the back row to the front wall?

Oct 6, 2016 4:00:17 PM CDT
By: [Zones, Inc.](#) - teammn

Answers

CPC will release an addendum to Form C.6A and C.6B to clarify room dimensions. Potential respondents will be notified when the addendum releases.

Oct 10, 2016 3:37:02 PM CDT
By: ltruax

Classroom: 28 feet wide, 32 feet long, 9 foot ceilings, no tiered seating, 2x2 ceiling tiles, recessed lighting. Back row to front wall is 27 - 29 feet.

Conference Center: 46 feet wide, 80 feet long, 13 foot ceilings, no tiered seating, 2x2 ceiling tiles, recessed lighting. Back row to front wall is dependent on size of furniture selected by the company responding.

Question #5

Under letter M. Specific Terms and Conditions, 2. Iii Freight and Delivery, 2. - Can we ship to our local office for staging equipment? At times, we will ship the equipment to our closest office to do staging, and then the installers / technicians will deliver the equipment the day the install will be completed.

Oct 6, 2016 5:30:53 PM CDT
By: [Marco Technologies, LLC](#) - tbrakke

Answers

A company wanting to deviate from the specifications should list those as exceptions in Form B - Questionnaire, question 31.

Oct 10, 2016 3:37:36 PM CDT
By: ltruax

Question #6

On Form C - Pricing Schedule - Will it meet specifications if we list the manufacturer and the discount percentage off of list, or the mark up percentage we will guarantee? We have several manufacturers that we will be including in our response that have 10,000+ parts on their parts list that we may use at different times, depending on the solution. It would be very hard to list all of the parts from all of the manufacturers that will be included in our response. We will provide specific part numbers and pricing for both scenarios.

Answers

On Form C .1 Category/Manufacturer Discount, companies are required to list (as they define) the catalog, category, or manufacturers they are offering and the discount percentage from list price from those manufacturers. Should a manufacturer list multiple discounts depending on the category of product that should also be defined on Form C.1.

Oct 6, 2016 5:31:08 PM CDT
By: [Marco Technologies, LLC](#) - tbrakke

Oct 10, 2016 3:38:10 PM CDT
By: ltruax

**Question #7**

On Form C.6A - Pricing Scenario (classroom) - the microphone specifications list a 2.4GHz digital RF. To the best of my knowledge, there is not a manufacturer that uses that frequency, as that is what Wi-Fi runs at. Would a microphone that is 1.9GHz be acceptable? Also, many schools are currently installing systems with IR microphones, would that specification be acceptable as well?

Answers

Answer: Yes, in Form C.6A - Pricing Scenario (classroom) a 1.9 GHz IR microphone will be acceptable. CPC will issue an addendum to update Form C.6A Pricing Scenario (classroom). Potential respondents will be notified when the addendum releases.

Oct 6, 2016 5:31:21 PM CDT
By: [Marco Technologies, LLC](#) - tbrakke

Oct 10, 2016 3:38:31 PM CDT
By: ltruax

**Question #8**

In looking at Form C.6B - Pricing Scenario (conference center), can you provide a little bit more information? i.e. What is the ceiling height and room dimensions?

Answers

See answer to question four (4) and the addendum issued to clarify room specifications for both C.6A and C.6B - Scenarios.

Oct 6, 2016 5:32:00 PM CDT
By: [Marco Technologies, LLC](#) - tbrakke

Oct 10, 2016 3:38:50 PM CDT
By: ltruax

From: [Public Purchase](#)
To: [Lisa Truax](#)
Cc: [Melissa Mattson](#)
Subject: Addendum Release Successful on Bid RFP #17.3 - Interactive Technology Solutions
Date: Tuesday, September 27, 2016 1:33:24 PM

Lisa M Truax:

Bid "RFP #17.3 - Interactive Technology Solutions"
Status: Release Successful on Sep 19, 2016 9:01:13 AM MDT

You can check the released bid by going to the following address:
<http://www.publicpurchase.com/gems/bid/bidView?bidId=67088>

If you have any questions regarding this bid, please contact our Customer Support Staff at agency-support@publicpurchase.com

Thank you for using Public Purchase.

MK= q+YYI+J8GT5rhhKJnDK3sg==

1. Addendum

The evaluation table (page 8, see highlighted information) has been amended to reflect the two scenarios included in Form C.

By: ltruax

Sep 27, 2016 1:32:42 PM CDT



[Track Changes]

Proposals Requested by the:

Cooperative Purchasing Connection

Servicing participating agencies in Minnesota, North Dakota & South Dakota



RFP 17.3 – Interactive Technology Solutions

Due: 10:00 a.m. CT on Monday, October 24, 2016
Cooperative Purchasing Connection

**Respondents/Vendors will submit questions and proposals online
via Public Purchase (www.publicpurchase.com)**



Notice to Bidders

Sealed proposals will be received by the Cooperative Purchasing Connection (CPC) on behalf of its participating agencies in Minnesota, North Dakota, and South Dakota until:

10:00 a.m. CDT, Monday, October 24, 2016

For proposals: 17.3 – Interactive Technology Solutions and 17.4 – Athletic Equipment, Lockers, and Telescopic Seating.

Conformity with technical specifications, RFP forms, terms of delivery and other conditions shall be imposed. Specifications and forms may be obtained by registering for free with the Cooperative Purchasing Connection via Public Purchase (www.publicpurchase.com).

Proposals must be submitted/uploaded to Public Purchase prior to 10:00 a.m. CDT on Monday, October 24, 2016. The Cooperative Purchasing Connection reserves the right to award the contract to one respondent, make multiple awards, or reject any or all proposals.

**Published in the:
Star Tribune
Fargo Forum
Bismarck Tribune
September 19 & 26, 2016**

Table of Contents

I.	Instructions to Respondents	Page 4
II.	Solicitation Procedures	Page 4
	a. Intent of the Request for Proposals	
	b. Responding Vendor Qualifications	
	c. Required Securities	
	d. RFP Submission	
	i. Public Purchase	
	ii. Submission of Proposals	
	iii. Interpretations	
	e. RFP Particulars	
	i. Addenda	
	ii. Correction of RFP Documents	
	iii. Late Submissions	
	iv. Modifications of Withdrawal of a Proposal	
	v. Opening of Proposals	
	f. Evaluation	
	i. Conditions Precedent to Award	
	g. Contract Award	
III.	<u>General Terms & Conditions</u>	Page 9
IV.	<u>Technical Specifications</u>	Page 14
V.	<u>Appendix A: Cooperative Purchasing Connection Map</u>	Page 23
VI.	<u>Appendix B: Contract Sales Volume</u>	Page 24

RFP 17.3 – Interactive Technology Solutions

I. Instructions to Respondents

Proposals for the requested products and/or services are detailed in the accompanying Technical Specifications.

In Minnesota, the service cooperatives, organized pursuant to [Minnesota Statute 123A.21](#), are public, nonprofit cooperatives designed to provide a variety of services to their participating agencies including, but not limited to, cooperative purchasing services. The service cooperatives currently provide purchasing contracts to more than 3,000 participating agencies (schools, cities, counties, other governmental organizations and nonprofit agencies) in Minnesota and South Dakota through a joint powers group of eight (8) service cooperatives known as the Cooperative Purchasing Connection. Participating service cooperatives include:

- **Lakes Country Service Cooperative (LCSC)**, Fergus Falls, MN
- **Metro ECSU (METRO)**, Arden Hills, MN
- **Northeast Service Cooperative (NESC)**, Mt. Iron, MN
- **Northwest Service Cooperative (NWSC)**, Thief River Falls, MN
- **Resource Training and Solutions (RESOURCE)**, Sartell, MN
- **South Central Service Cooperative (SCSC)**, Mankato, MN
- **Southeast Service Cooperative (SSC)**, Rochester, MN
- **Southwest/West Central Service Cooperative (SW/WC)**, Marshall, MN, also serves agencies in South Dakota

In addition, the North Dakota Educators Service Cooperative (NDESC) is a joint powers group of North Dakota school districts, multi-district special education units, cities, counties, other governmental agencies, and nonprofits organized under the provisions of [Chapter 54-40.3 of the North Dakota Century Code](#). NDESC holds a joint powers agreement with LCSC to provide purchasing contracts to its participating agencies. NDESC currently serves approximately 200 agencies across the state of North Dakota.

Together, these cooperatives operate a joint purchasing program under the name of Cooperative Purchasing Connection. In this Request for Proposal (RFP), the Cooperative Purchasing Connection and the North Dakota Educators Service Cooperative will be referred to as the Cooperative Purchasing Connection (CPC). CPC's 3,200 participating agencies purchase on average, over \$45,000,000 annually, through its partnered vendors.

LCSC provides the administrative functions of CPC. Administrative functions include, but are not limited to: bid and contract research, development, and negotiations; fiscal reporting agent; marketing; contract promotion and agency support services.

II. Solicitation Procedures

A. Intent of the Request for Proposals

Purpose Statement/Objective: CPC is seeking to partner with an experienced vendor(s), equipped with the necessary resources and capabilities to serve as a partnered vendor to participating agencies and to lead with this contract agreement in CPC's tri-state area as a result of this solicitation. Experienced vendors must possess the ability to acquire, deliver, and install interactive technology solutions, its connective components and applicable software to all participating agencies. Qualified respondents shall have established a percentage discount from a catalog list, published prices, or price list. Discounts may be submitted for an entire catalog or for specific product categories or manufacturer categories. CPC is seeking to develop a program for participating agencies to have the ability to purchase interactive technology solutions, its connective components and applicable

software that can suit a classroom, conference center, office space, library, and meeting room at consortium level discounted pricing.

Through the combination of purchasing power, CPC's objective is to achieve cost savings through a single competitive solicitation process. This process eliminates vendor(s) from responding to multiple quotes and proposals allowing for the reduction in administrative and overhead costs through our purchasing procedures. CPC will work closely with the awarded vendor(s) to market this contract, not only to participating agencies, but also to potential agencies, where the contract would be an advantageous option for growing participation and purchases through the awarded vendor(s).

Scope of Work: It is CPC's intention to solicit proposals for interactive technology solutions, its connective components and applicable software, along with design and installation services on behalf of its participating agencies. CPC, upon review, analysis, and evaluation of the qualified respondents, is seeking to partner with a qualified vendor(s) proposal that will provide a broad-line solution of interactive technology that will fit participating agencies' needs whether a school, city council chamber, public library or county courthouse. For this RFP, interactive technology solutions have been broken down into two main solutions: multimedia solutions (required) and value added – technology solutions (optional). These solutions, listed below, include a broad listing of categories that may fall within those solutions. These categories are mere guidelines and shall not be limited to these categories. Design and installation of the interactive technology solutions, its connective components and applicable software must be provided by an awarded vendor(s) in order to be considered.

Multimedia Solutions

1. Presentation technology (projectors, document cameras);
2. Response systems;
3. Interactive whiteboards;
4. Flat panel displays/monitors;
5. Interactive displays, tables, monitors;
6. Digital signage and related software;
7. Sound systems;
8. Integrated controls;
9. Mounting hardware;
10. Screens;
11. Portable technology equipment;
12. Audio and video conferencing software and equipment;
13. Multimedia furniture.

Value Added - Technology Solutions (Optional)

1. Mobile devices (Chromebooks, tablets);
2. Mobile device carts;
3. Large format printing;
4. 3D printing;
5. Digital Cameras;
6. Furniture.

*All solutions listed above must be of commercial grade.

CPC intends to award this RFP to one or more vendors based on manufacturer/brand and who can offer acceptable interactive technology solutions, its connective components and applicable software that benefit all participating agencies of CPC. When responding, a vendor must identify the proposed manufacturer/brand. Manufacturers may respond directly and may identify regional

supplier(s)/vendor(s) to execute the contract as long as pricing is consistent in all of CPC's tri-state area and designated suppliers/resellers adhere to the terms outlined in this RFP.

CPC encourages vendors of all manufacturers/brands to respond, providing the following criteria are met:

1. Pricing discounts offered on a full range of high quality products and supplies;
2. Warranty protection;
3. Training and support, when applicable;
4. Installation, when applicable;
5. Guaranteed pricing discounts firm for the duration of the contract term;

Interactive technology solutions, its connective components and applicable software must be easy to use and install; should installation services be requested by a participating agency, the awarded vendor(s) must be able to provide installation services for the technology solutions sold to said agency. Vendors who meet any or all of the interactive technology solutions, design and installation services mentioned above, that would like to pursue a partnership, must complete the provided documents in their indicated format to be considered as a qualified respondent.

B. Responding Vendor Qualifications

All proposals must contain answers, responses and/or documentation to the information requested. Any respondent failing to provide the required information/documentation may be considered non-responsive.

Respondents must demonstrate their ability, capacity and available resources to provide the requested products and/or services to participating agencies. Respondents are required to communicate and demonstrate within their response that they have extensive knowledge, background, and at least five (5) years of experience with manufacturing, obtaining, delivering, installing, maintaining and/or supporting the product lines of products, equipment, services or software offered. CPC reserves the right to accept or reject respondents failing to demonstrate their abilities or capacity solely based on information provided in the bid response and/or its own investigation of the company.

C. Required Securities

Awarded vendor(s) will be required to post a \$1,000.00 performance bond at the time of the award(s). The performance bond may be in the form of a bond, certified or cashier's check, or money order payable to Lakes Country Service Cooperative, Attn: Bid & Contract Facilitator, 1001 E. Mount Faith Ave., Fergus Falls, MN 56537. It may also be a bond naming Lakes Country Service Cooperative as obligee written by a corporate surety, satisfactory to CPC, pledging that the respondent will abide by the terms stated in this RFP and in the vendor's proposal and pledges the faithful performance of the contract and the payment of all obligations arising thereunder. Failure to comply with the awarded vendor(s) proposal, the performance bond shall be forfeited to CPC as liquidating damages, not as a penalty. Loss of the performance bond may include, but is not limited to: poor customer service, poor quality of product, delivery issues, lack of reporting, and lack of administrative fee payments. The performance bond or bid security shall remain in force for the entire duration of the contract term and must be renewed annually upon contract renewal.

D. RFP Submission

Public Purchase: CPC has moved its RFPs to a web-based system called Public Purchase. Public Purchase is an easy-to-use platform that provides respondents/vendors with automatic notification of open solicitations, automatic notification of answered questions and issued addenda, and a way to electronically submit your organization's solicitation response. All changes, updates, uploads, and downloads are time stamped and logged as part of the RFP process.

Submission of Proposals: It is the responsibility of the respondent to be certain that the proposal being submitted has been uploaded to Public Purchase by the due date and time, as described in the Technical Specifications. All proposals MUST be submitted electronically via Public Purchase. If the proposal has not completed its upload to Public Purchase by the due date and time, the Public Purchase system and CPC will not accept the proposal. If any issues occur during the upload of the proposal, respondents/vendors should contact Public Purchase at support@publicpurchase.com or utilize the chat function within Public Purchase for immediate technical support. If the data in the submission is password protected, the password must be provided with the proposal. Oral or hardcopy proposals are invalid and will not receive consideration.

Interpretations: Requests for additional information, including Instructions to Respondents or Technical Specifications shall be asked via the Public Purchase platform for all participating respondents to see. CPC will respond accordingly via Public Purchase to all questions and/or by issuing an addendum.

E. RFP Particulars

Addenda: Addenda are written instruments issued by CPC which modify or interpret the RFP documents by additions, deletions, clarification, or corrections. All addenda issued by CPC shall become a part of the specifications and will be made part of the contract. Addenda will be sent automatically upon CPC's response via the Public Purchase platform. Addenda are logged and tracked within the Public Purchase system. If such confirmation is not received, the respondent may be deemed non-responsive. Interpretations, corrections, or changes made in any other manner will not be binding, and respondents shall not rely upon such interpretations, corrections and changes. No answers to questions or addenda will be issued later than seven (7) business days prior to the due date and time of the proposal, except an addendum withdrawing the proposal or one which includes postponement of the date of receipt of proposals.

Correction of RFP Documents: Upon examination of the RFP documents, respondents shall promptly notify the RFP Facilitator of any ambiguity, inconsistency or error, which they may discover. Any notification of ambiguity, corrections and/or requests for interpretation must be submitted, via the Public Purchase platform, no later than ten (10) business days prior to the RFP opening. Interpretations, corrections, and changes to the documents will be made either by answers or an addendum. Such addenda will be sent to respondents via the Public Purchase platform. All changes are logged and tracked automatically by the Public Purchase system. If such confirmation is not received, the respondent may be deemed non-responsive. Interpretations, corrections, or changes made in any other manner will not be binding, and respondents shall not rely upon such interpretations, corrections and changes.

Late Submissions: Proposals will not be allowed to be submitted and/or uploaded after the RFP due date and time set by CPC (see Technical Specifications). It is the respondent's responsibility to ensure that RFP responses are received by the due date and time listed.

Modifications or Withdrawal of a Proposal: A proposal may not be modified, withdrawn or cancelled by the respondent for a period of 120 days following the due date and time of the proposal, as each responder so agrees in submitting a proposal. Prior to the due date and time of the proposals, any proposal submitted may be modified or withdrawn within the Public Purchase system. Withdrawn proposals may be resubmitted online via Public Purchase up to the due date and time designated for the proposal provided that they are fully in conformance with these Instructions to Respondents.

Opening of Proposals: The properly identified proposals which have been submitted on time will be opened after the RFP due date and time. A summary of the proposals will be made available for

public inspection during normal business hours in the RFP Facilitator’s office (Fergus Falls, MN) free of charge during normal business hours. Those requesting a copy (electronic or hard copy) of the RFP responses will need to pay a \$25.00 service fee for that compilation.

F. Evaluation

Conditions Precedent to Award: CPC shall have the right to waive any informality or irregularity in any proposal or proposals received; to accept the proposal or proposals which, in their judgment, are in the best interest of CPC’s participating agencies; and to advertise for new proposals where the acceptance, rejection, waiving, or re-advertising is determined to be in the best interest of participating agencies. Within these categories, awards will be based on, but not necessarily limited to, the following:

1. Adherence to all conditions and requirements of the specifications
2. Proposed pricing
3. Services and support to agencies
4. Qualifications and experience; reputation with current and past users
5. “Value Added” services offered
6. Needs and requirements of participating agencies
7. Evaluation of vendor’s ability to service CPC
8. Ease and efficiency of the vendor’s order process
9. Respondent’s ability to meet RFP requirements
10. Geographic service capability
11. Nature and extent of company data furnished upon request of CPC
12. Ability of vendor to develop partnership with CPC

CPC will conduct a cost evaluation analysis of the qualified respondent(s) by creating a market basket (from Form C – Pricing Schedule) and/or by creating a core list of products from multiple categories defined in this proposal to measure proposed pricing between vendors.

Proposal responses will be reviewed, analyzed, and evaluated based on the evaluation criteria stipulated within this RFP document. All proposals shall be evaluated using the same criteria and scoring process of 500 points. The following criteria shall be used by CPC to evaluate proposals:

Evaluation Item	Maximum Points
Qualifications & Experience	50
Quality & Variety of Product Selection Offered	75
Pricing	325
<i>State Multiplier – 5 points</i>	
<i>Catalog/Manufacturer Discounts – 30 points</i>	
<i>Multimedia Solutions – 100 points</i>	
<i>Value Added – Technology Solutions – 20 points - optional</i>	
<i>Services: Design, Install, Other – 35 points</i>	
<i>Support Services: Warranty, Training, Maintenance – 30 points</i>	
<i>Volume Discounts – 5 points - optional</i>	
Pricing Scenario (Classroom) – 50 points	
Pricing Scenario (Conference Room) – 50 points	
Ease of Ordering	50
Total Points	500

The evaluation points listed within the evaluation table above are the maximum number of points that a respondent can receive for their proposal. CPC may grant partial points for each category.

Rejection of Any or All Proposals: CPC reserves the right to award the entire contract to one vendor, to award multiple contracts, or to reject any or all proposals.

Binding Contract: A response to this solicitation is an offer to contract with CPC based upon the terms, conditions, scope of work, and specifications contained in this request. The awarded vendor(s) acknowledges that the contract offer and award (Form G – Contract Offer & Award) binds the awarded vendor(s) to all terms and conditions stated in the proposal until a contract has been signed by both parties.

G. Contract Award

Contract Development: Following the final evaluations, CPC will develop a contract with the most highly qualified respondent(s). If a satisfactory contract cannot be developed with the most highly qualified respondent(s) the second most qualified respondent(s) may then be approached to develop a contract.

III. General Terms & Conditions

Assignment: Any contract awarded under the conditions of this RFP shall be for the use of organizations eligible for participation in the Cooperative Purchasing Connection consortium. In addition, any eligible agency outside of the tri-state area may participate (piggyback) with this contract at its discretion, with the consent of the awarded vendor(s). An awarded vendor(s) must seek approval from CPC prior to utilizing the contract outside of CPC's tri-state area. CPC has connections with partnering consortiums across the United States. CPC will work with the awarded vendor(s) to make such connections should the vendor want to piggyback the contract as a vehicle for additional sales outside of CPC's tri-state area. All requirements of this RFP will apply to all participating eligible agencies. Agencies outside of the tri-state area participating in this RFP contract shall be responsible for obtaining approval from their approving body of authority when necessary and shall hold the agencies of the Cooperative Purchasing Connection harmless from any disputes, disagreements, or actions which may arise as a result of using this RFP contract.

Audit: In accordance with applicable law, the awarded vendor will agree that a member(s) of CPC's purchasing team may audit their records to establish that total compliance of the agreement is met. CPC will give at least three days' notice of an audit. The audit will be conducted at a reasonable place and time.

Awarded Vendor(s): The company or companies chosen by CPC to provide goods and/or services to CPC participating agencies through the RFP process.

Collusion: Collusion between respondents is cause for rejection of those respondents involved.

Confidential Information: CPC is a public entity; the information contained in the proposals shall be considered public information under the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13 et. seq. No part of a proposal shall be treated as confidential unless so designated, by the vendor submitting the proposal, as trade secret information having met the criteria under Minnesota Statutes § 13.37 Subd. 1(b) and other applicable laws. Any data claimed by the vendor submitting the proposal to be trade secret data must be clearly marked "proprietary and confidential." Should a challenge occur to said vendor's designation of data as "proprietary and confidential," the vendor shall indemnify and hold CPC harmless for any attorney's fees, costs, penalties, or losses associated with such designation. CPC makes no representations to any vendor regarding their designation of data as "proprietary and confidential."

Construction Related Products and Services (*construction related solicitations only*): CPC will consider and determine if the qualified responses resulting from the RFP are able to meet the necessary requirements for construction related products and services and to enter and execute a contract in the state of Minnesota. The contracted vendor will be required to work with CPC's participating agencies and will require that an architect's signature or certification is noted on the specifications as required by [Minnesota Statute §326.12 subd. 3](#). With certain exceptions, [Minnesota Rules part 1800.5200, subpart 1](#), requires a licensed architect or engineer to prepare and certify specifications for building alterations or renovations. Once CPC and the awarded vendor(s) are able to confirm that business is able to be conducted in Minnesota, CPC will make a final decision to complete the contract execution process.

In North Dakota, CPC will consider and determine if the qualified responses resulting from the RFP are able to meet the necessary requirements for construction related products and services, according to [Chapter 48-01.2 of the North Dakota Century Code](#), and to enter and execute a contract in the state of North Dakota. Once CPC and the awarded vendor(s) are able to confirm that business is able to be conducted in North Dakota, CPC will make a final decision to complete the contract execution process.

For all quotes provided to participating agencies, for construction related projects, products and services, the awarded vendor(s) must also send a duplicate quote to CPC. The quote provided to CPC must include the contact information of the participating agency.

Debarment or Suspension: If within the past five (5) years, any vendors that have been disbarred, suspended or otherwise lawfully precluded from participating in any public procurement activity with a federal, state, or local government, the vendor must include a letter with its response setting forth the name and address of the public procurement unit, the effective date of the debarment or suspension, the duration of the debarment or suspension, and the relevant circumstances relating to the debarment or suspension. Any failure to supply such a letter or to not disclose in the letter all the pertinent information may result in the cancellation of any resulting contract. By signing the EDGAR Compliance form, the vendor certifies that the vendor or any subcontractor is not currently listed on the government-wide exclusions in the System for Award Management (SAM), it not debarred, suspended, or otherwise excluded by agencies or declared ineligible under statutory or regulatory authority other than Executive Orders 12549.

Defects: All products must be 100% guaranteed. Any product which is received damaged, found to be defective, or does not perform to the end users' expectations must be replaced at the vendor's expense including all shipping/delivery charges. If a participating agency receives product(s) that appear to be damaged, they reserve the right to refuse delivery. Participating agencies will not be charged for items that are refused.

Delivery: All prices submitted are to be F.O.B. Destination, Freight Pre-Paid and Allowed. Unless clearly stated otherwise by the respondent, prices submitted shall include all charges for transportation, packaging, etc., necessary to complete delivery on an F.O.B. Destination basis.

Express Online Marketplace: CPC provides participating agencies with an online purchasing platform called Express. Through Express, agencies are able to search for and purchase items. Essentially, Express is a one-stop shop for many of CPC's commodity based contracts. Awarded vendor(s) do not have to have an e-commerce site to be included in Express. Over the span of two – and-a-half years, participating agencies have purchased over \$3,261,000.00 in commodity type goods through Express. As Express offers integration into two of the main school financial systems in Minnesota, CPC expects growth in the number of agencies utilizing the marketplace and the volume of sales to grow significantly. A demonstration of Express will be available to all respondents who participate in the non-required conference call. CPC will work with the awarded vendor(s) to

determine if the contract agreement is suitable for the online platform. If deemed suitable, CPC will require integration into Express within a timely manner.

Federal Requirements: The awarded vendor(s) agrees, when working on any federally assisted project with more than \$2,000.00 in labor costs for the construction, alteration, and/or repair, including painting and decorating, or a public building or public work, to comply with the Contract Work Hours and Safety Standards Act (40 USC) 3701 et seq.) and all applicable sections of the act and the Department of Labor's supplemental regulations (29 CFR Parts 5 and 1926), the Civil Rights Act of 1964 as amended, the Davis-Bacon Act (40 USC 3141), the Copeland "Anti-Kickback" Act (40 USC 3145 and USC 874) as supplemented in the Department of Labor regulation (29 CFR Part 3), and the Equal Opportunity Employment requirements of Executive Order 11246 as amended by Executive Order 11375 (Labor Regulations (41 CFR Part 60)).

In such projects, the awarded vendor(s) agree to post wage rates at the work site and submit a copy of their payroll to the CPC participating agency for their files. In addition, to comply with the Copeland Act, the awarded vendor(s) must submit weekly payroll records to the participating agency. The awarded vendor(s) must keep records for three (3) years and allow the federal grantor agency access to these records, upon demand. All federally assisted contracts to CPC participating agencies that exceed \$10,000 may be terminated by the federal grantee for noncompliance by the awarded vendor(s). In projects that are not federally funded, the awarded vendor(s) must agree to meet any federal, state, or local requirements as necessary. In addition, if compliance with the federal regulations increases the contract costs beyond the agreed on costs in this solicitation, the additional costs may only apply to the portion of the work paid by the federal grantee. On all other projects, the prices must agree with this solicitation. The awarded vendor(s) shall comply with all applicable standards, orders, or requirements issued under Section 306 of the Clean Air Act (42 U.S.C.) 187 [h], and the Federal Water Pollution Control Act as amended (33 U.S.C. 1251 et seq.), and Executive Order 11738 and Environmental Protection Agency (EPA) regulations (40 CFR Part 15), which prohibit the use under non-exempt federal contracts, grants, or loans of facilities included in the EPA list of violated facilities.

Force Majeure: Except for payments of sums due, neither party shall be liable to the other, nor deemed in default under this contract, if and to the extent that such party's performance of this contract is prevented by reason of force majeure. The term "force majeure" means an occurrence that is beyond the control of either party affected and occurs without fault or negligence, including, but not limited to, the following: acts of nature; acts of the public enemy; war; riots; strikes; mobilization; labor disputes; civil disorders; fire; flood; earthquakes; famine; volcanic eruptions; meteor strikes; lockouts; injunctions-interventions-acts or failures; or refusals to act by government authority; and other similar occurrences beyond the control of the party declaring force majeure which such party is unable to prevent by exercising reasonable diligence. The force majeure shall be deemed to commence when the party declaring force majeure notifies the other party of the existence of the force majeure, and shall be deemed to continue as long as the results or effects of the force majeure prevent the party from resuming performance in accordance with this agreement. Force majeure shall not include late deliveries of software or materials caused by congestion at a manufacturer's plant or elsewhere, an over-sold condition of the market, inefficiencies and poor management practices, or similar occurrences. If either party is delayed at any time by force majeure, then the delayed party shall notify the other party in writing of such delay within 48 hours.

Insurance: The awarded vendor(s) shall purchase, maintain and provide certification from insurer(s) for minimal coverage during the life of an awarded contract, to include, but not limited to, comprehensive public and/or commercial liability, errors and omissions, workman's compensation, unemployment, and other insurance coverage required by and applicable to each of CPC's individual state's statutes and federal laws which proposed products and services will be offered and provided.

Leasing and Rental Agreements: The awarded vendor(s) may allow CPC participating agencies to enter into a rental, lease, or lease purchase agreements, providing such agreements are in compliance with Minnesota Statutes and guidelines. CPC must receive a report annually, summarizing the executed lease purchases along with a summary of the participating agencies' purchases. CPC will not collect lease payments or be involved in the terms and conditions of the lease. All lease arrangements are between the awarded vendor(s) and the participating agency. The awarded vendor(s) agrees that leases will be in compliance with the Uniform Commercial Code. The applicable administrative fee must be included in the lease cost based on the total value of the goods and applicable services purchased. This fee is referred to under the Technical Specifications.

The awarded vendor(s) should attempt to work with CPC's current leasing vendor. The current leasing vendor may require a minimum purchase amount to begin the leasing process. Should the awarded vendor(s) be required to utilize their own financial leasing company, this should be noted/requested as an exception in Form B – Questionnaire.

Marketing and Promotion: Upon award and completion of the vendor orientation, CPC will promote the contract opportunity via its CPC and NDESC web sites. CPC will also announce the new partnership in its newsletters and will publish the contract and marketing information through hard copy marketing items (i.e. flyers, postcard) and electronic email. Contracts will also be promoted at applicable trade shows, conferences, and meetings on a regular basis.

CPC does require all awarded vendor(s) to provide marketing support in the form of a marketing flier, brochure, or other similar marketing pieces, in an editable, electronic format. CPC may assist in the development in these materials if requested by an awarded vendor(s), but in all cases shall have the authority to review and approve any marketing materials. If a website is used, the link will be made available from the CPC and NDESC web sites. Any web page or link, or other marketing tools shall be dedicated to CPC information only.

Minority and Women Owned Business: CPC's intent is to undertake every effort to increase opportunity for utilization of minority and women owned businesses in all aspects of procurement. IN connection with the performance of this solicitation, the awarded vendor(s) agree to use their best effort to carry out this intent and ensure that minority and women owned enterprises shall have the maximum practicable opportunity to compete for subcontract work under this solicitation consistent with the efficient performance of this solicitation. It is the desire of CPC to promote wherever possible equitable opportunities for minority and women owned business to participate in the services associated with this solicitation.

New Agency Notification: CPC will email the current participating agency list to the awarded vendor(s) each quarter. Those agencies not renewing their participation should not receive CPC agency pricing/discounts.

Ordering: All orders will be executed by CPC's participating agencies, directly, with the awarded vendor(s). The awarded vendor(s) will provide products and/or service(s) directly to the specified agency and invoice that agency directly. The awarded vendor(s) may offer a variety of options for agencies to place orders. The awarded vendor(s) will make all deliveries and installation of products and services. CPC will not warehouse items or provide services.

Patent Indemnification: By accepting this order, the respondent agrees to save and hold harmless CPC, its successors, assigns, customers and the users of its products from any liability, loss, damage, judgments, or awards, including costs and expenses arising out of any action, claims, or proceedings for infringement of (a) any United States Letters Patent purporting to cover the material to be delivered to the purchasing agency under this order, or its normal intended use and (b) any trademarks appearing with the material on delivery to CPC's purchasing agencies; and further,

respondent agreed to defend CPC at respondent's expense in such actions, claims, or proceedings, provided that CPC shall give the respondent prompt notice in writing of all such actions, claims, and proceedings, as well as notice of infringement and threats of suit for infringement.

Protests: All protests pertaining to the specifications of the solicitation must be delivered in writing and physically received by the RFP Facilitator no later than 4:00 p.m. CT on the third (3) business day prior to the opening of proposals. Other protests shall be filed no later than three (3) business days after the opening of the proposals or if the protest is based on subsequent action of CPC, not later than three (3) business days after the aggrieved person knows or should have knowledge of the fact giving rise to the protests. Respondents may protest only deviations from laws, rules, regulations, or procedures. Protests must specify the grounds for the protest including the specific citation of law, rule, regulation, or procedure upon which the protest is based. The judgment used in the scoring by individual evaluators may not be protested. Protests not filed within the time specified above, or which fail to cite the specific law, rule, regulation, or procedure upon which the protest is based shall be dismissed.

Qualified Respondent: A respondent that has submitted a proposal meeting the due date and time of this RFP and has submitted all of the requested documents in their entirety in their required format(s).

Quarter: As used herein, quarters are defined as the periods from Q1: July 1 through September 30, Q2: October 1 through December 31, Q3: January 1 through March 31, and Q4: April 1 through June 30.

Participating Agency: A participating agency shall be defined in accordance with the, Minnesota Statutes M.S. §471.59, and M.S. §123A.21, Sub. 11, North Dakota Century Code Chapter 54-40.3, and South Dakota Statutes §5-18A-37. An eligible agency includes any school, city, county, other governmental agency, or nonprofit organization that has been deemed eligible for participation.

Recalls: The awarded vendor(s) shall notify CPC and their participating agencies immediately of any product recalls. The awarded vendor(s) will issue a credit or comparable substitute for any delivered, recalled product at the agency's discretion. All costs associated with voluntary and involuntary product recalls shall be borne by the awarded vendor(s).

Respondent: A respondent has notified CPC of a desire to respond to the proposal and/or has submitted a proposal in response to the Request for Proposals (RFP).

Risk of Loss: Regardless of F.O.B., the awarded vendor(s) agree(s) to bear all risks of loss, injury, or destruction of goods and materials ordered herein which occur prior to delivery, and such loss, or destruction shall not release the awarded vendor(s) from any obligation hereunder.

Safety Data Sheet SDS: Documentation providing workers and emergency personnel with procedures for handling or working with a specific substance in a safe manner, and information such as physical data, toxicity, health effects, first aid, reactivity, storage, disposal, protective equipment, and spill-handling procedures.

Sales Representation and Marketing: The awarded vendor(s) agree(s) to provide identified sales/marketing representatives whom CPC can contact for sales and product information.

Sales Tax: Sales tax shall not be included in the prices quoted on the proposal form.

Severability: the invalidity, in whole or in part, of any provision of this solicitation shall not void or affect the validity of any other provision of this solicitation.

Substitutions: The materials, products or equipment described in these documents establish a standard of type, function and quality to be met by any proposed substitution. Unless the particular specification prohibits substitution, respondents are encouraged to propose materials, products or equipment of comparable type, function and quality. Proposals for substitute items shall be stated in the appropriate blank on the proposal form, or if the form does not contain blanks for substitution, on the respondent's letterhead attached to the pricing form. Respondents shall attach to the form a statement of the manufacturer and brand name of each proposed substitution plus a complete description of the item, including descriptive literature, illustrations, performance and test data and any other information necessary for an evaluation. The burden of proof is upon the respondent for the merit of the proposed substitution.

Termination for Cause or Convenience: In case of failure to deliver goods or provide services in accordance with the contract terms and conditions, CPC reserves the right to cancel and terminate any resulting contract, in part or in whole, without penalty, whenever CPC determines that such termination is in the best interest of CPC and its participating agencies. CPC will give notice of termination specifying the extent to which performance shall be terminated and date upon which such termination becomes effective, giving 30 calendar days' written notice to the awarded vendor(s).

A participating agency, whom purchases from the awarded vendor(s) may terminate or cancel any purchase order under this contract at any time, with or without cause, by providing seven (7) calendar days' advance written notice to the awarded vendor(s). The participating agency will only be required to pay the awarded vendor(s) for good and services delivered prior to the terminating and not otherwise returned in accordance with the awarded vendors' return policy. If the participating agency has paid the awarded vendor(s) for good and services not yet provided as of the date of termination, the awarded vendor(s) shall immediately refund such payment(s).

Tri-State Area: The area defined as the three states participating in the Cooperative Purchasing Connection (Minnesota, North Dakota and South Dakota) and their participating agencies.

Value Added Attributes: Attributes that a vendor can provide that assist in educating or providing additional service to CPC's participating agencies. This would include, but is not limited to products/services, such as promotional items, participation in vendor shows, demonstration of products, training seminars, and ability to integrate with CPC's Express online marketplace (if applicable). CPC also considers any "optional" forms listed within Form C- Pricing Schedule to be value added attributes.

Vendor Orientation (CPC 101): The awarded vendor(s) and their participating resellers/sub-contractors are required to participate in an online CPC 101 training session that is designed to educate the awarded vendor(s) and resellers/sub-contractors on the purpose and nature of CPC. The awarded vendor(s) will not be marketed to participating agencies until they have completed the vendor orientation (CPC 101) session.

IV. Technical Specifications

- A. **Purpose Statement/Objective:** CPC is seeking to partner with an experienced vendor(s), equipped with the necessary resources and capabilities to serve as a partnered vendor to participating agencies and to lead with this contract agreement in CPC's tri-state area as a result of this solicitation. Experienced vendors must possess the ability to acquire, deliver, and install interactive technology solutions, its connective components and applicable software to all participating agencies. Qualified respondents shall have established a percentage discount from a catalog list, published prices, or price list. Discounts may be submitted for an entire catalog or for specific product categories or

manufacturer categories. CPC is seeking to develop a program for participating agencies to have the ability to purchase interactive technology solutions, its connective components and applicable software that can suit a classroom, conference center, office space, library, and meeting rooms at consortium level discounted pricing.

Through the combination of purchasing power, CPC's objective is to achieve cost savings through a single competitive solicitation process. This process eliminates vendor(s) from responding to multiple quotes and proposals allowing for the reduction in administrative and overhead costs through our purchasing procedures. CPC will work closely with the awarded vendor(s) to market this contract, not only to participating agencies, but also to potential agencies, where the contract would be an advantageous option for growing participation and purchases through the awarded vendor(s).

B. Scope of Work: It is CPC's intention to solicit proposals for interactive technology solutions, its connective components and applicable software, along with design and installation services on behalf of its participating agencies. CPC, upon review, analysis, and evaluation of the qualified respondents, is seeking to partner with a qualified vendor(s) proposal that will provide a broad-line solution of interactive technology that will fit participating agencies' needs whether a school, city council chambers, public library or county courthouse. For this RFP, interactive technology solutions have been broken down into two main solutions: multimedia solutions (required) and value added – technology solutions (optional). These solutions, listed below, include a broad listing of categories that may fall within those solutions. These categories are mere guidelines and shall not be limited to these categories. Design and installation of the interactive technology solutions, its connective components and applicable software must be provided by an awarded vendor(s) in order to be considered.

Multimedia Solutions

1. Presentation technology (projectors, document cameras);
2. Response systems;
3. Interactive whiteboards;
4. Flat panel displays/monitors;
5. Interactive displays, tables, monitors;
6. Digital signage and related software;
7. Sound systems;
8. Integrated controls;
9. Mounting hardware;
10. Screens;
11. Portable technology equipment;
12. Audio and video conferencing software and equipment;
13. Multimedia furniture.

Value Added - Technology Solutions (Optional)

1. Mobile devices (Chromebooks, tablets);
2. Mobile device carts;
3. Large format printing;
4. 3D printing;
5. Digital Cameras (SLR);
6. Furniture.

*All solutions listed above must be of commercial grade.

CPC intends to award this RFP to one or more vendors based on manufacturer/brand and who can offer acceptable interactive technology solutions, its connective components and applicable software

that benefit all participating agencies of CPC. When responding, a vendor must identify the proposed manufacturer/brand. Manufacturers may respond directly and may identify regional supplier(s)/vendor(s) to execute the contract as long as pricing is consistent in CPC’s tri-state area and designated suppliers/resellers adhere to the terms outlined in this RFP.

CPC encourages vendors of all manufacturers/brands to respond, providing the following criteria are met:

1. Pricing discounts offered on a full range of high quality products and supplies;
2. Warranty protection;
3. Training and support, when applicable;
4. Installation, when applicable;
5. Guaranteed pricing discounts firm for the duration of the contract term;

Interactive technology solutions, its connective components and applicable software must be easy to use and install; should installation services be requested by a participating agency, the awarded vendor(s) must be able to provide installation services for the technology solutions sold to said agency. Vendors who meet any or all of the interactive technology solutions, design and installation services mentioned above, that would like to pursue a partnership, must complete the provided documents in their indicated format to be considered as a qualified respondent.

C. Quantity History: From January 2013 to June 2016, CPC participating agencies have purchased just over \$23,107,000.00 in interactive technology solutions. See Appendix B for a breakdown in volume per quarter over the contract term. With CPC’s intent to market the contract to participating and potential agencies and to position the contract within the Express marketplace, it is CPC’s belief that the program will continue to grow significantly throughout the course of the solicitation term, not to exceed four (4) years.

D. RFP Facilitator:

Lisa Truax, Bid & Contract Facilitator
 Cooperative Purchasing Connection
 1001 East Mount Faith Avenue,
 Fergus Falls, MN 56537
 1-218-737-6535 (direct)
ltruax@lcsc.org

E. RFP Timeline: Below is CPC’s timeline for RFP 17.3 – Interactive Technology Solutions. Questions regarding the RFP must be submitted electronically via Public Purchase (www.publicpurchase.com). If any issues are encountered during submission, respondents should contact support@publicpurchase.com. For immediate assistance use the Public Purchase chat function to solve any technical issues.

September 19, 2016	Publication of RFP 17.3– Interactive Technology
October 3, 2016 at 9:00 a.m. CT	Non-Required Conference Call
October 7, 2016 at 10:00 a.m. CT	Deadline for Respondents to Submit Questions
October 24, 2016 at 10:00 a.m. CT	Deadline for RFP Submission
November 16 - 17, 2016	Vendor Presentations (if necessary); Location TBD
November 23, 2016	Contact Awarded Vendor(s)/Award(s) Made
January 1, 2017	Initial Start of Contract Term

F. Non-Required Conference Call: A web conference will be held on Monday, October 3, 2016, at 9:00 a.m. CT to allow respondents to ask questions relating to this RFP. Respondents are encouraged to participate and address any questions, concerns and/or issues they may have. Respondents

participating in the conference call will have the opportunity to view a demonstration of CPC's Express online marketplace. **To attend the non-required conference call, visit: <https://www.uberconference.com/purchasingconnection>.**

- a. **Optional dial-in number:** 724-707-2397
- b. **PIN:** 81359

- G. RFP Submission:** CPC requires that responses be submitted electronically via Public Purchase (www.publicpurchase.com). If any issues are encountered during the submission, respondents/vendors should contact support@publicpurchase.com. For immediate assistance use the Public Purchase chat function to solve any technical issues.

For RFP 17.3 – Interactive Technology, your submission should reflect the following submitted and correctly labeled documents:

- a. Form A – Vendor Information – Name of Company
 - i. Submit as a PDF, not scanned.
- b. Form B – Questionnaire – Name of Company
 - i. Submit as a Word (.doc or .docx) document.
- c. Form C – Pricing Schedule – Name of Company
 - i. Submit as an Excel (.xls or .xlsx) document.
- d. Form D - References – Name of Company
 - i. Submit as a PDF, not scanned.
- e. Form E – Level of Support – Name of Company
 - i. Printed, signed, and scanned, submit as PDF.
- f. Form F – Assurance of Compliance – Name of Company
 - i. Printed, signed, and scanned, submit as PDF.
- g. Form G – Contract Offer and Award – Name of Company
 - i. Printed, signed, and scanned, submit as PDF.
- h. Form H – Proposal Checklist – Name of Company
 - i. Printed, signed, and scanned, submit as PDF.
- i. Subcontractor Utilization Form – Name of Company
 - i. Submit as PDF, not scanned.

Required documents MUST be submitted in the indicated format and labeled properly. Failure to submit the required documents in their completion may result in being considered as non-responsive. Any documents with inserted images of completed documents will not be accepted.

- H. Vendor Presentations:** Vendors submitting proposals may be asked to make a formal presentation of their proposal to CPC, if necessary, on Wednesday, November 16, or Thursday, November 17, 2016. Exact presentation location, time, and details will follow.
- I. Notification of Intent to Award:** RFP award notification will be made by Wednesday, November 23, 2016. The actual award is subject to approval by the Board of Directors.
- J. Contract Term:** The term of the contract resulting from this RFP will be from January 1, 2017, through December 31, 2017. There will be an optional yearly renewal for a period lasting no longer than three (3) additional one year terms, based on successful performance. CPC evaluates and reviews all contract agreements semi-annually. CPC has established a set of performance criteria that will be used in the awarded vendor(s) semi-annual evaluation. Performance criteria will include:
- a. Contract start-up and communication
 - b. Partnership responsiveness with CPC
 - c. Customer service, quality, and delivery
 - d. Volume, sales, and competitiveness

e. Marketing

K. Administrative Fee: The awarded vendor(s) will be required to pay a two percent (2.0%) administrative fee on the total gross sales to CPC's participating agencies. This fee is used to cover CPC's program costs, including the cost of conducting the RFP, continuing support of the contract, and marketing the contract to participating and potential agencies through direct mail, email notifications, and personal on-site visits. Administrative fees shall be paid to Lakes Country Service Cooperative on a quarterly basis, within 20 business days after the end of each fiscal quarter.

L. Reports Required of the Awarded Vendor(s): The awarded vendor(s) will provide CPC with quarterly reports listing the sales volume showing the total gross dollar volume of all purchases made by participating agencies within that quarter, the administrative fee calculations, and the correlating savings incurred by agencies. CPC may also request reports on commonly purchased items or top selling items to create or update a market basket. All reports must be submitted in MS Excel within 20 business days after the end of each fiscal quarter, listing the following information:

- a. Name of service cooperative region
- b. Name of purchasing agency
- c. Address of purchasing agency
- d. Date of sale
- e. Manufactures' list price
- f. CPC net member price (discounted price)
- g. Administrative fee generated by sale
- h. Savings generated by sale

M. Specific Terms and Conditions:

1. Standard terms and conditions:

- a. The awarded vendor(s) agrees to:
 - i. Have access to a full inventory of the awarded product line(s).
 - ii. Provide participating agencies who have questions, issues, and/or concerns with an efficient response; responding to agencies within 24 hours.
 - iii. Maintain a minimum monthly average fill rate of 95% or above. Items that are reordered, backordered, or partially filled are not considered filled items when calculating this service level.
 - iv. Provide an electronic online catalog for order entry use by and suitable for participating agencies' needs. The online catalog will note product discounts and, if applicable, the differing discounts for catalog categories awarded.

2. Product and/or category terms and conditions:

- a. The awarded vendor(s) agrees to:
 - i. Equipment and Supplies
 1. All equipment, supplies, parts, and all related accessories that can be purchased must be new, and not have been previously used, and must be current and actively marketed products by the manufacturer's authorized dealers.
 2. All equipment, supplies, parts, and all related accessories must conform to manufacturer specifications and shall be of new manufacture and in current standard production. This would include designations such as, but not limited to, UL Listed ISO 9001, etc.
 3. Any software required to implement the proposed solution(s) must utilize the latest operating systems and networking technology. Software must also be compatible with Apple and Window based operating systems.
 4. Verify that all items conform to all applicable federal and state safety requirements, provide proper Safety Data Sheets (SDS) as required by law for

all products sold. The SDS literature must be delivered to the participating agency with each shipment of goods. Vendors must notify CPC and CPC's participating agencies immediately of any equipment or product recalls. The vendor will issue a credit or comparable substitute for any delivered, recalled product at the participating agencies' discretion. All costs associated with voluntary and involuntary equipment and product recalls shall be borne by the vendor.

ii. Pricing

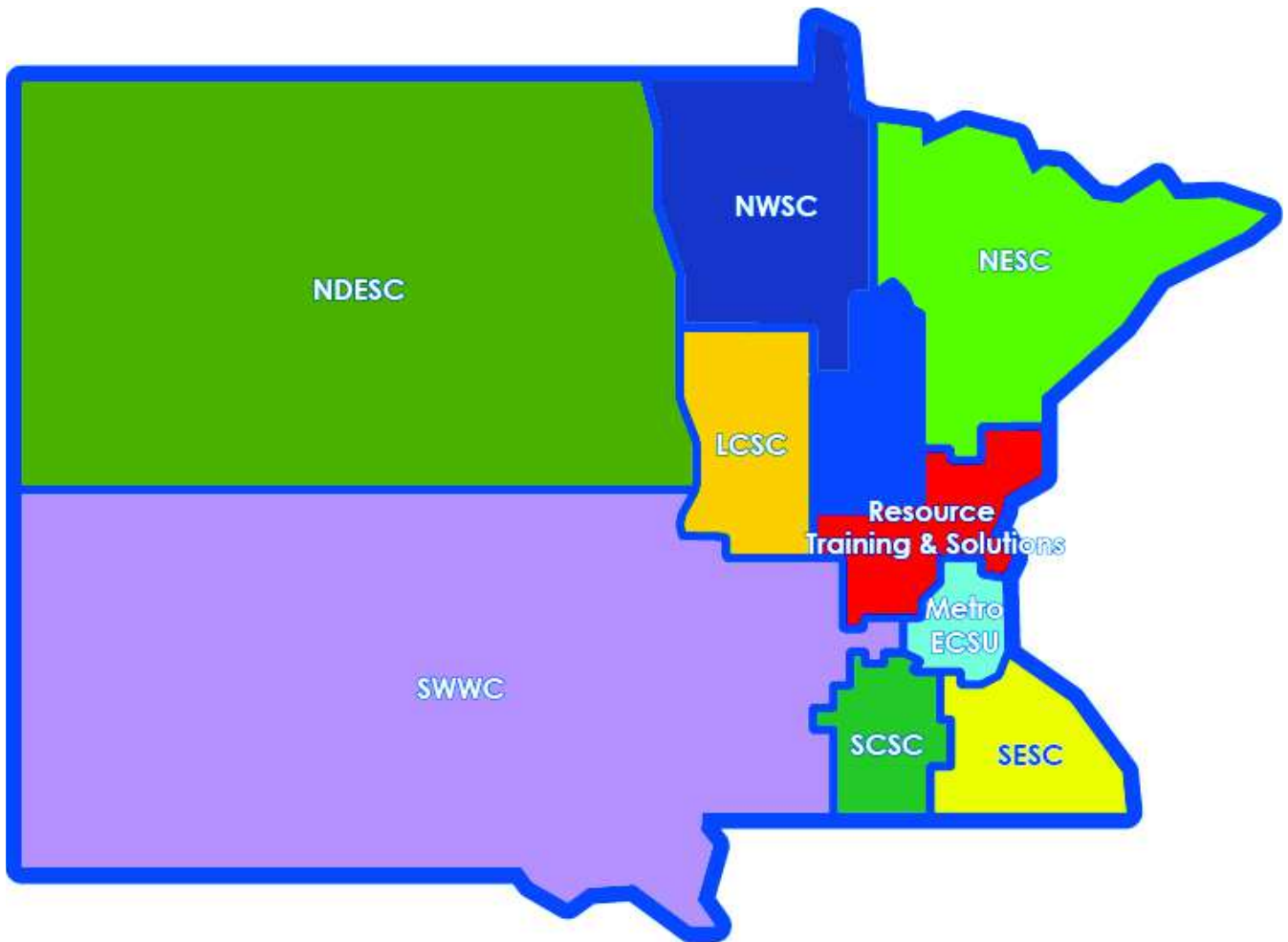
1. All pricing should include the two percent (2%) administrative fee on all products, supplies, parts, and related accessories.
2. Contract discounts and percentages must be held firm during the initial contract period, unless reductions are made to accommodate one-time bulk replacements or special promotions. The awarded vendors(s) may offer a reduced spot discount to any participating agency at any one time in the case of large projects or to secure business. However, the awarded vendor(s) cannot reduce the current contract discounts and percentages to a participating agency beyond a single large project until following the steps outlined in Article 5.a. and receiving approval by CPC. CPC may conduct periodic audits and the vendor will be responsible for full reimbursement for any overcharge to a participating agency.
3. Provide a discount price schedule (Form C – Pricing Schedule) for all categories of product available and offered in this RFP. A copy of the proposed product list, price list, and catalog list used in preparation of this response must be submitted at the time of the proposal.
4. New products and items, pertaining to the scope of this RFP, can be added during the course of the contract term with notice to CPC. These items shall meet or exceed all the specifications and requirements established in the contract. CPC may direct the vendor to remove any items that do not meet the intent or are otherwise in conflict with the contract requirements.
5. CPC may accept a future claim from the vendor that a new threshold of performance or technology has been established. If CPC is satisfied with the evidence presented in support of the claim, appropriate pricing for such new technology may be established applying the same pricing method used by the vendor in their original response. The vendor must be able to verify the pricing calculation.
 - a. When an equipment manufacturer revises its reference product price list to add or delete models and accessories that result in revised contract pricing, the vendor shall notify CPC in writing as follows:
 - i. Request is to be in writing on vendor's letterhead;
 - ii. It is filed with the Bid & Contract Facilitator at a minimum of 30 calendar days before the effective date of the proposed change;
 - iii. It clearly identified the items impacted by the change;
 - iv. The change will not produce a higher profit margin than that on the original contract;
 - v. It is accompanied by documentation acceptable to the Bid & Contract Facilitator to warrant the change.
 - b. CPC reserves the right to accept such change and will confirm disposition in writing. For contract administration purposes, CPC must be able to verify the manufacturer's current product price. Price increases that cannot be verified shall not be reflected on the vendor's contract nor charged to the participating agency.

6. CPC expects respondents to offer their very best prices. If a respondent offers lower prices to any CPC participating agency outside of this contract, it must lower its prices under this contract at the same time by written notice to CPC.
- iii. Freight and Delivery
1. CPC requires that all pricing submitted be quoted F.O.B Destination (includes delivery).
 2. CPC participating agencies shall be relieved from risks or loss or damage to all equipment purchased or leased during shipment prior to equipment receipt and/or installation at the agencies' designated location. CPC participating agencies will be responsible for risks of loss or damage to the equipment once it has been delivered/installed and accepted by the agencies' representative. Vendors shall demonstrate they have informed the customers of this responsibility prior to order placement. The vendor will pay return shipping and give full credit on any defective product. All products must be 100% guaranteed.
 3. Invoice and ship all items directly to CPC's participating agencies. A packing slip must be provided with all deliveries including the agencies' purchase order number. Orders not filled and partial shipments shall be indicated on the packing list. CPC participating agencies shall be notified of an anticipated availability date.
 4. All equipment, supplies, and related accessories must be delivered during normal hours of operation on weekdays, unless at the convenience of the participating agency and through mutual agreement with the awarded vendor(s).
- iv. Assessment, Design Layout, and/or Installation Services
1. Respondents shall possess and maintain in current status all federal, state, and local licenses, bonds, and permits required for the performance and delivery of any and all products and services in its response to this solicitation. Respondents, must include in their response, a currently held, valid contractor's license as it pertains to CPC's tri-state area.
 - a. It is the awarded vendor(s) responsibility to ensure any subcontractors performing under this contract hold and maintain appropriate licensure.
 2. Pricing for assessment, design layout and/or installation is either by hourly rate or percentage of project cost. The respondent must outline the option that applies to their response in Form C – Pricing Schedule. If the respondent charges for installation by a method other than hourly or percentage, a complete explanation and breakdown of how charges are calculated must be included with the proposal.
 3. The awarded vendor(s) is responsible for conducting pre-installation assessments to determine make, model, and functionality of existing classroom technology and the installation environment. The awarded vendor(s) will work directly with the purchasing agency to plan and schedule an assessment and installation services.
 4. All installation offered through this contract must be performed according to manufacturer's specifications while following all building codes, including the National Electric Code (NEC), National Fire Protection Association (NFPA), Americans with Disabilities Act (ADA) and Uniform Building Code (UBC) will be strictly adhered to. More restrictive state and local codes will take precedence.
 5. Systems installed must be properly grounded for personal safety, equipment protection and equipment reliability including prevention of electromagnetic interference, radio frequency interference, distortion and noise.

6. Where structural mounting is required, an awarded vendor(s) will only use new SAE Grade 5 hardware designed, developed and approved by a structural engineer. All mounts will have a safety factor of five (5).
7. Installation times must be coordinated with the purchasing agency and all areas will be kept clean and free of debris. The awarded vendor(s) must provide the purchasing agency with a list of agency required responsibilities for installation.
8. The awarded vendor shall provide experienced personnel to perform the installation services and must have professional certification in the area of the services being provided.
9. Awarded vendor(s) personnel working in participating agencies must be bonded and insured by the awarded vendor(s).
10. Respondents must complete and submit with their response, the Subcontractor Utilization Form. This form will sign off on whether or not the respondent will be using their own installation teams or using subcontractors for installation.
11. Use of Subcontractors
 - a. The awarded vendor(s) shall not assign any duties to perform services nor to provide goods to purchasing agencies under this contract to a subcontractor that is not listed in the respondent's response to this solicitation.
 - b. If a subcontractor is removed from the contract at any time during the contract term, the awarded vendor(s) must submit to CPC in writing, the reason for removal and effective date.
 - c. If the awarded vendor(s) desire to add a subcontractor at any time during the contract term, the vendor must submit to CPC an updated Subcontractor Utilization Form. The subcontractor may not begin providing service until approved by CPC.
 - d. The awarded vendor is responsible for ensuring that all subcontractors who provide goods or services under this contract comply with the terms and conditions of the contract.
 - e. CPC reserves the right to require that a subcontractor be removed from the contract.
12. The awarded vendor(s) shall provide all labor, materials, tools (ladders, carts, etc.) and equipment required for the delivery, setup, and installation of equipment and accessories purchased.
13. Any damage done to the purchasing agencies' property by the awarded vendor(s) personnel and/or subcontractors shall be repaired or replaced at no cost to the purchasing agency.
14. All services must be 100% guaranteed. Any service provided, which does not meet the end users' expectations must either be redone until the end user's expectations are met, or the charges for the services are refunded to the end user.
15. Configuration/Testing
 - a. The awarded vendor(s) shall setup all components in accordance with the purchasing agencies' specifications and shall provide the purchasing agency with all necessary software for utilization.
 - b. The awarded vendor(s) shall verify that all components are fully operational before leaving the installation location. A post installation assessment shall be submitted for each installation location, by the awarded vendor(s).
16. Dead-on-Arrival (DOA)

- a. All components shall be tested by the installer to ensure proper working order at the location of the installation. If any components are found to have major component defects, it is the awarded vendor(s) responsibility to provide a new replacement unit during installation. Repairs on DOA's will not be accepted.
- v. Support Services
 - 1. Training Services
 - a. Training services must be provided by trainers who are knowledgeable of all the equipment that has been installed and how it is interconnected, including any applicable software.
 - b. The awarded vendor(s) is responsible for providing detailed training in various formats. Formats should include, but are not limited to: virtual tutorials, video demonstrations, electronic documents, onsite training, blended learning, etc.
 - c. The awarded vendor(s) is responsible for providing "Quick Tips" documentation to provide users information on performing basic operations on equipment.
 - 2. Warranty
 - a. Awarded vendor(s) must ensure that all products and supplies purchased by a participating agency are warranted against any defects in design, workmanship and as suitable use intended for a period equal to the original manufacturer's warranty period. All equipment and supplies must carry, at a minimum, a 12-month manufacturer's warranty. The awarded vendor(s) must assist the participating agency in reaching a resolution in a dispute with the manufacturer over warranty terms. Equipment warranties must be clearly and visibly stated.
 - 3. Maintenance Plans
 - a. Respondents may offer pricing for maintenance for all equipment list under this RFP, and include it in pricing proposals to participating agencies if requested. Pricing must be provided with the respondent's response in Form C – Pricing Schedule.
 - i. The awarded vendor(s) must respond to service calls for warranty equipment within twenty-four (24) hours. Resolution for service calls shall be within seventy-two (72) hours. Service calls will include, but are not limited to interactive technology repair or replacement.
- vi. Advertising and Marketing
 - 1. Provide sales and marketing representation that is able to educate, introduce and demonstrate products and/or services to CPC's participating agencies. Vendors must assist in developing marketing materials that support the contract. A vendor must demonstrate that it possesses the necessary resources to, and agrees to, provide a comprehensive training and support program on the operation and use of the contract agreement. Services offered must be appropriate and adequate to ensure a successful partnership.
 - 2. All promotional marketing materials must have the prior approval of CPC before distribution and must include the CPC logo and pertinent contract information.

Appendix A



Appendix B

Contract Sales Volume

		Minnesota/South Dakota						North Dakota		
		Product	SMART	Installation	Project Mgmt.	Programming Services	SAFARI Montage	Total	Product Total	Grand Total
FY2013	Jan13 - Mar13	\$ 840,592.26						\$ 840,592.26	\$ 8,294.00	\$ 848,886.26
	Apr13 - Jun13	\$ 1,324,982.43						\$ 1,324,982.43	\$ -	\$ 1,324,982.43
FY2014	Jul13 - Sept13	\$ 2,771,667.71						\$ 2,771,667.71	\$ 7,197.00	\$ 2,778,864.71
	Oct13 - Dec13	\$ 708,961.79						\$ 708,961.79	\$ 11,796.00	\$ 720,757.79
	Jan14 - Mar14	\$ 544,746.16	\$ 167,560.99				\$ 12,945.00	\$ 725,252.15	\$ 9,193.54	\$ 734,445.69
	Apr14 - Jun14	\$ 1,172,467.79	\$ 819,271.95				\$ 17,755.00	\$ 2,009,494.74	\$ 1,580.00	\$ 2,011,074.74
FY2015	Jul14 - Sept14	\$ 1,851,128.68	\$ 1,016,129.30					\$ 2,867,257.98	\$ 8,833.00	\$ 2,876,090.98
	Oct14 - Dec14	\$ 522,566.91	\$ 248,736.17					\$ 771,303.08	\$ 17,507.00	\$ 788,810.08
	Jan15 - Mar15	\$ 453,922.29	\$ 219,911.71					\$ 673,834.00	\$ 10,657.00	\$ 684,491.00
FY2016	Apr15 - Jun15	\$ 1,207,210.39	\$ 544,922.52					\$ 1,752,132.91	\$ 91,787.50	\$ 1,843,920.41
	Jul15 - Sept15	\$ 3,227,359.51	\$ 1,303,811.63	\$ 117,922.48	\$ 18,171.13	\$ 4,151.50		\$ 4,671,416.25	\$ 32,166.75	\$ 4,703,583.00
	Oct15 - Dec15	\$ 664,395.93	\$ 317,979.20	\$ 53,399.81	\$ 8,458.80	\$ 443.00	\$ -	\$ 1,044,676.74	\$ 4,404.50	\$ 1,049,081.24
	Jan16 - Mar16	\$ 579,494.28	\$ 184,725.01	\$ 16,822.68	\$ 4,904.38	\$ 4,370.00		\$ 790,316.35	\$ 5,076.25	\$ 795,392.60
FY2017	Apr16 - Jun16	\$ 1,382,704.28	\$ 553,602.41	\$ 6,749.75	\$ 1,828.75	\$ 1,857.25		\$ 1,946,742.44	\$ -	\$ 1,946,742.44
	Jul16 - Sept16	<i>In process at time RFP was issue; not yet available.</i>								
	Oct16 - Dec16	<i>Not yet available.</i>								
Total Sales Volume		\$ 17,252,200.41	\$ 5,376,650.89	\$194,894.72	\$33,363.06	\$ 10,821.75	\$ 30,700.00	\$ 22,898,630.83	\$ 208,492.54	\$ 23,107,123.37

From: [Public Purchase](#)
To: [Lisa Truax](#)
Cc: [Melissa Mattson](#)
Subject: Addendum Release Successful on Bid RFP #17.3 - Interactive Technology Solutions
Date: Monday, October 3, 2016 9:38:17 AM

Lisa M Truax:

Bid "RFP #17.3 - Interactive Technology Solutions"
Status: Release Successful on Sep 19, 2016 9:01:13 AM MDT

You can check the released bid by going to the following address:

<http://www.publicpurchase.com/gems/bid/bidView?bidId=67088>

If you have any questions regarding this bid, please contact our Customer Support Staff at agency-support@publicpurchase.com

Thank you for using Public Purchase.

MK= ayvPA6hAJvP/E1CO0j8fXg==

2. Addendum

The non-required conference call has been rescheduled for 10/4/2016 at 9am CT via Anymeeting. Please see page 16-17 of the RFP for dial in information; max. of 25 seats, try to consolidate call-ins.

By: ltruax

Oct 3, 2016 9:38:10 AM CDT



[Track Changes]

Pre-Bid Conference

Date: Oct 3, 2016 9:00:00 AM CDT
Location: Non-Required Conference Call
Notes: A web conference will be held on **Monday Tuesday, October 3, 2016, at 9:00 a.m. CT** to allow respondents to ask questions relating to this RFP. Respondents are encouraged to participate and address any questions, concerns and/or issues they may have. Respondents participating in the conference call will have the opportunity to view a demonstration of CPC's Express online marketplace. To attend the non-required conference call, visit:
<https://www.uberconferenceanymeeeting.com/purchasingconnection233-249-830>.
1. **Optional dial-in number: 724-323-707920-23970091**
2. **PIN: 81359858 9785#**
3. **Meeting ID: 4770786**

No Attachments

From: [Public Purchase](#)
To: [Lisa Truax](#)
Cc: [Melissa Mattson](#)
Subject: Addendum Release Successful on Bid RFP #17.3 - Interactive Technology Solutions
Date: Thursday, October 6, 2016 8:13:14 AM

Lisa M Truax:

Bid "RFP #17.3 - Interactive Technology Solutions"
Status: Release Successful on Sep 19, 2016 9:01:13 AM MDT

You can check the released bid by going to the following address:
<http://www.publicpurchase.com/gems/bid/bidView?bidId=67088>

If you have any questions regarding this bid, please contact our Customer Support Staff at agency-support@publicpurchase.com

Thank you for using Public Purchase.

MK= jDNCVBkDDtQGJFTnh1Sc/Q==

3. Addendum

Form C - Pricing Schedule, tabs C.6A-C.6B have been amended. The scenarios now request pricing on three types of projectors: Laser, DLP, and LCD. Respondents are being requested to quote all three.

By: ltruax

Oct 6, 2016 8:13:03 AM CDT



[Track Changes]

Form C - Pricing Schedule Intro

**Please note this spreadsheet has multiple workbooks/tabs.*

Instructions. This spreadsheet contains multiple workbooks/tabs relating to this RFP. Please follow the directions found/listed on each workbook and complete the workbooks as they pertain to your company's offerings. All pages have been formatted to print to one page width, however, you may add additional lines as needed. Please note, each individual workbook will note if it's a required or optional form. Per the RFP terms and conditions, all workbooks listed as optional are considered a value-added attribute.

This spreadsheet contains the following workbooks/tabs:

- C - State Multiplier
- C.1 - Category/Manufacturer Discount
- C.2A - Multimedia Solutions
- C.2B - Value Added Technology Solutions - *optional*
- C.3 - Services: Design, Install, Other
- C.4 - Support Services: Warranty, Training, Maintenance
- C.5 - Volume Discounts - *optional*
- C.6A - Pricing Scenario (Classroom)
- C.6B - Pricing Scenario (Conference Room)

C - State Multiplier- *required*

Enter your company's multiplier/factor to be applied to the base product cost provided to arrive at the CPC state price for the product.

C.1 - Category/Manufacturer Discount - *required*

Enter either by category and/or manufacturer the percentage discount offered to CPC participating agencies

C.2A - Multimedia Solutions - *required*

Please use the following categories when entering your multimedia solutions on C.2A:

1. Presentation technology (projectors, document cameras);
2. Response systems;
3. Interactive whiteboards;
4. Flat panel displays/monitors;
5. Interactive displays, tables, monitors;
6. Digital signage;
7. Sound systems;
8. Integrated controls;
9. Mounting hardware;
10. Screens
11. Portable technology equipment;
12. Audio and video conferencing software and equipment;
13. Multimedia furniture;
14. Other (please define).

C.2B - Value Added - Technology Solutions - *optional*

Please use the following categories when entering your value added technology solutions on C.2B:

1. Mobile devices (Chromebooks, tablets);
2. Mobile device carts;
3. Large format printing;
4. 3D printing;
5. Digital Cameras (SLR);
6. Furniture;
7. Other (please define).

C.3 - Services: Design & Install - *required*

Please enter all design and installation services that your company offers on C.3.

C.4 - Support Services: Warranty, Training, Maintenance - *required*

Please enter all warranty, training and maintenance support that your company offers on C.4.

C.5 - Volume Discounts - *optional*

Please enter any additional volume discounts that your company is offering on C.5.

C.6A - Pricing Scenario (Classroom) - *required*

Please quote the requested items for this pricing scenario that meet the specifications listed on C.6A.

C.6B - Pricing Scenario (Conference Room) - *required*

Please quote the requested items for this pricing scenario that meet the specifications listed on C.6A.

***Reminder:** Contract discounts and percentages must be held firm during the initial contract period, unless reductions are made to accommodate bulk replacements or special promotions. The awarded vendor(s) may offer an increased, reduced spot discount to any participating agency at any time in the case of large projects or to secure business. However, at any one point in time, the awarded vendor(s) cannot reduce the current contract discounts and percentages to a participating agency until following the steps outlined in the Technical Specifications and received approval by CPC.

Form C.5 - State Multiplier

***Please note this workbook has multiple tabs.**

Instructions. For each of the states listed below, provide your multiplier/factor to be applied to the base product cost provided to arrive at the CPC state price for the product. For further clarification, please review the Standard Terms and Conditions found in the Technical Specifications of this RFP.

Responding Company's Name: _____ **0**

REQUIRED FORM

Project types	Minnesota Multiplier	North Dakota Multiplier	South Dakota Multiplier
	0.00%	0.00%	0.00%
Non-prevailing wage project:			
Prevailing wage project:			
Davis Bacon wage project:			

Form C.1 - Category and/or Manufacturer Discount

***Please note this spreadsheet has multiple workbooks/tabs.**

Instructions. In the form below, please define your categories (by catalog, category, and/or by manufacturer) which can include sub-categories (specific lines from a manufacturer) and the discount associated with that category. This form has been formatted to print to one page width. Forty-five rows have been provided, please add additional rows as needed. Please note this is a **required form**.

**Reminder: Contract discounts and percentages must be held firm during the initial contract period, unless reductions are made to accommodate bulk replacements or special promotions. The awarded vendors(s) may offer an increased, reduced spot discount to any participating agency at any time in the case of large projects or to secure business. However, at any one point in time, the awarded vendor(s) cannot reduce the current contract discounts and percentages to a participating agency until following the steps outlined in the Technical Specifications and received approval by CPC.*

Responding Company's Name: _____

REQUIRED FORM

Catalog/Category/Manufacturer Grouping	Discount Offered	Comments

C.3 - Services: Design & Install

*Please note this spreadsheet has multiple workbooks/tabs.

Instructions. Please complete the tables below if your organization offers any of the following services. This form has been formatted to print to one page width. Please note this is an **required form**.

Responding Company's Name: _____

REQUIRED FORM

Assessment Services	Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.	

Design Services	Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.	

Installation Services	Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.	

C.4 - Support Services: Warranty, Training, Maintenance

*Please note this spreadsheet has multiple workbooks/tabs.

Instructions. Please complete the tables below if your organization offers any of the following services. This form has been formatted to print to one page width. Please note this is an **required form**.

Responding Company's Name: _____

REQUIRED FORM

Extended Warranty	Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.

Training Services	Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.

Maintenance Support	Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.

Form C.5 - Volume Discounts

*Please note this spreadsheet has multiple workbooks/tabs.

Instructions. Please complete the form below if your company is offering additional discounts for a one time purchase OR a group of local agencies in a geographic area are combining requirements (estimate annual spend). This form has been formatted to print to one page width. Please note this is an **optional form**.

Responding Company's Name: _____

OPTIONAL FORM

Dollar Amount From	Dollar Amount To	Catalog	Additional Discount Offered

Form C.6A - Pricing Scenario (Classroom)

*Please note this workbook has multiple tabs.

Instructions. In the form below, please develop a quote using the requirements specified below. Pricing for the project should reflect the discounts and pricing listed in forms C.1, C.2A, and C.3. Pricing entered on in this quote from C.2B and C.4 must be entered into the Additional Options Section. **Please include a rendering of the quoted project.** *Please note this is a required form.

Responding Company's Name: _____

REQUIRED FORM

Scenario: A middle school is being upgraded with new technology in each of its 25 classrooms. Assume that all necessary network cabling is already in place when providing the quote below. Follow the specifications outlined below and provide your company's best response. *Note, all solutions must be of commercial grade.

- 1) Interactive LED Flat Panel Monitor with Integrated Speakers (min. of 70" diagonal display, 5 year min. warranty):** that will need to be mounted to the wall (adjustable wall mount preferred), the flat panel must operate with finger touch and pen writing devices and must have a minimum of four (4) point multi-touch for multiple users to annotate on the screen at one time. The flat panel must have a minimum of 1920x1080 HD resolution. The flat panel must also have full mouse capability and the ability to connect to computers and accessories with a minimum of three (3) HDMI connections, one (1) VGA connection, one (1) LAN Network, one (1) Stereo Analog Audio input required. Describe any additional accessories or devices available for use with the interactive flat panel. The flat panel must be able to connect wirelessly to a network. Must be MAC and PC compatible. Must have anti-glare and heat-tempered/low friction glass. Capability to connect to 120 volt outlet. Must have a minimum 2mm accuracy and 12ms response time. Respondent must also quote the cost of any software needed to run the Interactive LED Flat Panel. Estimated Quantity: 25.
- 2) Presentation/Collaboration System:** must be compatible with multiple devices and operating systems such as Windows, MAC, iOS, and Android. Must have connectivity to support both voice and audio. Must allow for multiple devices to connect at once and must have capability to display a minimum of four (4) screens at one time. Ability for teacher to control and/or monitor student devices that are connected. Ability to enable students with interactive activities, annotation, and note-taking. Estimated Quantity: 25.
- 3) Document Camera:** flexibility to manipulate image with magnification and object rotation. Has the ability to show two and three-dimensional objects. Ability to capture and save video/picture files in multiple playback formats, such as .jpg, .mov, .mp3, .wmv, etc. Ability to convert to any standard lab microscope with necessary adapters. Must be portable, minimum of 1280x1024 SXGA. Must have auto-focus, digital zoon of 16X minimum, and shooting size of 8.5" x 11". Must be able to directly connect with Interactive LED Flat Panel. Estimated Quantity: 25.
- 4) Microphone:** 2.4 GHz digital RF with built-in coexistence and security features (i.e. no room-to-room carry over). Hands-free, lightweight wireless microphone. Input connections for TV, Computer (PC & MAC), Interactive LED Flat Panel. Respondent should only quote a lapel style microphone. Estimated Quantity: 25.
- 5) Projector - Ultra Short Throw, Wall Mounted:** Please quote a **Laser, DLP, and LCD projector** that meet the minimum (or higher) specifications: must have high definition HDMI interface, RJ45, and RS232 connection for management purposes. Projector must have a minimum of 3300 ANSI Lumens with lamp economy mode, must have Keystone Correction, remote control, physical on/off bottom, wall mounted bracket. Describe input/output options in note sections. Estimated Quantity: 25.
- 6) Speakers - Ceiling or Wall Mounted (or combination):** Speakers must be ceiling or wall mounted, if wall mounted please quote appropriate wall mounting equipment. Estimated Quantity: 100, 4 per classroom.
- 7) Services Design & Install:** Design and install services must be quoted as a line item purchase within this scenario, please include pricing for those services.
- 8) Additional Options - Detailed Hardware:** Items outside of 1-7 (listed above) should not be included in this quoted solution, however, additional items can be listed and quoted separately using the pricing section labeled "Additional Options". A respondent may quote additional items that they would suggest in this scenario in addition to items 1-7 (listed above). Any items included in the Additional Options section, must be considered a multimedia solution and must be found on form C.2A. Items that are considered as value-added technology solutions may not be included in this scenario.
- 8A) Rack and Server Space:** Include in the Additional Options section, the appropriate amount of rack space needed for installing equipment. If your company does not provide rack space, please leave a comment in the note section.
- 8B) Power Conditioners:** Please quote in the Additional Options section any power conditioners that should be included with this amount of equipment. If your company does not provide power conditioners, please leave a comment in the note section.
- 9) Support Services:** Please include any support services that you would recommend to the middle school and quote them under Additional Options.

Quoted Scenario (1-7)

Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Energy Star Rated: Y or N	UOM	Catalog List Price	Category Discount	Net Price To Member	Number of Units	Net Extended Price
------------------	---------------------	--------------	------------------	------------	---------------------------	-----	--------------------	-------------------	---------------------	-----------------	--------------------

Form C.6B - Pricing Scenario (Conference Center)

*Please note this workbook has multiple tabs.

Instructions. In the form below, please develop a quote using the requirements specified below. Pricing for the project should reflect the discounts and pricing listed in forms C.1, C.2A, and C.3. Pricing entered on in this quote from C.2B and C.4 must be entered into the Additional Options Section. **Please include a rendering of the quoted project.** *Please note this is a required form.

Responding Company's Name:

REQUIRED FORM

Scenario: A conference room that has the capacity to hold 120 people is being remodeled and upgraded. This conference room will be used in a lecture style setting (all attendees are front facing) and also in a collaborative setting (small groups). Assume that all necessary network cabling is already in place when providing the quote below. Follow the specifications outlined below and provide your company's best response. *Note, all solutions must be of commercial grade.

1) Interactive LED Flat Panel Monitor with Integrated Speakers (min. of 70" diagonal display, 5 year min. warranty): that will need to be mounted to the wall (adjustable wall mount preferred), the flat panel must operate with finger touch and pen writing devices and must have a minimum of four (4) point multi-touch for multiple users to annotate on the screen at one time. The flat panel must have a minimum of 1920x1080 HD resolution. The flat panel must also have full mouse capability and the ability to connect to computer and accessories with a minimum of three (3) HDMI connections, one (1) VGA connection, one (1) LAN Network, one (1) Stereo Analog Audio input required. Describe any additional accessories or devices available for use with the interactive flat panel. The flat panel must be able to connect wirelessly to a network. Must be MAC and PC compatible. Must have anti-glare and heat-tempered/low friction glass. Capability to connect to 120 volt outlet. Must have a minimum 2mm accuracy and 12ms response time. Respondent must also quote the cost of any software needed to run the Interactive LED Flat Panel. Estimated Quantity: 1.

1a) LED Flat Panel Monitors (min. of 70" diagonal display, 5 year min. warranty): three (3) flat panels will be mounted in the center of the conference room; one (1) of the flat panels will face the presenter (in the front of the room) and the other two (2) flat panels will be facing the back of the room so people sitting on the right and left side of the room are able to see the presenters information and/or screen. The flat panels must have a minimum of 1920x1080 HD resolution. The flat panel must possess the minimum technical requirements to be interconnected with the interactive LED Flat Panel at the front of the room, displaying the presenters documents (i.e. presentation). The flat panel must be able to connect wirelessly to a network. Must be MAC and PC compatible. Must have anti-glare and heat-tempered/low friction glass. Capability to connect to 120 volt outlet. Estimated Quantity: 3.

2) System Controls: portable console must allow user to select inputs ranging from computer, to camera, to projector and screen. Respondent must quote any additional hardware pertaining to the systems controls in the Additional Options section (shown below). Estimated Quantity: 1.

3) Camera: ability to capture and save video and audio in multiple playback formats, such as .jpg, .mov, .mp3, .wmv, etc. Ability to follow presenter across the front of the room, or at a minimum capture the front of the room where the presenter will be located. Must be ceiling mounted, include auto-focus, and digital zoom. Must be able to directly connect with flat panels and drop down projection screen. Camera should give the user the ability to move the camera via remote control. Estimated Quantity: 1.

4) Microphone: 2.4 GHz digital RF with built in coexistence and security features (i.e. no room-to-room carry over). Microphones should be lightweight and have wireless connectivity. Input connections for TV, Computer (PC & MAC), Interactive LED Flat Panel. Respondent should quote both handheld and a lapel style microphone. Estimated Quantity: 2, 1 of each type of microphone.

5) Projector - Ceiling Mounted: Please quote a Laser, DLP, and LCD projector that meet the minimum (or higher) specifications: must have high definition HDMI interface, RJ45, and RS232 connection for management purposes. Projector must have a minimum of 3300 ANSI Lumens with lamp economy mode, must have Keystone Correction, remote control, physical on/off bottom, ceiling mounted bracket. Describe input/output options in note sections. Estimated Quantity: 1.

6) Speakers - Ceiling Mounted: Speakers must be ceiling mounted and flush with the ceiling tile. Estimated Quantity: 10.

7) Motorized Drop Down Projection Screen - Ceiling or Wall Mounted (min. 10' diagonal display): ability to be controlled by a switch and/or media console. Screen must be able to integrate with flat panels and system solution for presentation modes. Estimated Quantity: 1.

8) Furniture: capacity to seat up to 90 attendees. Please quote tables and chairs that will suit both environments, lecture (front facing) and collaboration (small groups). Furniture must be easy to move and chairs must be stackable when not in use. Please note the furniture warranty in the notes section.

9) Services Design & Install: Design and install services must be quoted as a line item purchase within this scenario, please include pricing for those services.

10) Additional Options - Detailed Hardware: Items outside of 1-9 (listed above) should not be included in this quoted solution, however, additional items can be listed and quoted separately using the pricing section labeled "Additional Options". A respondent may quote additional items that they would suggest in this scenario in addition to items 1-9 (listed above). Any items included in the Additional Options section, must be considered a multimedia solution and must be found on form C.2A. Items that are considered as value-added technology solutions may not be included in this scenario.

Total Additional Options							\$ -	\$ -	\$ -
Notes:									

***Please include a high quality rendering of the proposed quote listed above.**

From: [Public Purchase](#)
To: [Lisa Truax](#)
Cc: [Melissa Mattson](#)
Subject: Addendum Release Successful on Bid RFP #17.3 - Interactive Technology Solutions
Date: Monday, October 10, 2016 4:06:19 PM

Lisa M Truax:

Bid "RFP #17.3 - Interactive Technology Solutions"
Status: Release Successful on Sep 19, 2016 9:01:13 AM MDT

You can check the released bid by going to the following address:
<http://www.publicpurchase.com/gems/bid/bidView?bidId=67088>

If you have any questions regarding this bid, please contact our Customer Support Staff at agency-support@publicpurchase.com

Thank you for using Public Purchase.


MK= dDBzz2SL/n7HSqOtooja9w==

4. Addendum

Form C.6A has been amended to reflect the classroom dimensions along with the change in microphone requirements. Form C.6B has been amended to reflect the conference center dimensions.

By: ltruax

Oct 10, 2016 4:06:10 PM CDT

 [Track Changes]

Form C - Pricing Schedule Intro

**Please note this spreadsheet has multiple workbooks/tabs.*

Instructions. This spreadsheet contains multiple workbooks/tabs relating to this RFP. Please follow the directions found/listed on each workbook and complete the workbooks as they pertain to your company's offerings. All pages have been formatted to print to one page width, however, you may add additional lines as needed. Please note, each individual workbook will note if it's a required or optional form. Per the RFP terms and conditions, all workbooks listed as optional are considered a value-added attribute.

This spreadsheet contains the following workbooks/tabs:

- C - State Multiplier
- C.1 - Category/Manufacturer Discount
- C.2A - Multimedia Solutions
- C.2B - Value Added Technology Solutions - *optional*
- C.3 - Services: Design, Install, Other
- C.4 - Support Services: Warranty, Training, Maintenance
- C.5 - Volume Discounts - *optional*
- C.6A - Pricing Scenario (Classroom)
- C.6B - Pricing Scenario (Conference Room)

C - State Multiplier- *required*

Enter your company's multiplier/factor to be applied to the base product cost provided to arrive at the CPC state price for the product.

C.1 - Category/Manufacturer Discount - *required*

Enter either by category and/or manufacturer the percentage discount offered to CPC participating agencies

C.2A - Multimedia Solutions - *required*

Please use the following categories when entering your multimedia solutions on C.2A:

1. Presentation technology (projectors, document cameras);
2. Response systems;
3. Interactive whiteboards;
4. Flat panel displays/monitors;
5. Interactive displays, tables, monitors;
6. Digital signage;
7. Sound systems;
8. Integrated controls;
9. Mounting hardware;
10. Screens
11. Portable technology equipment;
12. Audio and video conferencing software and equipment;
13. Multimedia furniture;
14. Other (please define).

C.2B - Value Added - Technology Solutions - *optional*

Please use the following categories when entering your value added technology solutions on C.2B:

1. Mobile devices (Chromebooks, tablets);
2. Mobile device carts;
3. Large format printing;
4. 3D printing;
5. Digital Cameras (SLR);
6. Furniture;
7. Other (please define).

C.3 - Services: Design & Install - *required*

Please enter all design and installation services that your company offers on C.3.

C.4 - Support Services: Warranty, Training, Maintenance - *required*

Please enter all warranty, training and maintenance support that your company offers on C.4.

C.5 - Volume Discounts - *optional*

Please enter any additional volume discounts that your company is offering on C.5.

C.6A - Pricing Scenario (Classroom) - *required*

Please quote the requested items for this pricing scenario that meet the specifications listed on C.6A.

C.6B - Pricing Scenario (Conference Room) - *required*

Please quote the requested items for this pricing scenario that meet the specifications listed on C.6A.

***Reminder:** Contract discounts and percentages must be held firm during the initial contract period, unless reductions are made to accommodate bulk replacements or special promotions. The awarded vendor(s) may offer an increased, reduced spot discount to any participating agency at any time in the case of large projects or to secure business. However, at any one point in time, the awarded vendor(s) cannot reduce the current contract discounts and percentages to a participating agency until following the steps outlined in the Technical Specifications and received approval by CPC.

Form C.5 - State Multiplier

***Please note this workbook has multiple tabs.**

Instructions. For each of the states listed below, provide your multiplier/factor to be applied to the base product cost provided to arrive at the CPC state price for the product. For further clarification, please review the Standard Terms and Conditions found in the Technical Specifications of this RFP.

Responding Company's Name: 0

REQUIRED FORM

Project types	Minnesota Multiplier	North Dakota Multiplier	South Dakota Multiplier
	0.00%	0.00%	0.00%
Non-prevailing wage project:			
Prevailing wage project:			
Davis Bacon wage project:			

Form C.2B - Value Added Technology Solutions

**Please note this spreadsheet has multiple workbooks/tabs.*

Instructions. Submit below, following the details outlined in the RFP and the intro page of this workbook, **ALL** value added technology solutions that your company offers. Value added technology solutions may include, but is not limited to: mobile devices, mobile device carts, large format printing, 3D printing, cameras, furniture, other. The items submitted below must meet the minimum specifications listed in the RFP's Technical Specifications. This form has been formatted to print to one-page width. 200 rows have been provided, additional rows may be added. Please note this is an **optional form**.

**Reminder: Contract discounts and percentages must be held firm during the initial contract period, unless reductions are made to accommodate bulk replacements or special promotions. The awarded vendors(s) may offer an increased, reduced spot discount to any participating agency at any time in the case of large projects or to secure business. However, at any one point in time, the awarded vendor(s) cannot reduce the current contract discounts and percentages to a participating agency until following the steps outlined in the Technical Specifications and has received approval by CPC.*

Responding Company's Name: _____

OPTIONAL FORM

Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Energy Star Rated: Y or N	Unit of Measure	MSRP List Price	Category Discount	Net Price To Member	Comments
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	
									\$ -	

C.3 - Services: Design & Install

*Please note this spreadsheet has multiple workbooks/tabs.

Instructions. Please complete the tables below if your organization offers any of the following services. This form has been formatted to print to one page width. Please note this is an **required form**.

Responding Company's Name: _____

REQUIRED FORM

Assessment Services	Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.

Design Services	Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.

Installation Services	Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.

C.4 - Support Services: Warranty, Training, Maintenance

*Please note this spreadsheet has multiple workbooks/tabs.

Instructions. Please complete the tables below if your organization offers any of the following services. This form has been formatted to print to one page width. Please note this is an **required form**.

Responding Company's Name: _____

REQUIRED FORM

Extended Warranty	Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.	

Training Services	Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.	

Maintenance Support	Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.	

Form C.5 - Volume Discounts

***Please note this spreadsheet has multiple workbooks/tabs.**

Instructions. Please complete the form below if your company is offering additional discounts for a one time purchase OR a group of local agencies in a geographic area are combining requirements (estimate annual spend). This form has been formatted to print to one page width. Please note this is an **optional form**.

Responding Company's Name: _____

OPTIONAL FORM

Dollar Amount From	Dollar Amount To	Catalog	Additional Discount Offered

Form C.6A - Pricing Scenario (Classroom)

*Please note this workbook has multiple tabs.

Instructions. In the form below, please develop a quote using the requirements specified below. Pricing for the project should reflect the discounts and pricing listed in forms C.1, C.2A, and C.3. Pricing entered on in this quote from C.2B and C.4 must be entered into the Additional Options Section. **Please include a rendering of the quoted project.** *Please note this is a required form.

Responding Company's Name:

REQUIRED FORM

Scenario: A middle school is being upgraded with new technology in each of its 25 classrooms. Assume that all necessary network cabling is already in place when providing the quote below. Follow the specifications outlined below and provide your company's best response. *Note, all solutions must be of commercial grade.

Classroom Dimensions: 28 feet wide, 32 feet long, 9 foot ceilings, no tiered seating, 2x2 ceiling tiles, recessed lighting. Back row to front wall is 27 - 29 feet.

1) Interactive LED Flat Panel Monitor with Integrated Speakers (min. of 70" diagonal display, 5 year min. warranty): that will need to be mounted to the wall (adjustable wall mount preferred), the flat panel must operate with finger touch and pen writing devices and must have a minimum of four (4) point multi-touch for multiple users to annotate on the screen at one time. The flat panel must have a minimum of 1920x1080 HD resolution. The flat panel must also have full mouse capability and the ability to connect to computers and accessories with a minimum of three (3) HDMI connections, one (1) VGA connection, one (1) LAN Network, one (1) Stereo Analog Audio input required. Describe any additional accessories or devices available for use with the interactive flat panel. The flat panel must be able to connect wirelessly to a network. Must be MAC and PC compatible. Must have anti-glare and heat-tempered/low friction glass. Capability to connect to 120 volt outlet. Must have a minimum 2mm accuracy and 12ms response time. Respondent must also quote the cost of any software needed to run the Interactive LED Flat Panel. Estimated Quantity: 25.

2) Presentation/Collaboration System: must be compatible with multiple devices and operating systems such as Windows, MAC, iOS, and Android. Must have connectivity to support both voice and audio. Must allow for multiple devices to connect at once and must have capability to display a minimum of four (4) screens at one time. Ability for teacher to control and/or monitor student devices that are connected. Ability to enable students with interactive activities, annotation, and note-taking. Estimated Quantity: 25.

3) Document Camera: flexibility to manipulate image with magnification and object rotation. Has the ability to show two and three-dimensional objects. Ability to capture and save video/picture files in multiple playback formats, such as .jpg, .mov, .mp3, .wmv, etc. Ability to convert to any standard lab microscope with necessary adapters. Must be portable, minimum of 1280x1024 SXGA. Must have auto-focus, digital zoom of 16X minimum, and shooting size of 8.5" x 11". Must be able to directly connect with Interactive LED Flat Panel. Estimated Quantity: 25.

4) Microphone: 1.90GHz digital IR with built-in coexistence and security features (i.e. no room-to-room carry over). Hands-free, lightweight wireless microphone. Input connections for TV, Computer (PC & MAC), Interactive LED Flat Panel. Respondent should only quote a lapel style microphone. Estimated Quantity: 25.

5) Projector - Ultra Short Throw, Wall Mounted: Please quote a **Laser, DLP, and LCD projector** that meet the minimum (or higher) specifications: must have high definition HDMI interface, RJ45, and RS232 connection for management purposes. Projector must have a minimum of 3300 ANSI Lumens with lamp economy mode, must have Keystone Correction, remote control, physical on/off bottom, wall mounted bracket. Describe input/output options in note sections. Estimated Quantity: 25.

6) Speakers - Ceiling or Wall Mounted (or combination): Speakers must be ceiling or wall mounted, if wall mounted please quote appropriate wall mounting equipment. Estimated Quantity: 100, 4 per classroom.

7) Services Design & Install: Design and install services must be quoted as a line item purchase within this scenario, please include pricing for those services.

8) Additional Options - Detailed Hardware: Items outside of 1-7 (listed above) should not be included in this quoted solution, however, additional items can be listed and quoted separately using the pricing section labeled "Additional Options". A respondent may quote additional items that they would suggest in this scenario in addition to items 1-7 (listed above). Any items included in the Additional Options section, must be considered a multimedia solution and must be found on form C.2A. Items that are considered as value-added technology solutions may not be included in this scenario.

8A) Rack and Server Space: Include in the Additional Options section, the appropriate amount of rack space needed for installing equipment. If your company does not provide rack space, please leave a comment in the note section.

8B) Power Conditioners: Please quote in the Additional Options section any power conditioners that should be included with this amount of equipment. If your company does not provide power conditioners, please leave a comment in the note section.

9) Support Services: Please include any support services that you would recommend to the middle school and quote them under Additional Options.

Quoted Scenario (1-7)

Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Energy Star Rated: Y or N	UOM	Catalog List Price	Category Discount	Net Price To Member	Number of Units	Net Extended Price
									\$ -		\$ -
									\$ -		\$ -
									\$ -		\$ -
									\$ -		\$ -
									\$ -		\$ -
									\$ -		\$ -
									\$ -		\$ -
									\$ -		\$ -
									\$ -		\$ -
									\$ -		\$ -
									\$ -		\$ -
									\$ -		\$ -
									\$ -		\$ -
									\$ -		\$ -
									\$ -		\$ -
									\$ -		\$ -
									\$ -		\$ -
									\$ -		\$ -
									\$ -		\$ -
Total Project Quote									\$ -		\$ -

Notes:

Additional Options & Support Services (8-9)

Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Energy Star Rated: Y or N	UOM	Catalog List Price	Category Discount	Net Price To Member	Number of Units	Net Extended Price
									\$ -		\$ -
									\$ -		\$ -
									\$ -		\$ -
									\$ -		\$ -
									\$ -		\$ -
									\$ -		\$ -
									\$ -		\$ -
									\$ -		\$ -
									\$ -		\$ -
									\$ -		\$ -
Total Additional Options							\$ -		\$ -		\$ -

Notes:

***Please include a high quality rendering of the proposed quote listed above.**

Form C.6B - Pricing Scenario (Conference Center)

*Please note this workbook has multiple tabs.

Instructions. In the form below, please develop a quote using the requirements specified below. Pricing for the project should reflect the discounts and pricing listed in forms C.1, C.2A, and C.3. Pricing entered on in this quote from C.2B and C.4 must be entered into the Additional Options Section. **Please include a rendering of the quoted project.** *Please note this is a required form.

Responding Company's Name:

REQUIRED FORM

Scenario: A conference room that has the capacity to hold 120 people is being remodeled and upgraded. This conference room will be used in a lecture style setting (all attendees are front facing) and also in a collaborative setting (small groups). Assume that all necessary network cabling is already in place when providing the quote below. Follow the specifications outlined below and provide your company's best response. *Note, all solutions must be of commercial grade.

Conference Center Dimensions: 46 feet wide, 80 feet long, 13 foot ceilings, no tiered seating, 2x2 ceiling tiles, recessed lighting. Back row to front wall is dependent on size of furniture selected by the company responding.

1) Interactive LED Flat Panel Monitor with Integrated Speakers (min. of 70" diagonal display, 5 year min. warranty): that will need to be mounted to the wall (adjustable wall mount preferred), the flat panel must operate with finger touch and pen writing devices and must have a minimum of four (4) point multi-touch for multiple users to annotate on the screen at one time. The flat panel must have a minimum of 1920x1080 HD resolution. The flat panel must also have full mouse capability and the ability to connect to computer and accessories with a minimum of three (3) HDMI connections, one (1) VGA connection, one (1) LAN Network, one (1) Stereo Analog Audio input required. Describe any additional accessories or devices available for use with the interactive flat panel. The flat panel must be able to connect wirelessly to a network. Must be MAC and PC compatible. Must have anti-glare and heat-tempered/low friction glass. Capability to connect to 120 volt outlet. Must have a minimum 2mm accuracy and 12ms response time. Respondent must also quote the cost of any software needed to run the Interactive LED Flat Panel. Estimated Quantity: 1.

1a) LED Flat Panel Monitors (min. of 70" diagonal display, 5 year min. warranty): three (3) flat panels will be mounted in the center of the conference room; one (1) of the flat panels will face the presenter (in the front of the room) and the other two (2) flat panels will be facing the back of the room so people sitting on the right and left side of the room are able to see the presenters information and/or screen. The flat panels must have a minimum of 1920x1080 HD resolution. The flat panel must possess the minimum technical requirements to be interconnected with the interactive LED Flat Panel at the front of the room, displaying the presenters documents (i.e. presentation). The flat panel must be able to connect wirelessly to a network. Must be MAC and PC compatible. Must have anti-glare and heat-tempered/low friction glass. Capability to connect to 120 volt outlet. Estimated Quantity: 3.

2) System Controls: portable console must allow user to select inputs ranging from computer, to camera, to projector and screen. Respondent must quote any additional hardware pertaining to the systems controls in the Additional Options section (shown below). Estimated Quantity: 1.

3) Camera: ability to capture and save video and audio in multiple playback formats, such as .jpg, .mov, .mp3, .wmv, etc. Ability to follow presenter across the front of the room, or at a minimum capture the front of the room where the presenter will be located. Must be ceiling mounted, include auto-focus, and digital zoom. Must be able to directly connect with flat panels and drop down projection screen. Camera should give the user the ability to move the camera via remote control. Estimated Quantity: 1.

4) Microphone: 2.4 GHz digital RF with built in coexistence and security features (i.e. no room-to-room carry over). Microphones should be lightweight and have wireless connectivity. Input connections for TV, Computer (PC & MAC), Interactive LED Flat Panel. Respondent should quote both handheld and a lapel style microphone. Estimated Quantity: 2, 1 of each type of microphone.

5) Projector - Ceiling Mounted: Please quote a Laser, DLP, and LCD projector that meet the minimum (or higher) specifications: must have high definition HDMI interface, RJ45, and RS232 connection for management purposes. Projector must have a minimum of 3300 ANSI Lumens with lamp economy mode, must have Keystone Correction, remote control, physical on/off bottom, ceiling mounted bracket. Describe input/output options in note sections. Estimated Quantity: 1.

6) Speakers - Ceiling Mounted: Speakers must be ceiling mounted and flush with the ceiling tile. Estimated Quantity: 10.

7) Motorized Drop Down Projection Screen - Ceiling or Wall Mounted (min. 10' diagonal display): ability to be controlled by a switch and/or media console. Screen must be able to integrate with flat panels and system solution for presentation modes. Estimated Quantity: 1.

8) Furniture: capacity to seat up to 90 attendees. Please quote tables and chairs that will suit both environments, lecture (front facing) and collaboration (small groups). Furniture must be easy to move and chairs must be stackable when not in use. Please note the furniture warranty in the notes section.

9) Services Design & Install: Design and install services must be quoted as a line item purchase within this scenario, please include pricing for those services.

									\$ -		\$ -
									\$ -		\$ -
									\$ -		\$ -
									\$ -		\$ -
Total Additional Options							\$ -		\$ -		\$ -

Notes:

***Please include a high quality rendering of the proposed quote listed above.**

From: [Public Purchase](#)
To: [Lisa Truax](#)
Subject: Public Purchase - RFP #17.3 - Interactive Technology Solutions Closed Notification
Date: Monday, October 24, 2016 10:00:25 AM

Lisa M Truax:

The bid RFP #17.3 - Interactive Technology Solutions has closed on Oct 24, 2016 9:00:00 AM MDT

To see more details on this bid go to

<http://www.publicpurchase.com/gems/bid/bidView?bidId=67088>

Thank you for using Public Purchase.

MK= snhysf/jdhfL+XH2W1BWGw==

Notifications Report

Agency **Cooperative Purchasing Connection**
 Bid Number **17.3**
 Bid Title **Interactive Technology Solutions**

Vendor Name	State	Invitation	Date	Email	Reason
17th Street Photo Supply, Inc.	NY	Classification	2016-09-19 14:54:09	sghamar@aol.com	Bid Notification
911 Securty Cameras	TX	Classification	2016-09-19 14:54:09	cmckee@911securitycameras.com	Bid Notification
AAA Office Supplies Inc	WA	Classification	2016-09-19 14:54:09	elexist@aaaofficesupplies.com	Bid Notification
A & A Glove & Safety Co	NJ	Classification	2016-09-19 14:54:09	joe@aaglove.com	Bid Notification
Abel Cine	NY	Classification	2016-09-19 14:54:09	kgonzalez@abelcine.com	Bid Notification
About Time Wireless LLC	MO	Classification	2016-09-19 14:54:09	jeremiah@abouttimewireless.com	Bid Notification
ACL Computers and Software, Inc	MD	Classification	2016-09-19 14:54:09	tom@acl-computers.com	Bid Notification
Acoustic Technology, Inc.	MA	Classification	2016-09-19 14:54:09	leads@atisystem.com	Bid Notification
ACP Technologies	NY	Classification	2016-09-19 14:54:09	benjr@acp.us.com	Bid Notification
Activu	NJ	Classification	2016-09-19 14:54:09	cindy.cheung@activu.com	Bid Notification
Activu Corporation	NJ	Classification	2016-09-19 14:54:09	paul.jordan@activu.com	Bid Notification
Ad Art Sign Company	CA	Classification	2016-09-19 14:54:09	mike.mcclure@adart.com	Bid Notification
Ad Art Sign Company	CA	Classification	2016-09-27 12:43:00	mike.mcclure@adart.com	Addendum Notification
Ad Art Sign Company	CA	Classification	2016-10-03 08:50:00	mike.mcclure@adart.com	Addendum Notification
Ad Art Sign Company	CA	Classification	2016-10-05 15:07:31	mike.mcclure@adart.com	Bid Answer
Ad Art Sign Company	CA	Classification	2016-10-05 15:08:41	mike.mcclure@adart.com	Bid Answer
Ad Art Sign Company	CA	Classification	2016-10-05 15:10:49	mike.mcclure@adart.com	Bid Answer
Ad Art Sign Company	CA	Classification	2016-10-06 07:29:00	mike.mcclure@adart.com	Addendum Notification
Ad Art Sign Company	CA	Classification	2016-10-10 14:37:03	mike.mcclure@adart.com	Bid Answer
Ad Art Sign Company	CA	Classification	2016-10-10 14:37:37	mike.mcclure@adart.com	Bid Answer
Ad Art Sign Company	CA	Classification	2016-10-10 14:38:11	mike.mcclure@adart.com	Bid Answer
Ad Art Sign Company	CA	Classification	2016-10-10 14:38:32	mike.mcclure@adart.com	Bid Answer
Ad Art Sign Company	CA	Classification	2016-10-10 14:38:50	mike.mcclure@adart.com	Bid Answer
Ad Art Sign Company	CA	Classification	2016-10-10 15:22:00	mike.mcclure@adart.com	Addendum Notification
Adorama, Inc.	NY	Classification	2016-09-19 14:54:09	biddept@adorama.com	Bid Notification
Advance CComputer Corp	CA	Classification	2016-09-19 14:54:09	sales@cp4.com	Bid Notification
Advanced Broadcast Solutions LLC	WA	Classification	2016-09-19 14:54:09	tom@advancedbroadcastsolutions.com	Bid Notification
Advanced Digital Solutions	CA	Classification	2016-09-19 14:54:09	uzair@gsa-adsii.com	Bid Notification
Advanced Digital Solutions	CA	Classification	2016-09-19 14:54:09	Omar@gsa-adsii.com	Bid Notification
Advanced IT Concepts, Inc.	FL	Classification	2016-09-19 14:54:09	sales@aitcinc.com	Bid Notification
Advanced Personal Computing	TX	Classification	2016-09-19 14:54:09	brianc@liquidnetworx.com	Bid Notification
Advantage Imaging Supply	CA	Classification	2016-09-19 14:54:09	kurtis@aisink.com	Bid Notification
Advantage Imaging Supply, Inc	CA	Classification	2016-09-19 14:54:09	jamesr@aisink.com	Bid Notification
AFP INDUSTRIES, INC.	FL	Classification	2016-09-19 14:54:09	sales@afpschoolsupply.com	Bid Notification
Aita Consulting Services	NJ	Classification	2016-09-19 14:54:09	Richard@aitacs.com	Bid Notification
Alcatel-Lucent USA Inc	CA	Classification	2016-09-19 14:54:09	tim.m.ballew@alcatel-lucent.com	Bid Notification
A LEE JEWELL Associates	NJ	Classification	2016-09-19 14:54:09	aleejewell@aol.com	Bid Notification
ALL3 COMMUNICATIONS	TX	Classification	2016-09-19 14:54:09	conrads@all3comm.com	Bid Notification
Alliance Technology Group, LLC	MD	Classification	2016-09-19 14:54:09	ben.jenkins@alliance-it.com	Bid Notification
ALL PRO SOUND	FL	Classification	2016-09-19 14:54:09	tipton@allprosound.com	Bid Notification
Almond Consulting Group Inc	FL	Classification	2016-09-19 14:54:09	derrick.henry@almondconsulting.com	Bid Notification
Alpha Identification, Inc	MA	Classification	2016-09-19 14:54:09	alphaidinc@gmail.com	Bid Notification
Altex Electronics, Ltd.	TX	Classification	2016-09-19 14:54:09	acarrasco@altex.com	Bid Notification
AMERICAN ART SUPPLY CORP	MI	Classification	2016-09-19 14:54:09	SALES@FRAMERSISLAND.COM	Bid Notification
American Commoditiesawob Inc.	CA	Classification	2016-09-19 14:54:09	tonyduhig@yahoo.com	Bid Notification
Amos Electric Supply Company Inc	TX	Classification	2016-09-19 14:54:09	brent@amoselectric.com	Bid Notification
AngelTrax	AL	Classification	2016-09-19 14:54:09	sally.klein@angeltrax.com	Bid Notification
AngelTrax	AL	Classification	2016-09-27 12:43:00	sally.klein@angeltrax.com	Addendum Notification
AngelTrax	AL	Classification	2016-10-03 08:50:00	sally.klein@angeltrax.com	Addendum Notification
AngelTrax	AL	Classification	2016-10-05 15:07:31	sally.klein@angeltrax.com	Bid Answer
AngelTrax	AL	Classification	2016-10-05 15:08:41	sally.klein@angeltrax.com	Bid Answer
AngelTrax	AL	Classification	2016-10-05 15:10:49	sally.klein@angeltrax.com	Bid Answer
AngelTrax	AL	Classification	2016-10-06 07:29:00	sally.klein@angeltrax.com	Addendum Notification
AngelTrax	AL	Classification	2016-10-10 14:37:03	sally.klein@angeltrax.com	Bid Answer
AngelTrax	AL	Classification	2016-10-10 14:37:37	sally.klein@angeltrax.com	Bid Answer
AngelTrax	AL	Classification	2016-10-10 14:38:11	sally.klein@angeltrax.com	Bid Answer
AngelTrax	AL	Classification	2016-10-10 14:38:32	sally.klein@angeltrax.com	Bid Answer
AngelTrax	AL	Classification	2016-10-10 14:38:50	sally.klein@angeltrax.com	Bid Answer
AngelTrax	AL	Classification	2016-10-10 15:22:00	sally.klein@angeltrax.com	Addendum Notification
Anvaya Solutions, Inc.	CA	Classification	2016-09-19 14:54:09	shobha@anvayasolutions.com	Bid Notification
APG Displays USA Inc, Formerly APP	FL	Classification	2016-09-19 14:54:09	info@projectorlampsources.com	Bid Notification
APG Displays USA Inc, Formerly APP	FL	Classification	2016-09-27 12:43:00	info@projectorlampsources.com	Addendum Notification
APG Displays USA Inc, Formerly APP	FL	Classification	2016-10-03 08:50:00	info@projectorlampsources.com	Addendum Notification
APG Displays USA Inc, Formerly APP	FL	Classification	2016-10-05 15:07:31	info@projectorlampsources.com	Bid Answer
APG Displays USA Inc, Formerly APP	FL	Classification	2016-10-05 15:08:41	info@projectorlampsources.com	Bid Answer
APG Displays USA Inc, Formerly APP	FL	Classification	2016-10-05 15:10:49	info@projectorlampsources.com	Bid Answer
APG Displays USA Inc, Formerly APP	FL	Classification	2016-10-06 07:29:00	info@projectorlampsources.com	Addendum Notification
APG Displays USA Inc, Formerly APP	FL	Classification	2016-10-10 14:37:03	info@projectorlampsources.com	Bid Answer
APG Displays USA Inc, Formerly APP	FL	Classification	2016-10-10 14:37:37	info@projectorlampsources.com	Bid Answer

APG Displays USA Inc, Formerly APP	FL	Classification	2016-10-10 14:38:11	info@projectorlampsource.com	Bid Answer
APG Displays USA Inc, Formerly APP	FL	Classification	2016-10-10 14:38:32	info@projectorlampsource.com	Bid Answer
APG Displays USA Inc, Formerly APP	FL	Classification	2016-10-10 14:38:50	info@projectorlampsource.com	Bid Answer
APG Displays USA Inc, Formerly APP	FL	Classification	2016-10-10 15:22:00	info@projectorlampsource.com	Addendum Notification
APP Online Inc	NY	Classification	2016-09-19 14:54:09	info@projectorlampsource.com	Bid Notification
A-Prompt Corporation	PA	Classification	2016-09-19 14:54:09	bob.zamichieli@aprompt.com	Bid Notification
AP Sound, Inc	FL	Classification	2016-09-19 14:54:09	bid@allprosound.com	Bid Notification
AP Sound, Inc.	FL	Classification	2016-09-19 14:54:09	mark@allprosound.com	Bid Notification
Archive Data Solutions, LLC	PA	Classification	2016-09-19 14:54:09	liz.cullen@imdata.com	Bid Notification
A.R.E. Network Solutions	CA	Classification	2016-09-19 14:54:09	ashish.engles@arenetsol.com	Bid Notification
Arrow Systems Integration, Inc.	TX	Classification	2016-09-19 14:54:09	agonzalez@arrowsi.com	Bid Notification
Atazz Technical Services	CA	Classification	2016-09-19 14:54:09	chad@atazz1.com	Bid Notification
Atlaz International Ltd	NY	Classification	2016-09-19 14:54:09	andrez@atlaz.com	Bid Notification
Audio Resource Group	ND	Classification	2016-09-19 14:54:09	vendor-reg@argaudio.com	Bid Notification
Audio Resource Group	ND	Classification	2016-09-27 12:43:00	vendor-reg@argaudio.com	Addendum Notification
Audio Resource Group	ND	Classification	2016-10-03 08:50:00	vendor-reg@argaudio.com	Addendum Notification
Audio Resource Group	ND	Classification	2016-10-05 15:07:31	vendor-reg@argaudio.com	Bid Answer
Audio Resource Group	ND	Classification	2016-10-05 15:08:41	vendor-reg@argaudio.com	Bid Answer
Audio Resource Group	ND	Classification	2016-10-05 15:10:49	vendor-reg@argaudio.com	Bid Answer
Audio Resource Group	ND	Classification	2016-10-06 07:29:00	vendor-reg@argaudio.com	Addendum Notification
Audio Resource Group	ND	Classification	2016-10-10 14:37:03	vendor-reg@argaudio.com	Bid Answer
Audio Resource Group	ND	Classification	2016-10-10 14:37:37	vendor-reg@argaudio.com	Bid Answer
Audio Resource Group	ND	Classification	2016-10-10 14:38:11	vendor-reg@argaudio.com	Bid Answer
Audio Resource Group	ND	Classification	2016-10-10 14:38:32	vendor-reg@argaudio.com	Bid Answer
Audio Resource Group	ND	Classification	2016-10-10 14:38:50	vendor-reg@argaudio.com	Bid Answer
Audio Resource Group	ND	Classification	2016-10-10 15:22:00	vendor-reg@argaudio.com	Addendum Notification
Audio Video Information and	KS	Classification	2016-09-19 14:54:09	richl@aviestech.com	Bid Notification
AUDIO VIDEO SYSTEMS, INC	VA	Classification	2016-09-19 14:54:09	hbermudez@avsinc.net	Bid Notification
AUDIO VISUAL AIDS COMPANY	TX	Classification	2016-09-19 14:54:09	dblalock@audiovisualaids.com	Bid Notification
AUDIO VISUAL AIDS CORP	TX	Classification	2016-09-19 14:54:09	avacorp@audiovisualaids.com	Bid Notification
Audio Visual Innovations Inc.	FL	Classification	2016-09-19 14:54:09	lora.flanigan@avispl.com	Bid Notification
Audio Visual Innovations, Inc	FL	Classification	2016-09-19 14:54:09	bids@avispl.com	Bid Notification
Audio Visual Innovations, Inc	FL	Classification	2016-09-27 12:43:00	bids@avispl.com	Addendum Notification
Audio Visual Innovations, Inc	FL	Classification	2016-10-03 08:50:00	bids@avispl.com	Addendum Notification
Audio Visual Innovations, Inc	FL	Classification	2016-10-05 15:07:31	bids@avispl.com	Bid Answer
Audio Visual Innovations, Inc	FL	Classification	2016-10-05 15:08:41	bids@avispl.com	Bid Answer
Audio Visual Innovations, Inc	FL	Classification	2016-10-05 15:10:49	bids@avispl.com	Bid Answer
Audio Visual Innovations, Inc	FL	Classification	2016-10-06 07:29:00	bids@avispl.com	Addendum Notification
Audio Visual Innovations, Inc	FL	Classification	2016-10-10 14:37:03	bids@avispl.com	Bid Answer
Audio Visual Innovations, Inc	FL	Classification	2016-10-10 14:37:37	bids@avispl.com	Bid Answer
Audio Visual Innovations, Inc	FL	Classification	2016-10-10 14:38:11	bids@avispl.com	Bid Answer
Audio Visual Innovations, Inc	FL	Classification	2016-10-10 14:38:32	bids@avispl.com	Bid Answer
Audio Visual Innovations, Inc	FL	Classification	2016-10-10 14:38:50	bids@avispl.com	Bid Answer
Audio Visual Innovations, Inc	FL	Classification	2016-10-10 15:22:00	bids@avispl.com	Addendum Notification
Audracom Communications	CA	Classification	2016-09-19 14:54:09	arose@audracom.com	Bid Notification
Aurostar Corporation	CA	Classification	2016-09-19 14:54:09	dalip.bahati@aurostar.net	Bid Notification
Austin Mac Repair	TX	Classification	2016-09-19 14:54:09	bids@austinmacrepair.com	Bid Notification
AVES AUDIO VISUAL SYSTEMS, INC.	TX	Classification	2016-09-19 14:54:09	sales@avesav.com	Bid Notification
Avisolve LLC	AZ	Classification	2016-10-13 13:17:49	admin@avisolve.com	Bid Notification
AVI Systems Inc.	KS	Classification	2016-09-19 14:54:09	joe.athon@avisystems.com	Bid Notification
BahFed Corp	OR	Classification	2016-09-19 14:54:09	govsales@bahfed.com	Bid Notification
Ballard Supply Corporation	UT	Classification	2016-09-19 14:54:09	mike@ballardsupply.com	Bid Notification
Barbarian Usa Inc.	TX	Classification	2016-09-19 14:54:09	info@barbarianusainc.com	Bid Notification
BARCODES LLC	IL	Classification	2016-09-19 14:54:09	rfoust@barcodesinc.com	Bid Notification
Barnes & Noble Booksellers, Inc.	NY	Classification	2016-09-19 14:54:09	scirillo@bn.com	Bid Notification
bay area doctors inc	CA	Classification	2016-09-19 14:54:09	bayareadoctors@gmail.com	Bid Notification
Best Buy For Business	MN	Classification	2016-09-19 14:54:09	brian.quinlan2@bestbuy.com	Bid Notification
Best Buy Stores, L.P.	MN	Classification	2016-09-19 14:54:09	bbfbcontracts@bestbuy.com	Bid Notification
Best Buy Stores, L.P.	MN	Classification	2016-09-19 14:54:09	andy.law@bestbuy.com	Bid Notification
Best Buy Stores, L.P.	MN	Classification	2016-09-19 14:54:09	BBFBContracts@bestbuy.com	Bid Notification
Best Buy Stores, L.P.	MN	Classification	2016-09-19 14:54:09	govbids@bestbuy.com	Bid Notification
Betis Group, Inc.	VA	Classification	2016-09-19 14:54:09	quotes@betis.com	Bid Notification
Better Direct	AZ	Classification	2016-09-19 14:54:09	jason@bdsewp.com	Bid Notification
B & H Foto & Electronics Corp.	NY	Classification	2016-09-19 14:54:09	govedbids@bhphotovideo.com	Bid Notification
Bill and Mikes photo	OH	Classification	2016-09-19 14:54:09	jim@mpex.com	Bid Notification
BIS Digital	FL	Classification	2016-09-19 14:54:09	jack.ferguson@bisdigital.com	Bid Notification
Biway International Technology Inc	TX	Classification	2016-09-19 14:54:09	josephwwang@gmail.com	Bid Notification
Black Box Corp	PA	Classification	2016-09-19 14:54:09	lydia.kleinhenz@blackbox.com	Bid Notification
Black Box Network Services Inc.	TN	Classification	2016-09-19 14:54:09	Tammy.aragon@blackbox.com	Bid Notification
Black Rock Technology Group	CT	Classification	2016-09-19 14:54:09	jsaccu@brtg.com	Bid Notification
Bluefish Worx	TX	Classification	2016-09-19 14:54:09	pete@bluefishworx.com	Bid Notification
Bright White Paper Co.	FL	Classification	2016-09-19 14:54:09	sharon@brightwhitepaper.com	Bid Notification
BURKETT'S OFFICE SUPPLY	CA	Classification	2016-09-19 14:54:09	efarrington@burkettsoffice.com	Bid Notification
Buy Rite	OH	Classification	2016-09-19 14:54:09	bwilliams.buyrite@gmail.com	Bid Notification
CAL-CENTRON INC	CA	Classification	2016-09-19 14:54:09	Nancy@calcentron.com	Bid Notification
California Media Solutions, INC	CA	Classification	2016-09-19 14:54:09	quelli@media-solutions.us	Bid Notification

Callisto Communications	MO	Classification	2016-09-19 14:54:09	steveb@callistont.com	Bid Notification
Call One, Inc.	FL	Classification	2016-09-19 14:54:09	kprringle@calloneonline.com	Bid Notification
CalPhotoUS	IL	Classification	2016-09-19 14:54:09	scott.price@calphotous.com	Bid Notification
Calumet Photographic Inc	IL	Classification	2016-09-19 14:54:09	erwin.goldstein@calumetphoto.com	Bid Notification
Camcor, Inc.	NC	Classification	2016-09-19 14:54:09	bids@camcor.com	Bid Notification
Came Americas Automation, LLC.	FL	Classification	2016-09-19 14:54:09	jhidalgo@came-americas.com	Bid Notification
CAPP USA INC	PA	Classification	2016-09-19 14:54:09	LCIANTO@CAPPUSA.COM	Bid Notification
Capsa Solutions LLC	OR	Classification	2016-09-19 14:54:09	nbell@capsasolutions.com	Bid Notification
CDI Computer Dealers Inc.	IL	Classification	2016-09-19 14:54:09	sbanks@cdicomputers.com	Bid Notification
CDI Computer Dealers Inc.	ON	Classification	2016-09-19 14:54:09	abalasbas@cdicomputers.com	Bid Notification
CDI Computer Dealers Inc.	ON	Classification	2016-09-19 14:54:09	agumiela@cdicomputers.com	Bid Notification
CDI Computers	IL	Classification	2016-09-19 14:54:09	fleone@cdicomputers.com	Bid Notification
CDWG	IL	Classification	2016-09-19 14:54:09	anilpou@cdwg.com	Bid Notification
CDW Government LLC	IL	Classification	2016-10-20 15:09:26	bids@cdwg.com	Bid Notification
Cellular Accessories for Less	CA	Classification	2016-09-19 14:54:09	jennifer@cellularforless.com	Bid Notification
Central Telecom Inc.	KS	Classification	2016-09-19 14:54:09	milesw@cti-kc.com	Bid Notification
Central Telecom Inc.	KS	Classification	2016-09-27 12:43:00	milesw@cti-kc.com	Addendum Notification
Central Telecom Inc.	KS	Classification	2016-10-03 08:50:00	milesw@cti-kc.com	Addendum Notification
Central Telecom Inc.	KS	Classification	2016-10-05 15:07:31	milesw@cti-kc.com	Bid Answer
Central Telecom Inc.	KS	Classification	2016-10-05 15:08:41	milesw@cti-kc.com	Bid Answer
Central Telecom Inc.	KS	Classification	2016-10-05 15:10:49	milesw@cti-kc.com	Bid Answer
Central Telecom Inc.	KS	Classification	2016-10-06 07:29:00	milesw@cti-kc.com	Addendum Notification
Central Telecom Inc.	KS	Classification	2016-10-10 14:37:03	milesw@cti-kc.com	Bid Answer
Central Telecom Inc.	KS	Classification	2016-10-10 14:37:37	milesw@cti-kc.com	Bid Answer
Central Telecom Inc.	KS	Classification	2016-10-10 14:38:11	milesw@cti-kc.com	Bid Answer
Central Telecom Inc.	KS	Classification	2016-10-10 14:38:32	milesw@cti-kc.com	Bid Answer
Central Telecom Inc.	KS	Classification	2016-10-10 14:38:50	milesw@cti-kc.com	Bid Answer
Central Telecom Inc.	KS	Classification	2016-10-10 15:22:00	milesw@cti-kc.com	Addendum Notification
Centrex Electrical Supply Corp.	MO	Classification	2016-09-19 14:54:09	danas@centrex.com	Bid Notification
Checkpoint Services, Inc.	TX	Classification	2016-09-19 14:54:09	sid.irwin@checkpnt.com	Bid Notification
C&H Government	WI	Classification	2016-09-19 14:54:09	smakovec@chdist.com	Bid Notification
Chicago Tech, Inc.	IL	Classification	2016-09-19 14:54:09	mnash@chicagotech.com	Bid Notification
CJIS GROUP	FL	Classification	2016-09-19 14:54:09	Ann@cjisgroup.com	Bid Notification
CJIS GROUP LLC	FL	Classification	2016-09-19 14:54:09	Kristina@cjisgroup.com	Bid Notification
CJIS GROUP LLC	FL	Classification	2016-09-27 12:43:00	Kristina@cjisgroup.com	Addendum Notification
CJIS GROUP LLC	FL	Classification	2016-10-03 08:50:00	Kristina@cjisgroup.com	Addendum Notification
CJIS GROUP LLC	FL	Classification	2016-10-05 15:07:31	Kristina@cjisgroup.com	Bid Answer
CJIS GROUP LLC	FL	Classification	2016-10-05 15:08:41	Kristina@cjisgroup.com	Bid Answer
CJIS GROUP LLC	FL	Classification	2016-10-05 15:10:49	Kristina@cjisgroup.com	Bid Answer
CJIS GROUP LLC	FL	Classification	2016-10-06 07:29:00	Kristina@cjisgroup.com	Addendum Notification
CJIS GROUP LLC	FL	Classification	2016-10-10 14:37:03	Kristina@cjisgroup.com	Bid Answer
CJIS GROUP LLC	FL	Classification	2016-10-10 14:37:37	Kristina@cjisgroup.com	Bid Answer
CJIS GROUP LLC	FL	Classification	2016-10-10 14:38:11	Kristina@cjisgroup.com	Bid Answer
CJIS GROUP LLC	FL	Classification	2016-10-10 14:38:32	Kristina@cjisgroup.com	Bid Answer
CJIS GROUP LLC	FL	Classification	2016-10-10 14:38:50	Kristina@cjisgroup.com	Bid Answer
CJIS GROUP LLC	FL	Classification	2016-10-10 15:22:00	Kristina@cjisgroup.com	Addendum Notification
CLH International, Inc	AZ	Classification	2016-09-19 14:54:09	Evanf@clh.com	Bid Notification
Client Network Services, Inc	MD	Classification	2016-09-19 14:54:09	creighton.carroll@cns-inc.com	Bid Notification
Clover International	TX	Classification	2016-09-19 14:54:09	sales@cloverinternational.co	Bid Notification
CMS Communications, Inc.	CA	Classification	2016-09-19 14:54:09	rflansburg@cmsc-solutions.com	Bid Notification
Coachcomm LLC	AL	Classification	2016-09-19 14:54:09	brad.chisum@coachcomm.com	Bid Notification
CoachComm,LLC	AL	Classification	2016-09-19 14:54:09	doug.dickerson@coachcomm.com	Bid Notification
Coast to Coast Computer Products	CA	Classification	2016-09-19 14:54:09	rfeller@coastcoast.com	Bid Notification
Coast to Coast Computer Products	CA	Classification	2016-09-27 12:43:00	rfeller@coastcoast.com	Addendum Notification
Coast to Coast Computer Products	CA	Classification	2016-10-03 08:50:00	rfeller@coastcoast.com	Addendum Notification
Coast to Coast Computer Products	CA	Classification	2016-10-05 15:07:31	rfeller@coastcoast.com	Bid Answer
Coast to Coast Computer Products	CA	Classification	2016-10-05 15:08:41	rfeller@coastcoast.com	Bid Answer
Coast to Coast Computer Products	CA	Classification	2016-10-05 15:10:49	rfeller@coastcoast.com	Bid Answer
Coast to Coast Computer Products	CA	Classification	2016-10-06 07:29:00	rfeller@coastcoast.com	Addendum Notification
Coast to Coast Computer Products	CA	Classification	2016-10-10 14:37:03	rfeller@coastcoast.com	Bid Answer
Coast to Coast Computer Products	CA	Classification	2016-10-10 14:37:37	rfeller@coastcoast.com	Bid Answer
Coast to Coast Computer Products	CA	Classification	2016-10-10 14:38:11	rfeller@coastcoast.com	Bid Answer
Coast to Coast Computer Products	CA	Classification	2016-10-10 14:38:32	rfeller@coastcoast.com	Bid Answer
Coast to Coast Computer Products	CA	Classification	2016-10-10 14:38:50	rfeller@coastcoast.com	Bid Answer
Coast to Coast Computer Products	CA	Classification	2016-10-10 15:22:00	rfeller@coastcoast.com	Addendum Notification
Command Corp.	FL	Classification	2016-09-19 14:54:09	michael@cmnd.com	Bid Notification
Commercial Sales & Service, Inc.	TX	Classification	2016-09-19 14:54:09	John.Gomez@csstv.com	Bid Notification
Commercial Sales & Service, Inc.	TX	Classification	2016-09-19 14:54:09	Jgo1977@yahoo.com	Bid Notification
Communications Concepts, Inc.	FL	Classification	2016-09-19 14:54:09	rchampagne@cciflorida.com	Bid Notification
Compass Solutions, LLC	DC	Self Invited	2016-10-03 08:50:00	ssmock@compasscentral.com	Addendum Notification
Compass Solutions, LLC	DC	Self Invited	2016-10-05 15:07:31	ssmock@compasscentral.com	Bid Answer
Compass Solutions, LLC	DC	Self Invited	2016-10-05 15:08:41	ssmock@compasscentral.com	Bid Answer
Compass Solutions, LLC	DC	Self Invited	2016-10-05 15:10:49	ssmock@compasscentral.com	Bid Answer
Compass Solutions, LLC	DC	Self Invited	2016-10-06 07:29:00	ssmock@compasscentral.com	Addendum Notification
Compass Solutions, LLC	DC	Self Invited	2016-10-10 14:37:03	ssmock@compasscentral.com	Bid Answer
Compass Solutions, LLC	DC	Self Invited	2016-10-10 14:37:37	ssmock@compasscentral.com	Bid Answer

Compass Solutions, LLC	DC	Self Invited	2016-10-10 14:38:11	ssmock@compasscentral.com	Bid Answer
Compass Solutions, LLC	DC	Self Invited	2016-10-10 14:38:32	ssmock@compasscentral.com	Bid Answer
Compass Solutions, LLC	DC	Self Invited	2016-10-10 14:38:50	ssmock@compasscentral.com	Bid Answer
Compass Solutions, LLC	DC	Self Invited	2016-10-10 15:22:00	ssmock@compasscentral.com	Addendum Notification
Complete Tablet Solutions	TX	Classification	2016-09-19 14:54:09	lfisher@completetablet.com	Bid Notification
Complete Tablet Solutions	TX	Classification	2016-09-19 14:54:09	toconnor@completetablet.com	Bid Notification
CompNation	TN	Classification	2016-09-19 14:54:09	rdugas@compnation.com	Bid Notification
COMPUPRO GLOBAL	TX	Classification	2016-09-19 14:54:09	TAMMYL@COMPUPROGLOBAL.COM	Bid Notification
Compuquick, Inc.	TX	Classification	2016-09-19 14:54:09	michele.reimer@compuquick.com	Bid Notification
Computer Express	TX	Classification	2016-09-19 14:54:09	robert@cetx.com	Bid Notification
Computer Technologies, Inc.	WI	Classification	2016-09-19 14:54:09	sue.stoner@ctivi.com	Bid Notification
CompView	MN	Invited	2016-09-19 14:54:04	dfoley@compview.com	Bid Notification
CompView	MN	Invited	2016-09-27 12:43:00	dfoley@compview.com	Addendum Notification
CompView	MN	Invited	2016-10-03 08:50:00	dfoley@compview.com	Addendum Notification
CompView	MN	Invited	2016-10-05 15:07:31	dfoley@compview.com	Bid Answer
CompView	MN	Invited	2016-10-05 15:08:41	dfoley@compview.com	Bid Answer
CompView	MN	Invited	2016-10-05 15:10:49	dfoley@compview.com	Bid Answer
CompView	MN	Invited	2016-10-06 07:29:00	dfoley@compview.com	Addendum Notification
CompView	MN	Invited	2016-10-10 14:37:03	dfoley@compview.com	Bid Answer
CompView	MN	Invited	2016-10-10 14:37:37	dfoley@compview.com	Bid Answer
CompView	MN	Invited	2016-10-10 14:38:11	dfoley@compview.com	Bid Answer
CompView	MN	Invited	2016-10-10 14:38:32	dfoley@compview.com	Bid Answer
CompView	MN	Invited	2016-10-10 14:38:50	dfoley@compview.com	Bid Answer
CompView	MN	Invited	2016-10-10 15:22:00	dfoley@compview.com	Addendum Notification
CompView, Inc.	OR	Classification	2016-09-19 14:54:09	jseitz@compview.com	Bid Notification
Comtread, Inc	FL	Classification	2016-09-19 14:54:09	erinw@comtread.com	Bid Notification
Consolidated Electrical Distributors	FL	Classification	2016-09-19 14:54:09	tmirbach@cedorlando.com	Bid Notification
CONSOLIDATED ELECTRICAL	FL	Classification	2016-09-19 14:54:09	RHARVEY@RAYBROCC.COM	Bid Notification
Continental Wireless, Inc.	TX	Classification	2016-10-03 12:51:39	registration@cntlwire.com	Bid Notification
Corporate Technologies	ND	Classification	2016-09-19 14:54:09	jade.pergande@gocorpotech.com	Bid Notification
DBISP LLC	IN	Classification	2016-09-19 14:54:09	john.miller@dbispllc.com	Bid Notification
Decker Inc	MI	Classification	2016-09-19 14:54:09	sales@schoolfix.com	Bid Notification
Dell Finanacial Services, LLC.	TX	Classification	2016-09-19 14:54:09	lynn_madaras@dell.com	Bid Notification
DEMCO, Inc.	WI	Classification	2016-09-19 14:54:09	quote@demco.com	Bid Notification
Devicewear	CA	Classification	2016-09-19 14:54:09	rsouza@devicewear.com	Bid Notification
DFI Technologies, LLC	CA	Classification	2016-09-19 14:54:09	vieng@dfitech.com	Bid Notification
Digital Ally Inc.	KS	Classification	2016-09-19 14:54:09	bids@digitalallyinc.com	Bid Notification
Digital Video Midwest	KS	Classification	2016-09-19 14:54:09	tony@digitalvideomidwest.com	Bid Notification
DILTEX INC	CA	Classification	2016-09-19 14:54:09	dil.singh@diltexinc.com	Bid Notification
Dinabox, Inc.	TX	Classification	2016-09-19 14:54:09	clangham@dinaboxinc.com	Bid Notification
Direct Packet, Inc	TX	Classification	2016-09-19 14:54:09	dmcdaid@onevisionsolutions.com	Bid Notification
Direct Technology Group	FL	Classification	2016-09-19 14:54:09	mikeo@directtechnologygroup.com	Bid Notification
Direct Technology Group Inc.	FL	Classification	2016-09-19 14:54:09	briank@directtechnologygroup.com	Bid Notification
Direct Technology Group, Inc	FL	Classification	2016-09-19 14:54:09	aaronr@directtechnologygroup.com	Bid Notification
Direct Technology Group, Inc.	FL	Classification	2016-09-19 14:54:09	cully@directtechnologygroup.com	Bid Notification
Direct Technology Group, Inc.	FL	Classification	2016-09-27 12:43:00	cully@directtechnologygroup.com	Addendum Notification
Direct Technology Group, Inc.	FL	Classification	2016-10-03 08:50:00	cully@directtechnologygroup.com	Addendum Notification
Direct Technology Group, Inc.	FL	Classification	2016-10-05 15:07:31	cully@directtechnologygroup.com	Bid Answer
Direct Technology Group, Inc.	FL	Classification	2016-10-05 15:08:41	cully@directtechnologygroup.com	Bid Answer
Direct Technology Group, Inc.	FL	Classification	2016-10-05 15:10:49	cully@directtechnologygroup.com	Bid Answer
Direct Technology Group, Inc.	FL	Classification	2016-10-06 07:29:00	cully@directtechnologygroup.com	Addendum Notification
Direct Technology Group, Inc.	FL	Classification	2016-10-10 14:37:03	cully@directtechnologygroup.com	Bid Answer
Direct Technology Group, Inc.	FL	Classification	2016-10-10 14:37:37	cully@directtechnologygroup.com	Bid Answer
Direct Technology Group, Inc.	FL	Classification	2016-10-10 14:38:11	cully@directtechnologygroup.com	Bid Answer
Direct Technology Group, Inc.	FL	Classification	2016-10-10 14:38:32	cully@directtechnologygroup.com	Bid Answer
Direct Technology Group, Inc.	FL	Classification	2016-10-10 14:38:50	cully@directtechnologygroup.com	Bid Answer
Direct Technology Group, Inc.	FL	Classification	2016-10-10 15:22:00	cully@directtechnologygroup.com	Addendum Notification
Discover Video	CT	Classification	2016-09-19 14:54:09	mikes@discovervideo.com	Bid Notification
Diskovery Educational Systems	FL	Classification	2016-09-19 14:54:09	dan@diskovery.com	Bid Notification
Diskovery Educational Systems	FL	Classification	2016-09-27 12:43:00	dan@diskovery.com	Addendum Notification
Diskovery Educational Systems	FL	Classification	2016-10-03 08:50:00	dan@diskovery.com	Addendum Notification
Diskovery Educational Systems	FL	Classification	2016-10-05 15:07:31	dan@diskovery.com	Bid Answer
Diskovery Educational Systems	FL	Classification	2016-10-05 15:08:41	dan@diskovery.com	Bid Answer
Diskovery Educational Systems	FL	Classification	2016-10-05 15:10:49	dan@diskovery.com	Bid Answer
Diskovery Educational Systems	FL	Classification	2016-10-06 07:29:00	dan@diskovery.com	Addendum Notification
Diskovery Educational Systems	FL	Classification	2016-10-10 14:37:03	dan@diskovery.com	Bid Answer
Diskovery Educational Systems	FL	Classification	2016-10-10 14:37:37	dan@diskovery.com	Bid Answer
Diskovery Educational Systems	FL	Classification	2016-10-10 14:38:11	dan@diskovery.com	Bid Answer
Diskovery Educational Systems	FL	Classification	2016-10-10 14:38:32	dan@diskovery.com	Bid Answer
Diskovery Educational Systems	FL	Classification	2016-10-10 14:38:50	dan@diskovery.com	Bid Answer
Diskovery Educational Systems	FL	Classification	2016-10-10 15:22:00	dan@diskovery.com	Addendum Notification
DI TECHNOLOGY GROUP	CA	Classification	2016-09-19 14:54:09	amie@dataimpressions.com	Bid Notification
DJ S Distributing	MI	Classification	2016-09-19 14:54:09	robk@proaal.com	Bid Notification
DLP Lamp Source	CA	Classification	2016-09-19 14:54:09	sales@dplplampsource.com	Bid Notification
Donelson Tutoring Specialists	TN	Self Invited	2016-09-27 12:43:00	camilla3495@gmail.com	Addendum Notification
Donelson Tutoring Specialists	TN	Self Invited	2016-10-03 08:50:00	camilla3495@gmail.com	Addendum Notification

Donelson Tutoring Specialists	TN	Self Invited	2016-10-05 15:07:31	camilla3495@gmail.com	Bid Answer
Donelson Tutoring Specialists	TN	Self Invited	2016-10-05 15:08:41	camilla3495@gmail.com	Bid Answer
Donelson Tutoring Specialists	TN	Self Invited	2016-10-05 15:10:49	camilla3495@gmail.com	Bid Answer
Donelson Tutoring Specialists	TN	Self Invited	2016-10-06 07:29:00	camilla3495@gmail.com	Addendum Notification
Donelson Tutoring Specialists	TN	Self Invited	2016-10-10 14:37:03	camilla3495@gmail.com	Bid Answer
Donelson Tutoring Specialists	TN	Self Invited	2016-10-10 14:37:37	camilla3495@gmail.com	Bid Answer
Donelson Tutoring Specialists	TN	Self Invited	2016-10-10 14:38:11	camilla3495@gmail.com	Bid Answer
Donelson Tutoring Specialists	TN	Self Invited	2016-10-10 14:38:32	camilla3495@gmail.com	Bid Answer
Donelson Tutoring Specialists	TN	Self Invited	2016-10-10 14:38:50	camilla3495@gmail.com	Bid Answer
Donelson Tutoring Specialists	TN	Self Invited	2016-10-10 15:22:00	camilla3495@gmail.com	Addendum Notification
DSi Video Systems LLC	CA	Classification	2016-09-19 14:54:09	cpierce@divsystems.com	Bid Notification
DY Tek	MO	Classification	2016-09-19 14:54:09	shane@doyotek.com	Bid Notification
ECB Enterprises	UT	Classification	2016-09-19 14:54:09	ecbenterprisesllc@gmail.com	Bid Notification
ECS Imaging, Inc	CA	Classification	2016-09-19 14:54:09	debbi@ecsimaging.com	Bid Notification
Education Intelligence Inc.	TN	Classification	2016-09-19 14:54:09	valinda@eii-usa.com	Bid Notification
Education Supply Network, Inc,	MD	Classification	2016-09-19 14:54:09	ceo@education-supply.net	Bid Notification
Efi's Discount Computers	CA	Classification	2016-09-19 14:54:09	efi@edcsystem.com	Bid Notification
EgressONE Corporation	TX	Classification	2016-09-19 14:54:09	taniame@egressone.com	Bid Notification
EID Badges	IL	Classification	2016-09-19 14:54:09	tom@eidbadges.com	Bid Notification
eInstruction by Turning Technologies	OH	Classification	2016-09-19 14:54:09	purchaseorders@einstruction.com	Bid Notification
ELB US INC	CA	Classification	2016-09-19 14:54:09	d.bolton@elbglobal.com	Bid Notification
ELB US INC	CA	Classification	2016-09-27 12:43:00	d.bolton@elbglobal.com	Addendum Notification
ELB US INC	CA	Classification	2016-10-03 08:50:00	d.bolton@elbglobal.com	Addendum Notification
ELB US INC	CA	Classification	2016-10-05 15:07:31	d.bolton@elbglobal.com	Bid Answer
ELB US INC	CA	Classification	2016-10-05 15:08:41	d.bolton@elbglobal.com	Bid Answer
ELB US INC	CA	Classification	2016-10-05 15:10:49	d.bolton@elbglobal.com	Bid Answer
ELB US INC	CA	Classification	2016-10-06 07:29:00	d.bolton@elbglobal.com	Addendum Notification
ELB US INC	CA	Classification	2016-10-10 14:37:03	d.bolton@elbglobal.com	Bid Answer
ELB US INC	CA	Classification	2016-10-10 14:37:37	d.bolton@elbglobal.com	Bid Answer
ELB US INC	CA	Classification	2016-10-10 14:38:11	d.bolton@elbglobal.com	Bid Answer
ELB US INC	CA	Classification	2016-10-10 14:38:32	d.bolton@elbglobal.com	Bid Answer
ELB US INC	CA	Classification	2016-10-10 14:38:50	d.bolton@elbglobal.com	Bid Answer
ELB US INC	CA	Classification	2016-10-10 15:22:00	d.bolton@elbglobal.com	Addendum Notification
Electric Ants	FL	Classification	2016-09-19 14:54:09	education@electric-ants.com	Bid Notification
ELECTROBOARD Solutions	CA	Classification	2016-09-19 14:54:09	d.duterte@electroboard.com	Bid Notification
Electronix Plus LLC	WA	Classification	2016-09-19 14:54:09	bk@electronics-depot.com	Bid Notification
Elgin Micro	CA	Classification	2016-09-19 14:54:09	dan@elginmicro.com	Bid Notification
Emgence Technologies	CA	Classification	2016-09-19 14:54:09	amather@emgence.com	Bid Notification
Encore Data Products, Inc.	CO	Classification	2016-09-19 14:54:09	sales@encoredataproducts.com	Bid Notification
Encore Data Products, Inc.	CO	Classification	2016-09-27 12:43:00	sales@encoredataproducts.com	Addendum Notification
Encore Data Products, Inc.	CO	Classification	2016-10-03 08:50:00	sales@encoredataproducts.com	Addendum Notification
Encore Data Products, Inc.	CO	Classification	2016-10-05 15:07:31	sales@encoredataproducts.com	Bid Answer
Encore Data Products, Inc.	CO	Classification	2016-10-05 15:08:41	sales@encoredataproducts.com	Bid Answer
Encore Data Products, Inc.	CO	Classification	2016-10-05 15:10:49	sales@encoredataproducts.com	Bid Answer
Encore Data Products, Inc.	CO	Classification	2016-10-06 07:29:00	sales@encoredataproducts.com	Addendum Notification
Encore Data Products, Inc.	CO	Classification	2016-10-10 14:37:03	sales@encoredataproducts.com	Bid Answer
Encore Data Products, Inc.	CO	Classification	2016-10-10 14:37:37	sales@encoredataproducts.com	Bid Answer
Encore Data Products, Inc.	CO	Classification	2016-10-10 14:38:11	sales@encoredataproducts.com	Bid Answer
Encore Data Products, Inc.	CO	Classification	2016-10-10 14:38:32	sales@encoredataproducts.com	Bid Answer
Encore Data Products, Inc.	CO	Classification	2016-10-10 14:38:50	sales@encoredataproducts.com	Bid Answer
Encore Data Products, Inc.	CO	Classification	2016-10-10 15:22:00	sales@encoredataproducts.com	Addendum Notification
Energyneering Solutions Inc.	OR	Classification	2016-09-19 14:54:09	scummings@energyneeringsolutions.com	Bid Notification
En-Net Services, LLC	MD	Classification	2016-09-19 14:54:09	dbrown@en-netservices.com	Bid Notification
En Pointe Technologies Sales Inc.	CA	Classification	2016-09-19 14:54:09	hawaii@enpointe.com	Bid Notification
En Pointe Technologies Sales Inc.	CA	Classification	2016-09-19 14:54:09	iyunus@enpointe.com	Bid Notification
En Pointe Technologies Sales LLC	CA	Classification	2016-09-19 14:54:09	bidteam@enpointe.com	Bid Notification
En Pointe Technologies Sales LLC.	CA	Classification	2016-09-19 14:54:09	aijaz@enpointe.com	Bid Notification
Enterprise Pals, Inc.	KS	Classification	2016-09-19 14:54:09	contracting@enterprisepals.com	Bid Notification
Eos Systems	MA	Classification	2016-09-19 14:54:09	stacya@eos-systems.com	Bid Notification
epm solutions, llc	CA	Classification	2016-09-19 14:54:09	gwinterhalter@epmsolutions.com	Bid Notification
erepublic	CA	Classification	2016-09-19 14:54:09	bidwatch@centerdigitalgov.com	Bid Notification
Eta Phi Systems	FL	Classification	2016-09-19 14:54:09	sales@etatransit.com	Bid Notification
eTech Parts	KS	Classification	2016-09-19 14:54:09	jen@etechparts.com	Bid Notification
Ewiz Express	CA	Classification	2016-09-19 14:54:09	gov.ed@superbiiz.com	Bid Notification
Executive Broadband Communications	DE	Classification	2016-09-19 14:54:09	cviar@executive-broadband.com	Bid Notification
ExhibitOne Corporation	AZ	Classification	2016-09-19 14:54:09	tsanders@exhibitone.com	Bid Notification
ExhibitOne Corporation	AZ	Classification	2016-09-19 14:54:09	RMunoz@exhibitone.com	Bid Notification
EXIT 123C, LLC	CA	Classification	2016-09-19 14:54:09	gavin.rosenberg@exit123c.com	Bid Notification
ExteriorBox	TX	Classification	2016-09-19 14:54:09	info@exteriorbox.com	Bid Notification
ExtraTeam	CA	Classification	2016-09-19 14:54:09	rob@extrateam.com	Bid Notification
Facility Solutions Group	KS	Classification	2016-09-19 14:54:09	stevef@fsgi.com	Bid Notification
Factory Express inc	NM	Classification	2016-09-19 14:54:09	mollyb@factory-express.com	Bid Notification
Faith Technologies, Inc.	WI	Classification	2016-09-19 14:54:09	jeremiah.boughton@faithtechnologies.com	Bid Notification
Fallen Leaf Films	CA	Classification	2016-09-19 14:54:09	michael@fallenleaffilms.com	Bid Notification
ferbak inc	CA	Classification	2016-09-19 14:54:09	SARAR@VISIONSOFVIDEO.COM	Bid Notification
F&E Trading	NJ	Classification	2016-09-19 14:54:09	samuels@fetradng.com	Bid Notification

F & H Office systems	CA	Classification	2016-09-19 14:54:09	yosi@fhos.net	Bid Notification
Focus Camera LLC	NY	Classification	2016-09-19 14:54:09	bids@focuscamera.com	Bid Notification
Focused Technology	FL	Classification	2016-09-19 14:54:09	dswain@focusedtechnology.com	Bid Notification
Ford Audio-Video Systems	TX	Classification	2016-09-19 14:54:09	tobit@fordav.com	Bid Notification
Ford Audio Video Systems, LLC	TX	Classification	2016-09-19 14:54:09	tobit@fordav.com	Bid Notification
Ford Audio-Video Systems, LLC	OK	Classification	2016-09-19 14:54:09	knole@fordav.com	Bid Notification
Gem State Technologies	ID	Classification	2016-09-19 14:54:09	kevin@gemstatetech.com	Bid Notification
Genetec	QC	Classification	2016-09-19 14:54:09	pbelmonte@genetec.com	Bid Notification
GHA Technolgies, Inc	AZ	Classification	2016-09-19 14:54:09	derrick.luther@gha-technologies.com	Bid Notification
GHA Technologies	AZ	Classification	2016-09-19 14:54:09	jeffrey.cohen@gha-associates.com	Bid Notification
GHA Technologies, Inc.	AZ	Classification	2016-09-19 14:54:09	dmohr@gha-associates.com	Bid Notification
GHA Technologies, Inc.	TX	Classification	2016-09-19 14:54:09	kirk.gunkel@gha-associates.com	Bid Notification
Global Computer Supplies, Inc.	NJ	Classification	2016-09-19 14:54:09	tvanduyne@globalcomputer.com	Bid Notification
GLOBAL DISCOUNT CONNECTION	IL	Classification	2016-09-19 14:54:09	jade@globaldiscountconnection.com	Bid Notification
Global Tradequest	NY	Classification	2016-09-19 14:54:09	tturcott@globaltradequest.com	Bid Notification
GlobeCom Technologies, Inc.	OH	Classification	2016-09-19 14:54:09	gary@globecomtechnologies.com	Bid Notification
GovConnection, Inc.	NH	Classification	2016-09-19 14:54:09	tcataldi@govconnection.com	Bid Notification
GovConnection, Inc.	NH	Classification	2016-09-19 14:54:09	AHinojosa@govconnection.com	Bid Notification
GovDirect	FL	Classification	2016-09-19 14:54:09	jscott@govdirect.com	Bid Notification
GOV GROUP	CA	Classification	2016-09-19 14:54:09	andy@govgroup.com	Bid Notification
GPTECHSOLUTIONS	ID	Classification	2016-09-19 14:54:09	mike@gptechsolutions.com	Bid Notification
Graham Magnetics LP	TX	Classification	2016-09-19 14:54:09	pallen@grahammagnetics.com	Bid Notification
Granville Associates, Inc.	PA	Classification	2016-09-19 14:54:09	jiggs@visionbp.com	Bid Notification
Graybar	MN	Classification	2016-09-19 14:54:09	Peter.Hynes@Graybar.com	Bid Notification
Graybar Electric Co.	MN	Classification	2016-09-19 14:54:09	david.stien@graybar.com	Bid Notification
Graybar Electric Co.	MN	Classification	2016-09-27 12:43:00	david.stien@graybar.com	Addendum Notification
Graybar Electric Co.	MN	Classification	2016-10-03 08:50:00	david.stien@graybar.com	Addendum Notification
Graybar Electric Co.	MN	Classification	2016-10-05 15:07:31	david.stien@graybar.com	Bid Answer
Graybar Electric Co.	MN	Classification	2016-10-05 15:08:41	david.stien@graybar.com	Bid Answer
Graybar Electric Co.	MN	Classification	2016-10-05 15:10:49	david.stien@graybar.com	Bid Answer
Graybar Electric Co.	MN	Classification	2016-10-06 07:29:00	david.stien@graybar.com	Addendum Notification
Graybar Electric Co.	MN	Classification	2016-10-10 14:37:03	david.stien@graybar.com	Bid Answer
Graybar Electric Co.	MN	Classification	2016-10-10 14:37:37	david.stien@graybar.com	Bid Answer
Graybar Electric Co.	MN	Classification	2016-10-10 14:38:11	david.stien@graybar.com	Bid Answer
Graybar Electric Co.	MN	Classification	2016-10-10 14:38:32	david.stien@graybar.com	Bid Answer
Graybar Electric Co.	MN	Classification	2016-10-10 14:38:50	david.stien@graybar.com	Bid Answer
Graybar Electric Co.	MN	Classification	2016-10-10 15:22:00	david.stien@graybar.com	Addendum Notification
Gripcase LLC	IL	Classification	2016-09-19 14:54:09	brian@gripcase.com	Bid Notification
Grouse Industries	NC	Classification	2016-09-19 14:54:09	kelseyhicks@firefold.com	Bid Notification
gtenders	MD	Self Invited	2016-09-27 12:43:00	gtenders.info@gmail.com	Addendum Notification
gtenders	MD	Self Invited	2016-10-03 08:50:00	gtenders.info@gmail.com	Addendum Notification
gtenders	MD	Self Invited	2016-10-05 15:07:31	gtenders.info@gmail.com	Bid Answer
gtenders	MD	Self Invited	2016-10-05 15:08:41	gtenders.info@gmail.com	Bid Answer
gtenders	MD	Self Invited	2016-10-05 15:10:49	gtenders.info@gmail.com	Bid Answer
gtenders	MD	Self Invited	2016-10-06 07:29:00	gtenders.info@gmail.com	Addendum Notification
gtenders	MD	Self Invited	2016-10-10 14:37:03	gtenders.info@gmail.com	Bid Answer
gtenders	MD	Self Invited	2016-10-10 14:37:37	gtenders.info@gmail.com	Bid Answer
gtenders	MD	Self Invited	2016-10-10 14:38:11	gtenders.info@gmail.com	Bid Answer
gtenders	MD	Self Invited	2016-10-10 14:38:32	gtenders.info@gmail.com	Bid Answer
gtenders	MD	Self Invited	2016-10-10 14:38:50	gtenders.info@gmail.com	Bid Answer
gtenders	MD	Self Invited	2016-10-10 15:22:00	gtenders.info@gmail.com	Addendum Notification
Guitar Center Stores, Inc.	TX	Classification	2016-09-19 14:54:09	jmcdaniel@gcpro.com	Bid Notification
Gumdrop Cases	CA	Classification	2016-09-19 14:54:09	Alex@gumdropcases.com	Bid Notification
Harman Professional INC	CT	Classification	2016-09-19 14:54:09	mark.henkin@harman.com	Bid Notification
Harris Corporation	OH	Classification	2016-09-19 14:54:09	rlohmuel@harris.com	Bid Notification
Harrison Equipment Co Inc	WA	Classification	2016-09-19 14:54:09	maryjane@harrisequipment.com	Bid Notification
HauteSpot Networks	CA	Classification	2016-09-19 14:54:09	Mike.Baron@hautespot.net	Bid Notification
Haven Falls Motion Picture	CA	Classification	2016-09-19 14:54:09	mark.holman@havenfalls.com	Bid Notification
H.CO. COMPUTER PRODUCTS	CA	Classification	2016-09-19 14:54:09	BILL@THINKCP.COM	Bid Notification
HD SUPPLY FACILITIES	CA	Classification	2016-09-19 14:54:09	HDS-FMBIDS@HDSUPPLY.COM	Bid Notification
HiEd Inc	TX	Classification	2016-09-19 14:54:09	benniem@hied.com	Bid Notification
High Point Networks	ND	Classification	2016-09-19 14:54:09	chris@highpointnetworks.com	Bid Notification
Highsmith, a Division of GHC Specialty	WI	Classification	2016-09-19 14:54:09	bids@highsmith.com	Bid Notification
Hill Country Computer	TX	Classification	2016-09-19 14:54:09	webmaster@hillcountrycomputer.com	Bid Notification
Holman's, Inc.	NM	Classification	2016-09-19 14:54:09	sales@holmans.com	Bid Notification
Holzberg Communications, Inc.	NJ	Classification	2016-09-19 14:54:09	holzberg@juno.com	Bid Notification
Howard Industries, Inc.	MS	Classification	2016-09-19 14:54:09	bids@howardcomputers.com	Bid Notification
Huntleigh Technology Group	TX	Classification	2016-09-19 14:54:09	ross.dahman@huntleigh.com	Bid Notification
Hypertec USA, Inc.	AZ	Classification	2016-09-19 14:54:09	mbradley@hypertecdirect.com	Bid Notification
Hypertec USA, Inc.	AZ	Classification	2016-09-19 14:54:09	bidsus@hypertec.com	Bid Notification
Hypertec USA, Inc.	AZ	Classification	2016-09-27 12:43:00	bidsus@hypertec.com	Addendum Notification
Hypertec USA, Inc.	AZ	Classification	2016-10-03 08:50:00	bidsus@hypertec.com	Addendum Notification
Hypertec USA, Inc.	AZ	Classification	2016-10-05 15:07:31	bidsus@hypertec.com	Bid Answer
Hypertec USA, Inc.	AZ	Classification	2016-10-05 15:08:41	bidsus@hypertec.com	Bid Answer
Hypertec USA, Inc.	AZ	Classification	2016-10-05 15:10:49	bidsus@hypertec.com	Bid Answer
Hypertec USA, Inc.	AZ	Classification	2016-10-06 07:29:00	bidsus@hypertec.com	Addendum Notification

Hypertec USA, Inc.	AZ	Classification	2016-10-10 14:37:03	bidsus@hypertec.com	Bid Answer
Hypertec USA, Inc.	AZ	Classification	2016-10-10 14:37:37	bidsus@hypertec.com	Bid Answer
Hypertec USA, Inc.	AZ	Classification	2016-10-10 14:38:11	bidsus@hypertec.com	Bid Answer
Hypertec USA, Inc.	AZ	Classification	2016-10-10 14:38:32	bidsus@hypertec.com	Bid Answer
Hypertec USA, Inc.	AZ	Classification	2016-10-10 14:38:50	bidsus@hypertec.com	Bid Answer
Hypertec USA, Inc.	AZ	Classification	2016-10-10 15:22:00	bidsus@hypertec.com	Addendum Notification
i3 International	ON	Classification	2016-09-19 14:54:09	phendricks@i3international.com	Bid Notification
ID Solutions	CA	Classification	2016-09-19 14:54:09	scassella@e-idsolutions.com	Bid Notification
Imaan International Inc.	VA	Classification	2016-09-19 14:54:09	arfan@imaaninc.com	Bid Notification
Imagine GPS, Inc.	NV	Classification	2016-09-19 14:54:09	brandon@gpscity.com	Bid Notification
Immedia LLC	AZ	Classification	2016-10-12 10:20:33	mollyfields@immedia-tech.com	Bid Notification
INEX Technologies, LLC	TN	Classification	2016-09-19 14:54:09	kimk@inexzamir.com	Bid Notification
Information Management Services LLC	OR	Classification	2016-09-19 14:54:09	dustin.burch@mybinding.com	Bid Notification
Ingram User Interface LLC	TX	Classification	2016-09-19 14:54:09	scott@ingramui.com	Bid Notification
Inland Associates, Inc.	KS	Classification	2016-09-19 14:54:09	mfloyd@inlandassoc.com	Bid Notification
Inova Multimedia LLC	NJ	Classification	2016-09-19 14:54:09	armin.stalder@inova-multimedia-llc.com	Bid Notification
Intelligent Technology Solutions	TX	Classification	2016-09-19 14:54:09	rahmadi@its-itsm.com	Bid Notification
Interactive Digital Solutions	CA	Classification	2016-09-19 14:54:09	chuot@e-idsolutions.com	Bid Notification
Interlight	IN	Classification	2016-09-19 14:54:09	bill.g@interlight.biz	Bid Notification
Interlight	IN	Classification	2016-09-27 12:43:00	bill.g@interlight.biz	Addendum Notification
Interlight	IN	Classification	2016-10-03 08:50:00	bill.g@interlight.biz	Addendum Notification
Interlight	IN	Classification	2016-10-05 15:07:31	bill.g@interlight.biz	Bid Answer
Interlight	IN	Classification	2016-10-05 15:08:41	bill.g@interlight.biz	Bid Answer
Interlight	IN	Classification	2016-10-05 15:10:49	bill.g@interlight.biz	Bid Answer
Interlight	IN	Classification	2016-10-06 07:29:00	bill.g@interlight.biz	Addendum Notification
Interlight	IN	Classification	2016-10-10 14:37:03	bill.g@interlight.biz	Bid Answer
Interlight	IN	Classification	2016-10-10 14:37:37	bill.g@interlight.biz	Bid Answer
Interlight	IN	Classification	2016-10-10 14:38:11	bill.g@interlight.biz	Bid Answer
Interlight	IN	Classification	2016-10-10 14:38:32	bill.g@interlight.biz	Bid Answer
Interlight	IN	Classification	2016-10-10 14:38:50	bill.g@interlight.biz	Bid Answer
Interlight	IN	Classification	2016-10-10 15:22:00	bill.g@interlight.biz	Addendum Notification
International Systems of America, LLC	KY	Classification	2016-09-19 14:54:09	trosenblatt@isa-net.com	Bid Notification
International Television Corporation	CA	Classification	2016-09-19 14:54:09	mlee@itcelectronics.com	Bid Notification
Inter-Pacific, Inc.	IL	Classification	2016-09-19 14:54:09	rkuk@inter-pacific.com	Bid Notification
iTurity	TX	Classification	2016-09-19 14:54:09	Karl@iTurity.com	Bid Notification
iWebVisit.com	NV	Classification	2016-09-19 14:54:09	rfp@iwebvisit.com	Bid Notification
JAVS	KY	Classification	2016-09-19 14:54:09	gabes@javs.com	Bid Notification
Jayhawk Plastics, Inc.	KS	Classification	2016-09-19 14:54:09	nickp@jayhawk.com	Bid Notification
JC Technology, Inc	IL	Classification	2016-09-19 14:54:09	jturk@acecomputers.com	Bid Notification
JC Technology, Inc.	IL	Classification	2016-09-19 14:54:09	mgasparino@acecomputers.com	Bid Notification
J H LARSON ELECTRICAL COMPANY	MN	Classification	2016-09-19 14:54:09	janemo@jhlaron.com	Bid Notification
JohnCo Corp	IN	Classification	2016-09-19 14:54:09	nadian.miller@johncocorp.com	Bid Notification
John Tortelli	NM	Classification	2016-09-19 14:54:09	jntortelli@yahoo.com	Bid Notification
JourneyEd.com, Inc	TX	Classification	2016-09-19 14:54:09	bmoore@journeyed.com	Bid Notification
K12 Solutions Inc	TX	Classification	2016-09-19 14:54:09	mjamal@k12-solutions.com	Bid Notification
K12 Solutions Inc.	TX	Classification	2016-09-19 14:54:09	gwoitzik@k12-solutions.com	Bid Notification
Kambrian Corporation	CA	Classification	2016-09-19 14:54:09	sales@kambrian.com	Bid Notification
Kensington	CA	Classification	2016-09-19 14:54:09	dan.jaeger@kensington.com	Bid Notification
King Star Computer	CA	Classification	2016-09-19 14:54:09	irfan@kingstarusa.com	Bid Notification
K-Log Inc	IL	Classification	2016-09-19 14:54:09	ebid@k-log.com	Bid Notification
Knox Supply Company	TX	Classification	2016-09-19 14:54:09	knox752@gmail.com	Bid Notification
Konica Minolta Business Solutions	VA	Classification	2016-09-19 14:54:09	statebids@kmbs.konicaminolta.us	Bid Notification
Konica Minolta Business Solutions	VA	Classification	2016-09-27 12:43:00	statebids@kmbs.konicaminolta.us	Addendum Notification
Konica Minolta Business Solutions	VA	Classification	2016-10-03 08:50:00	statebids@kmbs.konicaminolta.us	Addendum Notification
Konica Minolta Business Solutions	VA	Classification	2016-10-05 15:07:31	statebids@kmbs.konicaminolta.us	Bid Answer
Konica Minolta Business Solutions	VA	Classification	2016-10-05 15:08:41	statebids@kmbs.konicaminolta.us	Bid Answer
Konica Minolta Business Solutions	VA	Classification	2016-10-05 15:10:49	statebids@kmbs.konicaminolta.us	Bid Answer
Konica Minolta Business Solutions	VA	Classification	2016-10-06 07:29:00	statebids@kmbs.konicaminolta.us	Addendum Notification
Konica Minolta Business Solutions	VA	Classification	2016-10-10 14:37:03	statebids@kmbs.konicaminolta.us	Bid Answer
Konica Minolta Business Solutions	VA	Classification	2016-10-10 14:37:37	statebids@kmbs.konicaminolta.us	Bid Answer
Konica Minolta Business Solutions	VA	Classification	2016-10-10 14:38:11	statebids@kmbs.konicaminolta.us	Bid Answer
Konica Minolta Business Solutions	VA	Classification	2016-10-10 14:38:32	statebids@kmbs.konicaminolta.us	Bid Answer
Konica Minolta Business Solutions	VA	Classification	2016-10-10 14:38:50	statebids@kmbs.konicaminolta.us	Bid Answer
Konica Minolta Business Solutions	VA	Classification	2016-10-10 15:22:00	statebids@kmbs.konicaminolta.us	Addendum Notification
Kustom Signals, Inc.	KS	Classification	2016-09-19 14:54:09	sales@kustomsignals.com	Bid Notification
Kynetic Technologies LLC	FL	Classification	2016-09-19 14:54:09	MattM@kynetictech.com	Bid Notification
Lentkopproducts	IL	Classification	2016-09-19 14:54:09	jlent@Lentkopproducts.com	Bid Notification
Lentkopproducts	IL	Classification	2016-09-27 12:43:00	jlent@Lentkopproducts.com	Addendum Notification
Lentkopproducts	IL	Classification	2016-10-03 08:50:00	jlent@Lentkopproducts.com	Addendum Notification
Lentkopproducts	IL	Classification	2016-10-05 15:07:31	jlent@Lentkopproducts.com	Bid Answer
Lentkopproducts	IL	Classification	2016-10-05 15:08:41	jlent@Lentkopproducts.com	Bid Answer
Lentkopproducts	IL	Classification	2016-10-05 15:10:49	jlent@Lentkopproducts.com	Bid Answer
Lentkopproducts	IL	Classification	2016-10-06 07:29:00	jlent@Lentkopproducts.com	Addendum Notification
Lentkopproducts	IL	Classification	2016-10-10 14:37:03	jlent@Lentkopproducts.com	Bid Answer
Lentkopproducts	IL	Classification	2016-10-10 14:37:37	jlent@Lentkopproducts.com	Bid Answer
Lentkopproducts	IL	Classification	2016-10-10 14:38:11	jlent@Lentkopproducts.com	Bid Answer

Lentkopproducts	IL	Classification	2016-10-10 14:38:32	jlent@Lentkopproducts.com	Bid Answer
Lentkopproducts	IL	Classification	2016-10-10 14:38:50	jlent@Lentkopproducts.com	Bid Answer
Lentkopproducts	IL	Classification	2016-10-10 15:22:00	jlent@Lentkopproducts.com	Addendum Notification
Leon Smith	AZ	Classification	2016-09-19 14:54:09	leon.smith@desertofficesupplies.com	Bid Notification
Lifeline Audio Video Technologies	WI	Classification	2016-09-19 14:54:09	don@lifelineav.com	Bid Notification
Lighthouse for the Blind, Inc	WA	Classification	2016-09-19 14:54:09	lpeschon@seattlelh.org	Bid Notification
Lightspeed Technologies, Inc.	OR	Classification	2016-09-19 14:54:09	lsbids@lightspeed-tek.com	Bid Notification
Lightspeed Technologies, Inc.	OR	Classification	2016-09-27 12:43:00	lsbids@lightspeed-tek.com	Addendum Notification
Lightspeed Technologies, Inc.	OR	Classification	2016-10-03 08:50:00	lsbids@lightspeed-tek.com	Addendum Notification
Lightspeed Technologies, Inc.	OR	Classification	2016-10-05 15:07:31	lsbids@lightspeed-tek.com	Bid Answer
Lightspeed Technologies, Inc.	OR	Classification	2016-10-05 15:08:41	lsbids@lightspeed-tek.com	Bid Answer
Lightspeed Technologies, Inc.	OR	Classification	2016-10-05 15:10:49	lsbids@lightspeed-tek.com	Bid Answer
Lightspeed Technologies, Inc.	OR	Classification	2016-10-06 07:29:00	lsbids@lightspeed-tek.com	Addendum Notification
Lightspeed Technologies, Inc.	OR	Classification	2016-10-10 14:37:03	lsbids@lightspeed-tek.com	Bid Answer
Lightspeed Technologies, Inc.	OR	Classification	2016-10-10 14:37:37	lsbids@lightspeed-tek.com	Bid Answer
Lightspeed Technologies, Inc.	OR	Classification	2016-10-10 14:38:11	lsbids@lightspeed-tek.com	Bid Answer
Lightspeed Technologies, Inc.	OR	Classification	2016-10-10 14:38:32	lsbids@lightspeed-tek.com	Bid Answer
Lightspeed Technologies, Inc.	OR	Classification	2016-10-10 14:38:50	lsbids@lightspeed-tek.com	Bid Answer
Lightspeed Technologies, Inc.	OR	Classification	2016-10-10 15:22:00	lsbids@lightspeed-tek.com	Addendum Notification
Link Computer Corporation	PA	Classification	2016-09-19 14:54:09	pdiandrea@linkcorp.com	Bid Notification
LMG, Inc.	FL	Classification	2016-09-19 14:54:09	juli.valenti@lmg.net	Bid Notification
LMG LLC	TN	Classification	2016-09-19 14:54:09	tim.slade@lmg.net	Bid Notification
Logical Front	TX	Classification	2016-09-19 14:54:09	purchasing@logicalfront.com	Bid Notification
Logicalis, Inc.	CA	Classification	2016-09-19 14:54:09	ken.ohlson@us.logicalis.com	Bid Notification
Low Voltage Integrators LLC	WY	Classification	2016-09-19 14:54:09	adrian@lvillc.net	Bid Notification
Low Voltage Integrators LLC	WY	Classification	2016-09-27 12:43:00	adrian@lvillc.net	Addendum Notification
Low Voltage Integrators LLC	WY	Classification	2016-10-03 08:50:00	adrian@lvillc.net	Addendum Notification
Low Voltage Integrators LLC	WY	Classification	2016-10-05 15:07:31	adrian@lvillc.net	Bid Answer
Low Voltage Integrators LLC	WY	Classification	2016-10-05 15:08:41	adrian@lvillc.net	Bid Answer
Low Voltage Integrators LLC	WY	Classification	2016-10-05 15:10:49	adrian@lvillc.net	Bid Answer
Low Voltage Integrators LLC	WY	Classification	2016-10-06 07:29:00	adrian@lvillc.net	Addendum Notification
Low Voltage Integrators LLC	WY	Classification	2016-10-10 14:37:03	adrian@lvillc.net	Bid Answer
Low Voltage Integrators LLC	WY	Classification	2016-10-10 14:37:37	adrian@lvillc.net	Bid Answer
Low Voltage Integrators LLC	WY	Classification	2016-10-10 14:38:11	adrian@lvillc.net	Bid Answer
Low Voltage Integrators LLC	WY	Classification	2016-10-10 14:38:32	adrian@lvillc.net	Bid Answer
Low Voltage Integrators LLC	WY	Classification	2016-10-10 14:38:50	adrian@lvillc.net	Bid Answer
Low Voltage Integrators LLC	WY	Classification	2016-10-10 15:22:00	adrian@lvillc.net	Addendum Notification
Lyme Computer Systems, Inc	NH	Classification	2016-09-19 14:54:09	Steve@Lyme.com	Bid Notification
Mac Made Easy Inc.	HI	Classification	2016-09-19 14:54:09	gov@maceasy.com	Bid Notification
Mahogany Communication Inc	DE	Classification	2016-09-19 14:54:09	sslade207@gmail.com	Bid Notification
Ma Laboratories	CA	Classification	2016-09-19 14:54:09	madeline.cera@malabs.com	Bid Notification
Mallory Headsets Inc.	MA	Classification	2016-09-19 14:54:09	jake@malloryheadsets.com	Bid Notification
Management Applications, Inc.	TX	Classification	2016-09-19 14:54:09	mvillarreal@managementapps.com	Bid Notification
Man & Machine	FL	Classification	2016-09-19 14:54:09	elmer@mmipsg.com	Bid Notification
March Networks, Inc.	GA	Classification	2016-09-19 14:54:09	atulchinsky@marchnetworks.com	Bid Notification
Marco Technologies, LLC	MN	Invited	2016-09-19 14:54:04	terri.brakke@marconet.com	Bid Notification
Marco Technologies, LLC	MN	Invited	2016-09-27 12:43:00	terri.brakke@marconet.com	Addendum Notification
Marco Technologies, LLC	MN	Invited	2016-10-03 08:50:00	terri.brakke@marconet.com	Addendum Notification
Marco Technologies, LLC	MN	Invited	2016-10-05 15:07:31	terri.brakke@marconet.com	Bid Answer
Marco Technologies, LLC	MN	Invited	2016-10-05 15:08:41	terri.brakke@marconet.com	Bid Answer
Marco Technologies, LLC	MN	Invited	2016-10-05 15:10:49	terri.brakke@marconet.com	Bid Answer
Marco Technologies, LLC	MN	Invited	2016-10-06 07:29:00	terri.brakke@marconet.com	Addendum Notification
Marco Technologies, LLC	MN	Invited	2016-10-10 14:37:03	terri.brakke@marconet.com	Bid Answer
Marco Technologies, LLC	MN	Invited	2016-10-10 14:37:36	terri.brakke@marconet.com	Bid Answer
Marco Technologies, LLC	MN	Invited	2016-10-10 14:38:10	terri.brakke@marconet.com	Bid Answer
Marco Technologies, LLC	MN	Invited	2016-10-10 14:38:31	terri.brakke@marconet.com	Bid Answer
Marco Technologies, LLC	MN	Invited	2016-10-10 14:38:50	terri.brakke@marconet.com	Bid Answer
Marco Technologies, LLC	MN	Invited	2016-10-10 15:22:00	terri.brakke@marconet.com	Addendum Notification
Markey's Rental & Staging	IN	Classification	2016-09-19 14:54:09	mturner@markeys.com	Bid Notification
Master Video Systems	TX	Classification	2016-09-19 14:54:09	erik.beyer@mvsystems.net	Bid Notification
M&A Technology	TX	Classification	2016-09-19 14:54:09	dcooper@macomp.com	Bid Notification
MaxiAids, Inc.	NY	Classification	2016-09-19 14:54:09	bids@maxiaids.com	Bid Notification
MaxiAids, Inc.	NY	Classification	2016-09-27 12:43:00	bids@maxiaids.com	Addendum Notification
MaxiAids, Inc.	NY	Classification	2016-10-03 08:50:00	bids@maxiaids.com	Addendum Notification
MaxiAids, Inc.	NY	Classification	2016-10-05 15:07:31	bids@maxiaids.com	Bid Answer
MaxiAids, Inc.	NY	Classification	2016-10-05 15:08:41	bids@maxiaids.com	Bid Answer
MaxiAids, Inc.	NY	Classification	2016-10-05 15:10:49	bids@maxiaids.com	Bid Answer
MaxiAids, Inc.	NY	Classification	2016-10-06 07:29:00	bids@maxiaids.com	Addendum Notification
MaxiAids, Inc.	NY	Classification	2016-10-10 14:37:03	bids@maxiaids.com	Bid Answer
MaxiAids, Inc.	NY	Classification	2016-10-10 14:37:37	bids@maxiaids.com	Bid Answer
MaxiAids, Inc.	NY	Classification	2016-10-10 14:38:11	bids@maxiaids.com	Bid Answer
MaxiAids, Inc.	NY	Classification	2016-10-10 14:38:32	bids@maxiaids.com	Bid Answer
MaxiAids, Inc.	NY	Classification	2016-10-10 14:38:50	bids@maxiaids.com	Bid Answer
MaxiAids, Inc.	NY	Classification	2016-10-10 15:22:00	bids@maxiaids.com	Addendum Notification
MAXSUR	TX	Classification	2016-09-19 14:54:09	jlahmann@maxsur.com	Bid Notification
MCD Solutions Inc.	MN	Classification	2016-09-19 14:54:09	jlee@mcdsolutions.biz	Bid Notification

MCPC, Inc	OH	Classification	2016-09-19 14:54:09	julie.bartone@mcpc.com	Bid Notification
MC Power Companies, llc	MO	Classification	2016-09-19 14:54:09	jbauer@mcpower.com	Bid Notification
Media Concepts, Inc	OK	Classification	2016-09-19 14:54:09	gdennis@mediaconcepts.tv	Bid Notification
MEL PIERCE CAMERA	CA	Classification	2016-09-19 14:54:09	azita@melpiercecamera.com	Bid Notification
Mendtronix, Inc	CA	Classification	2016-09-19 14:54:09	susan.williams@mendtronix.com	Bid Notification
Metis Corporation	GA	Classification	2016-09-19 14:54:09	rafael.nascimento@metiscorp.org	Bid Notification
Microsoft	KS	Classification	2016-09-19 14:54:09	bradley.davis@microsoft.com	Bid Notification
Midwest Asset Disposition	MO	Classification	2016-09-19 14:54:09	laptopsquad1@gmail.com	Bid Notification
Millenium Products, Inc.	MI	Classification	2016-09-19 14:54:09	info@milleniumproducts.net	Bid Notification
mindSHIFT Technologies	NY	Classification	2016-09-19 14:54:09	cuellar.sebastian@gmail.com	Bid Notification
Minnesota Computer Systems Inc.	MN	Classification	2016-10-17 10:38:29	mikeh@mncopy.com	Bid Notification
Mirapath, Inc.	CA	Classification	2016-09-19 14:54:09	supplierdiversity@mirapath.com	Bid Notification
Missouri Office Systems & Supplies,	MO	Classification	2016-09-19 14:54:09	greg@8asupplier.com	Bid Notification
MI Technologies Inc.	CA	Classification	2016-09-19 14:54:09	klaus.scholz@mitechnologiesinc.com	Bid Notification
MK MANAGEMENT INC.	CA	Classification	2016-09-19 14:54:09	rfq@cd3k.com	Bid Notification
MMG Technology Group inc	CA	Classification	2016-09-19 14:54:09	dgross@mmgtech.com	Bid Notification
MNJ Technologies	IL	Classification	2016-09-19 14:54:09	timc@mnjtech.com	Bid Notification
MNJ Technologies Direct, Inc	IL	Classification	2016-09-19 14:54:09	tgrove@mnjtech.com	Bid Notification
MNJ TECHNOLOGIES DIRECT, INC.	IL	Classification	2016-09-19 14:54:09	rian.yablun@MNJTECH.COM	Bid Notification
Mobile Integration Workgroup	WA	Classification	2016-09-19 14:54:09	RyanA@mobileintegration-group.com	Bid Notification
Modern Imaging Solutions	CA	Classification	2016-09-19 14:54:09	Kraymerp@modernimagingolutions.com	Bid Notification
Modern Imaging Solutions	CA	Classification	2016-09-19 14:54:09	richs@modernimagingolutions.com	Bid Notification
MODERN IMAGING SOLUTIONS	CA	Classification	2016-09-19 14:54:09	applea@modernimagingolutions.com	Bid Notification
Modern Imaging Solutions Inc	CA	Classification	2016-09-19 14:54:09	joanae@modernimagingolutions.com	Bid Notification
MPH Industries, Inc.	KY	Classification	2016-09-19 14:54:09	info@mphindustries.com	Bid Notification
MRC Smart Technology Solutions	CA	Classification	2016-09-19 14:54:09	ghuey@mrc360.com	Bid Notification
MTS Partners	CA	Classification	2016-10-11 16:20:33	damien@iprinttechnologies.com	Bid Notification
Musco Sports Lighting, LLC	IA	Classification	2016-09-19 14:54:09	bid.center@musco.com	Bid Notification
Muzak	SC	Classification	2016-09-19 14:54:09	mark_herron@muzak.com	Bid Notification
MyService Solutions, Inc	CA	Classification	2016-09-19 14:54:09	b.hoza@mactoschool.com	Bid Notification
Nasco	WI	Classification	2016-09-19 14:54:09	quotes@enasco.com	Bid Notification
Nationwide Network Technologies,	TX	Classification	2016-09-19 14:54:09	aryan@nationwidenetwork.com	Bid Notification
Net Properties Inc	OR	Classification	2016-09-19 14:54:09	tyler@goelectronic.com	Bid Notification
Network Power Solutions Inc	HI	Classification	2016-09-19 14:54:09	kip@networkpwrsolutions.com	Bid Notification
New Beginnings Capital Partnership	TX	Classification	2016-09-19 14:54:09	dolson@nbcpsourcing.com	Bid Notification
New Century Technologies Inc	CA	Classification	2016-09-19 14:54:09	tammy@nctsolution.com	Bid Notification
NeweggBusiness, Inc	CA	Classification	2016-09-19 14:54:09	david.e.kim@neweggbusiness.com	Bid Notification
Newline Interactive	TX	Classification	2016-09-19 14:54:09	wpearson@newline-interactive.com	Bid Notification
Newline Interactive	TX	Classification	2016-09-27 12:43:00	wpearsonjr@gmail.com	Addendum Notification
Newline Interactive	TX	Classification	2016-10-03 08:50:00	wpearsonjr@gmail.com	Addendum Notification
Newline Interactive	TX	Classification	2016-10-05 15:07:31	wpearsonjr@gmail.com	Bid Answer
Newline Interactive	TX	Classification	2016-10-05 15:08:41	wpearsonjr@gmail.com	Bid Answer
Newline Interactive	TX	Classification	2016-10-05 15:10:49	wpearsonjr@gmail.com	Bid Answer
Newline Interactive	TX	Classification	2016-10-06 07:29:00	wpearsonjr@gmail.com	Addendum Notification
Newline Interactive	TX	Classification	2016-10-10 14:37:03	wpearsonjr@gmail.com	Bid Answer
Newline Interactive	TX	Classification	2016-10-10 14:37:37	wpearsonjr@gmail.com	Bid Answer
Newline Interactive	TX	Classification	2016-10-10 14:38:11	wpearsonjr@gmail.com	Bid Answer
Newline Interactive	TX	Classification	2016-10-10 14:38:32	wpearsonjr@gmail.com	Bid Answer
Newline Interactive	TX	Classification	2016-10-10 14:38:50	wpearsonjr@gmail.com	Bid Answer
Newline Interactive	TX	Classification	2016-10-10 15:22:00	wpearsonjr@gmail.com	Addendum Notification
New Tech Solutions, Inc.	CA	Classification	2016-09-19 14:54:09	bids@ntsca.com	Bid Notification
Nicholas P. Pipino Inc Associates	MD	Classification	2016-09-19 14:54:09	spipino@pipinoinc.com	Bid Notification
nlesystems inc	CA	Classification	2016-09-19 14:54:09	ohannis@nlesystems.com	Bid Notification
Nomar Enterprises, LLC	TX	Classification	2016-09-19 14:54:09	mrs weldon78@aol.com	Bid Notification
Nomar Enterprises, LLC	TX	Classification	2016-09-27 12:43:00	mrs weldon78@aol.com	Addendum Notification
Nomar Enterprises, LLC	TX	Classification	2016-10-03 08:50:00	mrs weldon78@aol.com	Addendum Notification
Nomar Enterprises, LLC	TX	Classification	2016-10-05 15:07:31	mrs weldon78@aol.com	Bid Answer
Nomar Enterprises, LLC	TX	Classification	2016-10-05 15:08:41	mrs weldon78@aol.com	Bid Answer
Nomar Enterprises, LLC	TX	Classification	2016-10-05 15:10:49	mrs weldon78@aol.com	Bid Answer
Nomar Enterprises, LLC	TX	Classification	2016-10-06 07:29:00	mrs weldon78@aol.com	Addendum Notification
Nomar Enterprises, LLC	TX	Classification	2016-10-10 14:37:03	mrs weldon78@aol.com	Bid Answer
Nomar Enterprises, LLC	TX	Classification	2016-10-10 14:37:37	mrs weldon78@aol.com	Bid Answer
Nomar Enterprises, LLC	TX	Classification	2016-10-10 14:38:11	mrs weldon78@aol.com	Bid Answer
Nomar Enterprises, LLC	TX	Classification	2016-10-10 14:38:32	mrs weldon78@aol.com	Bid Answer
Nomar Enterprises, LLC	TX	Classification	2016-10-10 14:38:50	mrs weldon78@aol.com	Bid Answer
Nomar Enterprises, LLC	TX	Classification	2016-10-10 15:22:00	mrs weldon78@aol.com	Addendum Notification
North America Procurement Council	CO	Self Invited	2016-09-27 12:43:00	bids@napc.me	Addendum Notification
North America Procurement Council	CO	Self Invited	2016-10-03 08:50:00	bids@napc.me	Addendum Notification
North America Procurement Council	CO	Self Invited	2016-10-05 15:07:31	bids@napc.me	Bid Answer
North America Procurement Council	CO	Self Invited	2016-10-05 15:08:41	bids@napc.me	Bid Answer
North America Procurement Council	CO	Self Invited	2016-10-05 15:10:49	bids@napc.me	Bid Answer
North America Procurement Council	CO	Self Invited	2016-10-06 07:29:00	bids@napc.me	Addendum Notification
North America Procurement Council	CO	Self Invited	2016-10-10 14:37:03	bids@napc.me	Bid Answer
North America Procurement Council	CO	Self Invited	2016-10-10 14:37:37	bids@napc.me	Bid Answer
North America Procurement Council	CO	Self Invited	2016-10-10 14:38:11	bids@napc.me	Bid Answer
North America Procurement Council	CO	Self Invited	2016-10-10 14:38:32	bids@napc.me	Bid Answer

North America Procurement Council	CO	Self Invited	2016-10-10 14:38:50	bids@napc.me	Bid Answer
North America Procurement Council	CO	Self Invited	2016-10-10 15:22:00	bids@napc.me	Addendum Notification
Northstar AV	NY	Classification	2016-09-19 14:54:09	fd@northstar-av.com	Bid Notification
Northstar AV	NY	Classification	2016-09-27 12:43:00	fd@northstar-av.com	Addendum Notification
Northstar AV	NY	Classification	2016-10-03 08:50:00	fd@northstar-av.com	Addendum Notification
Northstar AV	NY	Classification	2016-10-05 15:07:31	fd@northstar-av.com	Bid Answer
Northstar AV	NY	Classification	2016-10-05 15:08:41	fd@northstar-av.com	Bid Answer
Northstar AV	NY	Classification	2016-10-05 15:10:49	fd@northstar-av.com	Bid Answer
Northstar AV	NY	Classification	2016-10-06 07:29:00	fd@northstar-av.com	Addendum Notification
Northstar AV	NY	Classification	2016-10-10 14:37:03	fd@northstar-av.com	Bid Answer
Northstar AV	NY	Classification	2016-10-10 14:37:37	fd@northstar-av.com	Bid Answer
Northstar AV	NY	Classification	2016-10-10 14:38:11	fd@northstar-av.com	Bid Answer
Northstar AV	NY	Classification	2016-10-10 14:38:32	fd@northstar-av.com	Bid Answer
Northstar AV	NY	Classification	2016-10-10 14:38:50	fd@northstar-av.com	Bid Answer
Northstar AV	NY	Classification	2016-10-10 15:22:00	fd@northstar-av.com	Addendum Notification
Odyssey Specialty Vehicles	NJ	Classification	2016-09-19 14:54:09	pfahy@odysseysv.com	Bid Notification
Office Depot, Inc.	MN	Classification	2016-09-19 14:54:09	christopher.ceynowa@officedepot.com	Bid Notification
Office Depot, Inc.	MN	Classification	2016-09-27 12:43:00	christopher.ceynowa@officedepot.com	Addendum Notification
Office Depot, Inc.	MN	Classification	2016-10-03 08:50:00	christopher.ceynowa@officedepot.com	Addendum Notification
Office Depot, Inc.	MN	Classification	2016-10-05 15:07:31	christopher.ceynowa@officedepot.com	Bid Answer
Office Depot, Inc.	MN	Classification	2016-10-05 15:08:41	christopher.ceynowa@officedepot.com	Bid Answer
Office Depot, Inc.	MN	Classification	2016-10-05 15:10:49	christopher.ceynowa@officedepot.com	Bid Answer
Office Depot, Inc.	MN	Classification	2016-10-06 07:29:00	christopher.ceynowa@officedepot.com	Addendum Notification
Office Depot, Inc.	MN	Classification	2016-10-10 14:37:03	christopher.ceynowa@officedepot.com	Bid Answer
Office Depot, Inc.	MN	Classification	2016-10-10 14:37:37	christopher.ceynowa@officedepot.com	Bid Answer
Office Depot, Inc.	MN	Classification	2016-10-10 14:38:11	christopher.ceynowa@officedepot.com	Bid Answer
Office Depot, Inc.	MN	Classification	2016-10-10 14:38:32	christopher.ceynowa@officedepot.com	Bid Answer
Office Depot, Inc.	MN	Classification	2016-10-10 14:38:50	christopher.ceynowa@officedepot.com	Bid Answer
Office Depot, Inc.	MN	Classification	2016-10-10 15:22:00	christopher.ceynowa@officedepot.com	Addendum Notification
OfficeMax	CA	Classification	2016-09-19 14:54:09	nicholaslombardo@officemax.com	Bid Notification
OM Office Supply Inc	PA	Classification	2016-09-19 14:54:09	bids@omos.com	Bid Notification
OM Office Supply Inc	PA	Classification	2016-09-27 12:43:00	bids@omos.com	Addendum Notification
OM Office Supply Inc	PA	Classification	2016-10-03 08:50:00	bids@omos.com	Addendum Notification
OM Office Supply Inc	PA	Classification	2016-10-05 15:07:31	bids@omos.com	Bid Answer
OM Office Supply Inc	PA	Classification	2016-10-05 15:08:41	bids@omos.com	Bid Answer
OM Office Supply Inc	PA	Classification	2016-10-05 15:10:49	bids@omos.com	Bid Answer
OM Office Supply Inc	PA	Classification	2016-10-06 07:29:00	bids@omos.com	Addendum Notification
OM Office Supply Inc	PA	Classification	2016-10-10 14:37:03	bids@omos.com	Bid Answer
OM Office Supply Inc	PA	Classification	2016-10-10 14:37:37	bids@omos.com	Bid Answer
OM Office Supply Inc	PA	Classification	2016-10-10 14:38:11	bids@omos.com	Bid Answer
OM Office Supply Inc	PA	Classification	2016-10-10 14:38:32	bids@omos.com	Bid Answer
OM Office Supply Inc	PA	Classification	2016-10-10 14:38:50	bids@omos.com	Bid Answer
OM Office Supply Inc	PA	Classification	2016-10-10 15:22:00	bids@omos.com	Addendum Notification
Onestop	TX	Classification	2016-09-19 14:54:09	taniac@callonestop.com	Bid Notification
Onkew Technology, LLC	KS	Classification	2016-09-19 14:54:09	rob@onkew.com	Bid Notification
Onvia	WA	Self Invited	2016-09-27 12:43:00	sourcemanagement2@onvia.com	Addendum Notification
Onvia	WA	Self Invited	2016-10-03 08:50:00	sourcemanagement2@onvia.com	Addendum Notification
Onvia	WA	Self Invited	2016-10-05 15:07:31	sourcemanagement2@onvia.com	Bid Answer
Onvia	WA	Self Invited	2016-10-05 15:08:41	sourcemanagement2@onvia.com	Bid Answer
Onvia	WA	Self Invited	2016-10-05 15:10:49	sourcemanagement2@onvia.com	Bid Answer
Onvia	WA	Self Invited	2016-10-06 07:29:00	sourcemanagement2@onvia.com	Addendum Notification
Onvia	WA	Self Invited	2016-10-10 14:37:03	sourcemanagement2@onvia.com	Bid Answer
Onvia	WA	Self Invited	2016-10-10 14:37:37	sourcemanagement2@onvia.com	Bid Answer
Onvia	WA	Self Invited	2016-10-10 14:38:11	sourcemanagement2@onvia.com	Bid Answer
Onvia	WA	Self Invited	2016-10-10 14:38:32	sourcemanagement2@onvia.com	Bid Answer
Onvia	WA	Self Invited	2016-10-10 14:38:50	sourcemanagement2@onvia.com	Bid Answer
Onvia	WA	Self Invited	2016-10-10 15:22:00	sourcemanagement2@onvia.com	Addendum Notification
Pacific OneSource	CA	Classification	2016-09-19 14:54:09	matt.jenkins@schooltechsupply.com	Bid Notification
Paperless Knowledge, Inc.	CA	Classification	2016-09-19 14:54:09	sdelacruz@pkinc.biz	Bid Notification
Paragon Micro, inc.	IL	Classification	2016-09-19 14:54:09	rphillips@paragonmicro.com	Bid Notification
Parsons Audio LLC	MA	Classification	2016-09-19 14:54:09	dave@paudio.com	Bid Notification
PartStock Computer	MN	Classification	2016-09-19 14:54:09	eogden@partstock.com	Bid Notification
PartStock Computers LLC	NC	Classification	2016-09-19 14:54:09	lholmes@partstock.com	Bid Notification
PCMG, Inc.	VA	Classification	2016-09-19 14:54:09	sledbids@pcmg.com	Bid Notification
PCMG, Inc. DBA Global GovEd	OH	Classification	2016-09-19 14:54:09	penny.musser@pcmg.com	Bid Notification
PCMG, Inc. DBA Global GovEd	OH	Classification	2016-09-27 12:43:00	penny.musser@pcmg.com	Addendum Notification
PCMG, Inc. DBA Global GovEd	OH	Classification	2016-10-03 08:50:00	penny.musser@pcmg.com	Addendum Notification
PCMG, Inc. DBA Global GovEd	OH	Classification	2016-10-05 15:07:31	penny.musser@pcmg.com	Bid Answer
PCMG, Inc. DBA Global GovEd	OH	Classification	2016-10-05 15:08:41	penny.musser@pcmg.com	Bid Answer
PCMG, Inc. DBA Global GovEd	OH	Classification	2016-10-05 15:10:49	penny.musser@pcmg.com	Bid Answer
PCMG, Inc. DBA Global GovEd	OH	Classification	2016-10-06 07:29:00	penny.musser@pcmg.com	Addendum Notification
PCMG, Inc. DBA Global GovEd	OH	Classification	2016-10-10 14:37:03	penny.musser@pcmg.com	Bid Answer
PCMG, Inc. DBA Global GovEd	OH	Classification	2016-10-10 14:37:37	penny.musser@pcmg.com	Bid Answer
PCMG, Inc. DBA Global GovEd	OH	Classification	2016-10-10 14:38:11	penny.musser@pcmg.com	Bid Answer
PCMG, Inc. DBA Global GovEd	OH	Classification	2016-10-10 14:38:32	penny.musser@pcmg.com	Bid Answer
PCMG, Inc. DBA Global GovEd	OH	Classification	2016-10-10 14:38:50	penny.musser@pcmg.com	Bid Answer

PCMG, Inc. DBA Global GovEd	OH	Classification	2016-10-10 15:22:00	penny.musser@pcmg.com	Addendum Notification
PCM Sales	CA	Classification	2016-09-19 14:54:09	eno.essien@pcm.com	Bid Notification
Peacock Enterprises Inc	CA	Classification	2016-09-19 14:54:09	sales@peacockusa.com	Bid Notification
Penn Morris	NJ	Classification	2016-09-19 14:54:09	mail@bestat.us	Bid Notification
PEPPM	PA	Classification	2016-09-19 14:54:09	mcarollo@peppm.org	Bid Notification
Perlmutter Purchasing Power	CA	Classification	2016-09-19 14:54:09	mark@perlmutterpurchasing.com	Bid Notification
Phase 4 Productions, Inc.	AZ	Classification	2016-09-19 14:54:09	marissa@phase4pro.com	Bid Notification
Philippe Management LLC	FL	Classification	2016-09-19 14:54:09	josphilipp@gmail.com	Bid Notification
PJ Hilton and Associates	CA	Classification	2016-09-19 14:54:09	andrew@pjhilton.com	Bid Notification
Planar Systems, Inc.	OR	Classification	2016-09-19 14:54:09	gayle.welsh@planar.com	Bid Notification
Play It Safe Technologies,LLC	MD	Classification	2016-09-19 14:54:09	therrion.white@playitsafetechnologies.com	Bid Notification
Play It Safe Technologies,LLC	MD	Classification	2016-09-27 12:43:00	therrion.white@playitsafetechnologies.com	Addendum Notification
Play It Safe Technologies,LLC	MD	Classification	2016-10-03 08:50:00	therrion.white@playitsafetechnologies.com	Addendum Notification
Play It Safe Technologies,LLC	MD	Classification	2016-10-05 15:07:31	therrion.white@playitsafetechnologies.com	Bid Answer
Play It Safe Technologies,LLC	MD	Classification	2016-10-05 15:08:41	therrion.white@playitsafetechnologies.com	Bid Answer
Play It Safe Technologies,LLC	MD	Classification	2016-10-05 15:10:49	therrion.white@playitsafetechnologies.com	Bid Answer
Play It Safe Technologies,LLC	MD	Classification	2016-10-06 07:29:00	therrion.white@playitsafetechnologies.com	Addendum Notification
Play It Safe Technologies,LLC	MD	Classification	2016-10-10 14:37:03	therrion.white@playitsafetechnologies.com	Bid Answer
Play It Safe Technologies,LLC	MD	Classification	2016-10-10 14:37:37	therrion.white@playitsafetechnologies.com	Bid Answer
Play It Safe Technologies,LLC	MD	Classification	2016-10-10 14:38:11	therrion.white@playitsafetechnologies.com	Bid Answer
Play It Safe Technologies,LLC	MD	Classification	2016-10-10 14:38:32	therrion.white@playitsafetechnologies.com	Bid Answer
Play It Safe Technologies,LLC	MD	Classification	2016-10-10 14:38:50	therrion.white@playitsafetechnologies.com	Bid Answer
Play It Safe Technologies,LLC	MD	Classification	2016-10-10 15:22:00	therrion.white@playitsafetechnologies.com	Addendum Notification
Play Now Enterprises LLC,	TX	Classification	2016-09-19 14:54:09	sdedwards@playnowenterprise.com	Bid Notification
PLD Lamps	CA	Classification	2016-09-19 14:54:09	laurie@pldlamps.com	Bid Notification
PolyVision	GA	Classification	2016-09-19 14:54:09	sales@polyvision.com	Bid Notification
Portable Computer Systems, Inc.	CO	Classification	2016-09-19 14:54:09	brianf@pcsmobile.com	Bid Notification
Power & Telephone Supply Company	VT	Classification	2016-09-19 14:54:09	cablesales@ptsupply.com	Bid Notification
Precision Data Products Inc	MI	Classification	2016-09-19 14:54:09	jim.eidenberger@precision.com	Bid Notification
Premier Building Materials Inc.	OH	Classification	2016-09-19 14:54:09	abahazie@lumensquad.com	Bid Notification
Premier Companies LLC	PA	Classification	2016-09-19 14:54:09	jnader@premiercompaniesllc.com	Bid Notification
Premier Food Safety	CA	Classification	2016-09-19 14:54:09	korey@premierfoodsafety.com	Bid Notification
Premier Products	OK	Classification	2016-09-19 14:54:09	chris.southerncrosschemicals@cox.net	Bid Notification
Pricon Inc.	CA	Classification	2016-09-19 14:54:09	albert@pricon.com	Bid Notification
Primus Electronics Corporation	IL	Classification	2016-09-19 14:54:09	dixon@primuselectronics.com	Bid Notification
Procellis Technology Inc.	MN	Classification	2016-09-19 14:54:09	Jeff.Weber@Procellis.com	Bid Notification
Productive Office & School	CO	Classification	2016-09-19 14:54:09	sandy@prooficeenvironments.com	Bid Notification
Projector Lamp Services	FL	Classification	2016-09-19 14:54:09	ka@relampit.com	Bid Notification
Projector Lamp Services	NY	Classification	2016-09-19 14:54:09	clambert@relampit.com	Bid Notification
Projector Lamp Services	NY	Classification	2016-09-27 12:43:00	clambert@relampit.com	Addendum Notification
Projector Lamp Services	NY	Classification	2016-10-03 08:50:00	clambert@relampit.com	Addendum Notification
Projector Lamp Services	NY	Classification	2016-10-05 15:07:31	clambert@relampit.com	Bid Answer
Projector Lamp Services	NY	Classification	2016-10-05 15:08:41	clambert@relampit.com	Bid Answer
Projector Lamp Services	NY	Classification	2016-10-05 15:10:49	clambert@relampit.com	Bid Answer
Projector Lamp Services	NY	Classification	2016-10-06 07:29:00	clambert@relampit.com	Addendum Notification
Projector Lamp Services	NY	Classification	2016-10-10 14:37:03	clambert@relampit.com	Bid Answer
Projector Lamp Services	NY	Classification	2016-10-10 14:37:37	clambert@relampit.com	Bid Answer
Projector Lamp Services	NY	Classification	2016-10-10 14:38:11	clambert@relampit.com	Bid Answer
Projector Lamp Services	NY	Classification	2016-10-10 14:38:32	clambert@relampit.com	Bid Answer
Projector Lamp Services	NY	Classification	2016-10-10 14:38:50	clambert@relampit.com	Bid Answer
Projector Lamp Services	NY	Classification	2016-10-10 15:22:00	clambert@relampit.com	Addendum Notification
Projector Lamps, LLC	DE	Classification	2016-09-19 14:54:09	betsyh@projectorlamps.com	Bid Notification
Projector Lamp Source	FL	Classification	2016-09-19 14:54:09	robinh@projectorlampsource.com	Bid Notification
Promethean, Inc.	GA	Classification	2016-09-20 08:28:27	us.bids@prometheanworld.com	Bid Notification
Promevo, LLC	KY	Classification	2016-09-19 14:54:09	billing@promevo.com	Bid Notification
PRO SOUND, INC	FL	Classification	2016-09-19 14:54:09	Jevans@prosound.net	Bid Notification
Pro Sound Video Lighting	FL	Classification	2016-09-19 14:54:09	jgentry@prosvl.com	Bid Notification
Pro SVL Inc	FL	Classification	2016-09-19 14:54:09	danny@prosvl.com	Bid Notification
Pro SVL Inc	FL	Classification	2016-09-27 12:43:00	danny@prosvl.com	Addendum Notification
Pro SVL Inc	FL	Classification	2016-10-03 08:50:00	danny@prosvl.com	Addendum Notification
Pro SVL Inc	FL	Classification	2016-10-05 15:07:31	danny@prosvl.com	Bid Answer
Pro SVL Inc	FL	Classification	2016-10-05 15:08:41	danny@prosvl.com	Bid Answer
Pro SVL Inc	FL	Classification	2016-10-05 15:10:49	danny@prosvl.com	Bid Answer
Pro SVL Inc	FL	Classification	2016-10-06 07:29:00	danny@prosvl.com	Addendum Notification
Pro SVL Inc	FL	Classification	2016-10-10 14:37:03	danny@prosvl.com	Bid Answer
Pro SVL Inc	FL	Classification	2016-10-10 14:37:37	danny@prosvl.com	Bid Answer
Pro SVL Inc	FL	Classification	2016-10-10 14:38:11	danny@prosvl.com	Bid Answer
Pro SVL Inc	FL	Classification	2016-10-10 14:38:32	danny@prosvl.com	Bid Answer
Pro SVL Inc	FL	Classification	2016-10-10 14:38:50	danny@prosvl.com	Bid Answer
Pro SVL Inc	FL	Classification	2016-10-10 15:22:00	danny@prosvl.com	Addendum Notification
Protech Computer Systems	CO	Classification	2016-09-19 14:54:09	gfaircloth@protsys.com	Bid Notification
Provision Media, Inc.	MN	Self Invited	2016-09-27 12:43:00	robparkos@provision-media.com	Addendum Notification
Provision Media, Inc.	MN	Self Invited	2016-10-03 08:50:00	robparkos@provision-media.com	Addendum Notification
Provision Media, Inc.	MN	Self Invited	2016-10-05 15:07:31	robparkos@provision-media.com	Bid Answer
Provision Media, Inc.	MN	Self Invited	2016-10-05 15:08:41	robparkos@provision-media.com	Bid Answer
Provision Media, Inc.	MN	Self Invited	2016-10-05 15:10:49	robparkos@provision-media.com	Bid Answer

Provision Media, Inc.	MN	Self Invited	2016-10-06 07:29:00	robparkos@provision-media.com	Addendum Notification
Provision Media, Inc.	MN	Self Invited	2016-10-10 14:37:03	robparkos@provision-media.com	Bid Answer
Provision Media, Inc.	MN	Self Invited	2016-10-10 14:37:37	robparkos@provision-media.com	Bid Answer
Provision Media, Inc.	MN	Self Invited	2016-10-10 14:38:11	robparkos@provision-media.com	Bid Answer
Provision Media, Inc.	MN	Self Invited	2016-10-10 14:38:32	robparkos@provision-media.com	Bid Answer
Provision Media, Inc.	MN	Self Invited	2016-10-10 14:38:50	robparkos@provision-media.com	Bid Answer
Provision Media, Inc.	MN	Self Invited	2016-10-10 15:22:00	robparkos@provision-media.com	Addendum Notification
PRUDINC	FL	Classification	2016-09-19 14:54:09	trevoryacoob@gmail.com	Bid Notification
PURELAND SUPPLY	PA	Classification	2016-09-19 14:54:09	r.huber@purelandsupply.com	Bid Notification
Pyramid Paper Company	FL	Classification	2016-09-19 14:54:09	biddept@pyramidsp.com	Bid Notification
Qcorp Printing Solutions	CA	Classification	2016-09-19 14:54:09	kim@qcorpco.com	Bid Notification
Quality One Wireless	FL	Classification	2016-09-19 14:54:09	bbernhart@q1w.net	Bid Notification
Questivity Inc	CA	Self Invited	2016-09-27 12:43:00	hsohel@questivity.com	Addendum Notification
Questivity Inc	CA	Self Invited	2016-10-03 08:50:00	hsohel@questivity.com	Addendum Notification
Questivity Inc	CA	Self Invited	2016-10-05 15:07:31	hsohel@questivity.com	Bid Answer
Questivity Inc	CA	Self Invited	2016-10-05 15:08:41	hsohel@questivity.com	Bid Answer
Questivity Inc	CA	Self Invited	2016-10-05 15:10:49	hsohel@questivity.com	Bid Answer
Questivity Inc	CA	Self Invited	2016-10-06 07:29:00	hsohel@questivity.com	Addendum Notification
Questivity Inc	CA	Self Invited	2016-10-10 14:37:03	hsohel@questivity.com	Bid Answer
Questivity Inc	CA	Self Invited	2016-10-10 14:37:37	hsohel@questivity.com	Bid Answer
Questivity Inc	CA	Self Invited	2016-10-10 14:38:11	hsohel@questivity.com	Bid Answer
Questivity Inc	CA	Self Invited	2016-10-10 14:38:32	hsohel@questivity.com	Bid Answer
Questivity Inc	CA	Self Invited	2016-10-10 14:38:50	hsohel@questivity.com	Bid Answer
Questivity Inc	CA	Self Invited	2016-10-10 15:22:00	hsohel@questivity.com	Addendum Notification
Questivity Inc.	CA	Classification	2016-09-19 14:54:09	ahmed@questivity.com	Bid Notification
Quest Media and Supplies, Inc.	CA	Classification	2016-09-19 14:54:09	amy_comi@questsys.com	Bid Notification
Rain Networks	WA	Classification	2016-09-19 14:54:09	nathan@rainnetworks.com	Bid Notification
Rapid Technologies	OR	Classification	2016-09-19 14:54:09	stacyvm@rapid-tech.com	Bid Notification
R- Associates, Inc.	TX	Classification	2016-09-19 14:54:09	bill@r-associates.com	Bid Notification
RBC Global Asset Management	MA	Classification	2016-09-19 14:54:09	Andrew.donohue@rbc.com	Bid Notification
R-Computer	CA	Classification	2016-09-19 14:54:09	edr@r-computer.com	Bid Notification
REALLY GOOD STUFF	CT	Classification	2016-09-19 14:54:09	bidsupport@reallygoodstuff.com	Bid Notification
Refurble	IL	Classification	2016-09-19 14:54:09	jason@refurble.com	Bid Notification
RetirementHomeTV Corporation	IN	Classification	2016-09-19 14:54:09	kurt@retirementthometv.com	Bid Notification
RICHARD RAAB	FL	Classification	2016-09-19 14:54:09	richardraab@9to5computer.com	Bid Notification
RIIBC INC	NY	Self Invited	2016-09-27 12:43:00	ralmog@riidllc.com	Addendum Notification
RIIBC INC	NY	Self Invited	2016-10-03 08:50:00	ralmog@riidllc.com	Addendum Notification
RIIBC INC	NY	Self Invited	2016-10-05 15:07:31	ralmog@riidllc.com	Bid Answer
RIIBC INC	NY	Self Invited	2016-10-05 15:08:41	ralmog@riidllc.com	Bid Answer
RIIBC INC	NY	Self Invited	2016-10-05 15:10:49	ralmog@riidllc.com	Bid Answer
RIIBC INC	NY	Self Invited	2016-10-06 07:29:00	ralmog@riidllc.com	Addendum Notification
RIIBC INC	NY	Self Invited	2016-10-10 14:37:03	ralmog@riidllc.com	Bid Answer
RIIBC INC	NY	Self Invited	2016-10-10 14:37:37	ralmog@riidllc.com	Bid Answer
RIIBC INC	NY	Self Invited	2016-10-10 14:38:11	ralmog@riidllc.com	Bid Answer
RIIBC INC	NY	Self Invited	2016-10-10 14:38:32	ralmog@riidllc.com	Bid Answer
RIIBC INC	NY	Self Invited	2016-10-10 14:38:50	ralmog@riidllc.com	Bid Answer
RIIBC INC	NY	Self Invited	2016-10-10 15:22:00	ralmog@riidllc.com	Addendum Notification
Rika Group Corporation	OH	Classification	2016-09-19 14:54:09	bids@pcsurveillance.net	Bid Notification
Riverside Technologies, Inc.	NE	Classification	2016-09-19 14:54:09	tmccabe@riversidetechologies.com	Bid Notification
RKO MEDIA LLC	PA	Classification	2016-09-19 14:54:09	scott@rkomedia.net	Bid Notification
Roberts Distributors LP	IN	Classification	2016-09-19 14:54:09	jscott@robertscamera.com	Bid Notification
Roberts Distributors LP	IN	Classification	2016-09-27 12:43:00	jscott@robertscamera.com	Addendum Notification
Roberts Distributors LP	IN	Classification	2016-10-03 08:50:00	jscott@robertscamera.com	Addendum Notification
Roberts Distributors LP	IN	Classification	2016-10-05 15:07:31	jscott@robertscamera.com	Bid Answer
Roberts Distributors LP	IN	Classification	2016-10-05 15:08:41	jscott@robertscamera.com	Bid Answer
Roberts Distributors LP	IN	Classification	2016-10-05 15:10:49	jscott@robertscamera.com	Bid Answer
Roberts Distributors LP	IN	Classification	2016-10-06 07:29:00	jscott@robertscamera.com	Addendum Notification
Roberts Distributors LP	IN	Classification	2016-10-10 14:37:03	jscott@robertscamera.com	Bid Answer
Roberts Distributors LP	IN	Classification	2016-10-10 14:37:37	jscott@robertscamera.com	Bid Answer
Roberts Distributors LP	IN	Classification	2016-10-10 14:38:11	jscott@robertscamera.com	Bid Answer
Roberts Distributors LP	IN	Classification	2016-10-10 14:38:32	jscott@robertscamera.com	Bid Answer
Roberts Distributors LP	IN	Classification	2016-10-10 14:38:50	jscott@robertscamera.com	Bid Answer
Roberts Distributors LP	IN	Classification	2016-10-10 15:22:00	jscott@robertscamera.com	Addendum Notification
RoseDrew, Inc	FL	Classification	2016-09-19 14:54:09	showcases1@aol.com	Bid Notification
Royal Media Inc.	MD	Classification	2016-09-19 14:54:09	koi@royalimagingolutions.com	Bid Notification
Royal Media Network	MD	Classification	2016-09-19 14:54:09	michaeljerome@royalimagingolutions.com	Bid Notification
Royal Media Network	MD	Classification	2016-09-19 14:54:09	xyra@royalimagingolutions.com	Bid Notification
Royal Media Network Inc.	MD	Classification	2016-09-19 14:54:09	jude@royalimagingolutions.com	Bid Notification
Royal Media Network Inc.	MD	Classification	2016-09-19 14:54:09	kristopher@royalimagingolutions.com	Bid Notification
Royal Media Network INC	MD	Classification	2016-09-19 14:54:09	Mica@royalimagingolutions.com	Bid Notification
ROYAL MEDIA NETWORK INC	MD	Classification	2016-09-19 14:54:09	Henry.kenn@royalimagingolutions.com	Bid Notification
RSR Electronics Inc.	NJ	Classification	2016-09-19 14:54:09	ajjt@elexp.com	Bid Notification
Ryan Electric Inc	MN	Classification	2016-09-19 14:54:09	ryanelec@ryanelectricinc.com	Bid Notification
S4 Worldwide, LLC.	PA	Classification	2016-09-19 14:54:09	jim@s4worldwide.com	Bid Notification
Sacramento Electronic Supply Co., Inc.	CA	Classification	2016-09-19 14:54:09	matt@sacelec.com	Bid Notification
Safari Micro	AZ	Classification	2016-09-19 14:54:09	tina@safarimicro.com	Bid Notification

Safari Micro Inc.	AZ	Classification	2016-09-19 14:54:09	jon@safarimicro.com	Bid Notification
SAFETY SUPPLY INC	TX	Classification	2016-09-19 14:54:09	Lauren@SAFETYSUPPLYINC.COM	Bid Notification
Safety Vision LLC	TX	Classification	2016-09-19 14:54:09	mmajor@safetyvision.com	Bid Notification
sage global products and services llc	CA	Classification	2016-09-19 14:54:09	tony@sageglobal-llc.com	Bid Notification
SCAN TECHNOLOGY, INC.	TN	Classification	2016-09-19 14:54:09	MFLOWERS@SCANTEC.COM	Bid Notification
ScholarBuys	IL	Classification	2016-09-19 14:54:09	bids@scholarbuys.com	Bid Notification
Scott Bickwid	FL	Classification	2016-09-19 14:54:09	sbickwid@cfl.rr.com	Bid Notification
SDI Solutions Inc	IL	Classification	2016-09-19 14:54:09	cbrunner@sdisolutions.com	Bid Notification
Security Group One, Inc.	MD	Classification	2016-09-19 14:54:09	secg01@gmail.com	Bid Notification
SensyTouch, Inc.	CA	Classification	2016-09-19 14:54:09	suda.sampath@sensytouch.com	Bid Notification
Sentry Systems, INC	MN	Classification	2016-09-19 14:54:09	jpetersen@thesaferchoice.com	Bid Notification
Sevenoutsource	DE	Self Invited	2016-09-27 12:43:00	rfpalerts@gmail.com	Addendum Notification
Sevenoutsource	DE	Self Invited	2016-10-03 08:50:00	rfpalerts@gmail.com	Addendum Notification
Sevenoutsource	DE	Self Invited	2016-10-05 15:07:31	rfpalerts@gmail.com	Bid Answer
Sevenoutsource	DE	Self Invited	2016-10-05 15:08:41	rfpalerts@gmail.com	Bid Answer
Sevenoutsource	DE	Self Invited	2016-10-05 15:10:49	rfpalerts@gmail.com	Bid Answer
Sevenoutsource	DE	Self Invited	2016-10-06 07:29:00	rfpalerts@gmail.com	Addendum Notification
Sevenoutsource	DE	Self Invited	2016-10-10 14:37:03	rfpalerts@gmail.com	Bid Answer
Sevenoutsource	DE	Self Invited	2016-10-10 14:37:37	rfpalerts@gmail.com	Bid Answer
Sevenoutsource	DE	Self Invited	2016-10-10 14:38:11	rfpalerts@gmail.com	Bid Answer
Sevenoutsource	DE	Self Invited	2016-10-10 14:38:32	rfpalerts@gmail.com	Bid Answer
Sevenoutsource	DE	Self Invited	2016-10-10 14:38:50	rfpalerts@gmail.com	Bid Answer
Sevenoutsource	DE	Self Invited	2016-10-10 15:22:00	rfpalerts@gmail.com	Addendum Notification
ShopK12, Inc	OR	Classification	2016-09-19 14:54:09	info@shopk12.com	Bid Notification
Show System Integrators	FL	Classification	2016-09-19 14:54:09	sales@showsys.us	Bid Notification
Shree Laxmi, Inc.	CT	Classification	2016-09-19 14:54:09	slibiz@gmail.com	Bid Notification
Sideline Sportswear	PA	Classification	2016-09-19 14:54:09	juanwilliams8408@gmail.com	Bid Notification
Sierra Experts	PA	Classification	2016-09-19 14:54:09	bfreshwater@SierraExperts.com	Bid Notification
SINA'S CUSTOM LAB, INC.	CA	Classification	2016-09-19 14:54:09	sina@fotofirstla.com	Bid Notification
SKS- SMART KIDS SOFTWARE, INC.	TX	Classification	2016-09-19 14:54:09	SAMANTHA@SMARTKIDSSOFTWARE.COM	Bid Notification
SMART Technologies	00	Classification	2016-09-19 14:54:09	biddesk@smartech.com	Bid Notification
SMS Tech Solutions	NC	Classification	2016-09-19 14:54:09	chris@smstechsolutions.com	Bid Notification
Softchoice Corporation	CA	Classification	2016-09-19 14:54:09	sledus@softchoice.com	Bid Notification
Sony Electronics	NJ	Classification	2016-09-19 14:54:09	Shari.sentlowitz@am.sony.com	Bid Notification
SOURCE RITE LLC	CA	Classification	2016-09-19 14:54:09	anne@sourceritegsa.com	Bid Notification
Southern Computer Warehouse	GA	Classification	2016-09-19 14:54:09	scwbids@scw.com	Bid Notification
Specialty Bulb Co Inc	NY	Classification	2016-09-19 14:54:09	luann@bulbspecialists.com	Bid Notification
Specialty Packaging Company, LLC	AL	Classification	2016-09-19 14:54:09	spc10@bellsouth.net	Bid Notification
Staples Contract and Commercial Inc.	MA	Classification	2016-09-19 14:54:09	eugene.phillip@staples.com	Bid Notification
Sterling Computers Corporation	SD	Classification	2016-09-19 14:54:09	alex.delao@sterlingcomputers.com	Bid Notification
Sticha Brothers LTD	WI	Classification	2016-09-19 14:54:09	george@sosonic.com	Bid Notification
St Joseph Electronics inc dba Sight and	MO	Classification	2016-09-19 14:54:09	sales@sightandsoundinnovations.com	Bid Notification
Storage Applications Inc	TX	Classification	2016-09-19 14:54:09	john@r-associates.com	Bid Notification
Streambox Inc	WA	Classification	2016-09-19 14:54:09	moti.krauthamer@streambox.com	Bid Notification
Strictly Technology	FL	Classification	2016-09-19 14:54:09	Quotes@strictlytech.com	Bid Notification
Strictly Technology	FL	Classification	2016-09-27 12:43:00	emcleod@strictlytech.com	Addendum Notification
Strictly Technology	FL	Classification	2016-10-03 08:50:00	emcleod@strictlytech.com	Addendum Notification
Strictly Technology	FL	Classification	2016-10-05 15:07:31	emcleod@strictlytech.com	Bid Answer
Strictly Technology	FL	Classification	2016-10-05 15:08:41	emcleod@strictlytech.com	Bid Answer
Strictly Technology	FL	Classification	2016-10-05 15:10:49	emcleod@strictlytech.com	Bid Answer
Strictly Technology	FL	Classification	2016-10-06 07:29:00	emcleod@strictlytech.com	Addendum Notification
Strictly Technology	FL	Classification	2016-10-10 14:37:03	emcleod@strictlytech.com	Bid Answer
Strictly Technology	FL	Classification	2016-10-10 14:37:37	emcleod@strictlytech.com	Bid Answer
Strictly Technology	FL	Classification	2016-10-10 14:38:11	emcleod@strictlytech.com	Bid Answer
Strictly Technology	FL	Classification	2016-10-10 14:38:32	emcleod@strictlytech.com	Bid Answer
Strictly Technology	FL	Classification	2016-10-10 14:38:50	emcleod@strictlytech.com	Bid Answer
Strictly Technology	FL	Classification	2016-10-10 15:22:00	emcleod@strictlytech.com	Addendum Notification
Studica Inc	NY	Classification	2016-09-19 14:54:09	jims@studica.com	Bid Notification
Summit 7 Systems	AL	Classification	2016-09-19 14:54:09	amy.edwards@summit7systems.com	Bid Notification
Sunrise Hitek Group LLC	IL	Classification	2016-09-19 14:54:09	jsun@sunrisehitek.com	Bid Notification
Superwarehouse BUiness Products,	CA	Classification	2016-09-19 14:54:09	dennis@superwarehouse.com	Bid Notification
Swagit Productions, LLC	TX	Classification	2016-09-19 14:54:09	david@swagit.com	Bid Notification
System Development.Integration, LLC	IL	Classification	2016-09-19 14:54:09	bjackson@sdienterprises.com	Bid Notification
Taborda Solutions	CA	Classification	2016-09-19 14:54:09	michelle.ray@tabordasolutions.com	Bid Notification
Talk Technologies Inc.	WA	Classification	2016-09-19 14:54:09	info@talktech.com	Bid Notification
Tatooine Electronic Systems Inc	WY	Classification	2016-09-19 14:54:09	recycle@tatooineinc.com	Bid Notification
Taurus Technologies, Inc.	TX	Classification	2016-09-19 14:54:09	Klangham@taurustechinc.com	Bid Notification
Teacher's School Supply	FL	Classification	2016-09-19 14:54:09	cheryl@teacherssupply.com	Bid Notification
Tech Depot	CT	Classification	2016-09-19 14:54:09	smorrissey@techdepot.com	Bid Notification
Tech Depot	CT	Classification	2016-09-19 14:54:09	grant.goury@techdepot.com	Bid Notification
Technology Purchasing Partners, LLC	OH	Classification	2016-09-19 14:54:09	dstroman@techpurch.com	Bid Notification
Technomedia Solutions, LLC	FL	Classification	2016-09-19 14:54:09	rfischetti@gotechnomedia.com	Bid Notification
Teer Engineering	FL	Classification	2016-09-19 14:54:09	jharlow@teerengineering.com	Bid Notification
TekFriends	TX	Classification	2016-09-19 14:54:09	via@tekfriends.com	Bid Notification
Teqniqal Systems, LLC	TX	Classification	2016-09-19 14:54:09	efriend@teqniqal.com	Bid Notification
TESSCO Technologies	MD	Classification	2016-09-19 14:54:09	estevesd@tessco.com	Bid Notification

TexanLEDLights, Inc	TX	Classification	2016-09-19 14:54:09	Tom@texanledlights.com	Bid Notification
Texas LED	TX	Classification	2016-09-19 14:54:09	Sailorsrule08@gmail.com	Bid Notification
Texas Media Systems, Ltd	TX	Classification	2016-09-19 14:54:09	ron@tmsav.com	Bid Notification
The Blue Book Building &	NY	Self Invited	2016-09-27 12:43:00	dpeters@thebluebook.com	Addendum Notification
The Blue Book Building &	NY	Self Invited	2016-10-03 08:50:00	dpeters@thebluebook.com	Addendum Notification
The Blue Book Building &	NY	Self Invited	2016-10-05 15:07:31	dpeters@thebluebook.com	Bid Answer
The Blue Book Building &	NY	Self Invited	2016-10-05 15:08:41	dpeters@thebluebook.com	Bid Answer
The Blue Book Building &	NY	Self Invited	2016-10-05 15:10:49	dpeters@thebluebook.com	Bid Answer
The Blue Book Building &	NY	Self Invited	2016-10-06 07:29:00	dpeters@thebluebook.com	Addendum Notification
The Blue Book Building &	NY	Self Invited	2016-10-10 14:37:03	dpeters@thebluebook.com	Bid Answer
The Blue Book Building &	NY	Self Invited	2016-10-10 14:37:37	dpeters@thebluebook.com	Bid Answer
The Blue Book Building &	NY	Self Invited	2016-10-10 14:38:11	dpeters@thebluebook.com	Bid Answer
The Blue Book Building &	NY	Self Invited	2016-10-10 14:38:32	dpeters@thebluebook.com	Bid Answer
The Blue Book Building &	NY	Self Invited	2016-10-10 14:38:50	dpeters@thebluebook.com	Bid Answer
The Blue Book Building &	NY	Self Invited	2016-10-10 15:22:00	dpeters@thebluebook.com	Addendum Notification
The Educational Outback	AK	Classification	2016-09-19 14:54:09	educationaloutback@yahoo.com	Bid Notification
The J Paul Company	TX	Classification	2016-09-19 14:54:09	Lindsay@jpalco.com	Bid Notification
The Library Store, Inc.	IL	Classification	2016-09-19 14:54:09	supplybids@thelibrarystore.com	Bid Notification
Tierney Brothers	MN	Invited	2016-09-19 14:54:04	melissaspears@tierneybrothers.com	Bid Notification
Tierney Brothers	MN	Classification	2016-09-19 14:54:09	chrisjensen@tierneybrothers.com	Bid Notification
Tierney Brothers	MN	Invited	2016-09-27 12:43:00	melissaspears@tierneybrothers.com	Addendum Notification
Tierney Brothers	MN	Invited	2016-10-03 08:50:00	melissaspears@tierneybrothers.com	Addendum Notification
Tierney Brothers	MN	Invited	2016-10-05 15:07:30	melissaspears@tierneybrothers.com	Bid Answer
Tierney Brothers	MN	Invited	2016-10-05 15:08:40	melissaspears@tierneybrothers.com	Bid Answer
Tierney Brothers	MN	Invited	2016-10-05 15:10:48	melissaspears@tierneybrothers.com	Bid Answer
Tierney Brothers	MN	Invited	2016-10-06 07:29:00	melissaspears@tierneybrothers.com	Addendum Notification
Tierney Brothers	MN	Invited	2016-10-10 14:37:03	melissaspears@tierneybrothers.com	Bid Answer
Tierney Brothers	MN	Invited	2016-10-10 14:37:37	melissaspears@tierneybrothers.com	Bid Answer
Tierney Brothers	MN	Invited	2016-10-10 14:38:11	melissaspears@tierneybrothers.com	Bid Answer
Tierney Brothers	MN	Invited	2016-10-10 14:38:32	melissaspears@tierneybrothers.com	Bid Answer
Tierney Brothers	MN	Invited	2016-10-10 14:38:50	melissaspears@tierneybrothers.com	Bid Answer
Tierney Brothers	MN	Invited	2016-10-10 15:22:00	melissaspears@tierneybrothers.com	Addendum Notification
Tierney Brothers Inc.	MN	Classification	2016-09-19 14:54:09	missyjohnson@tierneybrothers.com	Bid Notification
Tierney Brothers Inc.	MN	Classification	2016-10-03 08:50:00	missyjohnson@tierneybrothers.com	Addendum Notification
Tierney Brothers Inc.	MN	Classification	2016-10-05 15:07:31	missyjohnson@tierneybrothers.com	Bid Answer
Tierney Brothers Inc.	MN	Classification	2016-10-05 15:08:41	missyjohnson@tierneybrothers.com	Bid Answer
Tierney Brothers Inc.	MN	Classification	2016-10-05 15:10:49	missyjohnson@tierneybrothers.com	Bid Answer
Tierney Brothers Inc.	MN	Classification	2016-10-06 07:29:00	missyjohnson@tierneybrothers.com	Addendum Notification
Tierney Brothers Inc.	MN	Classification	2016-10-10 14:37:03	missyjohnson@tierneybrothers.com	Bid Answer
Tierney Brothers Inc.	MN	Classification	2016-10-10 14:37:37	missyjohnson@tierneybrothers.com	Bid Answer
Tierney Brothers Inc.	MN	Classification	2016-10-10 14:38:11	missyjohnson@tierneybrothers.com	Bid Answer
Tierney Brothers Inc.	MN	Classification	2016-10-10 14:38:32	missyjohnson@tierneybrothers.com	Bid Answer
Tierney Brothers Inc.	MN	Classification	2016-10-10 14:38:50	missyjohnson@tierneybrothers.com	Bid Answer
Tierney Brothers Inc.	MN	Classification	2016-10-10 15:22:00	missyjohnson@tierneybrothers.com	Addendum Notification
TigerDirect	TX	Classification	2016-09-19 14:54:09	david.frisbie@tigerdirect.com	Bid Notification
Tiger Direct	FL	Classification	2016-09-19 14:54:09	richard.ruiz@tigerdirect.com	Bid Notification
Tiger Direct	IL	Classification	2016-09-19 14:54:09	donald.phelps@tigerdirect.com	Bid Notification
Tiger Direct	TX	Classification	2016-09-19 14:54:09	steven.lubom@TigerDirect.com	Bid Notification
Tigerdirect Inc	FL	Classification	2016-09-19 14:54:09	Derek.James@Tigerdirect.com	Bid Notification
Tiger Direct, Inc.	FL	Classification	2016-09-19 14:54:09	kay.chan@tigerdirect.com	Bid Notification
T-Mobile USA	MN	Classification	2016-09-19 14:54:09	tarek.sayed@t-mobile.com	Bid Notification
TONER CABLE EQUIPMENT INC	PA	Classification	2016-09-19 14:54:09	kathy@tonercable.com	Bid Notification
TonerImaging	CA	Classification	2016-09-19 14:54:09	savan@tonerimaging.com	Bid Notification
Toshiba Direct	AZ	Classification	2016-09-19 14:54:09	lmorris@toshibadirect.com	Bid Notification
Total Material Handling Solutions LLC	TX	Classification	2016-09-19 14:54:09	andrew@e-rackonline.com	Bid Notification
Tower Products, Inc.	NY	Classification	2016-09-19 14:54:09	govtsales@markertek.com	Bid Notification
Tower Products INC	NY	Classification	2016-09-19 14:54:09	edusales@markertek.com	Bid Notification
Trinity Video Communications, Inc.	KY	Classification	2016-09-19 14:54:09	jkolb@trinityvideo.net	Bid Notification
Tri State Camera	NY	Classification	2016-09-19 14:54:09	shmayaf@tristatecamera.com	Bid Notification
Tri-Tek Group, LLC	AZ	Classification	2016-09-19 14:54:09	sales@tritekelectronics.com	Bid Notification
Trivad, Inc.	CA	Classification	2016-09-19 14:54:09	jennajcaudill@yahoo.com	Bid Notification
TTI Business Products, Inc.	NY	Classification	2016-09-19 14:54:09	billiejean@ttibusiness.com	Bid Notification
Turning Technologies, LLC	OH	Classification	2016-09-19 14:54:09	jwilson@turningtechnologies.com	Bid Notification
Turning Technologies, LLC	OH	Classification	2016-09-27 12:43:00	jwilson@turningtechnologies.com	Addendum Notification
Turning Technologies, LLC	OH	Classification	2016-10-03 08:50:00	jwilson@turningtechnologies.com	Addendum Notification
Turning Technologies, LLC	OH	Classification	2016-10-05 15:07:31	jwilson@turningtechnologies.com	Bid Answer
Turning Technologies, LLC	OH	Classification	2016-10-05 15:08:41	jwilson@turningtechnologies.com	Bid Answer
Turning Technologies, LLC	OH	Classification	2016-10-05 15:10:49	jwilson@turningtechnologies.com	Bid Answer
Turning Technologies, LLC	OH	Classification	2016-10-06 07:29:00	jwilson@turningtechnologies.com	Addendum Notification
Turning Technologies, LLC	OH	Classification	2016-10-10 14:37:03	jwilson@turningtechnologies.com	Bid Answer
Turning Technologies, LLC	OH	Classification	2016-10-10 14:37:37	jwilson@turningtechnologies.com	Bid Answer
Turning Technologies, LLC	OH	Classification	2016-10-10 14:38:11	jwilson@turningtechnologies.com	Bid Answer
Turning Technologies, LLC	OH	Classification	2016-10-10 14:38:32	jwilson@turningtechnologies.com	Bid Answer
Turning Technologies, LLC	OH	Classification	2016-10-10 14:38:50	jwilson@turningtechnologies.com	Bid Answer
Turning Technologies, LLC	OH	Classification	2016-10-10 15:22:00	jwilson@turningtechnologies.com	Addendum Notification
TWA, dba Digital Video Midwest	KS	Classification	2016-09-19 14:54:09	bruce@digitalvideomidwest.com	Bid Notification

Ubi Interactive	WA	Classification	2016-09-19 14:54:09	anup@ubi-interactive.com	Bid Notification
Ultimate Office Solutions, Inc.	NJ	Classification	2016-09-19 14:54:09	customerservice@ultoffice.com	Bid Notification
Ultra Inc.	ND	Classification	2016-09-19 14:54:09	tschatz@connectingpoint.biz	Bid Notification
Ultra Inc.	ND	Classification	2016-09-27 12:43:00	tschatz@connectingpoint.biz	Addendum Notification
Ultra Inc.	ND	Classification	2016-10-03 08:50:00	tschatz@connectingpoint.biz	Addendum Notification
Ultra Inc.	ND	Classification	2016-10-05 15:07:31	tschatz@connectingpoint.biz	Bid Answer
Ultra Inc.	ND	Classification	2016-10-05 15:08:41	tschatz@connectingpoint.biz	Bid Answer
Ultra Inc.	ND	Classification	2016-10-05 15:10:49	tschatz@connectingpoint.biz	Bid Answer
Ultra Inc.	ND	Classification	2016-10-06 07:29:00	tschatz@connectingpoint.biz	Addendum Notification
Ultra Inc.	ND	Classification	2016-10-10 14:37:03	tschatz@connectingpoint.biz	Bid Answer
Ultra Inc.	ND	Classification	2016-10-10 14:37:37	tschatz@connectingpoint.biz	Bid Answer
Ultra Inc.	ND	Classification	2016-10-10 14:38:11	tschatz@connectingpoint.biz	Bid Answer
Ultra Inc.	ND	Classification	2016-10-10 14:38:32	tschatz@connectingpoint.biz	Bid Answer
Ultra Inc.	ND	Classification	2016-10-10 14:38:50	tschatz@connectingpoint.biz	Bid Answer
Ultra Inc.	ND	Classification	2016-10-10 15:22:00	tschatz@connectingpoint.biz	Addendum Notification
Unilux LTD	MD	Classification	2016-09-19 14:54:09	laura@uniluxltd.com	Bid Notification
Union Electronic Distributors	IL	Classification	2016-09-19 14:54:09	billp@ued.net	Bid Notification
Unistar-Sparco Computers, Inc.	TN	Classification	2016-09-19 14:54:09	mallory@sparco.com	Bid Notification
United Imaging Inc.	CA	Classification	2016-09-19 14:54:09	asullivan@coastcoast.com	Bid Notification
United Ribbon	CA	Classification	2016-10-17 16:17:09	asullivan@unitedimaging.com	Bid Notification
University Language Services	NY	Classification	2016-09-19 14:54:09	rhershorn@alsintl.com	Bid Notification
USCOMPUTERS	CA	Classification	2016-09-19 14:54:09	info@uscomputersinc.com	Bid Notification
US Pan American Solutions	MD	Classification	2016-09-19 14:54:09	admin@uspasgov.com	Bid Notification
US Screen Corporation	TX	Classification	2016-09-19 14:54:09	brittany@screeninnovations.com	Bid Notification
Valcom Services LLC	VA	Classification	2016-09-19 14:54:09	gbailey@valcom.com	Bid Notification
Valiant National AV Supply	NJ	Classification	2016-09-19 14:54:09	rwolsten@800valiant.com	Bid Notification
Valley Litho Supply	WI	Classification	2016-09-19 14:54:09	jimb@valleylitho.com	Bid Notification
Vantage Lighting	PA	Classification	2016-09-19 14:54:09	MIDSALESVANLTG@AOL.COM	Bid Notification
vCloud Tech Inc.	CA	Classification	2016-09-19 14:54:09	bids@computanix.com	Bid Notification
Verint	TX	Classification	2016-09-19 14:54:09	bill.morehouse@verint.com	Bid Notification
Video Insight, Inc	TX	Classification	2016-09-19 14:54:09	olegt@video-insight.com	Bid Notification
Video Insight, Inc.	TX	Classification	2016-09-19 14:54:09	lrichardson@video-insight.com	Bid Notification
Videotape Products Inc	CA	Classification	2016-09-19 14:54:09	johnn@vtpcorp.com	Bid Notification
VIEVU	WA	Classification	2016-09-19 14:54:09	STEPHANIEO@VIEVU.COM	Bid Notification
VIEVU, LLC	WA	Classification	2016-09-19 14:54:09	james@viewu.com	Bid Notification
Vistacom, Inc.	PA	Classification	2016-09-19 14:54:09	ssedor@vistacominc.com	Bid Notification
Visualedtech, Inc	NJ	Classification	2016-09-19 14:54:09	vised@optonline.net	Bid Notification
Vitec Broadcast Services	CA	Classification	2016-09-19 14:54:09	jhalverson@bexel.com	Bid Notification
Volker Ventures Inc. d/b/a Safe-Card	NC	Classification	2016-09-19 14:54:09	safecard@safecardid.com	Bid Notification
VSA, Inc.	NE	Classification	2016-09-19 14:54:09	lora@vsa1.com	Bid Notification
VSA, Inc.	NE	Classification	2016-09-19 14:54:09	andrea@vsa1.com	Bid Notification
VSC, Inc.	MI	Classification	2016-09-19 14:54:09	fkemmer@vsci.com	Bid Notification
VSC, Inc.	MI	Classification	2016-09-19 14:54:09	lkemmer@shopvsc.com	Bid Notification
Walkenhorst's	CA	Classification	2016-09-19 14:54:09	shari@walkenhorsts.com	Bid Notification
WALTER KLEIN	NY	Classification	2016-09-19 14:54:09	walter@alphasum.com	Bid Notification
W B HUNT CO	MA	Classification	2016-09-19 14:54:09	stanley.goldberg@verizon.net	Bid Notification
W. B. Hunt Co., Inc.	MA	Classification	2016-09-19 14:54:09	mweiskoff@wbhunt.com	Bid Notification
W.B. Hunt Co., Inc	MA	Classification	2016-09-19 14:54:09	rtreadwell@wbhunt.com	Bid Notification
W.B. Hunt Co., Inc	MA	Classification	2016-10-06 07:29:00	rtreadwell@wbhunt.com	Addendum Notification
W.B. Hunt Co., Inc	MA	Classification	2016-10-10 14:37:03	rtreadwell@wbhunt.com	Bid Answer
W.B. Hunt Co., Inc	MA	Classification	2016-10-10 14:37:37	rtreadwell@wbhunt.com	Bid Answer
W.B. Hunt Co., Inc	MA	Classification	2016-10-10 14:38:11	rtreadwell@wbhunt.com	Bid Answer
W.B. Hunt Co., Inc	MA	Classification	2016-10-10 14:38:32	rtreadwell@wbhunt.com	Bid Answer
W.B. Hunt Co., Inc	MA	Classification	2016-10-10 14:38:50	rtreadwell@wbhunt.com	Bid Answer
W.B. Hunt Co., Inc	MA	Classification	2016-10-10 15:22:00	rtreadwell@wbhunt.com	Addendum Notification
Wess Holdings	TX	Classification	2016-09-19 14:54:09	darlene.lopez@mavich.com	Bid Notification
WESTERN EXTRALITE COMPANY	MO	Classification	2016-09-19 14:54:09	rmalon@westernextralite.com	Bid Notification
Wolfcom Enterprises	CA	Classification	2016-09-19 14:54:09	lorena@wolfcomglobal.com	Bid Notification
World Data Products, Inc.	MN	Classification	2016-09-19 14:54:09	dusty.smieja@wdpi.com	Bid Notification
Wynndalco Enterprises, LLC	IL	Classification	2016-09-19 14:54:09	sales@wynndalco.com	Bid Notification
Xerox Corporation	IL	Classification	2016-09-19 14:54:09	jtrotte@xeroxdirect.com	Bid Notification
YESCO	UT	Classification	2016-09-19 14:54:09	ben.sewell@yescoelectronics.com	Bid Notification
Y&S Technologies	NY	Classification	2016-09-19 14:54:09	manny@yandstech.com	Bid Notification
Y&S Technologies	NY	Classification	2016-09-27 12:43:00	manny@yandstech.com	Addendum Notification
Y&S Technologies	NY	Classification	2016-10-03 08:50:00	manny@yandstech.com	Addendum Notification
Y&S Technologies	NY	Classification	2016-10-05 15:07:31	manny@yandstech.com	Bid Answer
Y&S Technologies	NY	Classification	2016-10-05 15:08:41	manny@yandstech.com	Bid Answer
Y&S Technologies	NY	Classification	2016-10-05 15:10:49	manny@yandstech.com	Bid Answer
Y&S Technologies	NY	Classification	2016-10-06 07:29:00	manny@yandstech.com	Addendum Notification
Y&S Technologies	NY	Classification	2016-10-10 14:37:03	manny@yandstech.com	Bid Answer
Y&S Technologies	NY	Classification	2016-10-10 14:37:37	manny@yandstech.com	Bid Answer
Y&S Technologies	NY	Classification	2016-10-10 14:38:11	manny@yandstech.com	Bid Answer
Y&S Technologies	NY	Classification	2016-10-10 14:38:32	manny@yandstech.com	Bid Answer
Y&S Technologies	NY	Classification	2016-10-10 14:38:50	manny@yandstech.com	Bid Answer
Y&S Technologies	NY	Classification	2016-10-10 15:22:00	manny@yandstech.com	Addendum Notification
Y&S TECHNOLOGIES	NY	Classification	2016-09-19 14:54:09	ZALMEN@YANDSTECH.COM	Bid Notification

Zalmen Reiss and Associates, Inc.	NY	Classification	2016-09-19 14:54:09	govsales@zreiss.com	Bid Notification
Zetta Pros, LLC	CA	Classification	2016-09-19 14:54:09	bid_box@zettapros.com	Bid Notification
Zones, inc	WA	Classification	2016-09-19 14:54:09	judi.harvey@zones.com	Bid Notification
Zones Inc.	WA	Classification	2016-09-19 14:54:09	teambrianchristensen@zones.com	Bid Notification
Zones, Inc.	WA	Classification	2016-09-19 14:54:09	teamt@goved@zones.com	Bid Notification
Zones, Inc.	WA	Classification	2016-09-19 14:54:09	emanuel.smith@zones.com	Bid Notification
Zones, Inc.	WA	Classification	2016-09-19 14:54:09	TeamCA2.goved@zones.com	Bid Notification
Zones, Inc.	WA	Classification	2016-09-19 14:54:09	teampa.goved@zones.com	Bid Notification
Zones, Inc.	WA	Classification	2016-09-19 14:54:09	teammn.goved@zones.com	Bid Notification
Zones, Inc.	WA	Classification	2016-09-27 12:43:00	teammn.goved@zones.com	Addendum Notification
Zones, Inc.	WA	Classification	2016-10-03 08:50:00	teammn.goved@zones.com	Addendum Notification
Zones, Inc.	WA	Classification	2016-10-05 15:07:31	teammn.goved@zones.com	Bid Answer
Zones, Inc.	WA	Classification	2016-10-05 15:08:41	teammn.goved@zones.com	Bid Answer
Zones, Inc.	WA	Classification	2016-10-05 15:10:49	teammn.goved@zones.com	Bid Answer
Zones, Inc.	WA	Classification	2016-10-05 17:38:10	jade.jacobson@zones.com	Bid Notification
Zones, Inc.	WA	Classification	2016-10-06 07:29:00	teammn.goved@zones.com	Addendum Notification
Zones, Inc.	WA	Classification	2016-10-10 14:37:02	teammn.goved@zones.com	Bid Answer
Zones, Inc.	WA	Classification	2016-10-10 14:37:37	teammn.goved@zones.com	Bid Answer
Zones, Inc.	WA	Classification	2016-10-10 14:38:11	teammn.goved@zones.com	Bid Answer
Zones, Inc.	WA	Classification	2016-10-10 14:38:32	teammn.goved@zones.com	Bid Answer
Zones, Inc.	WA	Classification	2016-10-10 14:38:50	teammn.goved@zones.com	Bid Answer
Zones, Inc.	WA	Classification	2016-10-10 15:22:00	teammn.goved@zones.com	Addendum Notification

Access Report

Agency **Cooperative Purchasing Connection**
 Bid Number **17.3**
 Bid Title **Interactive Technology Solutions**

Vendor Name	Accessed First Time	Most Recent Access	Documents	Most Recent Response Date
Turning Technologies, LLC	2016-09-20 06:43 AM CDT	2016-09-20 06:49 AM CDT	RFP 17.3 - Interactive Technology Solutions.pdf	
Tierney Brothers Inc.	2016-09-20 09:24 AM CDT	2016-10-06 09:31 AM CDT	RFP 17.3 - Non-Required Conference Call.pptx Form C - Pricing Schedule_Final.xlsx	
Samsung Electronics America, Inc.	2016-10-17 08:31 AM CDT	2016-10-17 08:35 AM CDT	Form C - Pricing Schedule_Amended 10.6.2016.xlsx RFP 17.3 - Interactive Technology Solutions_Amended 9.27.2016.pdf	
AVES AUDIO VISUAL SYSTEMS, INC.	2016-09-19 04:18 PM CDT	2016-09-19 04:18 PM CDT		
Charter Communications	2016-09-20 11:48 PM CDT	2016-09-20 11:48 PM CDT		
Facility Solutions Group	2016-09-19 03:57 PM CDT	2016-09-19 03:57 PM CDT		
Granville Associates, Inc.	2016-09-20 10:08 AM CDT	2016-09-20 10:08 AM CDT		
Lightspeed Technologies, Inc.	2016-09-19 07:34 PM CDT	2016-10-06 09:09 AM CDT	Form C - Pricing Schedule_Final.xlsx RFP 17.3 - Interactive Technology Solutions.pdf Form A - Vendor Information.pdf	
Studica Inc	2016-09-19 03:57 PM CDT	2016-09-19 03:57 PM CDT		
AUDIO VISUAL AIDS CORP	2016-09-19 04:39 PM CDT	2016-09-19 04:40 PM CDT		
CDW Government LLC	2016-10-21 08:03 AM CDT	2016-10-21 08:03 AM CDT		
Onvia	2016-09-19 01:32 PM CDT	2016-10-11 01:24 PM CDT	Form E - Level of Support.pdf Form D - References (3 - Generic).pdf Form C - Pricing Schedule_Amended 10.10.2016.pdf RFP 17.3 - Non-Required Conference Call.pptx Form C - Pricing Schedule_Amended 10.6.2016.pdf RFP 17.3 - Interactive Technology Solutions_Amended 10.3.2016.pdf Form H - Proposal Checklist.pdf RFP 17.3 - Interactive Technology Solutions_Amended 9.27.2016.pdf Subcontractor Utilization Form.pdf Form G - Contract Offer & Award.pdf Form C - Pricing Schedule_Final.pdf Form B - Questionnaire.pdf Form A - Vendor Information.pdf Form F - Assurance of Compliance v2.pdf RFP 17.3 - Interactive Technology Solutions.pdf	
ClientFirst Consulting Group	2016-10-06 01:13 PM CDT	2016-10-06 01:13 PM CDT		
Better Direct	2016-09-19 03:59 PM CDT	2016-09-19 03:59 PM CDT		
Compass Solutions, LLC	2016-09-28 11:29 AM CDT	2016-10-03 10:36 AM CDT	RFP 17.3 - Interactive Technology Solutions_Amended 9.27.2016.pdf	
Ultra Inc.	2016-09-19 04:05 PM CDT	2016-10-20 04:14 PM CDT	Form C - Pricing Schedule_Amended 10.10.2016.xlsx Form C - Pricing Schedule_Final.xlsx	
RIIBC INC	2016-09-21 09:28 AM CDT	2016-09-21 09:29 AM CDT	Subcontractor Utilization Form.pdf Form H - Proposal Checklist.pdf Form G - Contract Offer & Award.pdf Form F - Assurance of Compliance v2.pdf Form E - Level of Support.pdf Form D - References (3 - Generic).pdf Form C - Pricing Schedule_Final.xlsx Form B - Questionnaire.docx Form A - Vendor Information.pdf RFP 17.3 - Interactive Technology Solutions.pdf	
Ad Art Sign Company	2016-09-20 01:19 PM CDT	2016-10-05 05:00 PM CDT	RFP 17.3 - Interactive Technology Solutions.pdf	
PCMG, Inc. DBA Global GovEd	2016-09-19 04:03 PM CDT	2016-09-19 04:05 PM CDT	RFP 17.3 - Interactive Technology Solutions.pdf	

CompView	2016-09-19 03:55 PM CDT	2016-10-24 08:00 AM CDT	RFP 17.3 - Interactive Technology Solutions_Amended 10.3.2016.pdf RFP 17.3 - Non-Required Conference Call.pptx Form C - Pricing Schedule_Amended 10.10.2016.xlsx Subcontractor Utilization Form.pdf Form H - Proposal Checklist.pdf Form G - Contract Offer & Award.pdf Form F - Assurance of Compliance v2.pdf Form E - Level of Support.pdf Form D - References (3 - Generic).pdf Form B - Questionnaire.docx Form A - Vendor Information.pdf RFP 17.3 - Interactive Technology Solutions_Amended 9.27.2016.pdf Form C - Pricing Schedule_Final.xlsx	2016-10-24 07:59 AM CDT
Compugen Finance Inc.	2016-10-12 01:11 PM CDT	2016-10-12 01:11 PM CDT		
Ford Audio Video LLC	2016-09-20 07:28 AM CDT	2016-09-20 07:28 AM CDT		
ELB US INC	2016-09-19 04:08 PM CDT	2016-10-11 11:17 AM CDT	Form C - Pricing Schedule_Amended 10.10.2016.xlsx RFP 17.3 - Non-Required Conference Call.pptx Form C - Pricing Schedule_Amended 10.6.2016.xlsx RFP 17.3 - Interactive Technology Solutions_Amended 10.3.2016.pdf Subcontractor Utilization Form.pdf Form H - Proposal Checklist.pdf Form G - Contract Offer & Award.pdf Form F - Assurance of Compliance v2.pdf Form E - Level of Support.pdf Form D - References (3 - Generic).pdf Form C - Pricing Schedule_Final.xlsx Form B - Questionnaire.docx Form A - Vendor Information.pdf RFP 17.3 - Interactive Technology Solutions.pdf	
Hypertec USA, Inc.	2016-09-19 04:03 PM CDT	2016-09-19 04:06 PM CDT	Form C - Pricing Schedule_Final.xlsx RFP 17.3 - Interactive Technology Solutions.pdf	
Coast to Coast Computer Products	2016-09-19 04:03 PM CDT	2016-10-07 03:51 PM CDT	RFP 17.3 - Non-Required Conference Call.pptx Form C - Pricing Schedule_Amended 10.6.2016.xlsx RFP 17.3 - Interactive Technology Solutions_Amended 10.3.2016.pdf Subcontractor Utilization Form.pdf Form H - Proposal Checklist.pdf Form G - Contract Offer & Award.pdf Form F - Assurance of Compliance v2.pdf Form E - Level of Support.pdf Form D - References (3 - Generic).pdf Form C - Pricing Schedule_Final.xlsx Form B - Questionnaire.docx Form A - Vendor Information.pdf RFP 17.3 - Interactive Technology Solutions.pdf	
Avisolve LLC	2016-10-20 03:25 PM CDT	2016-10-20 03:25 PM CDT		
Donelson Tutoring Specialists	2016-09-22 03:05 AM CDT	2016-09-22 11:56 PM CDT	Form F - Assurance of Compliance v2.pdf Form E - Level of Support.pdf Form C - Pricing Schedule_Final.pdf Form B - Questionnaire.pdf Form A - Vendor Information.pdf RFP 17.3 - Interactive Technology Solutions.pdf Subcontractor Utilization Form.pdf Form H - Proposal Checklist.pdf Form G - Contract Offer & Award.pdf Form D - References (3 - Generic).pdf	
Zones, Inc.	2016-09-19 01:08 PM CDT	2016-10-24 10:52 AM CDT	Form C - Pricing Schedule_Amended 10.10.2016.xlsx RFP 17.3 - Interactive Technology Solutions_Amended 10.3.2016.pdf Form C - Pricing Schedule_Amended 10.6.2016.xlsx RFP 17.3 - Interactive Technology Solutions_Amended 9.27.2016.pdf Form A - Vendor Information.pdf Subcontractor Utilization Form.pdf Form H - Proposal Checklist.pdf Form G - Contract Offer & Award.pdf Form F - Assurance of Compliance v2.pdf Form D - References (3 - Generic).pdf Form B - Questionnaire.docx Form E - Level of Support.pdf Form C - Pricing Schedule_Final.xlsx RFP 17.3 - Interactive Technology Solutions.pdf	2016-10-21 05:12 PM CDT
Capsa Solutions LLC	2016-09-19 04:00 PM CDT	2016-09-19 04:00 PM CDT		
Sam Anderson Pvt Ltd	2016-09-19 09:48 PM CDT	2016-10-24 08:49 AM CDT		

gtenders	2016-09-20 01:55 PM CDT	2016-09-20 02:04 PM CDT	Subcontractor Utilization Form.pdf Form H - Proposal Checklist.pdf Form G - Contract Offer & Award.pdf Form F - Assurance of Compliance v2.pdf Form E - Level of Support.pdf Form D - References (3 - Generic).pdf Form C - Pricing Schedule_Final.xlsx Form B - Questionnaire.docx Form A - Vendor Information.pdf RFP 17.3 - Interactive Technology Solutions.pdf	
Marco Technologies, LLC	2016-09-19 03:54 PM CDT	2016-10-21 05:03 PM CDT	Form A - Vendor Information.pdf Form C - Pricing Schedule_Amended 10.10.2016.xlsx Form C - Pricing Schedule_Amended 10.6.2016.xlsx RFP 17.3 - Non-Required Conference Call.pptx RFP 17.3 - Interactive Technology Solutions_Amended 10.3.2016.pdf RFP 17.3 - Interactive Technology Solutions_Amended 9.27.2016.pdf Subcontractor Utilization Form.pdf Form H - Proposal Checklist.pdf Form G - Contract Offer & Award.pdf Form F - Assurance of Compliance v2.pdf Form E - Level of Support.pdf Form D - References (3 - Generic).pdf Form C - Pricing Schedule_Final.xlsx Form B - Questionnaire.docx RFP 17.3 - Interactive Technology Solutions.pdf	2016-10-21 04:55 PM CDT
Seating And Athletic Facility Enterprises, LLC	2016-10-12 10:46 AM CDT	2016-10-12 10:51 AM CDT	Form H - Proposal Checklist.pdf	
Sevenoutsource	2016-09-20 09:05 AM CDT	2016-09-20 09:07 AM CDT	Subcontractor Utilization Form.pdf Form H - Proposal Checklist.pdf Form G - Contract Offer & Award.pdf Form F - Assurance of Compliance v2.pdf Form E - Level of Support.pdf Form D - References (3 - Generic).pdf Form C - Pricing Schedule_Final.xlsx Form B - Questionnaire.docx Form A - Vendor Information.pdf RFP 17.3 - Interactive Technology Solutions.pdf	
Acoustic Technology, Inc.	2016-09-21 09:56 AM CDT	2016-09-21 09:56 AM CDT		
Audio Visual Innovations, Inc	2016-09-20 10:04 AM CDT	2016-10-11 08:32 AM CDT	RFP 17.3 - Interactive Technology Solutions_Amended 10.3.2016.pdf RFP 17.3 - Interactive Technology Solutions_Amended 9.27.2016.pdf Subcontractor Utilization Form.pdf Form H - Proposal Checklist.pdf Form G - Contract Offer & Award.pdf Form F - Assurance of Compliance v2.pdf Form E - Level of Support.pdf Form D - References (3 - Generic).pdf Form C - Pricing Schedule_Final.xlsx Form B - Questionnaire.docx Form A - Vendor Information.pdf RFP 17.3 - Interactive Technology Solutions.pdf	
Communications Concepts, Inc.	2016-09-21 09:17 AM CDT	2016-09-21 09:17 AM CDT		
Strictly Technology	2016-09-19 03:55 PM CDT	2016-09-22 09:02 AM CDT	RFP 17.3 - Interactive Technology Solutions.pdf Form B - Questionnaire.docx	
North America Procurement Council	2016-09-20 12:50 AM CDT	2016-10-18 11:43 PM CDT	RFP 17.3 - Interactive Technology Solutions.pdf	
Central Telecom Inc.	2016-09-19 03:58 PM CDT	2016-10-05 04:42 PM CDT	Form C - Pricing Schedule_Final.xlsx RFP 17.3 - Interactive Technology Solutions.pdf	
Devicewear	2016-09-21 06:28 PM CDT	2016-09-21 06:28 PM CDT		
REALLY GOOD STUFF	2016-09-30 09:39 AM CDT	2016-09-30 09:39 AM CDT		
Projector Lamp Services	2016-09-20 12:57 PM CDT	2016-10-11 03:24 PM CDT	Form C - Pricing Schedule_Amended 10.10.2016.xlsx Form C - Pricing Schedule_Final.xlsx RFP 17.3 - Interactive Technology Solutions.pdf	
Grouse Industries	2016-10-07 08:26 AM CDT	2016-10-07 08:26 AM CDT		
MaxiAids, Inc.	2016-09-19 03:55 PM CDT	2016-10-14 11:49 AM CDT	Form C - Pricing Schedule_Final.xlsx	
Interlight	2016-09-19 04:14 PM CDT	2016-09-19 04:14 PM CDT	Form C - Pricing Schedule_Final.xlsx	
Protech Computer Systems	2016-09-19 04:29 PM CDT	2016-09-19 04:29 PM CDT		
BIS Digital	2016-09-22 12:15 PM CDT	2016-09-22 12:15 PM CDT		

Nomar Enterprises, LLC	2016-09-19 04:27 PM CDT	2016-10-05 05:51 PM CDT	RFP 17.3 - Interactive Technology Solutions_Amended 10.3.2016.pdf Form C - Pricing Schedule_Final.xlsx RFP 17.3 - Interactive Technology Solutions.pdf	
Minnesota Computer Systems Inc.	2016-10-17 11:14 AM CDT	2016-10-17 11:27 AM CDT		
Low Voltage Integrators LLC	2016-09-20 07:52 PM CDT	2016-09-28 04:24 PM CDT	RFP 17.3 - Interactive Technology Solutions.pdf	
Provision Media, Inc.	2016-09-20 04:01 PM CDT	2016-09-20 04:15 PM CDT	Subcontractor Utilization Form.pdf Form H - Proposal Checklist.pdf Form G - Contract Offer & Award.pdf Form F - Assurance of Compliance v2.pdf Form E - Level of Support.pdf Form D - References (3 - Generic).pdf Form B - Questionnaire.docx Form A - Vendor Information.pdf Form C - Pricing Schedule_Final.xlsx RFP 17.3 - Interactive Technology Solutions.pdf	
Graybar Electric Co.	2016-09-19 04:38 PM CDT	2016-09-19 04:40 PM CDT	RFP 17.3 - Interactive Technology Solutions.pdf	
Diskcovery Educational Systems	2016-09-20 06:33 AM CDT	2016-09-27 10:25 AM CDT	Form F - Assurance of Compliance v2.pdf Form A - Vendor Information.pdf Form C - Pricing Schedule_Final.xlsx	
OM Office Supply Inc	2016-09-20 09:06 AM CDT	2016-09-20 09:07 AM CDT	RFP 17.3 - Interactive Technology Solutions.pdf	
Royal Media Network	2016-09-19 03:56 PM CDT	2016-10-20 10:55 AM CDT		
Northstar AV	2016-09-19 03:55 PM CDT	2016-09-27 02:23 PM CDT	Form C - Pricing Schedule_Final.xlsx RFP 17.3 - Interactive Technology Solutions.pdf	
CDI Computers	2016-09-19 07:15 PM CDT	2016-09-19 07:15 PM CDT		
Advantage Imaging Supply	2016-09-19 03:58 PM CDT	2016-09-19 03:58 PM CDT		
The Blue Book Building & Construction Network	2016-09-20 05:12 AM CDT	2016-10-10 09:33 AM CDT	RFP 17.3 - Interactive Technology Solutions_Amended 10.3.2016.pdf RFP 17.3 - Interactive Technology Solutions_Amended 9.27.2016.pdf RFP 17.3 - Interactive Technology Solutions.pdf	
Newline Interactive	2016-09-19 05:14 PM CDT	2016-10-19 09:49 AM CDT	RFP 17.3 - Non-Required Conference Call.pptx Subcontractor Utilization Form.pdf Form H - Proposal Checklist.pdf Form G - Contract Offer & Award.pdf Form F - Assurance of Compliance v2.pdf Form E - Level of Support.pdf Form D - References (3 - Generic).pdf Form C - Pricing Schedule_Amended 10.10.2016.xlsx Form B - Questionnaire.docx RFP 17.3 - Interactive Technology Solutions_Amended 10.3.2016.pdf Form A - Vendor Information.pdf	
Ballard Supply Corporation	2016-09-19 04:05 PM CDT	2016-09-19 04:05 PM CDT		
Tiger Direct	2016-09-19 06:09 PM CDT	2016-09-19 06:09 PM CDT		
Hewlett-Packard Enterprise	2016-09-20 02:14 PM CDT	2016-09-20 02:14 PM CDT		
NeweggBusiness, Inc	2016-09-19 03:57 PM CDT	2016-09-19 03:57 PM CDT		
Konica Minolta Business Solutions	2016-09-20 07:41 AM CDT	2016-10-11 09:37 AM CDT	Subcontractor Utilization Form.pdf Form H - Proposal Checklist.pdf Form C - Pricing Schedule_Final.xlsx Form B - Questionnaire.docx Form A - Vendor Information.pdf RFP 17.3 - Interactive Technology Solutions_Amended 9.27.2016.pdf Form G - Contract Offer & Award.pdf Form F - Assurance of Compliance v2.pdf Form E - Level of Support.pdf Form D - References (3 - Generic).pdf RFP 17.3 - Interactive Technology Solutions.pdf	
Jayhawk Plastics, Inc.	2016-09-19 04:08 PM CDT	2016-09-19 04:08 PM CDT		
Amos Electric Supply Company Inc	2016-09-19 03:58 PM CDT	2016-09-19 03:58 PM CDT		
Advanced IT Concepts, Inc.	2016-09-20 07:09 AM CDT	2016-09-20 08:11 AM CDT		
Pro SVL Inc	2016-09-19 04:08 PM CDT	2016-10-21 11:32 AM CDT	Form C - Pricing Schedule_Amended 10.10.2016.xlsx RFP 17.3 - Interactive Technology Solutions_Amended 10.3.2016.pdf RFP 17.3 - Interactive Technology Solutions.pdf Form C - Pricing Schedule_Final.xlsx	
Roberts Distributors LP	2016-09-19 04:07 PM CDT	2016-10-03 11:58 AM CDT	RFP 17.3 - Interactive Technology Solutions.pdf Form D - References (3 - Generic).pdf Form C - Pricing Schedule_Final.xlsx	

ExhibitOne	2016-09-19 04:43 PM CDT	2016-09-19 04:43 PM CDT		
Boomerang Management Enterprises, LLC	2016-10-04 10:25 AM CDT	2016-10-04 10:25 AM CDT		
Tierney Brothers	2016-09-19 03:34 PM CDT	2016-10-24 09:54 AM CDT	RFP 17.3 - Interactive Technology Solutions_Amended 10.3.2016.pdf Form C - Pricing Schedule_Amended 10.10.2016.xlsx Form C - Pricing Schedule_Amended 10.6.2016.xlsx RFP 17.3 - Non-Required Conference Call.pptx RFP 17.3 - Interactive Technology Solutions_Amended 9.27.2016.pdf Subcontractor Utilization Form.pdf Form H - Proposal Checklist.pdf Form G - Contract Offer & Award.pdf Form F - Assurance of Compliance v2.pdf Form E - Level of Support.pdf Form D - References (3 - Generic).pdf Form C - Pricing Schedule_Final.xlsx Form B - Questionnaire.docx Form A - Vendor Information.pdf RFP 17.3 - Interactive Technology Solutions.pdf	2016-10-24 09:15 AM CDT
CJIS GROUP LLC	2016-09-20 03:02 PM CDT	2016-09-30 09:41 AM CDT	RFP 17.3 - Interactive Technology Solutions.pdf	
Audio Resource Group	2016-09-19 03:57 PM CDT	2016-10-22 09:09 AM CDT	RFP 17.3 - Interactive Technology Solutions_Amended 10.3.2016.pdf Form C - Pricing Schedule_Amended 10.10.2016.xlsx RFP 17.3 - Non-Required Conference Call.pptx RFP 17.3 - Interactive Technology Solutions_Amended 9.27.2016.pdf Subcontractor Utilization Form.pdf Form H - Proposal Checklist.pdf Form G - Contract Offer & Award.pdf Form F - Assurance of Compliance v2.pdf Form E - Level of Support.pdf Form D - References (3 - Generic).pdf Form C - Pricing Schedule_Final.xlsx Form B - Questionnaire.docx Form A - Vendor Information.pdf RFP 17.3 - Interactive Technology Solutions.pdf	2016-10-22 09:08 AM CDT
Mirapath, Inc.	2016-09-19 03:58 PM CDT	2016-09-19 03:58 PM CDT		
Y&S Technologies	2016-09-19 04:04 PM CDT	2016-10-06 08:21 AM CDT	RFP 17.3 - Interactive Technology Solutions_Amended 9.27.2016.pdf RFP 17.3 - Interactive Technology Solutions.pdf	
Direct Technology Group, Inc.	2016-09-19 04:11 PM CDT	2016-10-03 01:12 PM CDT	Form C - Pricing Schedule_Final.xlsx RFP 17.3 - Interactive Technology Solutions.pdf	
AngelTrax	2016-09-20 09:39 AM CDT	2016-10-14 09:24 AM CDT	Form C - Pricing Schedule_Final.xlsx	
Howard Industries, Inc.	2016-09-20 09:45 AM CDT	2016-09-20 09:45 AM CDT		
GlobeCom Technologies, Inc.	2016-09-20 07:54 AM CDT	2016-09-23 09:02 AM CDT		
Best Buy Stores, L.P.	2016-09-23 09:33 AM CDT	2016-09-23 09:33 AM CDT		
Graybar	2016-09-20 09:03 AM CDT	2016-09-20 09:03 AM CDT		
Office Depot, Inc.	2016-09-19 04:54 PM CDT	2016-09-19 04:58 PM CDT	Form C - Pricing Schedule_Final.xlsx RFP 17.3 - Interactive Technology Solutions.pdf	
Callisto Communications	2016-09-19 04:17 PM CDT	2016-09-19 04:17 PM CDT		
Valiant National AV Supply	2016-09-20 09:49 AM CDT	2016-09-20 09:49 AM CDT		
Questivity Inc	2016-09-19 03:58 PM CDT	2016-09-19 03:59 PM CDT	RFP 17.3 - Interactive Technology Solutions.pdf	
Max Interactive, Inc	2016-10-11 12:35 PM CDT	2016-10-11 12:38 PM CDT	Form C - Pricing Schedule_Amended 10.10.2016.xlsx RFP 17.3 - Interactive Technology Solutions_Amended 10.3.2016.pdf	
MI Technologies Inc.	2016-09-19 05:37 PM CDT	2016-09-19 05:37 PM CDT		
Musco Sports Lighting, LLC	2016-09-19 04:26 PM CDT	2016-09-19 04:26 PM CDT		
Lentkopproducts	2016-09-19 03:59 PM CDT	2016-09-19 04:02 PM CDT	Form C - Pricing Schedule_Final.xlsx RFP 17.3 - Interactive Technology Solutions.pdf	
Ubi Interactive	2016-09-19 05:18 PM CDT	2016-09-19 05:18 PM CDT		
W.B. Hunt Co., Inc	2016-09-21 08:35 AM CDT	2016-10-06 08:28 AM CDT	RFP 17.3 - Interactive Technology Solutions_Amended 10.3.2016.pdf	
Talk Technologies Inc.	2016-09-19 03:57 PM CDT	2016-09-19 03:57 PM CDT		
ferbak inc	2016-09-29 04:36 PM CDT	2016-09-29 04:36 PM CDT		
St Joseph Electronics inc dba Sight and Sound Innovations	2016-09-19 04:43 PM CDT	2016-09-19 04:43 PM CDT		
Encore Data Products, Inc.	2016-09-19 04:09 PM CDT	2016-10-10 04:20 PM CDT	Form C - Pricing Schedule_Final.xlsx Form H - Proposal Checklist.pdf RFP 17.3 - Interactive Technology Solutions.pdf	
APG Displays USA Inc, Formerly APP Online	2016-09-20 03:04 PM CDT	2016-09-20 03:05 PM CDT	RFP 17.3 - Interactive Technology Solutions.pdf	

Lea(R)n	2016-09-22 08:37 AM CDT	2016-09-22 08:43 AM CDT		
Digital Ally Inc.	2016-09-19 03:55 PM CDT	2016-09-20 08:24 AM CDT		
Volker Ventures Inc. d/b/a Safe Card ID Services	2016-09-19 04:05 PM CDT	2016-09-19 04:05 PM CDT		
Play It Safe Technologies,LLC	2016-09-19 05:01 PM CDT	2016-09-28 07:23 AM CDT	RFP 17.3 - Interactive Technology Solutions_Amended 9.27.2016.pdf Form C - Pricing Schedule_Final.xlsx RFP 17.3 - Interactive Technology Solutions.pdf	
Chicago Tech, Inc.	2016-09-19 04:03 PM CDT	2016-09-19 04:03 PM CDT		

Opening Record

RFP 17.3 - Interactive Technology Solutions

10:24 AM CT

	Date	Time			
Company Responding	Audio Resource Group	CompView	Marco Technologies, LLC	Tierney Brothers, Inc.	Zones, Inc.
Form A - Vendor Information	x	x	x	x	x
Form B - Questionnaire	x	x	x	x	x
Form C - Pricing	-	x	x	x	x
Form D - References	x	x	x	x	x
Form E - Level of Support	x	x	x	x	x
Form F - Assurance of Compliance	x	x	x	x	x
Form G - Contract Offer & Award	x	x	x	x	x
Form H - Proposal Checklist	-	x	x	x	x
Other:	X - Subcontractor Utilization Form	X - Subcontractor Utilization Form	X - Subcontractor Utilization Form	X - Subcontractor Utilization Form	X - Subcontractor Utilization Form
Notes:	Did not use proper Form C- Pricing, Form H was not signed.	Form C - Missing Rendered Drawings	Form C - Missing Rendered Drawings		Form C -Missing Requires Quoted Information
Responsive: Yes or No	No	Yes	Yes	Yes	Yes

Cooperative Purchasing Connection
Tabulation Report RFP #17.3 - Interactive Technology
Solutions
Vendor: CompView

General Comments:

General Attachments: APEX Cert - Compview.pdf
Awards and Recognition_MKSL-018-0714-0B.pdf
Certifications_MKSL-019-0512-0A.pdf
CompView overview.docx
Form A - Vendor Information - CompView.pdf
Form B - Questionnaire - CompView.docx
Form C - Pricing Schedule - CompView.xlsx
Form D - References - CompView.pdf
Form E - Level of Support - CompView.pdf
Form F - Assurance of Compliance - CompView.pdf
Form G - Contract Offer - Award - CompView.pdf
Form H - Proposal Checklist - CompView.pdf
MN6654 MSC Schematics.pdf
Subcontractor Utilization Form - CompView.pdf
Subcontractor Utilization Form pg2 - CompView.pdf

Form A – Vendor Information

Company Information			
Company Name	CompView		
Address	10035 SW Arctic Drive		
City/State/Zip	Beaverton, OR 97005		
Phone	503-641-8439	Fax	
Toll Free Customer Number			

Company Contacts	
General Manager Name <ul style="list-style-type: none"> • Email • Phone 	Dave Ewing dewing@compview.com 952-486-6544
Sales Manager Name <ul style="list-style-type: none"> • Email • Phone 	Dave Ewing dewing@compview.com 952-486-6544
Customer Service Manager Name <ul style="list-style-type: none"> • Email • Phone 	Wendy Fatz wfatz@compview.com 503-601-5578
Account Manager(s) for the Cooperatives Name(s) <ul style="list-style-type: none"> • Email • Phone 	Debra Foley - Product Sales - dfoley@compview.com - 952-486-6546 Dave Ruddy - Higher Ed and K12 Integration - druddy@compview.com - 952-486-6551 Steve Pheneger - City, County and Other Non-Profit Integration - spheneger@compview.com - 952-486-6561

Responsibilities	
CPC New Member Notification <ul style="list-style-type: none"> • Name • Email/Phone 	Debra Foley dfoley@compview.com 952-486-6546
CPC Member Customer Service <ul style="list-style-type: none"> • Name • Email/Phone 	Tammy Storm tstorm@compview.com 503-601-5576
Submitting Sales Reports to CPC <ul style="list-style-type: none"> • Name • Email/Phone 	Debra Foley dfoley@compview.com 952-486-6546
Payment of Administrative Fees to CPC <ul style="list-style-type: none"> • Name • Email/Phone 	Lisa Campbell, Controller lcampbell@compview.com 503-601-5611
Conducting Audits <ul style="list-style-type: none"> • Name • Email/Phone 	Lisa Campbell, Controller lcampbell@compview.com 503-601-5611

Form B – Questionnaire

Instructions. Please complete the questionnaire below by placing your company’s answers in the correlating response column.

Responding Company’s Name:	CompView
Instructions: For those responding to the RFP, please respond to the questions below.	
Question	Response
<p>1. As you envision it, what is your company’s role in this partnership? Please include sales and marketing strategies.</p>	<p>CompView has a long history of successfully utilizing contracts and buying consortiums. We understand that educating our sales team and clients about the contract will result in higher utilization and sales.</p> <p>CompView has the resources to provide the following marketing support for successful education and promotion of the contract.</p> <ul style="list-style-type: none"> ➤ Include the contract details on our website ➤ Publish an announcement about the partnership and post it on our website, newsletter and social media ➤ Develop contract related marketing materials (fliers, brochures, etc.) for the sales team to share with clients and prospects at tradeshow, conferences and technical events ➤ Provide training for the sales team on the contract details, benefits to the client and process for using the contract ➤ Reference the contract to Higher Ed clients or non members to encourage usage, thus helping both MSC and CVI as the client would not be bidding out the opportunity.
<p>2. Does your company have a dedicated marketing department that CPC can communicate and obtain marketing materials, images from? If so, please include their contact information in your response.</p>	<p>CompView has a top of the line Marketing team that will be able to supply MSC with any materials, images, and communications needed to make this contract successful.</p> <p>Marketing Contacts Tami Zeidlhack, tzeidlhack@compview.com, 503-601-5539 Kari Parkinson, kparkinson@compview.com, 503-601-5540</p>
<p>3. Does your company have the capability to provide product/service demonstrations at shows and training seminars? If so, please explain what training options would be available to participating agencies.</p>	<p>CompView will work with MSC to provide product demos as often as MSC would like. For example, at the monthly MSC meeting, CompView could provide a brief summary of product updates/contract updates. CompView also would be available as a vendor to show new product at Technology conferences or shows. CompView also has a very close relationship with all the manufacturers represented in this contract. They would be another resource that MSC/CVI would use for customer demos, trainings, and seminars.</p>
<p>4. How many staff members are dedicated to in-house customer service? How many staff members will be working directly with CPC’s participating agencies if your company is awarded the contract?</p>	<p>CompView has 5 customer service representatives in our corporate office in Portland. CVI would designate one customer service team member to work exclusively with the CPC’s membership, however all the customer service team would be familiar with the contract for backup.</p>
<p>5. If awarded, how does your company plan to inform and train your sales and customer service representatives on the details and promotion of the contract?</p>	<p>Sales team training</p> <ul style="list-style-type: none"> • Review benefits of the contract, products offered, how to order • Formal customer presentation to include: PowerPoint presentation, Online resources <p>Operations Training and Support</p> <ul style="list-style-type: none"> • Reporting metrics set-up for scheduled release and review

	<p>by management, sales and support staff to maintain sales and support standards</p> <ul style="list-style-type: none"> • Support/Customer Service staff trained on order placement, status updates and member support
6. Using the map provided in the RFP (Appendix A), please identify the regions and/or states that your company is <u>not</u> able to service. Please designate why your company is <u>not</u> able to service a particular region and/or state.	CompView is able to service the entire CPC membership region.
7. Inventory: where are your company's distribution hubs located? What is the service/fill rate of inventory from those locations?	CompView has 8 locations in the US. OR, WA, CA, MN, and AR. We can stock for clients providing a regular consistent run rate. Drop shipping is the preferred method of delivery as inventory levels are typically higher.
8. Describe your company's ordering process and what methods can be used by participating agencies to place or create orders?	CompView will accept PO's and P-Cards for order placement. Orders can be e-mailed, fax, or sent regular mail. Orders can be sent to the Sales Representative or the Customer Representative.
9. Does your company offer online ordering? How many staff members are dedicated to your online ordering help desk?	We do not currently offer online ordering. But, CompView would work with CPC to put a Catalog of items out on the CPC Express website.
10. Does your company have retail locations that participating agencies would be able to access to make purchases? If so, please describe how our participating agencies would receive their discount(s) at your retail locations.	No
11. State your company's process for introducing new products to participating agencies.	CompView uses either e-mail or direct mail fliers. Otherwise the Sales rep will do visits to clients and provide a "Road Show" of products. This includes new product but also insight to different ways to utilize the technology within a members school or agency. This has proven to be one of the best tool. CompView would share these presentations with the MSC team should the Coordinators want to utilize these presentations with end users.
12. Describe the sales process that your company would take with an educational agency (i.e. school)? Will this process differ from a city, county or nonprofit agency? If so, please describe both processes.	CompView approaches every sale from a consultative role. We want to make sure we understand the scope of the customer needs and the long term outcome of the technology decision. We also want to understand how the educational institution will adopt the technology. CompView will then access the amount of technical support, training, design, engineering and installation support needed for a successful implementation.
13. Does your company require a minimum order? If so, what are your minimum order requirements? If the minimum is not met, what surcharge would you assess?	CompView does not hold a minimum requirement for ordering.
14. Has your company previously worked with third-party integrated systems for purchasing and procurement? If so, please explain your capabilities (i.e. able to provide a static catalog, cXML punch-out, etc.) and the names of systems your company has integrated with.	CompView is well versed in using eProcurement and provides static catalogs for products and services through third-party systems like Ariba. We currently serve multiple clients on the Ariba platform including: the University of Washington, Columbia Sportswear, Zenith Education Group and Union Bank.
15. Briefly explain your delivery policy and the lead time required from a participating agency placing an order to	CompView try and meet the delivery timeframes of our customers. We can place and track orders for overnight delivery and or standard ground freight. Most orders will ship within 48

receipt of delivery.	hours of a receipt of a customer PO. If there is a back order, we will notify and update the customer within 7 days of the order placement date. We can provide tracking information as requested.
16. At times there are issues with service and/or deliveries. Please describe your process for addressing issues with participating agencies.	We have a dedicated team responsible for tracking and addressing Service or Delivery related issues. Ari Rothstein, CompView's Operations Manager is responsible for the process and team support. CompView has reporting mechanisms in place to drive the delivery process forward. We have an escalation process in place to address any Service or Delivery related issues. Ari oversees the reporting that is looked at and managed on a daily basis. In the event of a back order, we will proactively communicate the delay. In the event of an extended back order, management is notified to escalate the issue with the manufacturer. Our commitment is to meet the deadlines of the MSC membership.
17. Assessment, Design and Layout: Please describe how your company would work with a participating agency to assess, design, and layout a classroom, office space, library, or conference room? 18. Please note any costs associated with assessment, design and layout in Form C - Pricing Schedule.	Compview account executive and if determined by Compview a designer should attend, will go on site, meet with client. The goal of the meeting will be to understand how the users will be using the technology. Assist with coming with technology room standards and create a design that meets the client needs. There is no cost for the on site assessment, creating an itemized budget quote. Cost would occur if the client request line drawings of the design itself or if the client insist that a designer must be at the assessment
19. Installation Teams: Please describe the duties of your installation teams, project roles, and any applicable certifications your installers hold.	Install Team will consist of a lead tech and depending on size of project additional tech and installers. The lead tech will do final connection, do room set up and final testing. Most of CompView techs are CTS certified, Extron certified and Crestron DM Certified. Depending on complexity of the project we will engage a commissioner or field engineer that will do final testing of the system. CompView designers are CTS, CTS-I or CTS-D certified plus multiple other manufacture certifications. CompView as a Company is InfoComm APEX Certified
20. Subcontractors for Installation: will your company be using subcontractors to conduct any installations through the result of this solicitation? If so, how to you plan to educate the subcontractor(s) who will conduct the installation will comply with the terms and conditions of the contract. <u>Whether using subcontractors or not, a respondent must complete and submit the Subcontractor Utilization Form their response.</u>	CompView does use subcontractors on certain projects and most likely will be used on this contract. CompView subcontractors must be licensed, bonded and carry business liability insurance before they are allowed to do any work thru CompView. Subcontractors are managed by CompView Project manager. CompView subcontractors we currently use we have had a relationship averaging over 6 years and are well trained on every aspect of Audio video.
21. Please describe your warranty process and/or any protection plans that your company may offer participating agencies. Please note, all extended warranty options (other than standard warranties) and protection plans must be noted in Form C - Pricing Schedule - Services.	Compview will honor all manufacturer warranties most products 3 to 5 yrs. Compview will act as the representative for the end user in dealing with the manufacture. Compview service will include: arrange for RMA numbers, Serial number look up, shipping information. For this contract Compview will assign a dedicated customer service rep. Some manufactures will offer extended warranties for a fee and in some cases will offer extended warranty as promotion. In the case of any promotion for extended warranty the Compview account manager will notify MSC.
22. Please describe any other "value adds"	For Contracts such as these it is Compview policy to assign a

and or services your company can bring to CPC's participating agencies.	dedicated Customer service rep who can handle any questions from shipping information, warranty repair the CS rep will be very familiar with the MSC contract. Compview can provide equipment at a very competitive price as well as having a full integration design staff in which have successfully completed projects from 5K to over 4M																																																																								
23. What are your payment terms?	Net 30																																																																								
24. Does your company accept payment by procurement card? If so, is the participating agency assessed a fee for purchasing with a procurement card?	CompView does except P-cards. There are no fees assessed for using a P-card for purchasing.																																																																								
25. Does your company offer any prompt payment discounts? If so, please describe.	No																																																																								
26. State your company's process for handling returns and/or credits.	For any Credit or Return request, please contact our Customer Service Department at 800-448-8439 or cs@compview.com. We will respond within 24 hours of every request. Written documentation will be sent to the customer with clear instructions. Our Customer Service team is very efficient with RMA's or Returns.																																																																								
27. Does your company currently have any other contracts in place with purchasing consortiums similar to CPC? If so, please list your current contracts and the contract maturity date with the consortium(s).	OETC - Expires 2019 Partner with Panasonic and Newline on TCPN - Will go into effect Jan 2017 for 2 years with optional renewal after that. University of Washington - #12-0120 - 12/16 University of Minnesota - #U140.5 - 12/16																																																																								
28. Does your company have contracts with other consortiums in Minnesota, North Dakota, and South Dakota? If so, please describe how your company will position this contract to CPC's participating agencies, if awarded.	Currently, CompView has a University of MN contract in place.																																																																								
29. Financials: Please provide your company's last three years total gross sales to agencies within CPC's service area.	<table border="1"> <thead> <tr> <th>MINNESOTA</th> <th>2015</th> <th>2014</th> <th>2013</th> </tr> </thead> <tbody> <tr> <td>K-12</td> <td>1,076,755</td> <td>1,062,361</td> <td>1,044,492</td> </tr> <tr> <td>HIGHER ED</td> <td>1,352,058</td> <td>1,930,546</td> <td>1,385,897</td> </tr> <tr> <td>CITY/COUNTY</td> <td>78,564</td> <td>55,150</td> <td>17,515</td> </tr> <tr> <td>NONPROFITS</td> <td>22,654</td> <td>10,576</td> <td>6,789</td> </tr> <tr> <td>TOTALS</td> <td>2,532,046</td> <td>3,060,647</td> <td>2,456,706</td> </tr> </tbody> </table> <table border="1"> <thead> <tr> <th>NORTH DAKOTA</th> <th>2015</th> <th>2014</th> <th>2013</th> </tr> </thead> <tbody> <tr> <td>K-12</td> <td>6523</td> <td>4425</td> <td>4518</td> </tr> <tr> <td>HIGHER ED</td> <td>1,302,035</td> <td>492,833</td> <td>684,686</td> </tr> <tr> <td>CITY/COUNTY</td> <td></td> <td></td> <td></td> </tr> <tr> <td>NONPROFITS</td> <td></td> <td></td> <td></td> </tr> <tr> <td>TOTALS</td> <td>1,310,573</td> <td>499,272</td> <td>691,217</td> </tr> </tbody> </table> <table border="1"> <thead> <tr> <th>SOUTH DAKOTA</th> <th>2015</th> <th>2014</th> <th>2013</th> </tr> </thead> <tbody> <tr> <td>K-12</td> <td></td> <td></td> <td></td> </tr> <tr> <td>HIGHER ED</td> <td></td> <td></td> <td></td> </tr> <tr> <td>CITY/COUNTY</td> <td></td> <td></td> <td></td> </tr> <tr> <td>NONPROFITS</td> <td></td> <td></td> <td></td> </tr> <tr> <td>TOTALS</td> <td>0</td> <td>0</td> <td>0</td> </tr> </tbody> </table>	MINNESOTA	2015	2014	2013	K-12	1,076,755	1,062,361	1,044,492	HIGHER ED	1,352,058	1,930,546	1,385,897	CITY/COUNTY	78,564	55,150	17,515	NONPROFITS	22,654	10,576	6,789	TOTALS	2,532,046	3,060,647	2,456,706	NORTH DAKOTA	2015	2014	2013	K-12	6523	4425	4518	HIGHER ED	1,302,035	492,833	684,686	CITY/COUNTY				NONPROFITS				TOTALS	1,310,573	499,272	691,217	SOUTH DAKOTA	2015	2014	2013	K-12				HIGHER ED				CITY/COUNTY				NONPROFITS				TOTALS	0	0	0
MINNESOTA	2015	2014	2013																																																																						
K-12	1,076,755	1,062,361	1,044,492																																																																						
HIGHER ED	1,352,058	1,930,546	1,385,897																																																																						
CITY/COUNTY	78,564	55,150	17,515																																																																						
NONPROFITS	22,654	10,576	6,789																																																																						
TOTALS	2,532,046	3,060,647	2,456,706																																																																						
NORTH DAKOTA	2015	2014	2013																																																																						
K-12	6523	4425	4518																																																																						
HIGHER ED	1,302,035	492,833	684,686																																																																						
CITY/COUNTY																																																																									
NONPROFITS																																																																									
TOTALS	1,310,573	499,272	691,217																																																																						
SOUTH DAKOTA	2015	2014	2013																																																																						
K-12																																																																									
HIGHER ED																																																																									
CITY/COUNTY																																																																									
NONPROFITS																																																																									
TOTALS	0	0	0																																																																						
30. List any additional stipulations and/or requirements your company requests that are not covered in the RFP.	No Stipulations																																																																								
31. List any exceptions that your company	No Exceptions																																																																								

is requesting to the terms set forth in the Instructions to Respondents and Technical Specifications.

Form C - Pricing Schedule Intro

**Please note this spreadsheet has multiple workbooks/tabs.*

Instructions. This spreadsheet contains multiple workbooks/tabs relating to this RFP. Please follow the directions found/listed on each workbook and complete the workbooks as they pertain to your company's offerings. All pages have been formatted to print to one page width, however, you may add additional lines as needed. Please note, each individual workbook will note if it's a required or optional form. Per the RFP terms and conditions, all workbooks listed as optional are considered a value-added attribute.

This spreadsheet contains the following workbooks/tabs:

- C - State Multiplier
- C.1 - Category/Manufacturer Discount
- C.2A - Multimedia Solutions
- C.2B - Value Added Technology Solutions - *optional*
- C.3 - Services: Design, Install, Other
- C.4 - Support Services: Warranty, Training, Maintenance
- C.5 - Volume Discounts - *optional*
- C.6A - Pricing Scenario (Classroom)
- C.6B - Pricing Scenario (Conference Room)

C - State Multiplier- *required*

Enter your company's multiplier/factor to be applied to the base product cost provided to arrive at the CPC state price for the product.

C.1 - Category/Manufacturer Discount - *required*

Enter either by category and/or manufacturer the percentage discount offered to CPC participating agencies

C.2A - Multimedia Solutions - *required*

Please use the following categories when entering your multimedia solutions on C.2A:

1. Presentation technology (projectors, document cameras);
2. Response systems;
3. Interactive whiteboards;
4. Flat panel displays/monitors;
5. Interactive displays, tables, monitors;
6. Digital signage;
7. Sound systems;
8. Integrated controls;
9. Mounting hardware;
10. Screens
11. Portable technology equipment;
12. Audio and video conferencing software and equipment;
13. Multimedia furniture;
14. Other (please define).

C.2B - Value Added - Technology Solutions - *optional*

Please use the following categories when entering your value added technology solutions on C.2B:

1. Mobile devices (Chromebooks, tablets);
2. Mobile device carts;
3. Large format printing;
4. 3D printing;
5. Digital Cameras (SLR);
6. Furniture;
7. Other (please define).

C.3 - Services: Design & Install - *required*

Please enter all design and installation services that your company offers on C.3.

C.4 - Support Services: Warranty, Training, Maintenance - *required*

Please enter all warranty, training and maintenance support that your company offers on C.4.

C.5 - Volume Discounts - *optional*

Please enter any additional volume discounts that your company is offering on C.5.

C.6A - Pricing Scenario (Classroom) - *required*

Please quote the requested items for this pricing scenario that meet the specifications listed on C.6A.

C.6B - Pricing Scenario (Conference Room) - *required*

Please quote the requested items for this pricing scenario that meet the specifications listed on C.6A.

***Reminder:** Contract discounts and percentages must be held firm during the initial contract period, unless reductions are made to accommodate bulk replacements or special promotions. The awarded vendor(s) may offer an increased, reduced spot discount to any participating agency at any time in the case of large projects or to secure business. However, at any one point in time, the awarded vendor(s) cannot reduce the current contract discounts and percentages to a participating agency until following the steps outlined in the Technical Specifications and received approval by CPC.

Form C.5 - State Multiplier

***Please note this workbook has multiple tabs.**

Instructions. For each of the states listed below, provide your multiplier/factor to be applied to the base product cost provided to arrive at the CPC state price for the product. For further clarification, please review the Standard Terms and Conditions found in the Technical Specifications of this RFP.

Responding Company's Name: CompView

REQUIRED FORM

Project types	Minnesota Multiplier	North Dakota Multiplier	South Dakota Multiplier
Non-prevailing wage project:	0.00%	0.00%	0.00%
Prevailing wage project:	30.00%	30.00%	30.00%
Davis Bacon wage project:	30.00%	30.00%	30.00%

Form C.2A - Multimedia Solutions

*Please note this spreadsheet has multiple workbooks/tabs.

Instructions. Submit below, following the details outlined in the RFP and the intro page of this workbook, **ALL** multimedia solutions that your company offers. Multimedia solutions may include, but is not limited to: projectors, document cameras, response systems, interactive tables, interactive whiteboards, flat panel displays and monitors, digital signage, sound systems, integrated controls, hardware, conferencing software, portable technology, screens, and multimedia furniture, etc. The items submitted below must meet the minimum specifications listed in the RFP's Technical Specifications. This form has been formatted to print to one-page width. 200 rows have been provided, additional rows may be added. Please note this is a **required form**.

***Reminder:** Contract discounts and percentages must be held firm during the initial contract period, unless reductions are made to accommodate bulk replacements or special promotions. The awarded vendor(s) may offer an increased, reduced spot discount to any participating agency at any time in the case of large projects or to secure business. However, at any one point in time, the awarded vendor(s) cannot reduce the current contract discounts and percentages to a participating agency until following the steps outlined in the Technical Specifications and has received approval by CPC.

Responding Company's Name:

CompView

REQUIRED FORM

Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Energy Star Rated: Y or N	Unit of Measure	MSRP List Price	Category Discount	Net Price To Member	Comments
Presentation Technology - Classroom Projectors	Powerlite 97H 2700 lumens XGA	Epson	97H (V11H688020)	97H (V11H688020)	N	1	\$549.00	15%	\$466.65	All Epson classroom projectors will receive 15% off MSRP, CompView has listed some examples for price comparison
Presentation Technology - Classroom Projectors	Powerlite 98H 3000 lumens XGA	Epson	98H (V11H687020)	98H (V11H687020)	N	1	\$599.00	15%	\$509.15	All Epson classroom projectors will receive 15% off MSRP, CompView has listed some examples for price comparison
Presentation Technology - Classroom Projectors	Powerlite 99WH 3000 lumens WXGA	Epson	99WH (V11H686020)	99WH (V11H686020)	N	1	\$749.00	15%	\$636.65	All Epson classroom projectors will receive 15% off MSRP, CompView has listed some examples for price comparison
Presentation Technology - Classroom Projectors	Powerlite 955WH 3000 lumens WXGA	Epson	955WH (V11H683020)	955WH (V11H683020)	N	1	\$899.00	15%	\$764.15	All Epson classroom projectors will receive 15% off MSRP, CompView has listed some examples for price comparison
Presentation Technology - Classroom Projectors	Powerlite 965H 3500 lumens XGA	Epson	965H (V11H682020)	965H (V11H682020)	N	1	\$899.00	15%	\$764.15	All Epson classroom projectors will receive 15% off MSRP, CompView has listed some examples for price comparison
Presentation Technology - Classroom Projectors	Powerlite935W 3700 lumens WXGA	Epson	935W (V11H565020)	935W (V11H565020)	N	1	\$1,199.00	15%	\$1,019.15	All Epson classroom projectors will receive 15% off MSRP, CompView has listed some examples for price comparison
Presentation Technology - Classroom Projectors	Powerlite 520 Short throw 2700 lumens XGA	Epson	520 (V11H674020)	520 (V11H674020)	N	1	\$849.00	26%	\$628.26	All Epson wall mounted classroom projectors will receive 26% off MSRP, CompView has listed some examples for price comparison
Presentation Technology - Classroom Projectors	Powerlite 525W Short throw 2800 WXGA	Epson	525W (V11H672020)	525W (V11H672020)	N	1	\$949.00	26%	\$702.26	All Epson wall mounted classroom projectors will receive 26% off MSRP, CompView has listed some examples for price comparison
Presentation Technology - Classroom Projectors	Powerlite 530 Short throw 3200 lumens XGA	Epson	530 (V11H673020)	530 (V11H673020)	N	1	\$949.00	26%	\$702.26	All Epson wall mounted classroom projectors will receive 26% off MSRP, CompView has listed some examples for price comparison
Presentation Technology - Classroom Projectors	Powerlite 530 Short throw 3200 lumens XGA with SMART interface	Epson	530 SMART (V11H673320)	530 SMART (V11H673320)	N	1	\$1,149.00	26%	\$850.26	All Epson wall mounted classroom projectors will receive 26% off MSRP, CompView has listed some examples for price comparison
Presentation Technology - Classroom Projectors	Powerlite 535W Short throw 3200 lumens WXGA	Epson	535W (V11H673020)	535W (V11H673020)	N	1	\$1,049.00	26%	\$776.26	All Epson wall mounted classroom projectors will receive 26% off MSRP, CompView has listed some examples for price comparison
Presentation Technology - Classroom Projectors	Powerlite 570 Ultra short throw 2700 lumens XGA	Epson	PL570 (V11H605020)	PL570 (V11H605020)	N	1	\$1,249.00	26%	\$924.26	All Epson wall mounted classroom projectors will receive 26% off MSRP, CompView has listed some examples for price comparison
Presentation Technology - Classroom Projectors	Powerlite 575W Ultra short throw 2700 lumens WXGA	Epson	PL575W (V11H603020)	PL575W (V11H603020)	N	1	\$1,299.00	26%	\$961.26	All Epson wall mounted classroom projectors will receive 26% off MSRP, CompView has listed some examples for price comparison
Presentation Technology - Classroom Projectors	Powerlite 580 Ultra short throw 3300 lumens, XGA	Epson	PL580 (V11H604020)	PL580 (V11H604020)	N	1	\$1,299.00	26%	\$961.26	All Epson wall mounted classroom projectors will receive 26% off MSRP, CompView has listed some examples for price comparison
Presentation Technology - Classroom Projectors	Powerlite 580 Ultra short throw 3300 lumens, XGA with SMART Interface	Epson	PL580 SMART (V11H604320)	PL580 SMART (V11H604320)	N	1	\$1,499.00	26%	\$1,109.26	All Epson wall mounted classroom projectors will receive 26% off MSRP, CompView has listed some examples for price comparison
Presentation Technology - Classroom Projectors	Powerlite 585W Ultra short throw 3300 lumens, WXGA	Epson	PL585W (V11H602020)	PL585W (V11H602020)	N	1	\$1,499.00	26%	\$1,109.26	All Epson wall mounted classroom projectors will receive 26% off MSRP, CompView has listed some examples for price comparison
Presentation Technology - Classroom Projectors	Powerlite 585W Ultra short throw 3300 lumens, WXGA with SMART interface	Epson	PL585W SMART (V11H602320)	PL585W SMART (V11H602320)	N	1	\$1,699.00	26%	\$1,257.26	All Epson wall mounted classroom projectors will receive 26% off MSRP, CompView has listed some examples for price comparison

C.3 - Services: Design & Install

*Please note this spreadsheet has multiple workbooks/tabs.

Instructions. Please complete the tables below if your organization offers any of the following services. This form has been formatted to print to one page width. Please note this is an **required form**.

Responding Company's Name:

CompView

REQUIRED FORM

Assessment Services	Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.
	Site Evaluation by Account Executive	\$0	\$0	\$0	\$0	
	Designer Assessment - Determined by CompView	\$0	\$0	\$0	\$0	
	Designer Assessment - Requested by Owner	\$125/hour	\$105/Hour	\$60/Day*	\$.56/mile	

Design Services	Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.
	Design	\$125/hour	\$105/Hour	\$60/Day*	\$.56/mile	
	Drafting	\$90/hour	\$75/Hour	\$0	\$0	
	Commisioning	\$125/hour	\$105/Hour	\$60/Day*	\$.56/mile	
	Programming	\$140/hour	\$115/Hour	\$60/Day*	\$.56/mile	

Installation Services	Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.
	Install	\$85/hour	\$70/hour	\$60/Day*	\$0	
	Testing	\$85/hour	\$70/hour	\$60/Day*	\$0	
	Training	\$85/hour	\$70/hour	\$60/Day*	\$0	
	Shop Time	\$85/hour	\$70/hour	\$60/Day*	\$0	
	Project Management	\$125/hour	\$100/hour	\$60/Day*	\$0	
	Project Coordination	\$75/hour	\$60/hour	\$60/Day*	\$0	
	Travel Time	\$85/hour	\$70/hour	\$0	\$0	

C.4 - Support Services: Warranty, Training, Maintenance

*Please note this spreadsheet has multiple workbooks/tabs.

Instructions. Please complete the tables below if your organization offers any of the following services. This form has been formatted to print to one page width. Please note this is an **required form**.

Responding Company's Name:

CompView

REQUIRED FORM

Extended Warranty	Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.
	Service Tech	\$85/hour	\$70/hour	\$60/Day*	\$0	
	Testing	\$85/hour	\$70/hour	\$60/Day*	\$0	
	Programmer	\$140/hour	\$115/Hour	\$60/Day*	\$.56/mile	

Training Services	Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.
	User Training done by Account Executive	\$0	\$0	\$0	\$0	2 trainings/customer/year
	Technical Training done by Designer	\$125/hour	\$105/Hour	\$60/Day*	\$.56/mile	

Maintenance Support	Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.
	Service Tech	\$85/hour	\$70/hour	\$60/Day*	\$0	

Form C.5 - Volume Discounts

*Please note this spreadsheet has multiple workbooks/tabs.

Instructions. Please complete the form below if your company is offering additional discounts for a one time purchase OR a group of local agencies in a geographic area are combining requirements (estimate annual spend). This form has been formatted to print to one page width. Please note this is an **optional form**.

Responding Company's Name: CompView

OPTIONAL FORM

Dollar Amount From	Dollar Amount To	Catalog	Additional Discount Offered
		None	

Form C.6A - Pricing Scenario (Classroom)

*Please note this workbook has multiple tabs.

Instructions. In the form below, please develop a quote using the requirements specified below. Pricing for the project should reflect the discounts and pricing listed in forms C.1, C.2A, and C.3. Pricing entered on in this quote from C.2B and C.4 must be entered into the Additional Options Section. **Please include a rendering of the quoted project.** *Please note this is a required form.

Responding Company's Name:

CompView

REQUIRED FORM

Scenario: A middle school is being upgraded with new technology in each of its 25 classrooms. Assume that all necessary network cabling is already in place when providing the quote below. Follow the specifications outlined below and provide your company's best response. *Note, all solutions must be of commercial grade.

Classroom Dimensions: 28 feet wide, 32 feet long, 9 foot ceilings, no tiered seating, 2x2 ceiling tiles, recessed lighting. Back row to front wall is 27 – 29 feet.

1) Interactive LED Flat Panel Monitor with Integrated Speakers (min. of 70" diagonal display, 5 year min. warranty): that will need to be mounted to the wall (adjustable wall mount preferred), the flat panel must operate with finger touch and pen writing devices and must have a minimum of four (4) point multi-touch for multiple users to annotate on the screen at one time. The flat panel must have a minimum of 1920x1080 HD resolution. The flat panel must also have full mouse capability and the ability to connect to computers and accessories with a minimum of three (3) HDMI connections, one (1) VGA connection, one (1) LAN Network, one (1) Stereo Analog Audio input required. Describe any additional accessories or devices available for use with the interactive flat panel. The flat panel must be able to connect wirelessly to a network. Must be MAC and PC compatible. Must have anti-glare and heat-tempered/low friction glass. Capability to connect to 120 volt outlet. Must have a minimum 2mm accuracy and 12ms response time. Respondent must also quote the cost of any software needed to run the Interactive LED Flat Panel. Estimated Quantity: 25.

2) Presentation/Collaboration System: must be compatible with multiple devices and operating systems such as Windows, MAC, iOS, and Android. Must have connectivity to support both voice and audio. Must allow for multiple devices to connect at once and must have capability to display a minimum of four (4) screens at one time. Ability for teacher to control and/or monitor student devices that are connected. Ability to enable students with interactive activities, annotation, and note-taking. Estimated Quantity: 25.

3) Document Camera: flexibility to manipulate image with magnification and object rotation. Has the ability to show two and three-dimensional objects. Ability to capture and save video/picture files in multiple playback formats, such as .jpg, .mov, .mp3, .wmv, etc. Ability to convert to any standard lab microscope with necessary adapters. Must be portable, minimum of 1280x1024 SXGA. Must have auto-focus, digital zoom of 16X minimum, and shooting size of 8.5" x 11". Must be able to directly connect with Interactive LED Flat Panel. Estimated Quantity: 25.

4) Microphone: 1.90GHz digital IR with built-in coexistence and security features (i.e. no room-to-room carry over). Hands-free, lightweight wireless microphone. Input connections for TV, Computer (PC & MAC), Interactive LED Flat Panel. Respondent should only quote a lapel style microphone. Estimated Quantity: 25.

5) Projector - Ultra Short Throw, Wall Mounted: Please quote a **Laser, DLP, and LCD projector** that meet the minimum (or higher) specifications: must have high definition HDMI interface, RJ45, and RS232 connection for management purposes. Projector must have a minimum of 3300 ANSI Lumens with lamp economy mode, must have Keystone Correction, remote control, physical on/off bottom, wall mounted bracket. Describe input/output options in note sections. Estimated Quantity: 25.

6) Speakers - Ceiling or Wall Mounted (or combination): Speakers must be ceiling or wall mounted, if wall mounted please quote appropriate wall mounting equipment. Estimated Quantity: 100, 4 per classroom.

7) Services Design & Install: Design and install services must be quoted as a line item purchase within this scenario, please include pricing for those services.

8) Additional Options - Detailed Hardware: Items outside of 1-7 (listed above) should not be included in this quoted solution, however, additional items can be listed and quoted separately using the pricing section labeled "Additional Options". A respondent may quote additional items that they would suggest in this scenario in addition to items 1-7 (listed above). Any items included in the Additional Options section, must be considered a multimedia solution and must be found on form C.2A. Items that are considered as value-added technology solutions may not be included in this scenario.

8A) Rack and Server Space: Include in the Additional Options section, the appropriate amount of rack space needed for installing equipment. If your company does not provide rack space, please leave a comment in the note section.

8B) Power Conditioners: Please quote in the Additional Options section any power conditioners that should be included with this amount of equipment. If your company does not provide power conditioners, please leave a comment in the note section.

9) Support Services: Please include any support services that you would recommend to the middle school and quote them under Additional Options.

Quoted Scenario (1-7)

Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Energy Star Rated: Y or N	UOM	Catalog List Price	Category Discount	Net Price To Member	Number of Units	Net Extended Price
------------------	---------------------	--------------	------------------	------------	---------------------------	-----	--------------------	-------------------	---------------------	-----------------	--------------------

Total Additional Options							\$ 3,148.99	\$ 2,766.64	\$ 69,166.03
Notes:									

***Please include a high quality rendering of the proposed quote listed above.**

Form C.6B - Pricing Scenario (Conference Center)

*Please note this workbook has multiple tabs.

Instructions. In the form below, please develop a quote using the requirements specified below. Pricing for the project should reflect the discounts and pricing listed in forms C.1, C.2A, and C.3. Pricing entered on in this quote from C.2B and C.4 must be entered into the Additional Options Section. **Please include a rendering of the quoted project.** *Please note this is a required form.

Responding Company's Name:

CompView

REQUIRED FORM

Scenario: A conference room that has the capacity to hold 120 people is being remodeled and upgraded. This conference room will be used in a lecture style setting (all attendees are front facing) and also in a collaborative setting (small groups). Assume that all necessary network cabling is already in place when providing the quote below. Follow the specifications outlined below and provide your company's best response. *Note, all solutions must be of commercial grade.

Conference Center Dimensions: 46 feet wide, 80 feet long, 13 foot ceilings, no tiered seating, 2x2 ceiling tiles, recessed lighting. Back row to front wall is dependent on size of furniture selected by the company responding.

1) Interactive LED Flat Panel Monitor with Integrated Speakers (min. of 70" diagonal display, 5 year min. warranty): that will need to be mounted to the wall (adjustable wall mount preferred), the flat panel must operate with finger touch and pen writing devices and must have a minimum of four (4) point multi-touch for multiple users to annotate on the screen at one time. The flat panel must have a minimum of 1920x1080 HD resolution. The flat panel must also have full mouse capability and the ability to connect to computer and accessories with a minimum of three (3) HDMI connections, one (1) VGA connection, one (1) LAN Network, one (1) Stereo Analog Audio input required. Describe any additional accessories or devices available for use with the interactive flat panel. The flat panel must be able to connect wirelessly to a network. Must be MAC and PC compatible. Must have anti-glare and heat-tempered/low friction glass. Capability to connect to 120 volt outlet. Must have a minimum 2mm accuracy and 12ms response time. Respondent must also quote the cost of any software needed to run the Interactive LED Flat Panel. Estimated Quantity: 1.

1a) LED Flat Panel Monitors (min. of 70" diagonal display, 5 year min. warranty): three (3) flat panels will be mounted in the center of the conference room; one (1) of the flat panels will face the presenter (in the front of the room) and the other two (2) flat panels will be facing the back of the room so people sitting on the right and left side of the room are able to see the presenters information and/or screen. The flat panels must have a minimum of 1920x1080 HD resolution. The flat panel must possess the minimum technical requirements to be interconnected with the interactive LED Flat Panel at the front of the room, displaying the presenters documents (i.e. presentation). The flat panel must be able to connect wirelessly to a network. Must be MAC and PC compatible. Must have anti-glare and heat-tempered/low friction glass. Capability to connect to 120 volt outlet. Estimated Quantity: 3.

2) System Controls: portable console must allow user to select inputs ranging from computer, to camera, to projector and screen. Respondent must quote any additional hardware pertaining to the systems controls in the Additional Options section (shown below). Estimated Quantity: 1.

3) Camera: ability to capture and save video and audio in multiple playback formats, such as .jpg, .mov, .mp3, .wmv, etc. Ability to follow presenter across the front of the room, or at a minimum capture the front of the room where the presenter will be located. Must be ceiling mounted, include auto-focus, and digital zoom. Must be able to directly connect with flat panels and drop down projection screen. Camera should give the user the ability to move the camera via remote control. Estimated Quantity: 1.

4) Microphone: 2.4 GHz digital RF with built in coexistence and security features (i.e. no room-to-room carry over). Microphones should be lightweight and have wireless connectivity. Input connections for TV, Computer (PC & MAC), Interactive LED Flat Panel. Respondent should quote both handheld and a lapel style microphone. Estimated Quantity: 2, 1 of each type of microphone.

5) Projector - Ceiling Mounted: Please quote a Laser, DLP, and LCD projector that meet the minimum (or higher) specifications: must have high definition HDMI interface, RJ45, and RS232 connection for management purposes. Projector must have a minimum of 3300 ANSI Lumens with lamp economy mode, must have Keystone Correction, remote control, physical on/off bottom, ceiling mounted bracket. Describe input/output options in note sections. Estimated Quantity: 1.

6) Speakers - Ceiling Mounted: Speakers must be ceiling mounted and flush with the ceiling tile. Estimated Quantity: 10.

7) Motorized Drop Down Projection Screen - Ceiling or Wall Mounted (min. 10' diagonal display): ability to be controlled by a switch and/or media console. Screen must be able to integrate with flat panels and system solution for presentation modes. Estimated Quantity: 1.

8) Furniture: capacity to seat up to 90 attendees. Please quote tables and chairs that will suit both environments, lecture (front facing) and collaboration (small groups). Furniture must be easy to move and chairs must be stackable when not in use. Please note the furniture warranty in the notes section.

9) Services Design & Install: Design and install services must be quoted as a line item purchase within this scenario, please include pricing for those services.

10) Additional Options - Detailed Hardware: Items outside of 1-9 (listed above) should not be included in this quoted solution, however, additional items can be listed and quoted separately using the pricing section labeled "Additional Options". A respondent may quote additional items that they would suggest in this scenario in addition to items 1-9 (listed above). Any items included in the Additional Options section, must be considered a multimedia solution and must be found on form C.2A. Items that are considered as value-added technology solutions may not be included in this scenario.

10A) Rack and Server Space: Include in the Additional Options section, the appropriate amount of rack space needed for installing equipment. If your company does not provide rack space, please leave a comment in the note section.

10B) Power Conditioners: Please quote in the Additional Options section any power conditioners that should be included with this amount of equipment. If your company does not provide power conditioners, please leave a comment in the note section.

11) Support Services: Please include any support services that you would recommend to the middle school and quote them under Additional Options.

Quoted Scenario (1-9)

Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Energy Star Rated: Y or N	UOM	Catalog List Price	Category Discount	Net Price To Member	Number of Units	Net Extended Price
Interactive Flat panels	70" Interactive HD LED Multi-touch Display	Newline	EPR8A00070-00	TT-700	N	1	\$ 5,999.00	40%	\$ 3,599.40	1	\$ 3,599.40
Mounting Hardware	Lg Flat panel wall mount	Chief	LSM1U	LSM1U	N	1	\$ 212.00	35%	\$ 137.80	1	\$ 137.80
Mounting Hardware	Ceiling/Wall mounting system for Flat panels	Chief	PCS2000B	PCS2000B	N	1	\$ 212.00	35%	\$ 137.80	3	\$ 413.40
Flat panel Displays/monitors	70" Display	NEC	E705	E705	N	3	\$ 3,519.00	31%	\$ 2,428.11	3	\$ 7,284.33
Value Add - Wireless Collaboration	Via Connect Pro Unit Bundled with 2 VIA Pad	Kramer	VIA-CONNECT-PRO Bundle	VIA-CONNECT-PRO Bundle	N	1	\$ 796.00	15%	\$ 676.60	3	\$ 2,029.80
Integrated Controls	8.7" Wireless Touch Panel	Crestron	TST-902	TST-902	N	1	\$ 3,800.00	35%	\$ 2,470.00	1	\$ 2,470.00
Audio and Video Conferenceing Software and equipment	RoboSHOT 12 HDMI Camera with Remote PTZ	Vaddio	999-9940-000	999-9940-000	N	1	\$ 2,577.00	20%	\$ 2,061.60	1	\$ 2,061.60
Mounting Hardware	Wall mount for Vaddio Camera	Vaddio	535-2000-240	535-2000-240	N		\$ 131.00	15%	\$ 111.35	1	\$ 111.35
Presentation Technology - Classroom Projectors	Powerlite Large Classroom WUXGA, 4000 lumens, LCD	Epson	1980	V11H620020	N	1	\$ 1,499.00	15%	\$ 1,274.15	1	\$ 1,274.15
Mounting Hardware	Mounting system	Chief	RPAU	RPAU	N	1	\$ 212.00	25%	\$ 159.00	1	\$ 159.00
Sound Systems	Ceiling - 1x2 Drop in, XFMr, pair	Extron	42-120-13	42-120-13	N	1	\$ 440.00	35%	\$ 286.00	5	\$ 1,430.00
Sound Systems	Amp, 100 watts per ch @ 70V	Extron	60-1302-01	60-1302-01	N	1	\$ 990.00	35%	\$ 643.50	1	\$ 643.50
Sound Systems	6x4 DSP	Extron	60-1054-01	60-1054-01	N	1	\$ 1,590.00	35%	\$ 1,033.50	1	\$ 1,033.50
Sound Systems	Wireless handheld microphone	Shure	ULX24/58	ULX24/58	N	1	\$ 861.00	28%	\$ 619.92	1	\$ 619.92
Sound Systems	Wireless Cardioid lapel microphone	Shure	ULXS14/85	ULXS14/85	N	1	\$ 899.00	28%	\$ 647.28	1	\$ 647.28
Screens	Advantage Deluxe Electrol 65" x 116" 133" D	Dalite	88159R	88159R	N	1	\$ 4,305.00	35%	\$ 2,798.25	1	\$ 2,798.25
Multimedia Furniture	Flex Flip Table-Straight Edge 72"W x 24"D 4 Casters	Spectrum	37314ID	37314ID	N	1	\$ 1,436.00	20%	\$ 1,148.80	30	\$ 34,464.00
Multimedia Furniture	Stack 4.0 Chair Fabric Seat w/Mesh Back Grade 2 Fabric	Spectrum	38273GR2	38273GR2	N	1	\$ 100.80	20%	\$ 80.64	90	\$ 7,257.60
Services Design and Install and Misc Materials	Design and Installation	CompView				1	\$ 20,023.00	15%	\$ 17,019.55	1	\$ 17,019.55
									\$ -		\$ -
									\$ -		\$ -
									\$ -		\$ -
Total Project Quote									\$37,333.25		\$85,454.43

Notes: Services Design and Install would include travel to a location within 75 miles of zip code 55108. Additional travel costs would be quoted for beyond 75 miles.

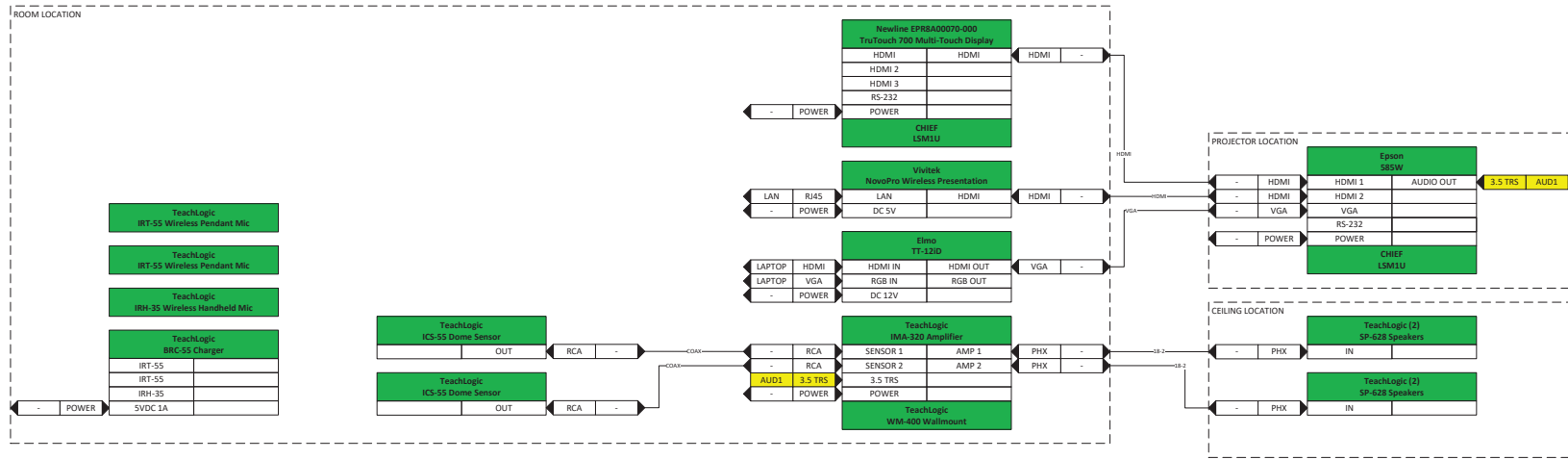
Additional Options & Support Services (10-11)

Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Energy Star Rated: Y or N	UOM	Catalog List Price	Category Discount	Net Price To Member	Number of Units	Net Extended Price
									\$ -		\$ -
Integrated Controls	Control processor	Crestron	CP3	CP3	N	1	\$ 1,800.00	35%	\$ 1,170.00	1	\$ 1,170.00
Integrated Controls	4K DigitalMedia 8G+ Receiver & Scaler	Crestron	DM-RMC-4K-SCALER-C	DM-RMC-4K-SCALER-C	N	1	\$ 1,800.00	35%	\$ 1,170.00	5	\$ 5,850.00
Integrated Controls	8x8 DigitalMedia™ Switcher	Crestron	DM-MD8x8	DM-MD8x8	N	1	\$ 4,300.00	35%	\$ 2,795.00	1	\$ 2,795.00
Integrated Controls	DigitalMedia 8G+™ Input Card	Crestron	DMC-4K-C-HDCP2	DMC-4K-C-HDCP2	N	1	\$ 1,100.00	35%	\$ 715.00	2	\$ 1,430.00
Integrated Controls	4K HDMI® Input Card	Crestron	DMC-4K-HD-HDCP2	DMC-4K-HD-HDCP2	N	1	\$ 800.00	35%	\$ 520.00	4	\$ 2,080.00
Integrated Controls	2-Channel 4K DigitalMedia 8G+ Output Card	Crestron	DMC-4K-CO-HD-HDCP2	DMC-4K-CO-HD-HDCP2	N	1	\$ 1,300.00	35%	\$ 845.00	3	\$ 2,535.00
Integrated Controls	2-Channel HDMI Output Card	Crestron	DMC-4K-HDO	DMC-4K-HDO		1	\$ 1,800.00	35%	\$ 1,170.00	1	\$ 1,170.00
Integrated Controls	ProSAFE GS728TPP 24-Port Gigabit PoE+ Smart Switch 384w	NetGear	GS728TPP	GS728TPP		1	\$ 499.00	10%	\$ 449.10	1	\$ 449.10
Integrated Controls	ProSafe 8 Port Gigabit VPN Firewall	NetGear	FVS318G	FVS318G		1	\$ 129.99	10%	\$ 116.99	1	\$ 116.99
Integrated Controls	infiNET EX @ER Wireless Gateway	Crestron	CEN-GWEXER	CEN-GWEXER		1	\$ 450.00	35%	\$ 292.50	1	\$ 292.50
									\$ -		\$ -
									\$ -		\$ -
Integrated Controls	SMP 351 Standard Version – 80 GB SSD	Extron	60-1324-01	60-1324-01		1	\$ 4,790.00	35%	\$ 3,113.50	1	\$ 3,113.50
									\$ -		\$ -
Mounting Hardware - Racks	27SP/20D STANDALONE RACK	Middle Atlantic	ERK-2720	ERK-2720		1	\$ 756.00	40%	\$ 453.60	1	\$ 453.60
Mounting Hardware - Racks	UPSRackmount Power, 8 Outlet, 2150VA/1650W	Middle Atlantic	UPS-2200R-8	UPS-2200R-8		1	\$ 2,015.00	40%	\$ 1,209.00	1	\$ 1,209.00
									\$ -		\$ -
Presentation Technology - Classroom Projectors (DLP)	1080p DLP 4500 Lumen Entry Level Installation Projector -	NEC	NP-P452H	NP-P452H	N	1	\$ 1,849.00	10%	\$ 1,664.10	1	\$ 1,664.10
Presentation Technology - Large Venue Projectors	ProL1100U Laser, 6000 Lumens, WUXGA, Laser light source (lampless)	Epson	Pro L1100U	V11H735020	N	1	\$8,499.00	45%	\$4,674.45	1	\$ 4,674.45
									\$ -		\$ -
Total Additional Options							\$ 31,887.99		\$20,358.24		\$29,003.24

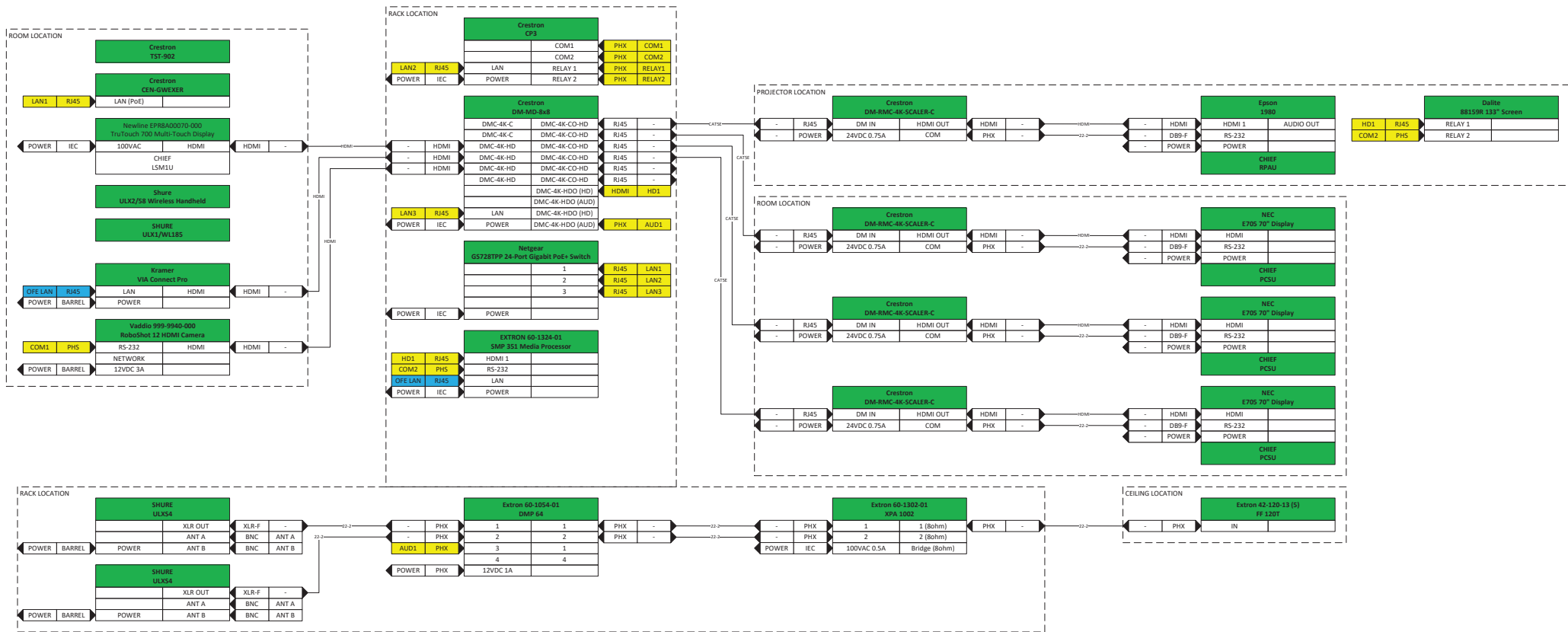
Notes: Items in Bold are required options for a functional room system.

***Please include a high quality rendering of the proposed quote listed above.**

MN6654 MSC BID
Classroom AV Schematics



MN6654 MSC BID Conference Room AV Schematics



Form D – References

Instructions: Please provide three references in the spaces below. References should be from organizations that have purchased and/or used products and/or services that relate to the scope of this RFP.

Responding Company's Name:	CompView
Reference #1 – Product/Service Used:	Epson Interactive, Teachlogic
Reference Name	ISD 281 - Robbinsdale Schools
Reference Contact Name <ul style="list-style-type: none">• Phone• Email	Joel Mehring 763-504-8083 joel_mehring@rdale.org
Notes (for CPC use only):	

Reference #2 – Product/Service Used:	Epson Interactive, Integration, all products
Reference Name	ISD 621 - MoundsView
Reference Contact Name <ul style="list-style-type: none">• Phone• Email	Brian Zbikowski 651-621-7324 brian.zbikowski@moundsview.schools.org
Notes (for CPC use only):	

Reference #3 - Product/Service Used:	NEC, Interactive Whiteboards, all Audio Visual products for school use, Integration as well
Reference Name	Worthington Schools
Reference Contact Name <ul style="list-style-type: none">• Phone• Email	Amy Ernst 507-360-8572 amy.ernst@isd518.net
Notes (for CPC use only):	

Form E - Level of Support

Instructions: Please indicate the level of support you will offer on this contract category. Check only one box in each section.

Prices are (check one box):	
<input type="checkbox"/>	No different from what we ordinarily offer to individual members.
<input type="checkbox"/>	Two percent (2%) lower than our best price to individual members.
<input type="checkbox"/>	Three percent (3%) lower than our best price individual members.
<input type="checkbox"/>	Four percent (4%) lower than our best price to individual members.
<input checked="" type="checkbox"/>	Five percent (5%) lower than our best price to individual members.
<input type="checkbox"/>	Ten percent (10%) lower than our best price to individual members.
<input type="checkbox"/>	Other, please explain

Prices are (check one box):	
<input checked="" type="checkbox"/>	No different from what we ordinarily offer to other consortiums.
<input type="checkbox"/>	Two percent (2%) lower than our best price to other consortiums.
<input type="checkbox"/>	Three percent (3%) lower than our best price other consortiums.
<input type="checkbox"/>	Four percent (4%) lower than our best price to other consortiums.
<input type="checkbox"/>	Five percent (5%) lower than our best price to other consortiums.
<input type="checkbox"/>	Ten percent (10%) lower than our best price to other consortiums.
<input type="checkbox"/>	Other, please explain



 Authorized Signature (must match Signature on Form F)

 Date 10/20/2016

Form F – Assurance of Compliance

The respondent has carefully checked the accuracy of all items including description, price per unit, and listed total price per item in this proposal. In addition, the respondent accepts the general provisions of the proposal, including delivery timelines, and all responsibilities of delivery as outlined.

The respondent is aware of any detailed and special conditions. This form establishes the minimum criteria that a "responsible contractor" must meet to be awarded a contract resulting from this solicitation, this criteria includes:

- Compliance with workers' compensation and unemployment compensation requirements, registration with the Department of Revenue and DEED, and has a valid federal tax identification number (or Social Security number, if an individual);
- Compliance with: minimum wages, overtime, prevailing wages, timely payment of wages to employees, no misrepresentation of employment relationship, Fair Labor Standards Act, and U.S. federal prevailing wage, all according to existing statutes, and the bill specifies when a violation occurs;
- Compliance with (an no violations in past three years) of 181.723 (independent contractors); and chapter 326B (construction codes and licensing);
- No current tax liens or tax delinquencies;
- Not currently debarred by the federal government, the state, or a municipality;
- Subcontractors or vendors the awarded vendor(s) intends to use have verified that they meet the clauses mentioned above.

CPC members are not obligated to verify any of the information in the contractor certification and have no liability if they reasonably rely on the certification statement in awarding the contract, or if they decline to award the contract based on a reasonable determination that the awarded vendor(s)/contractor failed to verify compliance.

In submitting this proposal, it is understood that the respondent is submitting a signed statement under oath verifying the respondent as a "responsible contractor". CPC reserves the right to reject any or all proposals, and it is agreed that this proposal may not be withdrawn during a period of one hundred-twenty (120) days from the time of the opening date.

Company Name: CompView

Authorized Agent's Signature: 

Agent's Name (printed): Dave Ewing

Address: 1410 Energy Park, Suite 16

City/State/Zip: St. Paul, MN 55108

Telephone Number: 952-486-6544 Email: dewing@compview.com

Form G – Contract Offer & Award

OFFER TO BE COMPLETED BY VENDOR

In compliance with the Request for Proposal, the undersigned warrants that I/we have examined the Instructions to Respondents and Technical Specifications, and being familiar with all of the conditions surrounding the proposed projects, hereby offer and agree to furnish all professional services in compliance with all terms, conditions, specifications and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance of this proposal.

The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to the Cooperative Purchasing Connection as stated in the evaluation section, will be a consideration in making the award.

This contract offer and award binds said vendor to all terms and conditions stated in the proposal until a contract has been signed by both parties.

Company Name: CompView

Address: 10035 SW Arctic Drive

City: Beaverton State: OR Zip: 97005

Contract Contact Person: Debra Foley

Authorized Signature: 

Printed Name: Debra Foley

ACCEPTANCE OF OFFER AND CONTRACT AWARD TO BE COMPLETED ONLY BY THE COOPERATIVE PURCHASING CONNECTION

Contract Term: It is the Cooperative Purchasing Connection's intent to award a contract for Interactive Technology Solutions. The contract term may be renewed annually, up to three (3) additional terms.

CPC Authorized Signature

17.3 - ITS
Contract Number

Awarded this _____ day of _____, 2016.

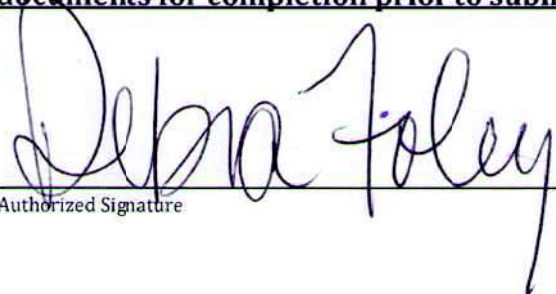
Form H - Proposal Checklist

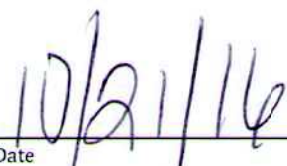
The following items/submittals are required to be qualified as a respondent to the RFP. Respondents must submit an electronic version of their proposal by the due date and time listed in this RFP via Public Purchase (www.publicpurchase.com). Please take a moment to review the checklist provided and ensure all of the necessary documents have been uploaded with your response.

Your organization's uploaded proposal should include the following submitted and correctly labeled documents:

- ✓ 1. Form A - Vendor Information - Name of Company
i. Submit as a PDF, not scanned.
- ✓ 2. Form B - Questionnaire - Name of Company
i. Submit as a Word (.doc or .docx) document.
- ✓ 3. Form C - Pricing Schedule - Name of Company
i. Submit as an Excel (.xls or .xlsx) document.
- ✓ 4. Form D - References - Name of Company
i. Submit as a PDF, not scanned.
- ✓ 5. Form E - Level of Support - Name of Company
i. Printed, signed, and scanned, submit as PDF.
- ✓ 6. Form F - Assurance of Compliance - Name of Company
i. Printed, signed, and scanned, submit as PDF.
- ✓ 7. Form G - Contract Offer and Award - Name of Company
i. Printed, signed, and scanned, submit as PDF.
- ✓ 8. Form H - Proposal Checklist - Name of Company
i. Printed, signed, and scanned, submit as PDF.
- ✓ 9. Subcontractor Utilization Form - Name of Company
i. Submit as PDF, not scanned.

IMPORTANT: Forms MUST be submitted electronically in the format indicated for the proposal to receive consideration. MS Word documents with inserted images of completed documents will not be accepted. Please double check your uploaded documents for completion prior to submission.


Authorized Signature


Date

Cooperative Purchasing Connection

PARTNERED VENDOR/SUBCONTRACTOR UTILIZATION

(This form must be completed and returned with your response)

RFP Name: Interactive Technology Solutions

RFP Number: 17.3

Partnered Vendor Name: CompView

If a subcontractor will not be used, check this box:

List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Company Name: XMedia Audio Video Specialist

Street Address: 31536 Quinlan Ave


City, State, Zip: Center City, MN 55012

Telephone: 612-369-2736

Primary Contact: Bob Nash

Email Address of Contact: xmediallc@aol.com

Services to be provided:

Xmedia is a full service audio video installation provider. Providing projection, sound, security and struc 

Company Name: SNAP AV

Street Address: 315 6th Ave, SE

City, State, Zip: Osseo, MN 55369

Telephone: 888-353-6529

Primary Contact: Tony Green

Email Address of Contact: tonyg@snap-install.com

Services to be provided:

SNAP AV provides nationwide audio video services. They specialize in projection and audio solutions.

Company Name: Rocket AV Inc.

Street Address: PO Box 32957

City, State, Zip: Fridley, MN 55432

Telephone: 612-338-2778

Primary Contact: Duane Anderson

Email Address of Contact: duane@rocketavinc.com

Services to be provided:

Rocket AV is a highly specialized AV installation and service provider. They specialize in large scale AV 

Cooperative Purchasing Connection

PARTNERED VENDOR/SUBCONTRACTOR UTILIZATION

(This form must be completed and returned with your response)

RFP Name: Interactive Technology Solutions

RFP Number: 17.3

Partnered Vendor Name: CompView

If a subcontractor will not be used, check this box:

List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Company Name: XMedia Audio Video Specialist

Street Address: 31536 Quinlan Ave

City, State, Zip: Center City, MN 55012

Telephone: 612-369-2736

Primary Contact: Bob Nash

Email Address of Contact: xmediallc@aol.com

Services to be provided:

Xmedia is a full service audio video installation provider. Providing projection, sound, security and struc 

Company Name: SNAP AV

Street Address: 315 6th Ave, SE

City, State, Zip: Osseo, MN 55369

Telephone: 888-353-6529

Primary Contact: Tony Green

Email Address of Contact: tonyg@snap-install.com

Services to be provided:

SNAP AV provides nationwide audio video services. They specialize in projection and audio solutions.

Company Name: Rocket AV Inc.

Street Address: PO Box 32957

City, State, Zip: Fridley, MN 55432

Telephone: 612-338-2778

Primary Contact: Duane Anderson

Email Address of Contact: duane@rocketavinc.com

Services to be provided:

Rocket AV is a highly specialized AV installation and service provider. They specialize in large scale AV 

COMPVIEW: AN EXECUTIVE OVERVIEW FOR MINNESOTA SERVICE COOPERATIVES – COOPERATIVE PURCHASING CONNECTION – RFP 17.3 – INTERACTIVE TECHNOLOGY SOLUTIONS

CompView is a leading AV integration firm dedicated to providing clients with innovative solutions and unparalleled support. CompView has the expertise to address the unique requirements of highly specialized applications and environments. Founded in 1987, CompView is a InfoComm Certified Solutions Provider and serves clients nationwide from headquarters in Beaverton, Oregon, offices in: Seattle, San Francisco, Los Angeles, San Diego, Salt Lake City, St. Paul, Bentonville and with their expert network of AV integration partners. CompView currently posts annual revenues over \$65 million with 157 employees.

The company is one of the top 25 Systems Integrators in the United States, as published by Systems Contractor News. The company has a strategic focus on the Education market which accounts for over 50% of the company's total revenue.

CompView is a leading audio video integrator dedicated to helping clients simplify communication and collaboration. We deliver design-build and managed AV services nationwide to support clients in all industries.

Creativity

We partner with you in evaluating the technical trade-offs, cost considerations and aesthetic alternatives to create the best solution for your communication objectives.

Experience

For over 25 years we have delivered quality AV solutions for our clients by focusing on continuous improvement of our people, processes and programs.

Commitment

- Coordinate every step
- Meet deadlines & budgets
- Respond to inquiries
- Provide personalized support
- Deliver flexible solutions
- Develop quality programs

Service | What Sets Us Apart

Coordinate Every Step

We take responsibility for management of the design-build process and the success of your project. Our coordination with the architect, general contractor, electrical contractor and other trades frees you and ensures project success.

Meet Deadlines & Budgets

CompView provides cost-saving expertise in design, infrastructure, product selection and scheduling. Our project management and cost-discipline processes keep your project on-time and in-budget.

Relationships | The Most Important Thing We build

Respond to Inquiries

We start by asking the right questions and listening to your needs. Then through timely communication and attention to detail deliver the products and services to meet your objectives.

Provide Personalized Support

Clients come to CompView for technology, then return time and again for the AV consulting, support and managed services that strengthen their business.

Reliability | The Difference Between Good and Great

Deliver Flexible Solutions

CompView offers thousands of products with hundreds of features and the ability to evaluate the options that meet your needs, save energy and are scalable for future growth.

Develop Quality Programs

Long-term partnerships with leading manufacturers secures CompView's clients advantageous pricing, specialized programs, expedited shipping and service terms.

"CompView is supportive and thorough. They do an excellent job of listening to our needs and helping us bring our design ideas to fruition."

~ Royce, University of Idaho, Doceo Center

"I have worked with CompView for years for basic AV needs and large conference center projects. They are always willing to go the extra mile to find the right products and best prices. They make my job a lot easier."

~ Ryan, California State University

Conclusion

CompView is a leading audio video integrator dedicated to helping clients simplify communication and collaboration. We deliver design-build and managed AV services nationwide to support clients in all industries.

CompView has included an extensive overview of our capabilities in this document. The most important aspects of this response are:

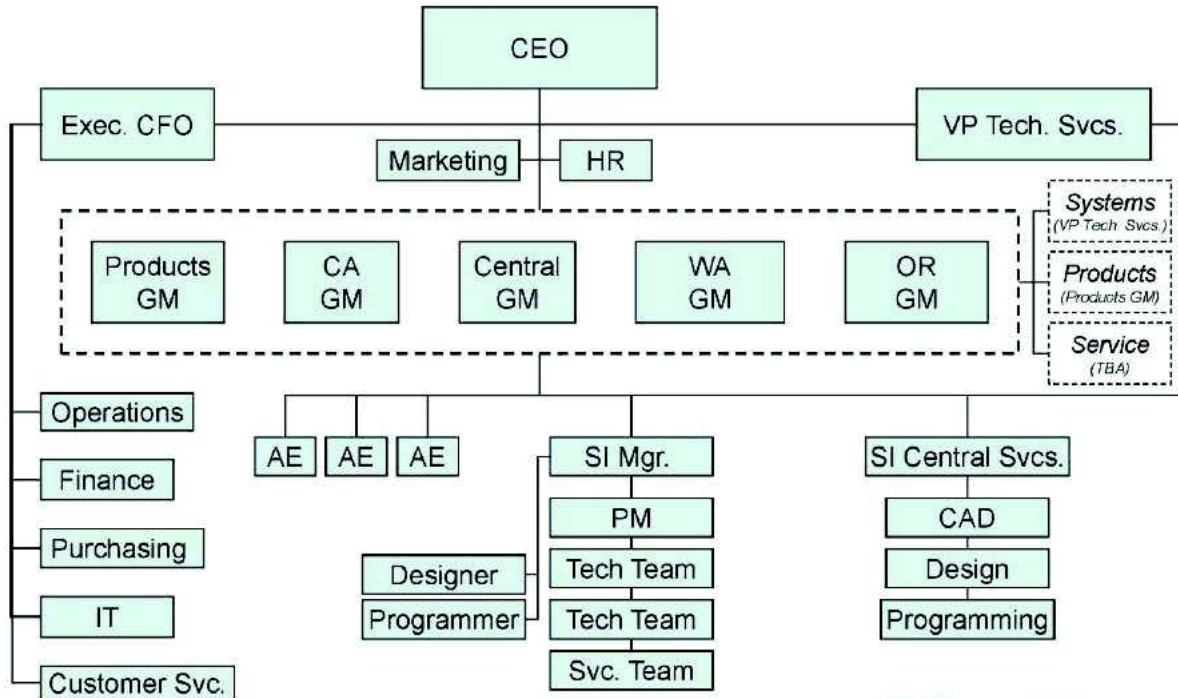
- A proven track record in servicing this complex segment of the AV industry. This only can occur through senior management participation in the customer process
- Success by delivering industry leading solutions, to higher education through a focus on process and customer service.
- Provide a positive customer experience by providing our client with a quality integrated systems, AV consulting, support, and managed services that strengthen our clients business

Thank you for the opportunity.

Sincerely,

Scott Birdsall, CEO

Organizational Chart - Overview



Employee Count by Discipline

Sales- 23

Admin - 26

Executives - 5

Managers - 17

Technicians - 41

Professionals (PM's, Designers, Programmers) - 30

Financial Position

Comp View, Inc. was founded in 1987 and is currently recognized as one of the top 15 audio visual integrators in the United States (by both SCN and Commercial Integrator). The company currently employs over 140 sales, professional and technical personnel, employed in eight profit centers located throughout the United States. Comp View provides audio visual solutions and service to many Fortune 500 companies at their various and several locations throughout the United States.

A strong financial base coupled with highly trained employees has propelled Comp View into the forefront of the audio visual industry. Comp View recorded sales of \$66 million in the calendar year 2014. The balance sheet is equally strong with current assets of \$12.5 million and current liabilities of \$6.0 million. Total Assets are \$13.3 million. The debt to equity ratio is 2.4.

Comp View enjoys a strong relationship with Bridge Bank, a subsidiary of Western Alliance Group.

Audited financial statements are available upon request and the signing of a non disclosure agreement.

Additional financial questions may be directed to Terry L. Hillier, CFO and Executive Vice President at his direct line, 503-601-5545.

References and Completed Projects

1. University of Wisconsin Madison-School of Nursing project Dollars 3.4 Million

Lisa Reese, WRID, Facilities Designer
School of Nursing
University of Wisconsin-Madison
(608) 265-0465 Desk
(608) 513-8146 Cell

The University of Wisconsin-Madison School of Nursing integration project consisted of forty small conference-meeting rooms; four medium size collaboration classrooms; four tiered seminar rooms; two Active Learning Centers that can hold up to 320 students when combined; An Auditorium with a production studio; Video Conferencing Suites; Patient Simulation Labs; and digital signage throughout the entire building. All the classrooms are monitored and linked using the Crestron Fusion Server and most of the lecture and classrooms have the capability to record both HD video and content to a digital server

2. Carleton College - \$1.1 Million

Jim Pierret
507-222-7006
jpierret@carleton.edu
One North College Street
Northfield, MN 55057

CompView has integrated Audiovisual technologies in all of the campus classrooms, auditoriums, common areas, and other building sites. This school uses AMX as its control system. These integrations include, projection, control, displays, digital signage, collaboration areas, video conferencing and interactive technologies.

3. Northcentral Technical College (NTC) - \$1.7 Million

Timothy A. Dunbar
Instructional Technology Director
715-803-1116
dunbar@ntc.edu
Wausau, WI 54401-1899

CompView has integrated Audiovisual technologies in many of the campus video collaboration classrooms throughout all of the school locations. This school uses Crestron as its control system and has integrated interactive technologies.

4. Century College - \$1.7 Million

John Rohleder

651-779-3496

john.rohleder@century.edu

3300 Century Ave. North

White Bear Lake, MN 55110

CompView has integrated Audiovisual technologies in most of the campus classrooms, auditoriums, common areas, and other building sites. This school uses Extron as its control system. These integrations include, projection, control, displays, digital signage, collaboration areas, video conferencing and interactive technologies.

**University of Wisconsin-Madison,
School of Nursing** **\$3.4M**

AV integration for 26 classrooms including: research pods, 150-seat active learning classrooms, simulation rooms, training rooms, conference rooms, multipurpose rooms, 200-seat auditorium, interview rooms, and seminar rooms. Technology includes: conferencing, collaboration, webcasting, and interactive digital signage. MN4688 Completed 2014



University of Oregon **\$3M**

Sound systems for the Pape soccer field, PK Park baseball facility, and football practice field. AV systems throughout the football complex including: 64-screen video wall, theaters, meeting rooms, digital signage, video distribution, display, control and audio. PD2085, PD3056 Ongoing for 5 years



San Jose State University **\$2.3M**

Upgrades to 100 classrooms with collaboration and lecture capture technology. Auditorium upgrades including audio and control system. Student union AV integration of a theater, lecture hall, meeting rooms, a lounge and ballroom. SA4101-4105, SF4448 Completed 2014



**Pasadena City College,
Performing Arts Center** **\$2.4M**

Classrooms, rehearsal rooms, conference rooms, 94-seat lecture hall, gallery, 225-seat recital hall, cinema studio, cinema sound stage, photo studio, digital signage and labs.

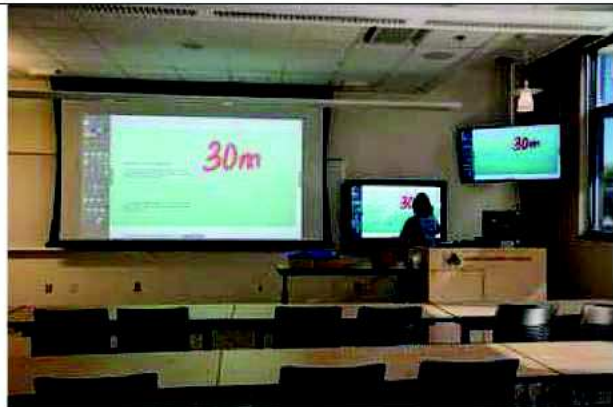
LA2803-2808, LA2435 Completed 2013



Lower Columbia College **\$1.7M**

Installation of a large lecture hall and 24 classrooms with display, projection, sound systems, digital video capability, wireless microphones, and lecture capture.

PD4389 Completed 2014





THIS CONFIRMS THAT

CompView

Meets the requirements of InfoComm International®'s APEX program
and proves commitment to providing quality service to customers
and upholding industry excellence.

06/16/2017

Expiration Date

A handwritten signature in black ink, appearing to read "Craig Janssen".

Craig Janssen, LEED® AP
President
InfoComm International®

Awards and Recognition

Regionally & Nationwide

CompView's distinctions and awards include recognition by AV industry and regional business magazines;

- Top 14 Corporate Market Integrator
- Top 5 Higher Education Market Integrator
- Top 5 Healthcare Market Integrator
 - Commercial Integrator, 2013, 2014
- Most Important Installation of the Year
 - Systems Contractor News, 2014
- Integration Award – Bars and Restaurants Category
 - Commercial Integrator, 2013



- Largest Audio Visual System Integrator in the Western US
 - Systems Contractor News, 2014
- Top 50 System Integrator Nationwide
 - Systems Contractor News, 2005 - 2014
- Top 100 Fastest Growing Private Companies in Oregon
 - Oregon Business Magazine, 2006-2010
- Top 15 Hardware Technology Companies
 - Portland Business Journal, 2015



Audio Visual Industry

CompView has earned distinction as a top integrator from numerous manufacturers. Following are a few recent awards which recognize training accomplishments and sales volume.

- AMX – BullsEye Partner
- Cisco - Select Certified Partner
- Chief – Elite Partner Award
- ClearOne – Premier Partner
- Crestron – Diamond Level Dealer
- Polycom – Gold Partner
- SMART Technologies – Solution Provider

Industry Certifications

CompView makes training and certification a priority to ensure that our clients receive the best possible service and support. CompView team members train with industry associations and key manufacturers to earn the following certifications.

- AutoCAD Certified
- Revit BIM Modeling Experts
- AMX
 - ACE Certified Installers
 - ACE Certified Programmer
 - ACE Certified Signal Mgmt. Exp.
- AQAV Quality Assurance Engineer and Technician
- Biamp Audia & Tesira Certified
- Bose Sound System Designer
- BSS HiQnet London Architect
- Cisco
 - Advanced Telepresence Partner
 - Certified Network Associate (CCNA)
 - Certified Sales and Field Engr.
 - Small Business Networking
- ClearOne Certified Technical Specialist
- Crestron
 - Certified Programmers
 - Digital Media Certified Engineers, Designers and Installers
- Extron
 - Advanced School of AV Tech.
 - AV Associate
 - Control Professionals
 - MediaLink and Global Config.
 - XTP Certified Designers and Technicians
- Hilti Operator Certification
- Imaging Science Foundation Calibration Certified (ISF Commercial)
- Peerless Structural Mounting Cert.
- Polycom
 - Certified Video Engineer
 - Real Presence Suite
 - SoundStation / SoundStructure Certified
- PMI Certified Project Mgmt. Prof. (PMP)
- Samsung MagicNet
- Scala Certified Info Channel
- SMART Technologies
 - Certified Trainers
 - Certified Technicians
- Synergetic Audio Concepts
 - Sound Reinforcement Design
 - Sound Reinforcement Tech.

Cooperative Purchasing Connection
Tabulation Report RFP #17.3 - Interactive Technology
Solutions
Vendor: Marco Technologies, LLC

General Comments: Thank you for the opportunity to respond to this RFP. Marco Technologies believes we would be a strong partner for Cooperative Purchasing Connection. If awarded the contract Marco would dedicate additional sales staff in each state to support the contract. Thanks again for the opportunity to bid.

General Attachments: Form A - Vendor Information - Marco.pdf
Form B - Questionnaire 1docx.docx
Form C - Pricing Schedule - Marco.xlsx
Form D - References - Marco.pdf
Form E - Level of Support - Marco.pdf
Form F - Assurance of Compliance - Marco.pdf
Form G - Contract Offer and Award - Marco.pdf
Form H - Proposal Checklist - Marco.pdf
Form I - Subcontractor Utilization Form - Marco.pdf

Form A – Vendor Information

Company			
Company Name	Marco Technologies, LLC		
Address	807 East Century Avenue		
City/State/Zip	Bismarck, ND 58503		
Phone	701.751.2860	Fax	201.222.2221
Toll Free Customer Number	800.892.8548		

Company Contacts	
General Manager Name <ul style="list-style-type: none"> • Email • Phone 	Jeff Gau jeffg@marconet.com 320.259.3051
Sales Manager Name <ul style="list-style-type: none"> • Email • Phone 	Eric Casteel ericc@marconet.com 651.634.6111
Customer Service Manager Name <ul style="list-style-type: none"> • Email • Phone 	Brenda Wall brenda.wall@marconet.com 701.527.5579
Account Manager(s) for the Cooperatives Name(s) <ul style="list-style-type: none"> • Email • Phone 	<p>North Dakota Brenda Wall brenda.wall@marconet.com 701.527.5579</p> <p>South Dakota Jordan Heupel jordan.l.heupel@marconet.com 605.262.7428</p> <p>Minnesota Jeremy Kirt jeremyk@marconet.com 800.892.8548 x3024</p>

Responsibilities	
CPC New Member Notification <ul style="list-style-type: none"> • Name • Email/Phone 	Brenda Wall brenda.wall@marconet.com 701.527.5579
CPC Member Customer Service <ul style="list-style-type: none"> • Name • Email/Phone 	Brenda Wall brenda.wall@marconet.com 701.527.5579

Submitting Sales Reports to CPC <ul style="list-style-type: none">• Name• Email/Phone	Amber Schoenherr ambers@marconet.com 320.259.3012
Payment of Administrative Fees to CPC <ul style="list-style-type: none">• Name• Email/Phone	Amber Schoenherr ambers@marconet.com 320.259.3012
Conducting Audits <ul style="list-style-type: none">• Name• Email/Phone	Lenore Lommel lenorel@marconet.com 320.259.3013

Form B – Questionnaire

Instructions. Please complete the questionnaire below by placing your company’s answers in the correlating response column.

Question	Response
Responding Company’s Name: Marco	
Instructions: For those responding to the RFP, please respond to the questions below.	
<p>1. As you envision it, what is your company’s role in this partnership? Please include sales and marketing strategies.</p>	<p>Marco attends the Public Sector conferences in the tri-State area at which we market our goods, services and contracts. We also have 15+ Technology Advisors in the three states that are actively working with members of your organizations. Our team hosts lunch and learn events, webinars, on-site visits / evaluations all at no cost to the customer.</p> <p>Marco is a leading technology services company with 49 locations and serves over 31,000 customers throughout the Upper Midwest and nationally. Our history of innovation and 43 years of business experience have positioned us to be a low-risk provider that specializes in business IT services, copiers/printers, managed services, carrier services, hosted/cloud services, phone systems, document management and audio/video systems.</p> <p>When partnering with Marco, you will not only receive a dedicated support team, but will also have access to over 600 certified systems engineers and technical representatives to help you stay on top of the latest technologies. Our full-time dispatchers and support desk representatives consistently maintain a 98% live call answer rate and resolve 97% of network service issues remotely, which allows our customers to experience less down time.</p> <p>Marco has adopted a 1+1 strategy around our selection of new products and solutions. This means, that for each product category, Marco has two primary vendors. Therefore, Marco can supply products and solutions in an unbiased way to ensure that our customers receive the best solution for their need.</p>
<p>2. Does your company have a dedicated marketing department that CPC can communicate and obtain marketing materials, images from? If so, please include their contact information in your response..</p>	<p>Marco has an experienced and professional marketing team that CPC can communicate with and obtain marketing materials and images from.</p> <p>The contact for communication will be: Anya Iverson, Creative Manager 320.259.3000 anya.iverson@marconet.com</p> <p>We will produce a flyer that indicates we have been selected as the authorized vendor for this contract. We will highlight our products and services, and how to contact us. Then we will produce a website landing page with a request for more information form available.</p>
<p>3. Does your company have the capability to provide product/service demonstrations at shows and training seminars? If so, please explain what training options would be available to participating agencies.</p>	<p>Yes, Marco has the capability to provide product and/or service demonstrations. This can be done at conferences, lunch and learn events or online. We have many customers that prefer to do webinars to save time and travel.</p> <p>Training can be done in several different ways. We are seeing a shift of end users preferring to do their training online. Training online allows</p>

	<p>them the flexibility to do it when it is convenient for them. I.e. InFocus publishes a monthly training and demo calendar that anyone can attend. You can join one with other customers or schedule a one-on-one session. We can also offer on-site professional development as a billable service.</p>
<p>4. How many staff members are dedicated to in-house customer service? How many staff members will be working directly with CPC's participating agencies if your company is awarded the contract?</p>	<p>CERTIFIED SYSTEMS ENGINEERS AND TECHNICAL REPRESENTATIVES Marco has over 600 certified systems engineers and technical representatives that go on-site and serve communities throughout greater Minnesota, North Dakota, South Dakota, Wisconsin, Iowa, Missouri, Nebraska and Illinois. Customers will have dedicated technicians assigned to them based on geography and machine type. Marco has built solid relationships with its vendors over the past 43 years and has the product experience, technical expertise and staff to provide the best solution and a successful implementation with ongoing service/maintenance.</p> <p>DEDICATED SUPPORT TEAM The following team of experts is dedicated to providing installation, programming and support services to ensure a successful implementation:</p> <ul style="list-style-type: none"> ▪ Technology advisor Single point of contact dedicated to your account ▪ Project coordinator Schedules meetings, timeline for implementation... ▪ Installer/programmer Provides equipment installation, software programming and training ▪ Client care representative Provides basic phone support, routes service calls to support desk remote technical support or dispatches a technician for on-site repair ▪ Service technician Provides on-site service and preventative maintenance <p>SERVICE HOURS Marco's service hours are from 7:30 a.m. to 5:00 p.m. (CST), Monday through Friday with 24-hour emergency support available.</p> <p>SERVICE REQUESTS To place a service request, you can contact Marco's client care/support desk support at 320.259.3098, or 800.847.3098, email requests to videoservice@marconet.com or use our online service/supply request process through our client support portal at http://www.marconet.com/support/.</p> <p>Upon placing a service request, you will receive the following support:</p> <ul style="list-style-type: none"> ▪ Your service call will be answered live 98% of the time by a member of our client care team, or you will receive follow-up within 15 minutes. ▪ If your service request is deemed network related, you will be transferred to our support desk team who will work remotely to remediate and resolve your issue.

	<ul style="list-style-type: none"> ▪ If on-site service is required, a certified technician will be dispatched and establish an on-site arrival time. ▪ Once the issue has been resolved, an email notification is sent to the designated end user.
5. If awarded, how does your company plan to inform and train your sales and customer service representatives on the details and promotion of the contract?	Marco supports and uses several other buying contracts, so our Technology Advisors are experienced with them. In addition, we would look to Brenda Wall from our Bismarck, ND office, to lead a briefing for all of our Technology Advisors in the tri-state area, on how to market and use the contract as she has successfully utilized contracts with your organization over the years.
6. Using the map provided in the RFP (Appendix A), please identify the regions and/or states that your company is <u>not</u> able to service. Please designate why your company is <u>not</u> able to service a particular region and/or state.	Marco is able to service all of the regions that Lakes and Country Cooperative have provided in Appendix A. We are proud to be the largest technology company in the region. We have offices in all of the regions you have listed and local representatives in each. We believe this gives us the ability to respond to your members needs much more effectively than any other service provider in the area. Many of your members struggle with their budgets so having locations across the states provides for lower travel charges and a faster response time.
7. Inventory: where are your company's distribution hubs located? What is the service/fill rate of inventory from those locations?	Marco has included several different manufacturers in our response. The manufacturers all have their own distribution hubs. They are all located in the United States. If the product is in stock, the order can get out within 24 hours. Right now our turnaround time on products like InFocus Interactive LED Displays has been approx. 5-7 days, as they ship via truck delivery due to their weight. Smaller items like projectors, sound systems and cameras can be shipped via air and arrive in 2-3 days.
8. Describe your company's ordering process and what methods can be used by participating agencies to place or create orders?	<p>Marco has a great support team behind the scenes. Currently we have Inside Sales Team that work with our Technology Advisors to ensure we send out proposals, get orders placed and respond to our clients in a timely manner. That allows our Technology Advisors to be out in the field working more directly with the clients without delaying orders.</p> <p>Currently we will provide a proposal to a client via on-site visit or electronically. When the client decides to move forward they are able to sign the proposal and send it back to our Inside Team or to their Technology Advisors. At that point they will send it to our purchasing department to be placed, if it does not include any installation services. If Marco will be installing the equipment, when the client gives us the approval to proceed we immediately open a work order or statement of work (SOW) depending on the complexity of the job. Once that is complete our systems automatically triggers the purchasing department to place the order with the distributor. That process typically takes anywhere from a few minutes to 24 hours.</p>
9. Does your company offer online ordering? How many staff members are dedicated to your online ordering help desk?	At this time, we do not offer online ordering for audio video / presentation products. Upon award we will work out online ordering.
10. Does your company have retail locations that participating agencies would be able to access to make purchases? If so, please describe how our participating agencies would receive their discount(s) at your retail locations.	<p>Marco does have locations across the states included in this RFP, however, they are not retail locations. We may have some support items like cables and connectors on hand but typically do not stock the items that are included in this RFP.</p> <p>Demo units are available upon request for many of the products listed in this RFP.</p>

<p>11. State your company's process for introducing new products to participating agencies.</p>	<p>Marco has experienced Technology Advisors that can introduce the products with the agencies using methods the agencies prefer. Our Technology Advisors are out in the field and can introduce the products during an on-site visit. All our Advisors also have the ability to use our video conferencing investment to schedule and hold webinars any time they would like.</p> <p>In addition, we would look to engage the manufacturers account managers that support the three states, to support the contract. We have strong relationships with the manufacturers and have been able to take them out to visit agencies when needed.</p>
<p>12. Describe the sales process that your company would take with an educational agency (i.e. school)? Will this process differ from a city, county or nonprofit agency? If so, please describe both processes.</p>	<p>Our process would be the same with all agencies.</p>
<p>13. Does your company require a minimum order? If so, what are your minimum order requirements? If the minimum is not met, what surcharge would you assess?</p>	<p>No, Marco does not require minimum orders.</p>
<p>14. Has your company previously worked with third-party integrated systems for purchasing and procurement? If so, please explain your capabilities (i.e. able to provide a static catalog, cXML punch-out, etc.) and the names of systems your company has integrated with.</p>	<p>We have not for this type of a contract.</p>
<p>15. Briefly explain your delivery policy and the lead time required from a participating agency placing an order to receipt of delivery.</p>	<p>The delivery of equipment does vary depending on the product. We will pre-program or stage certain equipment before we take it out on site. This allows us to be on-site for a shorter amount of time, causing less interruption and/or downtime. As long as the equipment is in-stock and we have received all of the necessary information from the client, the turnaround time can be as quick as 7-10 days and may at times be closer to 30 days. Again this is all dependent on the product.</p> <p>For things that do not require any pre-programming, i.e. a projector or sound system the turnaround time is much quicker. We have ordered, delivered and installed items like that within 3-4 days at times.</p>
<p>16. At times there are issues with service and/or deliveries. Please describe your process for addressing issues with participating agencies.</p>	<p>Once an order is placed with Marco, we have several different teams that watch the orders. For example, if we are installing things like larger AV solutions, we assign a Project Manager (PM). The PM then sets up a kick-off call with the Marco staff involved and the client. They track all activity on the project including product delivery. They continually keep in contact with the client to keep them informed of the status of the project.</p> <p>On the orders that are for smaller, more complex equipment, the Technology Advisor is updated from purchasing if there are in delays or back orders for the delivery of the equipment. The Technology Advisor will then let the client know.</p> <p>Marco has created a process to ensure customer satisfaction by asking for our customers' feedback and documenting and improving processes to continually improve our service. Surveys are sent to customers who have</p>

	<p>purchased a product or a solution from us within that month with a 1-year follow up for copier/printer and yearly for Managed Service contracts. Results are measured and charted monthly. Our goal is totally satisfied customers who recommend us to other organizations. Since 1994 we have been measuring the results and 92% of customers surveyed have said they would recommend Marco.</p>
<p>17. Assessment, Design and Layout: Please describe how your company would work with a participating agency to assess, design, and layout a classroom, office space, library, or conference room?</p> <p>18. Please note any costs associated with assessment, design and layout in Form C – Pricing Schedule.</p>	<p>Classroom interactive technology design is typically handled by the Technology Advisor. If the solution is a bit more in-depth or the room is challenging they will engage one of our Consulting System Engineers. This is all done free of charge.</p> <p>For conference rooms, gymnasium, new construction we may at times need to bring in a specialist. In that case we may or may not charge for the design and layout team. It is dependent on the project. We have noted this in form C.</p>
<p>19. Installation Teams: Please describe the duties of your installation teams, project roles, and any applicable certifications your installers hold.</p>	<p>The following team of experts is dedicated to providing installation, programming and support services to ensure a successful implementation:</p> <ul style="list-style-type: none"> ▪ Technology advisor Single point of contact dedicated to your account ▪ Project coordinator Schedules meetings, timeline for implementation... ▪ Installer/programmer Provides equipment installation, software programming and training ▪ Client care representative Provides basic phone support, routes service calls to support desk remote technical support or dispatches a technician for on-site repair ▪ Service technician Provides on-site service and preventative maintenance <p>Dan Olk AV Service Manager Experience: 9 Years A.A.S. Degree in Audio Technology. InfoComm Certified Technology Specialist, Registered Unlicensed Minnesota Power Limited Technician, Chief, BSS Networked Audio Systems, Symetrix and Shure Certified Trained Cisco Telepresence, Crestron, Polycom, Sharp and Tightrope Media Video Systems Installer. Experience with Microsoft Exchange Email.</p> <p>Steve Pulver AV Technician Experience: 16 Years Registered Licensed Minnesota Power Limited Technician, JLG Lift Certified, March Networks, NEC Corporation of America, Panduit, Pelco and Valcom Video Systems Certified. Experience with Cisco Telepresence and Crestron Video Systems.</p> <p>Ben Swain Cabling Technician Experience: 1 Year</p>

A.A.S. Degree in Information Technology. Experience with On-Site Help Desk, Cabling, Networking, Troubleshooting and Computer Hardware/Software.

Dave Hotchkiss | Senior Video Surveillance Systems Engineer

Experience: 13 Years

A.A.S. Degree in Microcomputer and Networking Technologies. March Networks R5 and 8000 Series Certified, Visual Intelligence and Command Certified. Experience with Mitel 3300 Communications Systems, MiCollab and NuPoint Unified Voice Messaging. Certified Crestron Programmer and Digital Media Certified Engineer, March Networks R5 and Master Command Certified and Extron XTP Systems Engineer Certified. Trained Cisco, Extron, Polycom, Sharp and Tighrope Media Video Systems Installer.

Eric Oltz | Video Surveillance Systems Engineer

14 Years

Registered Unlicensed Minnesota Power Limited Technician, March Networks Visual Intelligence Expert and Command Certified Master, March Networks, Arecont Vision and Chief Certified Installer. Trained Cisco Telepresence, Extron, Crestron, Leviton, Hubble, Panduit, Axis Cameras, Sharp and Tighrope Media Video Systems Installer. Experience with Microsoft Windows and Apple iOS Systems, Broadband Networking, Analog / IP Phone systems and Premise Cabling.

Jay Schulzetenberg | AV Systems Engineer

Experience: 22 Years

A.A.S. Degree in Recording Engineering. Certified Control Programmer. Trained Chief, Sharp and Shure Video Systems Installer.

Josh Kirt | AV Systems Programmer

Experience: 16 Years

A.A.S. Degree in Network Support and Administration. Certified Crestron Programmer and Digital Media Certified Engineer, March Networks R5 and Master Command Certified and Extron XTP Systems Engineer Certified. Trained Cisco, Extron, Polycom, Sharp and Tighrope Media Video Systems Installer.

Jeff Pleskac | Commercial Technology Lead

Experience: 10 Years

Registered Unlicensed Minnesota Power Limited Technician, Hubbell and Leviton Certified and March Networks Command Certified Associate. Trained Physical Security and Video Recording Installer.

Ken Walters | Cabling Technician

Experience: 31 Years

Registered Licensed Minnesota Power Limited Technician and Toshiba Business Phone Systems and Voicemail Certified. Experience with Cabling.

Kyle Primus | AV Technician

Experience: 1 Year

B.S. Degree in Audio Technology. Registered Unlicensed Minnesota Power Limited Technician. Certified in Chief, Infocomm AV Technologist, Crown DCI, QSC – Q-SYS Level 1, Symetrix Composer Pro, Biamp Tesira FORTE

and VoIP Level 1 and Extron AV Associate and Incomm Certified Technology Specialist. Experience with BSS Audio London Architect.

Marcus Mrozek | Senior Video Surveillance Systems Engineer

Experience: 14 Years

March Networks R5, Master Command, Physical Security and Video Recording Certified, SkyJack Safety Certification. Trained Cisco Telepresence, Polycom, Sharp and Tightrope Media Video Systems Installer. Experience in Fiber and Microsoft Windows Operating Systems.

Michael Meemken | Senior Physical Security Engineer

Experience: 10 Years

Registered Unlicensed Minnesota Power Limited Technician, March Networks Visual Intelligence Expert and Master Command Certified. Biamp TesiraFORTE Certified, Chief Certified Installer. SkyJack Safety Certified and infoComm Certified Technology Specialist. Trained Cisco Telepresence, Arecont Vision, Axis Communications, Bogen, Creston, Extron, Jupiter Bay, Sharp, Shure, Hubbell, Panduit, Leviton and Tightrope Media Video Systems Installer. Experience with Fiber and HP PCs/Laptops.

Mitch Leen | Cabling Technician

Experience: 1 Year

Experience with March Networks.

Paul Anderson | AV Technician

Experience: 5 Years

A.A.S. Degree in Audio Technology. Registered Unlicensed Minnesota Power Limited Technician. QSC Q-SYS Certified and Infocomm AV Technologist Certified. Trained Chief, Biamp TesiraFORTE, Tightrope Media and Sharp Video Systems Installer. Experience with Microsoft Windows, Apple Operating Systems, CTS, Biamp VoIP, Extron and Crestron Video Systems.

Steve Schulzetenberg | AV Systems Programmer

Experience: 9 Years

B.S. Degree in Information Media and Mass Communications. Registered Unlicensed Minnesota Power Limited Technician, Extron Certified AV Control Associate, Crestron Digital Media Certified Engineer and Certified Programmer and Biamp TesiraFORTE Certified. Experience with Cisco Telepresence.

Zach Kelash | AV Systems Engineer

Experience: 9 Years

A.A.S. Degree in Electrical Construction Program. Registered Licensed Minnesota Power Limited Technician, March Networks Physical Security and Video Recording Certified. Trained Cisco Telepresence, Leviton, Crestron, Extron, Polyvision, Tightrope Media and Sharp Video Systems Installer.

Zeke Simonsmeier | Cabling Technician

Experience: 2 Years

Registered Unlicensed Minnesota Power Limited Technician.

Andy Champ | AV Consulting Systems Engineer

Experience: 10 Years

	<p>A.A.S. Degree in Audio Technology. Registered Unlicensed Minnesota Power Limited Technician, LifeSize Certified Technical Expert, BSS Networked Audio Systems and Biamp Tesira Certified and OSHA Certified Installer. Trained Cisco Telepresence, Crestron, Extron, SVSi, Polycom, Shure and Tightrope Media Video Systems Installer and Experienced Live Sound Audio Engineer.</p> <p>Brian Yeager AV Technician Experience: 8 Years Experience with Cisco Telepresence, Crestron, Extron, and Chief Video Systems.</p> <p>Chris Weiss AV Technician Experience: 20 Years Registered Licensed Minnesota Power Limited Technician and infoComm Certified Technology Specialist. Trained Ducane, Exacq, Extron, Symetrix, Biamp TeriraFORTE, Chief and Crestron Video Systems Installer.</p> <p>Mike Swanson AV Technician Experience: 25 Years B.A. Degree in Digital Communications and A.A.S. Degree in Recording Technology. Polycom, ClearOne and Biamp TesiraFORTE Certified, FCC Licensed Amateur Radio Operator, NOAA/NWS Skywarn Certified and Live Recording Audio Engineer. Experience with Component-Level Electronics Repair.</p> <p>Nate Shuff AV Consulting Systems Engineer Experience: 16 Years Business Degree. Registered Licensed Minnesota Power Limited Technician and Project Management MiniMBA. Trained Audio and Visual Installer.</p>
<p>20. Subcontractors for Installation: will your company be using subcontractors to conduct any installations through the result of this solicitation? If so, how to you plan to educate the subcontractor(s) who will conduct the installation will comply with the terms and conditions of the contract.</p> <p><u>Whether using subcontractors or not, a respondent must complete and submit the Subcontractor Utilization Form their response.</u></p>	<p>Yes, Marco will use a subcontractor to install some items included in this RFP. Currently we do use subcontractors to perform some of our installs in the three states. All subcontractors are aware of Marco’s standards and have worked seamlessly with us and our clients, without any issues. In the event of being award the contract, we may utilize additional subcontractors if the need arises. We do understand we would have to submit additional paperwork and get approval to do so.</p> <p>Currently, we meet with owner or upper management, field manager and their lead installers to ensure they understand our expectations. In the event of being awarded this contract we would meet with each subcontractor to ensure they fully understand and accept the terms and conditions of the contract.</p>
<p>21. Please describe your warranty process and/or any protection plans that your company may offer participating agencies. Please note, all extended warranty options (other than standard warranties) and protection plans must be noted in Form C - Pricing Schedule – Services.</p>	<p>Marco includes the standard manufacturer’s warranty on all products. The warranty varies depending on the manufacturer and the product line. Please see Form C for additional warranties.</p>

<p>22. Please describe any other “value adds” and or services your company can bring to CPC’s participating agencies.</p>	<p>Marco has been in business in the tri-state area for 40+ years and have long standing relationships with many of the agencies that would utilize this contract. With locations across the territory included in this RFP we are able to be out on-site supporting the contract.</p> <p>Many of our Technology Advisors have been in the industry working with the same accounts for 15+ years so they have the expertise to recommend solutions that are the best fit for the agency and will help them be successful. They are well known and respected in their territories and are sought out by customers.</p> <p>Also as part of this RFP we have added some of the value added products to Form C as we do work with several of the products. HP is one of the largest manufacturers in the Chromebook, notebook, tablet and printer industry. We work very closely with HP and are happy to include them in this RFP.</p>
<p>23. What are your payment terms?</p>	<p>Our payment terms are net 15 day with a 15 day grace period for standard procurement orders. Project based procurement orders may require a down payment.</p>
<p>24. Does your company accept payment by procurement card? If so, is the participating agency assessed a fee for purchasing with a procurement card?</p>	<p>Most procurement cards are standard credit cards. We do accept Visa, MasterCard and American Express. We do have a surcharge of 3% for using a credit card. However government or tribal entities, they are exempt from the 3% surcharge for using credit cards.</p>
<p>25. Does your company offer any prompt payment discounts? If so, please describe.</p>	<p>We do not offer any prompt payment discounts.</p>
<p>26. State your company’s process for handling returns and/or credits.</p>	<p>Contact our returns department through web page, phone or email to receive a RMA # and shipping label. Once product is inspected and approved a credit will be issued against your account. Credit can be applied to outstanding balance or refunded if account is in good standing.</p>
<p>27. Does your company currently have any other contracts in place with purchasing consortiums similar to CPC?</p> <p>If so, please list your current contracts and the contract maturity date with the consortium(s).</p>	<p>Please see answer on question 28 below.</p>
<p>28. Does your company have contracts with other consortiums in Minnesota, North Dakota, and South Dakota?</p> <p>If so, please describe how your company will position this contract to CPC’s participating agencies, if awarded.</p>	<p>Copy / Print</p> <p>Canon</p> <ul style="list-style-type: none"> ▪ MN State Contract ▪ ND, MO, SD NASPO ValuePoint <p>HP</p> <ul style="list-style-type: none"> ▪ Educational & Institutional Cooperative Service, Inc. (E&I) <p>Konica</p> <ul style="list-style-type: none"> ▪ Association of Educational Purchasing Agencies (AEPA) ▪ Fox Valley Technical College (WI) ▪ IA Regents ▪ IA/SD/ND/MO NASPO ValuePoint ▪ Illinois Local Government program ▪ Minnesota Local Government Program ▪ MNSCU ▪ SD/ND/MN Education Programs <p>Sharp</p> <ul style="list-style-type: none"> ▪ NJPA

	<p><u>Toshiba</u></p> <ul style="list-style-type: none"> ▪ GEM/SLG/Nonprofit(MO) ▪ State of MO Off Contract <p><u>DATA</u></p> <ul style="list-style-type: none"> ▪ Deal Registration <p><u>HP</u></p> <ul style="list-style-type: none"> ▪ NASPO – includes switches, wireless and personal systems such as notebooks, Chromebooks, tablets, desktops, displays and accessories including notebook carts. <p><u>VOICE</u></p> <p><u>Mitel</u></p> <ul style="list-style-type: none"> ▪ NJPA - Education, Government <p><u>Cisco</u></p> <ul style="list-style-type: none"> ▪ University of Minnesota ▪ State of MN ▪ State of ND ▪ State of SD <p><u>AV</u></p> <ul style="list-style-type: none"> ▪ MN State Contract <p>If awarded, Marco will work with CPC on a contract to fit their needs.</p>																																																																								
<p>29. Financials: Please provide your company's last three years total gross sales to agencies within CPC's service area.</p>	<table border="1"> <thead> <tr> <th>MINNESOTA</th> <th>2015</th> <th>2014</th> <th>2013</th> </tr> </thead> <tbody> <tr> <td>K-12</td> <td>\$7,691,052.49</td> <td>\$9,610,337.61</td> <td>\$9,531,156.08</td> </tr> <tr> <td>HIGHER ED</td> <td>\$6,373,313.55</td> <td>\$8,770,826.78</td> <td>\$5,569,645.92</td> </tr> <tr> <td>CITY/COUNTY</td> <td>\$9,324,760.07</td> <td>\$7,491,491.10</td> <td>\$6,737,331.47</td> </tr> <tr> <td>NONPROFITS</td> <td>\$5,081,555.67</td> <td>\$4,465,200.49</td> <td>\$3,930,859.50</td> </tr> <tr> <td>TOTALS</td> <td>\$28,470,681.78</td> <td>\$30,337,855.98</td> <td>\$25,768,992.97</td> </tr> </tbody> </table> <table border="1"> <thead> <tr> <th>NORTH DAKOTA</th> <th>2015</th> <th>2014</th> <th>2013</th> </tr> </thead> <tbody> <tr> <td>K-12</td> <td>\$1,340,035.52</td> <td>\$1,345,527.53</td> <td>\$1,085,290.05</td> </tr> <tr> <td>HIGHER ED</td> <td>\$1,277,498.24</td> <td>\$1,454,215.62</td> <td>\$1,975,222.67</td> </tr> <tr> <td>CITY/COUNTY</td> <td>\$1,464,468.33</td> <td>\$788,317.75</td> <td>\$945,866.66</td> </tr> <tr> <td>NONPROFITS</td> <td>\$657,671.59</td> <td>\$468,446.55</td> <td>\$576,006.71</td> </tr> <tr> <td>TOTALS</td> <td>\$4,739,673.68</td> <td>\$4,056,507.45</td> <td>\$4,582,386.09</td> </tr> </tbody> </table> <table border="1"> <thead> <tr> <th>SOUTH DAKOTA</th> <th>2015</th> <th>2014</th> <th>2013</th> </tr> </thead> <tbody> <tr> <td>K-12</td> <td>\$50,415.87</td> <td>\$135,761.92</td> <td>\$103,176.99</td> </tr> <tr> <td>HIGHER ED</td> <td>\$773,736.25</td> <td>\$560,268.12</td> <td>\$824,031.75</td> </tr> <tr> <td>CITY/COUNTY</td> <td>\$1,174,652.35</td> <td>\$1,035,096.39</td> <td>\$1,152,113.21</td> </tr> <tr> <td>NONPROFITS</td> <td>\$647,066.23</td> <td>\$664,230.02</td> <td>\$725,416.42</td> </tr> <tr> <td>TOTALS</td> <td>\$2,645,870.70</td> <td>\$2,395,356.45</td> <td>\$2,804,738.37</td> </tr> </tbody> </table>	MINNESOTA	2015	2014	2013	K-12	\$7,691,052.49	\$9,610,337.61	\$9,531,156.08	HIGHER ED	\$6,373,313.55	\$8,770,826.78	\$5,569,645.92	CITY/COUNTY	\$9,324,760.07	\$7,491,491.10	\$6,737,331.47	NONPROFITS	\$5,081,555.67	\$4,465,200.49	\$3,930,859.50	TOTALS	\$28,470,681.78	\$30,337,855.98	\$25,768,992.97	NORTH DAKOTA	2015	2014	2013	K-12	\$1,340,035.52	\$1,345,527.53	\$1,085,290.05	HIGHER ED	\$1,277,498.24	\$1,454,215.62	\$1,975,222.67	CITY/COUNTY	\$1,464,468.33	\$788,317.75	\$945,866.66	NONPROFITS	\$657,671.59	\$468,446.55	\$576,006.71	TOTALS	\$4,739,673.68	\$4,056,507.45	\$4,582,386.09	SOUTH DAKOTA	2015	2014	2013	K-12	\$50,415.87	\$135,761.92	\$103,176.99	HIGHER ED	\$773,736.25	\$560,268.12	\$824,031.75	CITY/COUNTY	\$1,174,652.35	\$1,035,096.39	\$1,152,113.21	NONPROFITS	\$647,066.23	\$664,230.02	\$725,416.42	TOTALS	\$2,645,870.70	\$2,395,356.45	\$2,804,738.37
MINNESOTA	2015	2014	2013																																																																						
K-12	\$7,691,052.49	\$9,610,337.61	\$9,531,156.08																																																																						
HIGHER ED	\$6,373,313.55	\$8,770,826.78	\$5,569,645.92																																																																						
CITY/COUNTY	\$9,324,760.07	\$7,491,491.10	\$6,737,331.47																																																																						
NONPROFITS	\$5,081,555.67	\$4,465,200.49	\$3,930,859.50																																																																						
TOTALS	\$28,470,681.78	\$30,337,855.98	\$25,768,992.97																																																																						
NORTH DAKOTA	2015	2014	2013																																																																						
K-12	\$1,340,035.52	\$1,345,527.53	\$1,085,290.05																																																																						
HIGHER ED	\$1,277,498.24	\$1,454,215.62	\$1,975,222.67																																																																						
CITY/COUNTY	\$1,464,468.33	\$788,317.75	\$945,866.66																																																																						
NONPROFITS	\$657,671.59	\$468,446.55	\$576,006.71																																																																						
TOTALS	\$4,739,673.68	\$4,056,507.45	\$4,582,386.09																																																																						
SOUTH DAKOTA	2015	2014	2013																																																																						
K-12	\$50,415.87	\$135,761.92	\$103,176.99																																																																						
HIGHER ED	\$773,736.25	\$560,268.12	\$824,031.75																																																																						
CITY/COUNTY	\$1,174,652.35	\$1,035,096.39	\$1,152,113.21																																																																						
NONPROFITS	\$647,066.23	\$664,230.02	\$725,416.42																																																																						
TOTALS	\$2,645,870.70	\$2,395,356.45	\$2,804,738.37																																																																						
<p>30. List any additional stipulations and/or requirements your company requests that are not covered in the RFP.</p>	<p>Please see exceptions below.</p>																																																																								
<p>31. List any exceptions that your company is requesting to the terms set forth in the Instructions to Respondents and Technical Specifications.</p>	<p>Page 10: All products must be 100% guaranteed. Any product which is received damaged, found to be defective, or does not perform to the end users' reasonable expectations must be replaced at the vendor's expense including all shipping/delivery charges. If a participating agency receives product(s) that appear to be damaged, they reserve the right to refuse delivery. Participating agencies will not be charged for items that are reasonably refused.</p> <p>Page 12: Leasing and Rental Agreements: The awarded vendor(s) may allow CPC participating agencies to enter into a rental, lease, or lease</p>																																																																								

purchase agreements, providing such agreements are in compliance with Minnesota Statutes and guidelines. CPC must receive a report annually, summarizing the executed lease purchases along with a summary of the participating agencies' purchases. CPC will not collect lease payments or be involved in the terms and conditions of the lease. All lease arrangements are between the awarded vendor(s) and the participating agency. The awarded vendor(s) agrees that leases will be in compliance with the Uniform Commercial Code. The applicable administrative fee must be included in the lease cost based on the total value of the goods and applicable services purchased. This fee is referred to under the Technical Specifications.

The awarded vendor(s) should attempt to work with CPC's current leasing vendor. The current leasing vendor may require a minimum purchase amount to begin the leasing process. Should the awarded vendor(s) be required to utilize their own financial leasing company, this should be noted/requested as an exception in Form B – Questionnaire

If a participating agency and Marco enter into a lease relating to any equipment provided by Marco (an "Equipment Lease"), such participating agency's obligations with respect to the lease of such equipment shall be solely governed by the Equipment Lease, and any modification or termination of this Agreement or any agreements between such participating agency and Marco shall not operate to modify or relieve the participating agency from any of its obligations under the Equipment Lease. Amounts owed Marco under any Equipment Lease are generally not included in the charges for services, though such service charges amounts may be invoiced along with the Equipment Lease charges for the participating agency's convenience. Marco may assign a lease agreement between it and a participating agency to a third party leasing company or require that such agency enter into a lease directly with such leasing company, if the participating agency chooses to obtain financing through Marco.

Page 14: Termination for Cause or Convenience: In case of failure to deliver goods or provide services in accordance with the contract terms and conditions, CPC reserves the right to cancel and terminate any resulting contract, in part or in whole, without penalty, whenever CPC determines that such termination is in the best interest of CPC and its participating agencies. CPC will give notice of termination specifying the extent to which performance shall be terminated and date upon which such termination becomes effective, giving 30 calendar days' written notice to the awarded vendor(s). The above language does not apply to an Equipment Lease.

Except for an Equipment Lease, a participating agency, who purchases from the awarded vendor(s) may terminate or cancel any purchase order under this contract at any time, with or without cause, by providing seven (7) calendar days' advance written notice to the awarded vendor(s). The participating agency will only be required to pay the awarded vendor(s) for good and services delivered prior to the terminating and not otherwise returned in accordance with the awarded vendors' return policy. If the participating agency has paid the awarded vendor(s) for good and services not yet provided as of the date of termination, the awarded vendor(s) shall immediately refund such payment(s).

New Agency Notification: CPC will email the current participating agency list to the awarded vendor(s) each quarter. Those agencies not renewing their participation should not receive CPC agency pricing/discounts. Participating agencies shall inform Marco of their desire to purchase from and provide Marco with evidence of their eligibility to purchase under the Agreement at the time of quotation.

Page 20: 6. CPC expects respondents to offer their very best prices. If a respondent offers lower prices to any CPC participating agency outside of this contract, it must lower its prices under this contract at the same time by written notice to CPC.

Page 21: 14. All services must be 100% guaranteed. Any service provided, which does not meet the end users' reasonable expectations must either be redone until the end user's reasonable expectations are met, or the charges for the services are refunded to the end user.

Page 22: 3. Maintenance Plans

a. Respondents may offer pricing for maintenance for all equipment list under this RFP, and include it in pricing proposals to participating agencies if requested. Pricing must be provided with the respondent's response in Form C – Pricing Schedule.

i. The awarded vendor(s) must respond to service calls for warranty equipment within twenty-four (24) hours. Resolution for service calls shall be within the time agreed by the participating agency and Marco. Service calls will include, but are not limited to interactive technology repair or replacement.

M. Specific Terms and Conditions:

1. Standard terms and conditions:

a. The awarded vendor(s) agrees to:

i. Have access to a full inventory of the awarded product line(s).

ii. Provide participating agencies who have questions, issues, and/or concerns with an efficient response; responding to agencies within 24 hours.

iii. Maintain a minimum monthly average fill rate of 95% or above. Items that are reordered, backordered, or partially filled are not considered filled items when calculating this service level.

iv. Provide an electronic online catalog for order entry use by and suitable for participating agencies' needs. The online catalog will note product discounts and, if applicable, the differing discounts for catalog categories awarded.

Form C - Pricing Schedule Intro

**Please note this spreadsheet has multiple workbooks/tabs.*

Instructions. This spreadsheet contains multiple workbooks/tabs relating to this RFP. Please follow the directions found/listed on each workbook and complete the workbooks as they pertain to your company's offerings. All pages have been formatted to print to one page width, however, you may add additional lines as needed. Please note, each individual workbook will note if it's a required or optional form. Per the RFP terms and conditions, all workbooks listed as optional are considered a value-added attribute.

This spreadsheet contains the following workbooks/tabs:

- C - State Multiplier
- C.1 - Category/Manufacturer Discount
- C.2A - Multimedia Solutions
- C.2B - Value Added Technology Solutions - *optional*
- C.3 - Services: Design, Install, Other
- C.4 - Support Services: Warranty, Training, Maintenance
- C.5 - Volume Discounts - *optional*
- C.6A - Pricing Scenario (Classroom)
- C.6B - Pricing Scenario (Conference Room)

C - State Multiplier- *required*

Enter your company's multiplier/factor to be applied to the base product cost provided to arrive at the CPC state price for the product.

C.1 - Category/Manufacturer Discount - *required*

Enter either by category and/or manufacturer the percentage discount offered to CPC participating agencies

C.2A - Multimedia Solutions - *required*

Please use the following categories when entering your multimedia solutions on C.2A:

1. Presentation technology (projectors, document cameras);
2. Response systems;
3. Interactive whiteboards;
4. Flat panel displays/monitors;
5. Interactive displays, tables, monitors;
6. Digital signage;
7. Sound systems;
8. Integrated controls;
9. Mounting hardware;
10. Screens
11. Portable technology equipment;
12. Audio and video conferencing software and equipment;
13. Multimedia furniture;
14. Other (please define).

C.2B - Value Added - Technology Solutions - *optional*

Please use the following categories when entering your value added technology solutions on C.2B:

1. Mobile devices (Chromebooks, tablets);
2. Mobile device carts;
3. Large format printing;
4. 3D printing;
5. Digital Cameras (SLR);
6. Furniture;
7. Other (please define).

C.3 - Services: Design & Install - *required*

Please enter all design and installation services that your company offers on C.3.

C.4 - Support Services: Warranty, Training, Maintenance - *required*

Please enter all warranty, training and maintenance support that your company offers on C.4.

C.5 - Volume Discounts - *optional*

Please enter any additional volume discounts that your company is offering on C.5.

C.6A - Pricing Scenario (Classroom) - *required*

Please quote the requested items for this pricing scenario that meet the specifications listed on C.6A.

C.6B - Pricing Scenario (Conference Room) - *required*

Please quote the requested items for this pricing scenario that meet the specifications listed on C.6A.

***Reminder:** Contract discounts and percentages must be held firm during the initial contract period, unless reductions are made to accommodate bulk replacements or special promotions. The awarded vendor(s) may offer an increased, reduced spot discount to any participating agency at any time in the case of large projects or to secure business. However, at any one point in time, the awarded vendor(s) cannot reduce the current contract discounts and percentages to a participating agency until following the steps outlined in the Technical Specifications and received approval by CPC.

Form C.5 - State Multiplier

***Please note this workbook has multiple tabs.**

Instructions. For each of the states listed below, provide your multiplier/factor to be applied to the base product cost provided to arrive at the CPC state price for the product. For further clarification, please review the Standard Terms and Conditions found in the Technical Specifications of this RFP.

Responding Company's Name: Marco Technologies, LLC

REQUIRED FORM

Project types	Minnesota Multiplier	North Dakota Multiplier	South Dakota Multiplier
	0.00%	0.00%	0.00%
Non-prevailing wage project:	X	X	X
Prevailing wage project:			
Davis Bacon wage project:			

Form C.1 - Category and/or Manufacturer Discount

*Please note this spreadsheet has multiple workbooks/tabs.

Instructions. In the form below, please define your categories (by catalog, category, and/or by manufacturer) which can include sub-categories (specific lines from a manufacturer) and the discount associated with that category. This form has been formatted to print to one page width. Forty-five rows have been provided, please add additional rows as needed. Please note this is a **required form**.

**Reminder: Contract discounts and percentages must be held firm during the initial contract period, unless reductions are made to accommodate bulk replacements or special promotions. The awarded vendor(s) may offer an increased, reduced spot discount to any participating agency at any time in the case of large projects or to secure business. However, at any one point in time, the awarded vendor(s) cannot reduce the current contract discounts and percentages to a participating agency until following the steps outlined in the Technical Specifications and received approval by CPC.*

Responding Company's Name: Marco Technologies, LLC **REQUIRED FORM**

Catalog/Category/Manufacturer Grouping	Discount Offered	Comments
Sharp PN-R and PN-E Series Professional LED and LCD Monitors	25%	
Sharp PN-U Series Professional LED Monitors	25%	
Sharp PN-Y Series Professional LED Monitors	25%	
Sharp LE661 Series Commercial LED Smart TV's	25%	
Sharp Aquos Board Interactive Display System and Accessories	25-29%	
Sharp Digital Signage Software	25%	
Wall Mount and Free Standing mounts	27%	
TightRope Digital Signage	12%	
Barco / X20 Media	12%	
HP Displays	3-8%	
HP Mobile Devices	2.5-8-%	Includes Notebooks, Tablets, Chromebooks and Convertibles
HP Extended Warranties	10%	
HP Large Format Printers	10-15%	
Microsoft Surface Products and Accessories	2-3%	
Da-Lite Products and Accessories (Screens)	10-25%	
NEC Projectors and Accessories (Presentation technology)	10%	Includes standard, short throw and interactive projectors
Peerless AV Pro Mounts and AV Solutions (Mounting hardware)	10-25%	
Peerless Digital Signage Solutions	10-15%	
Chief Mounts and Racks	15-20%	
InFocus Presentation Solutions Presentation Technology)	3-25%	Includes standard, short throw and interactive projectors
InFocus Interactive Displays (Interactive whiteboards, Interactive Displays and monitors)	3-9%	Mondopad, Jtouch and BigTouch displays
InFocus Accessories (Mounting hardware)	5-10%	
Audio Enhancement Products (Sound systems, digital signage and related software and response)	15-55%	Includes sounds systems, SAFE systems, ViewPath, SAFE VMS and Services
Bretford (Furniture, Multimedia Furniture and Mobile device carts)	20%	Includes furniture such as carts, stands, tables, charging stations...
Ergotron (Furniture, Multimedia Furniture and Mobile device carts)	10-20%	Includes furniture such as carts, stands, tables, charging stations...
Elmo (Presentation technology)	5-7%	Document cameras / Visual presenters
Elmo (Mobile device carts)	10-12%	Mobile carts and charging stations
Crestron (Digital Signage and software, Integrated Controls, Audio / Video conferencing software)	10-30%	
Extron (Interactive displays and monitors, mounting hardware, integrated controls, sound system)	20-40%	
Liberty	40%	
Shure	20-45%	
ClassFlow (Response systems)	FREE	Interactive software that includes a reponse system. This product can be downloar
Vaddio	21%	PTZ conference cameras

Form C.2A - Multimedia Solutions

*Please note this spreadsheet has multiple workbooks/tabs.

Instructions. Submit below, following the details outlined in the RFP and the intro page of this workbook, **ALL** multimedia solutions that your company offers. Multimedia solutions may include, but is not limited to: projectors, document cameras, response systems, interactive tables, interactive whiteboards, flat panel displays and monitors, digital signage, sound systems, integrated controls, hardware, conferencing software, portable technology, screens, and multimedia furniture, etc. The items submitted below must meet the minimum specifications listed in the RFP's Technical Specifications. This form has been formatted to print to one-page width. 200 rows have been provided, additional rows may be added. Please note this is a **required form**.

***Reminder:** Contract discounts and percentages must be held firm during the initial contract period, unless reductions are made to accommodate bulk replacements or special promotions. The awarded vendor(s) may offer an increased, reduced spot discount to any participating agency at any time in the case of large projects or to secure business. However, at any one point in time, the awarded vendor(s) cannot reduce the current contract discounts and percentages to a participating agency until following the steps outlined in the Technical Specifications and has received approval by CPC.

Responding Company's Name: _____ Marco Technologies, LLC

REQUIRED FORM

Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Energy Star Rated: Y or N	Unit of Measure	MSRP List Price	Category Discount	Net Price To Member	Comments
Presentation Technology	DLP PROJ WXGA 3500LUM HDMI 2 VGA USB	NEC	NP-M353WS	NP-M353WS	N/A	1	\$ 1,099.00	10%	\$ 989.10	
Presentation Technology	DLP PROJ XGA 3300LUM HDMI 2 VGA USB	NEC	NP-M333XS	NP-M333XS	N/A	1	\$ 989.00	10%	\$ 890.10	
Presentation Technology	V332X PROJ 3300LUM 10X7 DLP	NEC	NP-V332X	NP-V332X	N/A	1	\$ 479.00	10%	\$ 431.10	
Presentation Technology	VE303X PRTL PROJ XGA VGA HDMI COMPOSITE	NEC	NP-VE303X	NP-VE303X	N/A	1	\$ 419.00	10%	\$ 377.10	
Presentation Technology	UM361X PROJ 3600LUM XGA LCD	NEC	NP-UM361X	NP-UM361X	N/A	1	\$ 1,154.00	10%	\$ 1,038.60	
Presentation Technology	UM361X PROJ 3600LUM XGA LCD	NEC	NP-UM361X	NP-UM361X	N/A	1	\$ 1,154.00	10%	\$ 1,038.60	
Mobile Cart / Multimedia Furniture	36-UNIT CHROMEBOOK TAB CHARGING CART	Bretford	CORE36MS-CTTZ	CORE36MS-CTTZ	N/A	1	\$ 2,925.00	20%	\$ 2,340.00	
Mobile Cart / Multimedia Furniture	CHARGE CART AC FOR 36 DEV 3 SHELVES	Bretford	TCOREX36	TCOREX36	N/A	1	\$ 2,290.00	20%	\$ 1,832.00	\$2,032.00 including freight
Mobile Cart / Multimedia Furniture	CHARGE CART AC FOR 24 DEV 2 SHELVES	Bretford	TCOREX24	TCOREX24	N/A	1	\$ 2,110.00	20%	\$ 1,688.00	\$1,838.00 including freight
Mobile Cart / Multimedia Furniture	COMPACT PRESENTATION CART PROJ LAPTOPS 1	Bretford	TCPUL23-GM	TCPUL23-GM	N/A	1	\$ 1,067.00	20%	\$ 853.60	\$1,010.00 including freight
Mobile Cart / Multimedia Furniture	PAL MM AV CART RUBBER CASTERS ELECTRIC B	Bretford	TCPUL23FF-BK	TCPUL23FF-BK	N/A	1	\$ 1,201.00	20%	\$ 960.80	\$1,250.00 including freight
Mobile Cart / Multimedia Furniture	PAL DATA PASS THROUGH PLATE BLK	Bretford	TCDPT	TCDPT	N/A	1	\$ 185.00	20%	\$ 148.00	
Displays	PRODISPLAY P202 20IN MON SBY	HP	K7X27A8#ABA	K7X27A8#ABA	Yes	1	\$ 109.00	10%	\$ 98.10	
Displays	PRODISPLAY P222VA 21.5IN MON SBY	HP	K7X30A8#ABA	K7X30A8#ABA	Yes	1	\$ 119.00	3%	\$ 115.43	
Displays	PRODISPLAY P232 23IN MON SBY	HP	K7X31A8#ABA	K7X31A8#ABA	Yes	1	\$ 139.00	5%	\$ 132.05	
Displays	PRODISPLAY P240VA 23.8IN 19X10 MON	HP	N3H14A8#ABA	N3H14A8#ABA	Yes	1	\$ 149.00	5%	\$ 141.55	
Document camera	MO-1 Ultra Portable Visual Presenter	Elmo	1337-1	1337-1	N/A	1	\$ 489.00	16%	\$ 410.76	
Document camera	LX-1 Visual Presenter	Elmo	1353	1353	N/A	1	\$ 689.00	10%	\$ 620.10	
Document camera	TT-12iD Interactive Document Camera	Elmo	1349	1349	N/A	1	\$ 885.00	20%	\$ 669.00	
Mobile cart / Multimedia furniture	SyncPad Charging Station	Elmo	27705-4E	27705-4E	N/A	1	\$ 2,795.00	15%	\$ 2,375.75	\$2,575.00 including freight
Mobile cart / Multimedia furniture	i-NOVO Charging Cart	Elmo	27698-E	27698-E	N/A	1	\$ 1,399.00	15%	\$ 1,189.15	\$1,369.00 including freight
Sound Systems	Sentinel Alert / Audio System	Audio Enhancement	KIT1000-0700	KIT1000-0701	N/A	1	\$ 1,953.00	50%	\$ 964.00	1010.00 including freight
Sound Systems options	EduCam360	Audio Enhancement	KIT1000-0820	KIT1000-0821	N/A	1	\$ 1,815.00	48%	\$ 943.80	
Sound Systems options	SAFE Administration Notification System	Audio Enhancement	1300-0647	1300-0648	N/A	1	\$ 2,795.00	55%	\$ 1,257.75	
Sound Systems options	SAFE Controller with Rack Mount Kit	Audio Enhancement	KIT3000-0461	KIT3000-0462	N/A	1	\$ 3,495.00	45%	\$ 1,922.25	
Sound Systems options	SAFEVMW Server	Audio Enhancement	3500-0213	3500-0213	N/A	1	\$ 14,540.00	40%	\$ 8,724.00	
Sound Systems options	SAFARI Montage 8 Bay Rackmount Server	Audio Enhancement	3500-0234	3500-0234	N/A	1	\$ 8,695.00	40%	\$ 5,217.00	
Sound Systems options	SAFARI Montage Solid Ste Hard Drive	Audio Enhancement	3500-0225	3500-0225	N/A	1	\$ 3,965.00	40%	\$ 2,379.00	
Sound Systems options	SAFARI Montage Network DVR	Audio Enhancement	3500-0016	3500-0016	N/A	1	\$ 12,390.00	20%	\$ 9,912.00	
Sound Systems options	SAFARI Montage NDVR Network Software	Audio Enhancement	3500-0017	3500-0017	N/A	1	\$ 4,995.00	15%	\$ 4,245.75	

Form C.2B - Value Added Technology Solutions

*Please note this spreadsheet has multiple workbooks/tabs.

Instructions. Submit below, following the details outlined in the RFP and the intro page of this workbook, **ALL** value added technology solutions that your company offers. Value added technology solutions may include, but is not limited to: mobile devices, mobile device carts, large format printing, 3D printing, cameras, furniture, other. The items submitted below must meet the minimum specifications listed in the RFP's Technical Specifications. This form has been formatted to print to one-page width. 200 rows have been provided, additional rows may be added. Please note this is an **optional form**.

**Reminder: Contract discounts and percentages must be held firm during the initial contract period, unless reductions are made to accommodate bulk replacements or special promotions. The awarded vendor(s) may offer an increased, reduced spot discount to any participating agency at any time in the case of large projects or to secure business. However, at any one point in time, the awarded vendor(s) cannot reduce the current contract discounts and percentages to a participating agency until following the steps outlined in the Technical Specifications and has received approval by CPC.*

Responding Company's Name: Marco Technologies, LLC

OPTIONAL FORM

Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Energy Star Rated: Y or N	Unit of Measure	MSRP List Price	Category Discount	Net Price To Member	Comments
Mobile Device Cart	36-UNIT CHROMEBOOK TAB CHARGING CART	Bretford	CORE36MS-CTTZ	CORE36MS-CTTZ	N/A	1	2925.00	20%	\$ 2,340.00	
Mobile Device Cart	CHARGE CART AC FOR 36 DEV 3 SHELVES	Bretford	TCOREX36	TCOREX36	N/A	1	2290.00	20%	\$ 1,832.00	
Mobile Device Cart	CHARGE CART AC FOR 24 DEV 2 SHELVES	Bretford	TCOREX24	TCOREX24	N/A	1	2110.00	20%	\$ 1,688.00	
Mobile Device Cart	COMPACT PRESENTATION CART PROJ LAPTOPS 1	Bretford	TCPUL23-GM	TCPUL23-GM	N/A	1	1067.00	20%	\$ 853.60	
Mobile Device Cart	PAL MM AV CART RUBBER CASTERS ELECTRIC B	Bretford	TCPUL23FF-BK	TCPUL23FF-BK	N/A	1	1201.00	20%	\$ 960.80	
Mobile Device Cart	PAL DATA PASS THROUGH PLATE BLK	Bretford	TCDPT	TCDPT	N/A	1	185.00	20%	\$ 148.00	
Mobile Devices	Surface Pro 4 M 4GB 128GB COMMER EN CAN FR US CAN	Microsoft	11882954	11882954	Yes	1	\$ 899.00	3%	\$ 872.03	
Mobile Devices	Surface Pro 4 M 4GB 128GB COMMER EDU BDL EN CAN AE	Microsoft	11882955	11882955	Yes	1	\$ 926.00	3%	\$ 898.22	
Mobile Devices	Surface Pro 4 I5 4GB 128GB COMMER EN CAN FR US CAN	Microsoft	11882958	11882958	Yes	1	\$ 999.00	3%	\$ 969.03	
Chromebook	CHROMEBOOK 13 G1 P/1.5 4GB 32GB CHRMBY	HP	W0S99UT#ABA	W0S99UT#ABA		1	499.00	2.50%	\$ 486.53	
Chromebook	CHROMEBOOK 11 CEL/1.6 2GB 16GB CHRMBY	HP	X9U01UT#ABA	X9U01UT#ABA		1	189.00	5%	\$ 179.55	
Chromebook	CHROMEBOOK 11 CEL/1.6 4GB 16GB CHRMBY	HP	X9U02UT#ABA	X9U02UT#ABA		1	209.00	8%	\$ 192.28	
Extended warranty for Chromebook	2YR PICKUP RETURN NB ONLY SVC	HP	UQ991E	UQ991E		1	15.00	10%	\$ 13.50	
Extended warranty for Chromebook	3YR PICKUP RET NB ONLY SVC COMMERCIAL MI	HP	UQ990E	UQ990E		1	35.00	10%	\$ 31.50	
Tablet	PRO TAB 10 ATM/1.33 2GB 64GB W8.1P32 SBY	HP	M5G22UT#ABA	M5G22UT#ABA		1	449.00	3%	\$ 435.53	
Extended warranty for Tablet	2YR ADP STD EXCH TAB ONLY SVC	HP	U0VH9E	U0VH9E		1	89.00	10%	\$ 80.10	
Tablet	1000EP HEALTH ATM/1.6 4GB 128G W8.1P SBY	HP	L4A44UT#ABA	L4A44UT#ABA		1	1599.00	5%	\$ 1,519.05	
Extended warranty for Tablet	3Y PICKUPRETURN NB ONLY SVC	HP	HR205E	HR205E		1	69.00	10%	\$ 62.10	
Extended warranty for tablet	3Y PICKUPRETURN/ADP NB ONLY	HP	HR206E	HR206E		1	189.00	10%	\$ 170.10	
Tablet	PRO TAB 408 ATM/1.33 8 2GB 64G W8.1P SBY	HP	L4A34UT#ABA	L4A34UT#ABA		1	399.00	3%	\$ 387.03	
Tablet	PRO 612 X2 I3/1.5 12.5 4GB 128G W10P SBY	HP	P3E13UT#ABA	P3E13UT#ABA		1	949.00	5%	\$ 901.55	
Extended warranty for tablet	CARE PACK 3YR PICKUP AND RETURN NB ONLY	HP	UK707E	UK707E		1	99.00	10%	\$ 89.10	
Notebook	840 I5/2.3 2C 14 4GB 500GB W7-W10P SBY	HP	T6F44UT#ABA	T6F44UT#ABA		1	949.00	5%	\$ 901.55	
Notebook	640 I5/2.3 4GB 500GB DVDR W7-W10P 64 SBY	HP	V1P72UT#ABA	V1P72UT#ABA		1	829.00	5%	\$ 787.55	
Notebook	640 I5/2.3 14 8GB 256GB SSD W10P 64 SBY	HP	X9U95UT#ABA	X9U95UT#ABA		1	969.00	5%	\$ 920.55	
Notebook	440PB I5/2.3 2C 14 4GB 500GB SBY	HP	W0S53UT#ABA	W0S53UT#ABA		1	679.00	7%	\$ 631.47	
Notebook	440PB I3/2.3 2C 14 4GB 500GB SBY	HP	W0S54UT#ABA	W0S54UT#ABA		1	579.00	5%	\$ 550.05	

C.3 - Services: Design & Install

*Please note this spreadsheet has multiple workbooks/tabs.

Instructions. Please complete the tables below if your organization offers any of the following services. This form has been formatted to print to one page width. Please note this is an **required form**.

Responding Company's Name:

Marco Technologies, LLC

REQUIRED FORM

Assessment Services	Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges	(if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.
	Pre-sales		\$500.00 per project				Yes, depending on size and scope of project
	Remote Services Included						
	See Form B - Question 17						

Design Services	Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges	(if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.
	Engineering	\$ 135.00	\$ 125.00	\$40.00 per day			Yes, depending on size and scope of project
	Remote Services Included						

Installation Services	Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges	(if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.
	Installation	\$ 125.00	\$ 99.00	\$40.00 Perday	Travel is at \$99.00 per hour		Yes, depending on size and scope of project
	Crestron and DSP design and configuration	\$ 135.00	\$ 125.00	\$40.00 Perday	Travel is at \$125.00 per hour		

C.4 - Support Services: Warranty, Training, Maintenance

*Please note this spreadsheet has multiple workbooks/tabs.

Instructions. Please complete the tables below if your organization offers any of the following services. This form has been formatted to print to one page width. Please note this is an **required form**.

Responding Company's Name:

Marco Technologies, LLC

REQUIRED FORM

Extended Warranty	Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.
	Managed A/V contract	Determined on product, size of sale and location				Yes, determined on product, size of sale and location

Training Services	Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.
	Training	\$ 125.00	\$ 99.00	40.00 per day	Travel is at \$99.00 per hour	Yes, determined on product, size of sale and location

Maintenance Support	Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.
	Maintenance	\$ 125.00	\$ 99.00	40.00 per day	Travel is at \$99.00 per hour	Yes, determined on product, size of sale and location

Form C.5 - Volume Discounts

***Please note this spreadsheet has multiple workbooks/tabs.**

Instructions. Please complete the form below if your company is offering additional discounts for a one time purchase OR a group of local agencies in a geographic area are combining requirements (estimate annual spend). This form has been formatted to print to one page width. Please note this is an **optional form**.

Responding Company's Name: Marco Technologies, LLC

OPTIONAL FORM

Dollar Amount From	Dollar Amount To	Catalog	Additional Discount Offered

Form C.6A - Pricing Scenario (Classroom)

*Please note this workbook has multiple tabs.

Instructions. In the form below, please develop a quote using the requirements specified below. Pricing for the project should reflect the discounts and pricing listed in forms C.1, C.2A, and C.3. Pricing entered on in this quote from C.2B and C.4 must be entered into the Additional Options Section. **Please include a rendering of the quoted project.** *Please note this is a required form.

Responding Company's Name:

Marco

REQUIRED FORM

Scenario: A middle school is being upgraded with new technology in each of its 25 classrooms. Assume that all necessary network cabling is already in place when providing the quote below. Follow the specifications outlined below and provide your company's best response. *Note, all solutions must be of commercial grade.

Classroom Dimensions: 28 feet wide, 32 feet long, 9 foot ceilings, no tiered seating, 2x2 ceiling tiles, recessed lighting. Back row to front wall is 27 – 29 feet.

1) Interactive LED Flat Panel Monitor with Integrated Speakers (min. of 70" diagonal display, 5 year min. warranty): that will need to be mounted to the wall (adjustable wall mount preferred), the flat panel must operate with finger touch and pen writing devices and must have a minimum of four (4) point multi-touch for multiple users to annotate on the screen at one time. The flat panel must have a minimum of 1920x1080 HD resolution. The flat panel must also have full mouse capability and the ability to connect to computers and accessories with a minimum of three (3) HDMI connections, one (1) VGA connection, one (1) LAN Network, one (1) Stereo Analog Audio input required. Describe any additional accessories or devices available for use with the interactive flat panel. The flat panel must be able to connect wirelessly to a network. Must be MAC and PC compatible. Must have anti-glare and heat-tempered/low friction glass. Capability to connect to 120 volt outlet. Must have a minimum 2mm accuracy and 12ms response time. Respondent must also quote the cost of any software needed to run the Interactive LED Flat Panel. Estimated Quantity: 25.

2) Presentation/Collaboration System: must be compatible with multiple devices and operating systems such as Windows, MAC, iOS, and Android. Must have connectivity to support both voice and audio. Must allow for multiple devices to connect at once and must have capability to display a minimum of four (4) screens at one time. Ability for teacher to control and/or monitor student devices that are connected. Ability to enable students with interactive activities, annotation, and note-taking. Estimated Quantity: 25.

3) Document Camera: flexibility to manipulate image with magnification and object rotation. Has the ability to show two and three-dimensional objects. Ability to capture and save video/picture files in multiple playback formats, such as .jpg, .mov, .mp3, .wmv, etc. Ability to convert to any standard lab microscope with necessary adapters. Must be portable, minimum of 1280x1024 SXGA. Must have auto-focus, digital zoom of 16X minimum, and shooting size of 8.5" x 11". Must be able to directly connect with Interactive LED Flat Panel. Estimated Quantity: 25.

4) Microphone: 1.90GHz digital IR with built-in coexistence and security features (i.e. no room-to-room carry over). Hands-free, lightweight wireless microphone. Input connections for TV, Computer (PC & MAC), Interactive LED Flat Panel. Respondent should only quote a lapel style microphone. Estimated Quantity: 25.

5) Projector - Ultra Short Throw, Wall Mounted: Please quote a **Laser, DLP, and LCD projector** that meet the minimum (or higher) specifications: must have high definition HDMI interface, RJ45, and RS232 connection for management purposes. Projector must have a minimum of 3300 ANSI Lumens with lamp economy mode, must have Keystone Correction, remote control, physical on/off bottom, wall mounted bracket. Describe input/output options in note sections. Estimated Quantity: 25.

6) Speakers - Ceiling or Wall Mounted (or combination): Speakers must be ceiling or wall mounted, if wall mounted please quote appropriate wall mounting equipment. Estimated Quantity: 100, 4 per classroom.

7) Services Design & Install: Design and install services must be quoted as a line item purchase within this scenario, please include pricing for those services.

8) Additional Options - Detailed Hardware: Items outside of 1-7 (listed above) should not be included in this quoted solution, however, additional items can be listed and quoted separately using the pricing section labeled "Additional Options". A respondent may quote additional items that they would suggest in this scenario in addition to items 1-7 (listed above). Any items included in the Additional Options section, must be considered a multimedia solution and must be found on form C.2A. Items that are considered as value-added technology solutions may not be included in this scenario.

8A) Rack and Server Space: Include in the Additional Options section, the appropriate amount of rack space needed for installing equipment. If your company does not provide rack space, please leave a comment in the note section.

8B) Power Conditioners: Please quote in the Additional Options section any power conditioners that should be included with this amount of equipment. If your company does not provide power conditioners, please leave a comment in the note section.

9) Support Services: Please include any support services that you would recommend to the middle school and quote them under Additional Options.

Quoted Scenario (1-7)

Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Energy Star Rated: Y or N	UOM	Catalog List Price	Category Discount	Net Price To Member	Number of Units	Net Extended Price
Presentation Technology	IN126STX DLP ST PROJ 3700LUMEN 3D HDMI	InFocus	IN126STX	IN126STX		25	\$ 769.00	9%	\$ 699.00	25	\$ 17,475.00
Presentation Technology	IEEE 802.11n- WiFi adapter for projector	InFocus	SP-WIFIUSB-2	SP-WIFIUSB-3	N/A	25	\$ 29.00	15%	\$ 24.65	25	\$ 616.25
Presentation Technology / Mounting hardware	Short throw wall mount	InFocus	PRJ-WALKKIT-12	PRJ-WALKKIT-12	N/A	25	\$ 369.00	6%	\$ 346.86	25	\$ 8,671.50
Interactive Whiteboard	Idea Screen - 16:10 wide format 87" - full length marker tray	Da-Lite	28273T	28273T	N/A	25	\$ 980.00	25%	\$ 735.00	25	\$ 18,375.00

Interactive Display / Panel	Aquos Board Professional Series - 70" Interactive Display, 10 point multi-touch screen with built in wireless connectivity	Sharp	PN-L703W	PN-L703W	Yes	25	\$ 8,795.00	32%	\$ 5,980.60	25	\$ 149,515.00
Mounting hardware	Fusion series - X-Lare tilting wall mount, micro adjustable, universal interface bracket	Chief	XTM1U	XTM1U	N/A	25	\$ 352.00	25%	\$ 264.00	25	\$ 6,600.00
Document camera	TT-12iD Interactive Document Camera	Elmo	1349	1349	N/A	25	\$ 885.00	20%	\$ 669.00	25	\$ 16,725.00
Sound Systems	Sentinel Alert / Audio System	Audio Enhancement	KIT1000-0700	KIT1000-0701	N/A	25	\$ 1,953.00	50%	\$ 964.00	25	\$ 24,100.00
Mounting hardware and cabling	commercial grade 22 AWG 2 conductor shielded plenum cable	Liberty	22-2C-PSH-WHT	22-2C-PSH-WHT	N/A	1875	\$ 0.20	25%	\$ 0.15	1875	\$ 281.25
Mounting hardware and cabling	18 AWG 2 conductor cable	Liberty	18-2C-P-WHT	18-2C-P-WHT	N/A	1875	\$ 0.25	25%	\$ 0.19	1875	\$ 351.56
Mounting hardware and cabling	Digitalinx HDMI adapter ring	Liberty	DL-AR1209	DL-AR1209	N/A	25	\$ 398.00	40%	\$ 238.80	25	\$ 5,970.00
Mounting hardware and cabling	High Speed #D - HDMI with Ethernet cable - 2m	Liberty	E2-HDSEM-M-02	E2-HDSEM-M-02	N/A	50	\$ 18.44	40%	\$ 11.06	50	\$ 553.20
Mounting hardware and cabling	High Speed #D - HDMI with Ethernet cable - 1m	Liberty	E2-HDSEM-M-01	E2-HDSEM-M-01	N/A	50	\$ 14.74	39%	\$ 8.99	50	\$ 449.57
Mounting hardware and cabling	Hybrid high speed HDMI active optical cable	Liberty	E2-HDSEM-M-023M	E2-HDSEM-M-023M	N/A	25	\$ 530.00	40%	\$ 318.00	25	\$ 7,950.00
Installation	Professional Services - Installation	Marco	IAV-P	IAV-P	N/A	1	\$ 15,395.00	20%	\$ 12,316.00	1	\$ 12,316.00
									\$ -		\$ -
									\$ -		\$ -
									\$ -		\$ -
									\$ -		\$ -
									\$ -		\$ -
Total Project Quote									\$ 22,576.30		\$ 269,949.33

Notes:

Additional Options & Support Services (8-9)

Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Energy Star Rated: Y or N	UOM	Catalog List Price	Category Discount	Net Price To Member	Number of Units	Net Extended Price
									\$ -		\$ -
									\$ -		\$ -
									\$ -		\$ -
									\$ -		\$ -
									\$ -		\$ -
									\$ -		\$ -
									\$ -		\$ -
									\$ -		\$ -
									\$ -		\$ -
									\$ -		\$ -
Total Additional Options							\$ -		\$ -		\$ -

Notes:

Form C.6B - Pricing Scenario (Conference Center)

*Please note this workbook has multiple tabs.

Instructions. In the form below, please develop a quote using the requirements specified below. Pricing for the project should reflect the discounts and pricing listed in forms C.1, C.2A, and C.3. Pricing entered on in this quote from C.2B and C.4 must be entered into the Additional Options Section. **Please include a rendering of the quoted project.** *Please note this is a required form.

Responding Company's Name:

Marco

REQUIRED FORM

Scenario: A conference room that has the capacity to hold 120 people is being remodeled and upgraded. This conference room will be used in a lecture style setting (all attendees are front facing) and also in a collaborative setting (small groups). Assume that all necessary network cabling is already in place when providing the quote below. Follow the specifications outlined below and provide your company's best response. *Note, all solutions must be of commercial grade.

Conference Center Dimensions: 46 feet wide, 80 feet long, 13 foot ceilings, no tiered seating, 2x2 ceiling tiles, recessed lighting. Back row to front wall is dependent on size of furniture selected by the company responding.

1) Interactive LED Flat Panel Monitor with Integrated Speakers (min. of 70" diagonal display, 5 year min. warranty): that will need to be mounted to the wall (adjustable wall mount preferred), the flat panel must operate with finger touch and pen writing devices and must have a minimum of four (4) point multi-touch for multiple users to annotate on the screen at one time. The flat panel must have a minimum of 1920x1080 HD resolution. The flat panel must also have full mouse capability and the ability to connect to computer and accessories with a minimum of three (3) HDMI connections, one (1) VGA connection, one (1) LAN Network, one (1) Stereo Analog Audio input required. Describe any additional accessories or devices available for use with the interactive flat panel. The flat panel must be able to connect wirelessly to a network. Must be MAC and PC compatible. Must have anti-glare and heat-tempered/low friction glass. Capability to connect to 120 volt outlet. Must have a minimum 2mm accuracy and 12ms response time. Respondent must also quote the cost of any software needed to run the Interactive LED Flat Panel. Estimated Quantity: 1.

1a) LED Flat Panel Monitors (min. of 70" diagonal display, 5 year min. warranty): three (3) flat panels will be mounted in the center of the conference room; one (1) of the flat panels will face the presenter (in the front of the room) and the other two (2) flat panels will be facing the back of the room so people sitting on the right and left side of the room are able to see the presenters information and/or screen. The flat panels must have a minimum of 1920x1080 HD resolution. The flat panel must possess the minimum technical requirements to be interconnected with the interactive LED Flat Panel at the front of the room, displaying the presenters documents (i.e. presentation). The flat panel must be able to connect wirelessly to a network. Must be MAC and PC compatible. Must have anti-glare and heat-tempered/low friction glass. Capability to connect to 120 volt outlet. Estimated Quantity: 3.

2) System Controls: portable console must allow user to select inputs ranging from computer, to camera, to projector and screen. Respondent must quote any additional hardware pertaining to the systems controls in the Additional Options section (shown below). Estimated Quantity: 1.

3) Camera: ability to capture and save video and audio in multiple playback formats, such as .jpg, .mov, .mp3, .wmv, etc. Ability to follow presenter across the front of the room, or at a minimum capture the front of the room where the presenter will be located. Must be ceiling mounted, include auto-focus, and digital zoom. Must be able to directly connect with flat panels and drop down projection screen. Camera should give the user the ability to move the camera via remote control. Estimated Quantity: 1.

4) Microphone: 2.4 GHz digital RF with built in coexistence and security features (i.e. no room-to-room carry over). Microphones should be lightweight and have wireless connectivity. Input connections for TV, Computer (PC & MAC), Interactive LED Flat Panel. Respondent should quote both handheld and a lapel style microphone. Estimated Quantity: 2, 1 of each type of microphone.

5) Projector - Ceiling Mounted: Please quote a Laser, DLP, and LCD projector that meet the minimum (or higher) specifications: must have high definition HDMI interface, RJ45, and RS232 connection for management purposes. Projector must have a minimum of 3300 ANSI Lumens with lamp economy mode, must have Keystone Correction, remote control, physical on/off bottom, ceiling mounted bracket. Describe input/output options in note sections. Estimated Quantity: 1.

6) Speakers - Ceiling Mounted: Speakers must be ceiling mounted and flush with the ceiling tile. Estimated Quantity: 10.

7) Motorized Drop Down Projection Screen - Ceiling or Wall Mounted (min. 10' diagonal display): ability to be controlled by a switch and/or media console. Screen must be able to integrate with flat panels and system solution for presentation modes. Estimated Quantity: 1.

8) Furniture: capacity to seat up to 90 attendees. Please quote tables and chairs that will suit both environments, lecture (front facing) and collaboration (small groups). Furniture must be easy to move and chairs must be stackable when not in use. Please note the furniture warranty in the notes section.

9) Services Design & Install: Design and install services must be quoted as a line item purchase within this scenario, please include pricing for those services.

10) Additional Options - Detailed Hardware: Items outside of 1-9 (listed above) should not be included in this quoted solution, however, additional items can be listed and quoted separately using the pricing section labeled "Additional Options". A respondent may quote additional items that they would suggest in this scenario in addition to items 1-9 (listed above). Any items included in the Additional Options section, must be considered a multimedia solution and must be found on form C.2A. Items that are considered as value-added technology solutions may not be included in this scenario.

10A) Rack and Server Space: Include in the Additional Options section, the appropriate amount of rack space needed for installing equipment. If your company does not provide rack space, please leave a comment in the note section.

10B) Power Conditioners: Please quote in the Additional Options section any power conditioners that should be included with this amount of equipment. If your company does not provide power conditioners, please leave a comment in the note section.

11) Support Services: Please include any support services that you would recommend to the middle school and quote them under Additional Options.

Quoted Scenario (1-9)

Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Energy Star Rated: Y or N	UOM	Catalog List Price	Category Discount	Net Price To Member	Number of Units	Net Extended Price
Mounting hardware	Chief-EliteSeries-UniversalProjectorMount-w/Keyed Locking (Lock A)	Chief	RPMAU	RPMAU	N/A		\$ 246.00	25%	\$ 185.00	1	\$ 185.00
Mounting hardware	Chief-Above Suspended Ceiling Tile Installation MountKit- Project Mounter (2x2 Tile)	Chief	CMS445	CMS445	N/A		\$ 234.00	25%	\$ 176.00	1	\$ 176.00
Mounting hardware	Chief-Above-TilePlenum RatedLow Profile Storage Enclosure	Chief	CMA472	CMA472	N/A		\$ 116.00	25%	\$ 87.00	3	\$ 261.00
Mounting hardware	Chief-Speed-Connect3" Fixed Extension Column-Black	Chief	CMS003	CMS003	N/A		\$ 11.40	21%	\$ 9.00	1	\$ 9.00
Screens	Da-Lite - Advantage Electrol - Ceiling Recessed Electric Screen - 16:10 Widescreen - 57.5" H x 92" W - 109" Diagonal - Matte White Fabric - Low Voltage Control - Silent Motor - RS-222 Control	Da-Lite	70132LSR	70132LSR	N/A		\$ 2,911.00	25%	\$ 2,184.00	1	\$ 2,184.00
Presentation Technology	InFocus IN2126a 3D Ready DLP Projector - 720p - HDTV -16:10 - Interactive - UHP - 240 W - SECAM, NTSC, PAL -3500 Hour Normal Mode - 5000 Hour Economy Mode - 1280 x 800 - WXGA - 15,000:1 - 3500 lm - HDMI - USB - VGA In - Ethernet - 1 Year Warranty	InFocus	IN2126A	IN2126A	N/A		\$ 649.00	3%	\$ 629.00	1	\$ 629.00
Interactive displays	Sharp - Aquos Board Professional 70" Interactive LED Display - 10-point Multi-touch Screen - Built-in Wireless Connectivity	Sharp	PN-L703W	PN-L703W	Yes		\$ 8,795.00	32%	\$ 5,980.60	1	\$ 5,980.60
Interactive displays	Sharp - 70" Aquos Commercial Grade - Smart TV - 1080P - 120 HZ Edge-Lit - RS-232	Sharp	LC-70LE661U	LC-70LE661U	Yes		\$ 2,379.00	23%	\$ 1,826.00	4	\$ 7,304.00
Mounting hardware	Chief - Fusion Series - X-Large Tilting Wall Mount -Micro-adjustable - Universal Interface Bracket - Black	Chief	XTM1U	XTM1U	N/A		\$ 352.00	25%	\$ 264.00	5	\$ 1,320.00
Integrated controls	Crestron - 6 x 6 DigitalMedia Distribution Center - Six Input Switcher	Crestron	DM-MD6X6	DM-MD6X6	N/A		\$ 5,000.00	38%	\$ 3,125.00	1	\$ 3,125.00
Integrated controls	Cretron - DigitalMedia 8G+ Receiver & Room Controller w/Scaler - HDMI/VGA over Ethernet Receiver	Crestron	DM-RMC-SCALER-C	DM-RMC-SCALER-C	N/A		\$ 1,400.00	38%	\$ 875.00	5	\$ 4,375.00
Integrated controls	Crestron 3 Series Control System - Rackmount 1U	Crestron	CP3	CP3	N/A		\$ 1,800.00	38%	\$ 1,125.00	1	\$ 1,125.00
Integrated controls	Crestron 10.1" Touch Screen Control Panel - Black	Crestron	TSW-1050-B-S	TSW-1050-B-S	N/A		\$ 2,400.00	38%	\$ 1,500.00	1	\$ 1,500.00
Integrated controls	Crestron 10.1" Touch Screen - Table Top Mount Kit - Black	Crestron	TSW-1050-TTK-B-S	TSW-1050-TTK-B-S	N/A		\$ 250.00	37%	\$ 157.00	1	\$ 157.00
Audio and Video Conferencing soft	Crestron - Capture HD Recorder	Crestron	CAPTURE-HD	CAPTURE-HD	N/A		\$ 3,800.00	38%	\$ 2,375.00	1	\$ 2,375.00
Audio and Video Conferencing soft	Vaddio - Roboshot 12 PTZ Camera - USB 2.0 - IP (H.264) Streaming - HDMI, YPbPr Outputs- Power/Video/Control via CAT5e - 12x Zoom (Silver)	Vaddio	999-9909-000	999-9909-000	N/A		\$ 5,440.00	21%	\$ 4,299.00	1	\$ 4,299.00
Sound systems	Crestron - Saros Express Low-Profile 6.5" 2-way in ceiling speaker - White	Crestron	SAROS_ICE6LPT-W-T-EA	SAROS_ICE6LPT-W-T-EA	N/A		\$ 182.00	37%	\$ 114.00	10	\$ 1,140.00
Sound systems	Crestron - Audio Amplifier - 2 Channel - 210 Watts - 4/8ohm AMP-2210T or 70V - 1U	Crestron	AMP-2210T	AMP-2210T	N/A		\$ 1,330.00	37%	\$ 832.00	1	\$ 832.00
Sound systems	Crestron - Avia 12 x 8 Digital Signal Processor - with Dante DSP-1281 Audio Networking	Crestron	DSP-1281	DSP-1281	N/A		\$ 3,000.00	38%	\$ 1,875.00	1	\$ 1,875.00



Form D – References

Instructions: Please provide three references in the spaces below. References should be from organizations that have purchased and/or used products and/or services that relate to the scope of this RFP.

Responding Company's Name:	Marco Technologies, LLC
Reference #1 – Product/Service Used:	AV Technologies/Boardroom Conference Room Technologies/Classroom AV Technologies/Auditorium Technologies
Reference Name	College of Saint Scholastica
Reference Contact Name <ul style="list-style-type: none">• Phone• Email	John Schottenbauer 218.723.6027 jschotte@css.edu
Notes (for CPC use only):	

Reference #2 – Product/Service Used:	AV Technologies/Boardroom Conference Room Technologies/Classroom AV Technologies/Auditorium Technologies
Reference Name	Wadena Schools
Reference Contact Name <ul style="list-style-type: none">• Phone• Email	Shane Snyder 218.632.2140 ssnyder@wdc2155.mn.us
Notes (for CPC use only):	

Reference #3 - Product/Service Used:	AV Technologies/Boardroom Conference Room Technologies/Classroom AV Technologies/Auditorium Technologies
Reference Name	KLJ Bismarck
Reference Contact Name <ul style="list-style-type: none">• Phone• Email	Nate Monroe 701.355.8489 nathan.monroe@klijeng.com
Notes (for CPC use only):	

Form E – Level of Support

Instructions: Please indicate the level of support you will offer on this contract category. Check only one box in each section.

Prices are (check one box):	
	No different from what we ordinarily offer to individual members.
	Two percent (2%) lower than our best price to individual members.
	Three percent (3%) lower than our best price individual members.
	Four percent (4%) lower than our best price to individual members.
	Five percent (5%) lower than our best price to individual members.
	Ten percent (10%) lower than our best price to individual members.
X	Other, please explain The discount level varies depending on the product line. There is at least a discount level of 2% lower and on some product lines up to

Prices are (check one box):	
	No different from what we ordinarily offer to other consortiums.
	Two percent (2%) lower than our best price to other consortiums.
	Three percent (3%) lower than our best price other consortiums.
	Four percent (4%) lower than our best price to other consortiums.
	Five percent (5%) lower than our best price to other consortiums.
	Ten percent (10%) lower than our best price to other consortiums.
X	Other, please explain The discount level varies depending on the product line. There is at least a discount level of 2% lower and on some product lines up to

Jonathan Newmy
 Authorized Signature (must match Signature on Form F)

10.20.16
 Date

Form F – Assurance of Compliance

The respondent has carefully checked the accuracy of all items including description, price per unit, and listed total price per item in this proposal. In addition, the respondent accepts the general provisions of the proposal, including delivery timelines, and all responsibilities of delivery as outlined.

The respondent is aware of any detailed and special conditions. This form establishes the minimum criteria that a "responsible contractor" must meet to be awarded a contract resulting from this solicitation, this criteria includes:

- Compliance with workers' compensation and unemployment compensation requirements, registration with the Department of Revenue and DEED, and has a valid federal tax identification number (or Social Security number, if an individual);
- Compliance with: minimum wages, overtime, prevailing wages, timely payment of wages to employees, no misrepresentation of employment relationship, Fair Labor Standards Act, and U.S. federal prevailing wage, all according to existing statutes, and the bill specifies when a violation occurs;
- Compliance with (an no violations in past three years) of 181.723 (independent contractors); and chapter 326B (construction codes and licensing);
- No current tax liens or tax delinquencies;
- Not currently debarred by the federal government, the state, or a municipality;
- Subcontractors or vendors the awarded vendor(s) intends to use have verified that they meet the clauses mentioned above.

CPC members are not obligated to verify any of the information in the contractor certification and have no liability if they reasonably rely on the certification statement in awarding the contract, or if they decline to award the contract based on a reasonable determination that the awarded vendor(s)/contractor failed to verify compliance.

In submitting this proposal, it is understood that the respondent is submitting a signed statement under oath verifying the respondent as a "responsible contractor". CPC reserves the right to reject any or all proposals, and it is agreed that this proposal may not be withdrawn during a period of one hundred-twenty (120) days from the time of the opening date.

Company Name: Marco Technologies, LLC

Authorized Agent's Signature: 

Agent's Name (printed): Jonathan Warrey, COO

Address: 2625 41st Street South

City/State/Zip: Fargo, ND 58104

Telephone Number: 701.373.7756

Email: jonathan.warrey@marconet.com

Form G – Contract Offer & Award

OFFER TO BE COMPLETED BY VENDOR

In compliance with the Request for Proposal, the undersigned warrants that I/we have examined the Instructions to Respondents and Technical Specifications, and being familiar with all of the conditions surrounding the proposed projects, hereby offer and agree to furnish all professional services in compliance with all terms, conditions, specifications and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance of this proposal.

The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to the Cooperative Purchasing Connection as stated in the evaluation section, will be a consideration in making the award.

This contract offer and award binds said vendor to all terms and conditions stated in the proposal until a contract has been signed by both parties.

Company Name: Marco Technologies, LLC

Address: 807 Century Avenue

City: Bismarck State: ND Zip: 58503

Contract Contact Person: Brenda Wall

Authorized Signature: 

Printed Name: Jonathan Warrey, COO

ACCEPTANCE OF OFFER AND CONTRACT AWARD TO BE COMPLETED ONLY BY THE COOPERATIVE PURCHASING CONNECTION

Contract Term: It is the Cooperative Purchasing Connection's intent to award a contract for Interactive Technology Solutions. The contract term may be renewed annually, up to three (3) additional terms.

CPC Authorized Signature _____ Contract Number 17.3 – ITS

Awarded this _____ day of _____, 2016.

Form H – Proposal Checklist

The following items/submittals are required to be qualified as a respondent to the RFP. Respondents must submit an electronic version of their proposal by the due date and time listed in this RFP via Public Purchase (www.publicpurchase.com). Please take a moment to review the checklist provided and ensure all of the necessary documents have been uploaded with your response.

Your organization's uploaded proposal should include the following submitted and correctly labeled documents:

1. Form A – Vendor Information – Name of Company
i. Submit as a PDF, not scanned.
2. Form B – Questionnaire – Name of Company
i. Submit as a Word (.doc or .docx) document.
3. Form C – Pricing Schedule – Name of Company
i. Submit as an Excel (.xls or .xlsx) document.
4. Form D - References – Name of Company
i. Submit as a PDF, not scanned.
5. Form E – Level of Support – Name of Company
i. Printed, signed, and scanned, submit as PDF.
6. Form F – Assurance of Compliance – Name of Company
i. Printed, signed, and scanned, submit as PDF.
7. Form G – Contract Offer and Award – Name of Company
i. Printed, signed, and scanned, submit as PDF.
8. Form H – Proposal Checklist – Name of Company
i. Printed, signed, and scanned, submit as PDF.
9. Subcontractor Utilization Form – Name of Company
i. Submit as PDF, not scanned.

IMPORTANT: Forms MUST be submitted electronically in the format indicated for the proposal to receive consideration. MS Word documents with inserted images of completed documents will not be accepted. Please double check your uploaded documents for completion prior to submission.

Brenda Wall

Authorized Signature

10/19/2016

Date

Cooperative Purchasing Connection

PARTNERED VENDOR/SUBCONTRACTOR UTILIZATION

(This form must be completed and returned with your response)

RFP Name: Interactive Technology Solutions

RFP Number: RFP 17.3

Partnered Vendor Name: Marco

If a subcontractor will not be used, check this box:

List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Company Name: RTX Solutions

Street Address: 2500 City Road B West 250

City, State, Zip: Roseville, MN 55113

Telephone: 651.357.8383

Primary Contact: Michael Zawatzke

Email Address of Contact: mzwatzke@rtxsolutions.net

Services to be provided:

Company Name: Mayer Electric

Street Address: 1711 12th Ave SW

City, State, Zip: Minot, ND 58701

Telephone: 701.838.8401

Primary Contact: Rod Mayer

Email Address of Contact: rmayer@mayer-electric.com

Services to be provided:

Company Name: _____

Street Address: _____

City, State, Zip: _____

Telephone: _____

Primary Contact: _____

Email Address of Contact: _____

Services to be provided:

Cooperative Purchasing Connection
Tabulation Report RFP #17.3 - Interactive Technology
Solutions
Vendor: Tierney Brothers

General Comments:

General Attachments: Exhibit A.1_Territory Map.pdf
Exhibit A_Marketing Plan.pdf
Exhibit B_Professional Development.pdf
Exhibit C_Systems Order and Installation Process.pdf
Exhibit D.1_Stem Solutions.pdf
Exhibit D_Tierney Edge Services.pdf
Exhibit E_Classroom Drawing.pdf
Exhibit F_Conference Room Drawing.pdf
Form A - Vendor Information - Tierney.pdf
Form B - Questionnaire - Tierney.docx
Form C - Pricing Schedule - Tierney.xlsx
Form D - References - Tierney.pdf
Form E - Level of Support - Tierney.pdf
Form F - Assurance of Compliance - Tierney.pdf
Form G - Contract Offer - Award - Tierney.pdf
Form H - Proposal Checklist - Tierney.pdf
Subcontractor Utilization Form - Tierney Page 1.pdf
Subcontractor Utilization Form - Tierney Page 2.pdf
Subcontractor Utilization Form - Tierney Page 3.pdf
Subcontractor Utilization Form - Tierney Page 4.pdf

Form A – Vendor Information

Company Information			
Company Name	Tierney Brothers, Inc.		
Address	3300 University Avenue SE		
City/State/Zip	Minneapolis, MN 55414		
Phone	612-331-5500	Fax	612-331-3424
Toll Free Customer Number	866-557-6062		

Company Contacts	
General Manager Name <ul style="list-style-type: none"> • Email • Phone 	Rob Gag, CEO rob gag@tierneybrothers.com 612-455-3646
Sales Manager Name <ul style="list-style-type: none"> • Email • Phone 	Bruce Hoffman, VP of Sales brucehoffman@tierneybrothers.com 612-800-5111
Customer Service Manager Name <ul style="list-style-type: none"> • Email • Phone 	Melissa Curtis, Sales Support Manager melissacurtis@tierneybrothers.com 612-455-3862
Account Manager(s) for the Cooperatives Name(s) <ul style="list-style-type: none"> • Email • Phone 	Melissa Spears, K12 Region Manager melissaspears@tierneybrothers.com 612-800-5114

Responsibilities	
CPC New Member Notification <ul style="list-style-type: none"> • Name • Email/Phone 	Melissa Spears, K12 Region Manager melissaspears@tierneybrothers.com 612-800-5114
CPC Member Customer Service <ul style="list-style-type: none"> • Name • Email/Phone 	Melissa Curtis, Sales Support Manager melissacurtis@tierneybrothers.com 612-455-3862
Submitting Sales Reports to CPC <ul style="list-style-type: none"> • Name • Email/Phone 	Dave Abuan, Accounting Manager daveabuan@tierneybrothers.com 612-455-3620
Payment of Administrative Fees to CPC <ul style="list-style-type: none"> • Name • Email/Phone 	Dave Abuan, Accounting Manager daveabuan@tierneybrothers.com 612-455-3620
Conducting Audits <ul style="list-style-type: none"> • Name • Email/Phone 	Dave Abuan, Accounting Manager daveabuan@tierneybrothers.com 612-455-3620

Form B – Questionnaire

Instructions. Please complete the questionnaire below by placing your company’s answers in the correlating response column.

Responding Company’s Name:	Tierney Brothers, Inc.
Instructions: For those responding to the RFP, please respond to the questions below.	
Question	Response
<p>1. As you envision it, what is your company’s role in this partnership? Please include sales and marketing strategies.</p>	<p>Our role is to provide the reach the Cooperative Purchasing Connection is seeking with our staff and our expertise. We will represent the co-op as a partner. Here is how we will provide the reach across the states of Minnesota, North Dakota, and South Dakota.</p> <p>Sales Strategy:</p> <p>Tierney has three account managers who cover the state of Minnesota, and one account manager who covers North Dakota and South Dakota. In addition to account managers, Tierney also has three sales coordinators who assist customers with quotes and order placements.</p> <p>Account managers are required to conduct 2-3 face-to-face meetings per day with decision makers four days of the week, for an average of ten sales calls per week. Account managers will penetrate each of their districts a minimum of two times per year.</p> <p>Tierney has an additional seventeen account managers who cover the states of Wisconsin, Iowa, Illinois, Michigan, Indiana, Ohio, and Kentucky. In the fall of 2016, Tierney will add an account manager in the state of Missouri. Please see the included “Exhibit A.1_Territory Map” for more detailed information.</p> <p>Marketing Strategy:</p> <p>Please see the included “Exhibit A_Marketing Plan” for Tierney’s comprehensive marketing plan.</p>
<p>2. Does your company have a dedicated marketing department that CPC can communicate and obtain marketing materials, images from? If so, please include their contact information in your response.</p>	<p>Yes, Tierney has a full department dedicated to marketing. Please see the included “Exhibit A_Marketing Plan” Resource 1.4 for contact information. This information is also available at the below web address:</p> <p>http://www.tierneybrothers.com/assets/cpc/marketing_organization.pdf</p>
<p>3. Does your company have the capability to provide product/service demonstrations at shows and training seminars? If so, please explain what training options would be available to participating agencies.</p>	<p>Training Vision</p> <p>Solid instructional technology implementation and planning requires a thorough understanding of how instructional technology is adopted by teachers/students and expands learning, as well as past, current, and future instructional technology initiatives. As with any plan or process, customized phasing and context for teacher learning and conceptualization is essential.</p> <p>Training Options</p> <p>Who:</p> <ul style="list-style-type: none"> • Manufacturer certified trainers • Manufacturer certified education consultants • Licensed education professionals <p>What:</p> <p>Dynamic, customized and instructionally focused Professional Learning for teachers to drive purposeful student learning and achievement with a core focus to integrate the organization’s vision for teaching and learning.</p>

	<p>Tierney's training and professional development offerings are described in attached document labelled "Exhibit B_Professional Development" and also available at the following web address -</p> <p>https://goo.gl/bAUFLF</p> <p>Where:</p> <ul style="list-style-type: none"> • Onsite • Remote • Hybrid
<p>4. How many staff members are dedicated to in-house customer service? How many staff members will be working directly with CPC's participating agencies if your company is awarded the contract?</p>	<p>Tierney currently employs 13 sales support personnel and 6 technical service representatives dedicated to in-house customer service. All of these staff members, in addition to the CPC agency's dedicated Account Representative, would be fully trained and able to work directly with CPC agencies should our company be awarded the contract.</p>
<p>5. If awarded, how does your company plan to inform and train your sales and customer service representatives on the details and promotion of the contract?</p>	<p>Tierney's Sales Support Manager is responsible for training employees on all details surrounding new contracts and pricing. Customer service personnel are required to stay up to date on their contract knowledge in order to be eligible to work with CPC agencies and their ordering. We also conduct monthly order audits in which we ensure correct pricing has been used. Tierney uses our internal database to house all details surrounding contracts and promotions. This makes contract details easily accessible to any internal member looking to gain further knowledge.</p>
<p>6. Using the map provided in the RFP (Appendix A), please identify the regions and/or states that your company is <u>not</u> able to service. Please designate why your company is <u>not</u> able to service a particular region and/or state.</p>	<p>Tierney is able to provide service to all regions/states listed on Appendix A.</p>
<p>7. Inventory: where are your company's distribution hubs located? What is the service/fill rate of inventory from those locations?</p>	<p>504 Malcolm Ave, Suite 500, Minneapolis, MN</p> <p>We service, ship and fill 100% of our orders from our Minneapolis location, with the exception of orders we drop ship directly from the manufacturer. We drop ship directly from the manufacturer in cases where it is more efficient for cost or shipping time. We always choose the option that is most beneficial for our customers.</p>
<p>8. Describe your company's ordering process and what methods can be used by participating agencies to place or create orders?</p>	<p>Orders can be accepted via phone, fax, email or Tierney Brothers' website. In addition, we have successfully worked with the Cooperative Purchasing Connection's Express Online Marketplace and we are fully capable of continuing to work with the CPC Express Online Marketplace including any new changes or requirements. We are willing and able to provide punch-out site credentials, upload product lists and pricing via spreadsheet and/or manage via Express Online Marketplace portal.</p> <p>Orders are processed through our ERP software platform, NetSuite. Each order is evaluated to determine if it will be filled most effectively from Tierney Brothers' warehouse or direct from our vendors. Clients with a valid email address, placing an order for equipment only, will receive notifications at the time the order is placed and at the time an order is shipped. Invoices will either be mailed or emailed depending on the preference indicated when the customer account is created, and may be changed at any time by contacting our customer service department. Clients purchasing product as part of an integrated solution will interface with a Sales Coordinator, who makes arrangements for having product staged and personnel scheduled, and a Project Manager, who confirms technical specifics and site conditions.</p> <p>Standard Times for Delivery from Receipt of PO*:</p> <ul style="list-style-type: none"> • Stocked Product Equipment Only Sales – Three to Five Business Days • Non-Stocked Product Equipment Only Sales – Ten to 14 Business Days • Integration Projects – Two to Eight Weeks

	<p>*All days include time in transit and assume product is not on back order with the manufacturer. All exceptions will be communicated to the client.</p> <p>Tierney Brothers, Inc. requires customers to inventory/inspect product upon delivery. All claims for defective merchandise or errors in shipments must be made within five days after receipt of goods. Clients using their own carriers will be responsible for filing their own freight claims if product is damaged in transit.</p> <p>If product is identified as defective or damaged in transit by one of Tierney Brothers' carriers, a replacement unit of the same model will be provided with no charge to the customer. Timing and procedures for obtaining replacements vary depending on current stock levels and the manufacturer.</p> <p>Returns (unwanted product or customer error) require an authorization number and must be made within 30 days. Custom orders and "Consumables", such as projector lamps, may not be returned.</p> <p>Returns are subject to restocking fees with the exception of out of box failures and replacements under warranty. Restocking fees vary depending on the product line, expect a charge of 25%.</p> <p>The client is responsible for delivery arrangements of product to be returned. Tierney Brothers, Inc. can provide a call tag, but shipping and handling charges apply.</p> <p>Credits to client's account may be applied to open invoices or a check may be issued upon request if there are no past due payments on account.</p> <p>Each account is assigned a dedicated Sales Representative and Sales Coordinator to address any questions or concerns.</p>
<p>9. Does your company offer online ordering? How many staff members are dedicated to your online ordering help desk?</p>	<p>Tierney does offer online ordering and has 3 employees dedicated to the online ordering. We have successfully worked with the Cooperative Purchasing Connection's Express Online Marketplace (see image links) and we are fully capable of continuing to work with the CPC Express Online Marketplace including any new changes or requirements. We are willing and able to provide punch-out site credentials, upload product lists and pricing via spreadsheet and/or manage via Express Online Marketplace portal.</p> <p>Express Online Marketplace Images: https://www.tierneybrothers.com/Assets/CPC/CPC_image_1.jpg?ts=021418</p> <p>and</p> <p>https://www.tierneybrothers.com/Assets/CPC/CPC_image_2.jpg?ts=021447</p>
<p>10. Does your company have retail locations that participating agencies would be able to access to make purchases? If so, please describe how our participating agencies would receive their discount(s) at your retail locations.</p>	<p>Tierney does not have retail locations.</p>
<p>11. State your company's process for introducing new products to participating agencies.</p>	<p>Tierney introduces new products to participating agencies in the following ways:</p> <ul style="list-style-type: none"> • Account managers meet with customers, introduce new products, and provide product demonstrations at the customer's location or at our Minneapolis showroom. • Our Tech Tour visits at least three cities per year in each of our states in the Midwest. The focus of our tech tour is to introduce our customers to new products and provide them with an opportunity to get their hands on these new products, as well as an opportunity to have in-depth conversations with the manufacturers who are the experts on their products. • We participate in tradeshow within all of our states. • Our marketing team conducts targeted email campaigns highlighting new products

<p>12. Describe the sales process that your company would take with an educational agency (i.e. school)? Will this process differ from a city, county or nonprofit agency? If so, please describe both processes.</p>	<p>Although sales processes are generally tailored for the specific need of the customer, a general process would be as follows:</p> <ol style="list-style-type: none"> 1. Needs assessment 2. Design/recommend a solution 3. Review 4. Implement 5. Repeat steps 1-4 until customer has desired solution 6. Deploy 7. Installation 8. Support 9. Maintenance <p>For sales including installation services, Tierney has a dedicated process to ensure effective follow through of the services purchased by our customers. Please see attached document labelled "Exhibit C_Systems Order and Installation Process" for a flow chart detailing this process.</p>
<p>13. Does your company require a minimum order? If so, what are your minimum order requirements? If the minimum is not met, what surcharge would you assess?</p>	<p>Tierney does not have a minimum order requirement.</p>
<p>14. Has your company previously worked with third-party integrated systems for purchasing and procurement? If so, please explain your capabilities (i.e. able to provide a static catalog, cXML punch-out, etc.) and the names of systems your company has integrated with.</p>	<p>No, we handle all of our procurement internally and plan to continue that into the future. We do have the ability to provide a list of products in the form of an Excel or CSV file that could be imported into a variety of other systems.</p>
<p>15. Briefly explain your delivery policy and the lead time required from a participating agency placing an order to receipt of delivery.</p>	<p>When a member places an order with Tierney Brothers, they would receive an order acknowledgement within one business day and generally receive their product within 1-2 weeks of placing the order. If a product is on backorder and has a longer lead time, the customer would be notified of that. The product will be shipped to the customer with FOB Destination, meaning that the product is owned and insured by Tierney Brothers, until the delivery is made to the final destination. If the product is damaged, the customer must note that at the time of delivery.</p>
<p>16. At times there are issues with service and/or deliveries. Please describe your process for addressing issues with participating agencies.</p>	<p>If there is a problem with Service or Delivery, the agency can contact the Tierney's customer service team to address those issues and they will be taken care of promptly. If Tierney is notified prior to the agency of a delivery issue, we will address that with the primary contact on the order to ensure they are aware and work out a reasonable accommodation.</p>
<p>17. Assessment, Design and Layout: Please describe how your company would work with a participating agency to assess, design, and layout a classroom, office space, library, or conference room?</p> <p>18. Please note any costs associated with assessment, design and layout in Form C – Pricing Schedule.</p>	<p>Tierney provides full Audio Visual design services free of charge to the customer relating to quoting proposals. A Tierney Sales Representative will work in conjunction with Sales Engineering to assess customer requirements and needs onsite. Room dimensions, typical use scenarios, acoustics, lighting, accessibility, etc. are taken into consideration to help provide the most sound and efficient Audio Visual design and ultimately, customer experience. A custom proposal will be created and presented to the customer based on this understanding.</p>
<p>19. Installation Teams: Please describe the duties of your installation teams, project roles, and any applicable certifications your installers hold.</p>	<p>Installation teams at Tierney install and test sound systems, voice lift systems, interactive monitor and projection systems. Our current installation team as well as their roles and certifications are below:</p> <ul style="list-style-type: none"> • Dave Ries MN PLT, CTS, CQT, BiAmp Certified, SMART level 2 Installer • Chris Bush MN PLT, CQT, SMART level 2 Installer • Cecil Cochran MN PLT, SMART level 2 Installer • Jake Lind MN Unlicensed PLT, SMART Factory trained installer. • Matt Stafki MN Unlicensed PLT • Chris Spetcher MN Unlicensed PLT • Tom Hoekstra MN Unlicensed PLT • Steve Shern MN Unlicensed PLT

	<ul style="list-style-type: none"> • Trevor Murchinson MN Unlicensed PLT • David Schaaf MN Unlicensed PLT <p>Engineer Technicians at Tierney program DSP's, control units and switching gear. They are used on more advanced rooms with integration. Our current technician team as well as their roles and certifications are below:</p> <ul style="list-style-type: none"> • Mike Easton MN PLT, CTS, CQT, Extron CCP, BiAmp Certified, Clear One certified, Polycom certified, Vaddio certified, Tandberg certified, Frontrow certified • Mark Mangelsen MN PLT, CTS, CQT, Extron certified, Clear One certified, Cambridge Sound certified, SMART level 2 Installer • Jim Treat MN Unlicensed PLT, CTS, BiAmp Certified, AMX certified • Jaime Herriott MN Unlicensed PLT, BiAmp Certified
<p>20. Subcontractors for Installation: will your company be using subcontractors to conduct any installations through the result of this solicitation? If so, how to you plan to educate the subcontractor(s) who will conduct the installation will comply with the terms and conditions of the contract.</p> <p><u>Whether using subcontractors or not, a respondent must complete and submit the Subcontractor Utilization Form their response.</u></p>	<p>At times Tierney will use subcontracted labor to assist or install a system. This depends on the workload and time of year.</p> <p>We verify that our contractors have a MN technology systems contractor license, a MN PLT and any certificates needed to install the gear that is requested. When a new product is released we bring the contractor to our site to train them here or we go to an offsite location to show them how the new product functions.</p>
<p>21. Please describe your warranty process and/or any protection plans that your company may offer participating agencies. Please note, all extended warranty options (other than standard warranties) and protection plans must be noted in Form C - Pricing Schedule – Services.</p>	<p>Tierney Brothers offers level 1 support to all of our customers. Level 1 support offers the detailed information a customer may need to process a warranty claim. Tierney Brothers offers enhanced maintenance programs that include Level 2 support as well as onsite support options. Level 2 support consists of unlimited technical and user support cases along with access to a customized web support portal. Along with our various support options Tierney Brothers also offers extended warranties on equipment. Tierney Brothers is able to offer manufacturer extended warranties along with 3rd party warranty options. Tierney Brothers is an authorized repair center for most products that we sell and support.</p>
<p>22. Please describe any other “value adds” and or services your company can bring to CPC’s participating agencies.</p>	<p>Tierney offers access to emerging technologies in the classroom, such as zSpace, virtual reality, drones, robots, and STEM/STEAM curriculum. All of our account managers are provided with training and support on these emerging technologies so they are able to inform and introduce customers to products in this category. For more information, please see link below or attachment labeled “Exhibit D.1_Stem Solutions”.</p> <p>http://www.tierneybrothers.com/assets/cpc/stem_solutions1.pdf</p> <p>Tierney also supports the products we sell with services such as Tierney Lifeline Support and professional development/training.</p> <p>Tierney Lifeline Support includes:</p> <p>Instructional Support</p> <ul style="list-style-type: none"> • Priority instructional support through live chat, email, phone, and Google Hangout • Lesson design and tool recommendations • User groups, newsletters, and tool highlights • Resources and FAQ's • Google Apps admin console configuration and audit

	<p>Technical Support</p> <ul style="list-style-type: none"> • Support ticket tracking • Includes basic technical service support • Unlimited number of support cases • Manufacturer Repair Assistance – Tierney will work with Manufacturer so you don't have to • Discount on all on-site service calls <p>Online Service Portal</p> <ul style="list-style-type: none"> • Support ticket tracking • Access to support videos and support knowledge base <p>Tierney also provides training on all of the equipment we sell.</p> <p>Training Options</p> <p>Who:</p> <ul style="list-style-type: none"> • Manufacturer certified trainers • Manufacturer certified education consultants • Licensed education professionals <p>What:</p> <p>Dynamic, customized and instructionally focused Professional Learning for teachers to drive purposeful student learning and achievement with a core focus to integrate the organization's vision for teaching and learning.</p> <p>Tierney's training and professional development offerings are described in attached document labelled "Exhibit B_Professional Dvelopment" and also available at the following web address -</p> <p>https://goo.gl/bAUFLF</p> <p>Where:</p> <ul style="list-style-type: none"> • Onsite • Remote • Hybrid <p>Tierney also offers support services centered around mobile device deployment. Those services include options such as white glove, asset tagging, bulk packaging, and cart installations. Some of these services are included in Form C – Pricing Schedule.</p> <p>Additionally, Tierney offers extended warranties, accidental damage warranties and enhanced warranties. Enhanced warranties provide the following service:</p> <ul style="list-style-type: none"> • 5-business-day on-site product removal • Unlimited phone and email support • 2-hour phone/email response time • Facilitate manufacturer repair • Supply all shipping materials • Cover all shipping costs • Reinstallation of repaired equipment <p>For a more detailed list of offerings please see attached document labelled "Exhibit D_Tierney Edge Services".</p>
23. What are your payment terms?	Net 30

24. Does your company accept payment by procurement card? If so, is the participating agency assessed a fee for purchasing with a procurement card?	Tierney does accept payment by procurement cards. A fee of 3.5% will be added to the order total for purchases with a procurement card. Tierney does accept all major credit cards as a form of payment.																																																																																										
25. Does your company offer any prompt payment discounts? If so, please describe.	Not at this time.																																																																																										
26. State your company's process for handling returns and/or credits.	Returns require an authorization number and must be made within 30 days. Custom orders and "Consumables", such as projector lamps, may not be returned. Once it is determined that the return meets that criteria, Tierney will issue a Return Authorization to the customer and arrange shipping back to our warehouse. After the product is received back to our warehouse, a credit will be issued to the customer.																																																																																										
27. Does your company currently have any other contracts in place with purchasing consortiums similar to CPC? If so, please list your current contracts and the contract maturity date with the consortium(s).	Cooperative Educational Service Agencies Regional Education Media Center Minnesota State GSA University of Minnesota University of Wisconsin Kentucky Purchasing Cooperative																																																																																										
28. Does your company have contracts with other consortiums in Minnesota, North Dakota, and South Dakota? If so, please describe how your company will position this contract to CPC's participating agencies, if awarded.	Tierney was previously awarded the CPC AV technology contract and would be excited to partner with you once again. We do not currently hold any other contracts with other consortiums in Minnesota, North Dakota or South Dakota.																																																																																										
29. Financials: Please provide your company's last three years total gross sales to agencies within CPC's service area.	<table border="1"> <thead> <tr> <th colspan="2">MINNESOTA</th> <th>2015</th> <th>2014</th> <th>2013</th> </tr> </thead> <tbody> <tr> <td>K-12</td> <td></td> <td>11,994,686</td> <td>8,239,207</td> <td>8,599,931</td> </tr> <tr> <td>HIGHER ED</td> <td></td> <td>2,936,086</td> <td>2,915,964</td> <td>1,917,980</td> </tr> <tr> <td>CITY/COUNTY</td> <td></td> <td>2,297,136</td> <td>1,999,184</td> <td>1,772,093</td> </tr> <tr> <td>NONPROFITS</td> <td></td> <td>211,647</td> <td>176,203</td> <td>70,551</td> </tr> <tr> <td>TOTALS</td> <td></td> <td>17,439,556</td> <td>13,330,558</td> <td>12,360,555</td> </tr> <tr> <th colspan="2">NORTH DAKOTA</th> <th>2015</th> <th>2014</th> <th>2013</th> </tr> <tr> <td>K-12</td> <td></td> <td>189,546</td> <td>75,906</td> <td>210,017</td> </tr> <tr> <td>HIGHER ED</td> <td></td> <td>40,472</td> <td>128,458</td> <td>156,568</td> </tr> <tr> <td>CITY/COUNTY</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>NONPROFITS</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>TOTALS</td> <td></td> <td>230,017</td> <td>204,363</td> <td>366,585</td> </tr> <tr> <th colspan="2">SOUTH DAKOTA</th> <th>2015</th> <th>2014</th> <th>2013</th> </tr> <tr> <td>K-12</td> <td></td> <td>100,450</td> <td>301,618</td> <td>282,180</td> </tr> <tr> <td>HIGHER ED</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>CITY/COUNTY</td> <td></td> <td>1,466</td> <td>50,721</td> <td>33,732</td> </tr> <tr> <td>NONPROFITS</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>TOTALS</td> <td></td> <td>101,916</td> <td>352,339</td> <td>315,912</td> </tr> </tbody> </table>	MINNESOTA		2015	2014	2013	K-12		11,994,686	8,239,207	8,599,931	HIGHER ED		2,936,086	2,915,964	1,917,980	CITY/COUNTY		2,297,136	1,999,184	1,772,093	NONPROFITS		211,647	176,203	70,551	TOTALS		17,439,556	13,330,558	12,360,555	NORTH DAKOTA		2015	2014	2013	K-12		189,546	75,906	210,017	HIGHER ED		40,472	128,458	156,568	CITY/COUNTY					NONPROFITS					TOTALS		230,017	204,363	366,585	SOUTH DAKOTA		2015	2014	2013	K-12		100,450	301,618	282,180	HIGHER ED					CITY/COUNTY		1,466	50,721	33,732	NONPROFITS					TOTALS		101,916	352,339	315,912
MINNESOTA		2015	2014	2013																																																																																							
K-12		11,994,686	8,239,207	8,599,931																																																																																							
HIGHER ED		2,936,086	2,915,964	1,917,980																																																																																							
CITY/COUNTY		2,297,136	1,999,184	1,772,093																																																																																							
NONPROFITS		211,647	176,203	70,551																																																																																							
TOTALS		17,439,556	13,330,558	12,360,555																																																																																							
NORTH DAKOTA		2015	2014	2013																																																																																							
K-12		189,546	75,906	210,017																																																																																							
HIGHER ED		40,472	128,458	156,568																																																																																							
CITY/COUNTY																																																																																											
NONPROFITS																																																																																											
TOTALS		230,017	204,363	366,585																																																																																							
SOUTH DAKOTA		2015	2014	2013																																																																																							
K-12		100,450	301,618	282,180																																																																																							
HIGHER ED																																																																																											
CITY/COUNTY		1,466	50,721	33,732																																																																																							
NONPROFITS																																																																																											
TOTALS		101,916	352,339	315,912																																																																																							
30. List any additional stipulations and/or requirements your company requests that are not covered in the RFP.	N/A																																																																																										
31. List any exceptions that your company is requesting to the terms set forth in the Instructions to Respondents and Technical Specifications.	<p>Exceptions –</p> <ul style="list-style-type: none"> Should a catalog discount for a particular item extend the cost to the customer an amount that is below Tierney's cost, Tierney will instead sell that item to the customer at no more than 10% above cost. We are requesting this as we are setting our catalog discounts at a highly competitive percentage and have run into scenarios in the past that because of the delta between List and Cost on one-off items, it has left 																																																																																										

	<p>a negative margin to Tierney when selling it. This scenario is rare, but one that we'd like to address moving forward.</p> <ul style="list-style-type: none">• Tierney Brothers, Inc. will honor pricing in this RFP, if awarded, unless, product is discontinued or a manufacturer changes the relationship between Tierney Brothers' current standard cost and the published MSRP used for this bid by more than 5% points. In either case, Tierney Brothers once aware of the change will submit revised pricing to CPC.• Additional shipping fee of \$100 per Interactive Flat Panel, Interactive Board, Display, Stand, Cart or Rack to be applied.• A reduced administrative fee of 1% on Chromebooks.• Manufacturer discounts do not cover products that have not released as of the date of our submission.
--	---

Form C - Pricing Schedule Intro

**Please note this spreadsheet has multiple workbooks/tabs.*

Instructions. This spreadsheet contains multiple workbooks/tabs relating to this RFP. Please follow the directions found/listed on each workbook and complete the workbooks as they pertain to your company's offerings. All pages have been formatted to print to one page width, however, you may add additional lines as needed. Please note, each individual workbook will note if it's a required or optional form. Per the RFP terms and conditions, all workbooks listed as optional are considered a value-added attribute.

This spreadsheet contains the following workbooks/tabs:

- C - State Multiplier
- C.1 - Category/Manufacturer Discount
- C.2A - Multimedia Solutions
- C.2B - Value Added Technology Solutions - *optional*
- C.3 - Services: Design, Install, Other
- C.4 - Support Services: Warranty, Training, Maintenance
- C.5 - Volume Discounts - *optional*
- C.6A - Pricing Scenario (Classroom)
- C.6B - Pricing Scenario (Conference Room)

C - State Multiplier- *required*

Enter your company's multiplier/factor to be applied to the base product cost provided to arrive at the CPC state price for the product.

C.1 - Category/Manufacturer Discount - *required*

Enter either by category and/or manufacturer the percentage discount offered to CPC participating agencies

C.2A - Multimedia Solutions - *required*

Please use the following categories when entering your multimedia solutions on C.2A:

1. Presentation technology (projectors, document cameras);
2. Response systems;
3. Interactive whiteboards;
4. Flat panel displays/monitors;
5. Interactive displays, tables, monitors;
6. Digital signage;
7. Sound systems;
8. Integrated controls;
9. Mounting hardware;
10. Screens
11. Portable technology equipment;
12. Audio and video conferencing software and equipment;
13. Multimedia furniture;
14. Other (please define).

C.2B - Value Added - Technology Solutions - *optional*

Please use the following categories when entering your value added technology solutions on C.2B:

1. Mobile devices (Chromebooks, tablets);
2. Mobile device carts;
3. Large format printing;
4. 3D printing;
5. Digital Cameras (SLR);
6. Furniture;
7. Other (please define).

C.3 - Services: Design & Install - *required*

Please enter all design and installation services that your company offers on C.3.

C.4 - Support Services: Warranty, Training, Maintenance - *required*

Please enter all warranty, training and maintenance support that your company offers on C.4.

C.5 - Volume Discounts - *optional*

Please enter any additional volume discounts that your company is offering on C.5.

C.6A - Pricing Scenario (Classroom) - *required*

Please quote the requested items for this pricing scenario that meet the specifications listed on C.6A.

C.6B - Pricing Scenario (Conference Room) - *required*

Please quote the requested items for this pricing scenario that meet the specifications listed on C.6A.

***Reminder:** Contract discounts and percentages must be held firm during the initial contract period, unless reductions are made to accommodate bulk replacements or special promotions. The awarded vendor(s) may offer an increased, reduced spot discount to any participating agency at any time in the case of large projects or to secure business. However, at any one point in time, the awarded vendor(s) cannot reduce the current contract discounts and percentages to a participating agency until following the steps outlined in the Technical Specifications and received approval by CPC.

Form C.5 - State Multiplier

***Please note this workbook has multiple tabs.**

Instructions. For each of the states listed below, provide your multiplier/factor to be applied to the base product cost provided to arrive at the CPC state price for the product. For further clarification, please review the Standard Terms and Conditions found in the Technical Specifications of this RFP.

Responding Company's Name: **Tierney Brothers, Inc.**

REQUIRED FORM

Project types	Minnesota Multiplier	North Dakota Multiplier	South Dakota Multiplier
Non-prevailing wage project:	0.00%	0.00%	0.00%
Prevailing wage project:	22.00%	22.00%	22.00%
Davis Bacon wage project:	22.00%	22.00%	22.00%

Form C.1 - Category and/or Manufacturer Discount

*Please note this spreadsheet has multiple workbooks/tabs.

Instructions. In the form below, please define your categories (by catalog, category, and/or by manufacturer) which can include sub-categories (specific lines from a manufacturer) and the discount associated with that category. This form has been formatted to print to one page width. Forty-five rows have been provided, please add additional rows as needed. Please note this is a **required form**.

***Reminder: Contract discounts and percentages must be held firm during the initial contract period, unless reductions are made to accommodate bulk replacements or special promotions. The awarded vendor(s) may offer an increased, reduced spot discount to any participating agency at any time in the case of large projects or to secure business. However, at any one point in time, the awarded vendor(s) cannot reduce the current contract discounts and percentages to a participating agency until following the steps outlined in the Technical Specifications and received approval by CPC.**

Responding Company's Name: Tierney Brothers, Inc.

REQUIRED FORM

Catalog/Category/Manufacturer Grouping	Discount Offered	Comments
Acer	2%	
AKG Microphones	30%	
Altinex	15%	
Anchor	28%	
Anywhere Cart	30%	
Atlona	25%	
Audio Enhancement	30%	
Audio Technica	10%	
Aver	10%	
Biamp	17%	
Black Box	2%	
Bretford: Charging Carts	35%	
Brightsign	15%	
C2G	25%	
Califone	30%	
Casio: Ultra Short Throw	13%	
Casio: Advanced	34%	
Casio: Slim	15%	
Chief	25%	
Cisco: Video Conferencing	25%	
Cisco: Meraki Wireless Infrastructure	25%	
Clear One	20%	
CleverTouch	1%	
Comprehensive	23%	
Conen	8%	
Copernicus: Tech Tubs	25%	
Copernicus: All other categories	15%	
Crestron	32%	
Crown	31%	
Da-Lite	25%	
Dell	2%	
Dell: Chromebooks	48%	
Denon-Marantz	15%	
Diversitrack	10%	
Draper	25%	
Elmo	15%	
Epson	2%	
Ergotron	25%	
Extron	33%	
Front Row	7%	
FSR	10%	
HP	2%	
Hovercam	2%	
Infocase	10%	
IBL	28%	
Jelco	16%	
Kramer	24%	
LG	7%	
Lenovo	2%	
Liberty Amps/Mixers	8%	
Liberty	20%	
Listen Technologies	15%	
Lumens	25%	
Luxor	35%	
Makerbot	5%	
Marshall Electronics	10%	
Middle Atlantic	38%	
NEC: Ceiling Projectors and Monitors	4%	
NEC: Projectors, Flat Panels and Accessories	10%	
NEC: Professional Grade Panels and Projectors	22%	
Optoma: Projectors	40%	
Optoma: All other categories	20%	
Panasonic: Projectors	20%	
Panasonic: Flat Panels	12%	
Panasonic: Accessories	10%	
Peerless	25%	
Polycom	20%	
Premier	35%	
Raxxess	35%	
Recordex	35%	
Revolab	12%	
RTI	2%	
Samsung: Flat Panels	15%	
Samsung: Chromebooks and Accessories	2%	
Sennheiser	12%	
Shure	28%	
Sharp	20%	
SMART: Flat Panels and Boards	25%	
SMART: Accessories	11%	Discount does not apply to SMART Software
Spectrum	40%	
Swivl	2%	
Tannoy	25%	
Teach Logic	2%	
Tightrope	10%	
TOA	20%	
Toshiba: Flat Panels	22%	
Toshiba: Laptops	2%	
Vaddio	20%	
Video Furniture International (VFI)	35%	
Xantech	5%	
WePresent	5%	
Williams Sound Audio	30%	
Wolfvision	15%	
zSpace	2%	

Form C.2A - Multimedia Solutions

*Please note this spreadsheet has multiple workbooks/tabs.

Instructions. Submit below, following the details outlined in the RFP and the intro page of this workbook, **ALL** multimedia solutions that your company offers. Multimedia solutions may include, but is not limited to: projectors, document cameras, response systems, interactive tables, interactive whiteboards, flat panel displays and monitors, digital signage, sound systems, integrated controls, hardware, conferencing software, portable technology, screens, and multimedia furniture, etc. The items submitted below must meet the minimum specifications listed in the RFP's Technical Specifications. This form has been formatted to print to one-page width. 200 rows have been provided, additional rows may be added. Please note this is a **required form**.

***Reminder:** Contract discounts and percentages must be held firm during the initial contract period, unless reductions are made to accommodate bulk replacements or special promotions. The awarded vendor(s) may offer an increased, reduced spot discount to any participating agency at any time in the case of large projects or to secure business. However, at any one point in time, the awarded vendor(s) cannot reduce the current contract discounts and percentages to a participating agency until following the steps outlined in the Technical Specifications and has received approval by CPC.

Responding Company's Name: Tierney Brothers, Inc.

REQUIRED FORM

Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Energy Star Rated: Y or N	Unit of Measure	MSRP List Price	Category Discount	Net Price To Member	Comments
Interactive Flat Panel	SMART Board 6075 interactive flat panel	SMART	SPNL-6075	SPNL-6075	Y	Each	\$ 8,665.00	35%	\$ 5,632.00	
Interactive Flat Panel	SMART Board 6065-V2 interactive flat panel	SMART	SPNL-6065-V2	SPNL-6065-V2	Y	Each	\$ 5,999.00	35%	\$ 3,899.00	
Interactive Flat Panel	SMART Board 6055 interactive flat panel	SMART	SPNL-6055	SPNL-6055	Y	Each	\$ 4,665.00	35%	\$ 3,032.00	
Interactive Flat Panel	Kapp IQ for education appliance for SMART Board 6000 series interactive flat panels	SMART	UGK-KAPPIQ-AM30-EDUSMART	UGK-KAPPIQ-AM30-EDUSMART	Y	Each	\$ 799.00	44%	\$ 449.00	
Interactive Flat Panel	SMART Board 4084 Interactive Flat Panel	SMART	SPNL-4084	SPNL-4084	Y	Each	\$ 9,335.00	35%	\$ 6,068.00	
Interactive Flat Panel	SMART Board 4075 Interactive Flat Panel	SMART	SPNL-4075	SPNL-4075	Y	Each	\$ 7,335.00	35%	\$ 4,768.00	
Interactive Flat Panel	SMART Board E70 interactive flat panel	SMART	SPNL-4070	SPNL-4070	Y	Each	\$ 5,999.00	35%	\$ 3,899.00	
Interactive Flat Panel	SMART Board 4065 Interactive Flat Panel	SMART	SPNL-4065	SPNL-4065	Y	Each	\$ 4,665.00	35%	\$ 3,032.00	
Interactive Whiteboard	SMART Board 880 with U100 projector	SMART	SB880IX3	SB880IX3	Y	Each	\$ 4,999.00	31%	\$ 3,471.00	
Interactive Whiteboard	SMART Board 885 for Epson Projector	SMART	SB885E	SB885E	Y	Each	\$ 3,799.00	37%	\$ 2,392.00	
Interactive Whiteboard	SMART Board X885	SMART	SBX885	SBX885	Y	Each	\$ 3,599.00	38%	\$ 2,216.00	
Interactive Whiteboard	SMART Board 880 for Epson Projector	SMART	SB880E	SB880E	Y	Each	\$ 3,299.00	38%	\$ 2,030.00	
Interactive Whiteboard	SMART Board X880	SMART	SBX880	SBX880	Y	Each	\$ 3,099.00	40%	\$ 1,848.00	
Interactive Whiteboard	SMART Board M680 with U100 Projector	SMART	SMART Board M680V	SMART Board M680V	Y	Each	\$ 4,355.00	25%	\$ 3,252.00	
Interactive Whiteboard	SMART Board SBM680v with V30 Projector	SMART	SBM680VIV2	SBM680VIV2	Y	Each	\$ 1,749.00	10%	\$ 1,572.00	
Interactive Whiteboard	SMART Board M685 for Epson Projector	SMART	SBM685E	SBM685E	Y	Each	\$ 2,899.00	36%	\$ 1,864.00	
Interactive Whiteboard	SMART Board M685	SMART	SBM685	SBM685	Y	Each	\$ 2,699.00	37%	\$ 1,688.00	
Interactive Whiteboard	SMART Board M680 for Epson Projector	SMART	SBM680E	SBM680E	Y	Each	\$ 2,399.00	34%	\$ 1,583.00	
Interactive Whiteboard	SMART Board M680	SMART	SBM680	SBM680	Y	Each	\$ 2,199.00	36%	\$ 1,407.00	
Interactive Whiteboard	SMART Board M685V	SMART	SBM685V	SBM685V	Y	Each	\$ 2,499.00	39%	\$ 1,512.00	
Interactive Whiteboard	SMART Board M680V	SMART	SBM680V	SBM680V	Y	Each	\$ 1,999.00	38%	\$ 1,231.00	
Digital Capture Board	SMART kapp 42" capture board	SMART	KAPP42	KAPP42	Y	Each	\$ 899.00	48%	\$ 466.00	
Digital Capture Board	SMART kapp 84" capture board	SMART	KAPP84	KAPP84	Y	Each	\$ 1,199.00	39%	\$ 727.00	
Mobile Floor Stand	SMART Value Mobile stand for interactive displays	SMART	FSSBID 100V	FSSBID 100V	N	Each	\$ 4,199.00	25%	\$ 3,146.00	
Wall Mount	WM-SBID-501, Wall Mount, all SMART IFPs excluding SPNL-4075, SPNL-4084, and SBID8084i-G4	SMART	WM-SBID-501	WM-SBID-501	N	Each	\$ 599.00	11%	\$ 533.11	
Extended Warranties	SMART Board SPNL-4065 Interactive Flat Panel 1 year warranty extension	SMART	EWY1-SPNL-4065	EWY1-SPNL-4065	N	Each	\$ 175.00	11%	\$ 155.75	
Extended Warranties	SMART Board E70 Interactive Flat Panel 1 year warranty extension	SMART	EWY1-SPNL-4070	EWY1-SPNL-4070	N	Each	\$ 199.00	11%	\$ 177.11	
Extended Warranties	SMART Board SPNL-4075 Interactive Flat Panel 1 year warranty extension	SMART	EWY1-SPNL-4075	EWY1-SPNL-4075	N	Each	\$ 249.00	11%	\$ 221.61	
Extended Warranties	SMART Board SPNL-4084 Interactive Flat Panel 1 year warranty extension	SMART	EWY1-SPNL-4084	EWY1-SPNL-4084	N	Each	\$ 329.00	11%	\$ 292.81	
Extended Warranties	Extended Warranty 1 Year SPNL-6055	SMART	EWY1-SPNL-6055	EWY1-SPNL-6055	N	Each	\$ 175.00	11%	\$ 155.75	
Extended Warranties	SMART Board 6065 Interactive Flat Panel 1 year warranty extension	SMART	EWY1-SPNL-6065	EWY1-SPNL-6065	N	Each	\$ 199.00	11%	\$ 177.11	
Extended Warranties	SMART Board 6075 Interactive Flat Panel 1 year warranty extension	SMART	EWY1-SPNL-6075	EWY1-SPNL-6075	N	Each	\$ 299.00	11%	\$ 266.11	
Extended Warranties	SMART Board SPNL-4065 Interactive Flat Panel 3 year warranty extension	SMART	EWY3-SPNL-4065	EWY3-SPNL-4065	N	Each	\$ 375.00	11%	\$ 333.75	
Extended Warranties	SMART Board E70 Interactive Flat Panel 3 year warranty extension	SMART	EWY3-SPNL-4070	EWY3-SPNL-4070	N	Each	\$ 399.00	11%	\$ 355.11	
Extended Warranties	SMART Board SPNL-4075 Interactive Flat Panel 3 year warranty extension	SMART	EWY3-SPNL-4075	EWY3-SPNL-4075	N	Each	\$ 525.00	11%	\$ 467.25	

Form C.2B - Value Added Technology Solutions

*Please note this spreadsheet has multiple workbooks/tabs.

Instructions. Submit below, following the details outlined in the RFP and the intro page of this workbook, **ALL** value added technology solutions that your company offers. Value added technology solutions may include, but is not limited to: mobile devices, mobile device carts, large format printing, 3D printing, cameras, furniture, other. The items submitted below must meet the minimum specifications listed in the RFP's Technical Specifications. This form has been formatted to print to one-page width. 200 rows have been provided, additional rows may be added. Please note this is an **optional form**.

**Reminder: Contract discounts and percentages must be held firm during the initial contract period, unless reductions are made to accommodate bulk replacements or special promotions. The awarded vendor(s) may offer an increased, reduced spot discount to any participating agency at any time in the case of large projects or to secure business. However, at any one point in time, the awarded vendor(s) cannot reduce the current contract discounts and percentages to a participating agency until following the steps outlined in the Technical Specifications and has received approval by CPC.*

Responding Company's Name: Tierney Brothers, Inc.

OPTIONAL FORM

Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Energy Star Rated: Y or N	Unit of Measure	MSRP List Price	Category Discount	Net Price To Member	Comments
A/V Furniture - Cases	Tech Tub [®] 6 Unit Premium Model	Copernicus	TEC600	TEC600	N	Each	\$ 256.20	25%	\$ 192.15	
A/V Furniture - Cases	Tech Tub [™] 6 Unit Premium Model for Chromebooks/Netbooks 11" and under	Copernicus	TEC600C	TEC600C	N	Each	\$ 268.40	25%	\$ 201.30	
A/V Furniture - Presentation Carts	Ergotron YES36 - Cart (charge only) for 36 notebooks - screen size: 13" - 14"	Anthro	YESMOR2GMPW4	YESMOR2GMPW4	N	Each	\$ 2,189.00	25%	\$ 1,641.75	
A/V Furniture - Presentation Carts	YES Cart for Mini-Laptops Jr Stores, charges and transports up to 20 mini-laptop devices, like Chromebooks and Ultrabooks. Shelves and bays adjust to fit all mini-laptops.	Anthro	YESMJUGMPW4	YESMJUGMPW4	N	Each	\$ 3,335.00	25%	\$ 2,501.25	
A/V Furniture - Presentation Carts	AVerCharge C36i	Aver	CHRGEC36I	CHRGEC36I	N	Each	\$ 1,699.99	10%	\$ 1,529.99	
A/V Furniture - Presentation Carts	AVerCharge L12i - 12 Device Intelligent Charge Locker	Aver	CHARGEL12I	CHARGEL12I	N	Each	\$ 849.99	10%	\$ 764.99	
A/V Furniture - Presentation Carts	12 Device Intelligent (Chromebook or Tablet) Charge Locker	Aver	L12i	L12i	N	Each	\$ 849.99	10%	\$ 764.99	
A/V Furniture - Presentation Carts	Charging Cart - 30 Device Intelligent	Aver	CHRGEC30I	CHRGEC30I	N	Each	\$ 1,599.00	10%	\$ 1,439.10	
A/V Furniture - Presentation Carts	E36c - 36 Device Economy Charging Cart	Aver	CHRGEE36C	CHRGEE36C	N	Each	\$ 999.99	10%	\$ 899.99	
A/V Furniture - Presentation Carts	40 Device Smart (Chromebook or Tablet) Charging Cart	Aver	CHRGES40I	CHRGES40I	N	Each	\$ 1,799.99	10%	\$ 1,619.99	
A/V Furniture - Presentation Carts	36 TABLET CART, CHARGE ONLY W/REMOVABLE BACK PANEL	Bretford	MDMTAB36BP-CTAL	MDMTAB36BP-CTAL	N	Each	\$ 3,826.00	35%	\$ 2,486.90	
A/V Furniture - Presentation Carts	Tech Tub 10 Device (with Sync/Charge USB Hub)	Copernicus	TEC1000	TEC1000	N	Each	\$ 495.00	25%	\$ 371.25	
A/V Furniture - Presentation Carts	Ergotron Zip40 Charging Cart	Ergotron	DM40-1009-1	DM40-1009-1	N	Each	\$ 3,250.00	25%	\$ 2,437.50	
A/V Furniture - Presentation Carts	LocknCharge Joey 30 Cart	LocknCharge	10003	10003	N	Each	\$ 999.00	5%	\$ 949.05	
A/V Furniture - Presentation Carts	LLTP18-B - 18 Laptop/Chromebook Computer Charging Cart	Luxor	LLTP18-B	LLTP18-B	N	Each	\$ 833.00	35%	\$ 541.45	
A/V Furniture - Presentation Carts	30 tablet unit w/ Power	Luxor	LLTM30-B	LLTM30-B	N	Each	\$ 994.00	35%	\$ 646.10	
A/V Furniture - Presentation Carts	42 Luxor Tablet/ Laptop Charging cart	Luxor	LLTM42-B	LLTM42-B	N	Each	\$ 1,228.00	35%	\$ 798.20	
A/V Furniture - Presentation Carts	16 tablet unit w/ Power	Luxor	LLTM16-B-V2	LLTM16-B-V2	N	Each	\$ 819.00	35%	\$ 532.35	
A/V Furniture - Presentation Carts	Connect30 w/ 40 Balloon Wheels, Switch/Trays (Warm Gray)	Spectrum	55473-CAB	55473-CAB	N	Each	\$ 1,916.00	40%	\$ 1,149.60	
A/V Furniture - Presentation Carts	Cloud32 w/ 40 Balloon Wheels, Switch/Trays (Warm Gray)	Spectrum	55468-AAB	55468-AAB	N	Each	\$ 2,366.00	40%	\$ 1,419.60	
A/V Furniture - Presentation Carts	Cloud32 w/ 40 Balloon Wheels, PowerProdigy/Trays (Warm Gray)	Spectrum	55468-AAD	55468-AAD	N	Each	\$ 2,666.00	40%	\$ 1,599.60	
A/V Furniture - Presentation Carts	InTouch32 w/ 40 Balloon Wheels, Switch (Warm Gray)	Spectrum	55429-AAE	55429-AAE	N	Each	\$ 2,214.00	40%	\$ 1,328.40	
A/V Furniture - Presentation Carts	InTouch 16 Tablet/Chromebook/Laptop Cabinet Silver	Spectrum	55431S	55431S	N	Each	\$ 1,226.00	40%	\$ 735.60	
A/V Furniture - Presentation Carts	InTouch40 Tablet Cart w/Cord Wrap	Spectrum	55441WFCWDW	55441WFCWDW	N	Each	\$ 2,698.00	40%	\$ 1,618.80	
Virtual Reality	zSpace 300 All-In-One System	Zspace	ZSP-03-US-24	ZSP-03-US-24	N	Each	\$ 3,325.00	2%	\$ 3,258.50	
Virtual Reality	zSpace Physical Sciences Applications zSpace's Newton's Park, Franklin's Lab, Curie's Elements and Euclid's Shapes	Zspace	EDU-SW-PSC-01-12	EDU-SW-PSC-01-12	N	Each	\$ 500.00	2%	\$ 490.00	
Virtual Reality	Eureka.in - 3D Science & Math - Annual Lic. per system Eureka.in - 3D Science and Math - Annual License/system	Zspace	EDU-SW-DSM-01-12	EDU-SW-DSM-01-12	N	Each	\$ 400.00	2%	\$ 392.00	
Chromebook Accessories	EDU STORE-AND-CHARGE STATION	Belkin	B2B074	B2B074	N	Each	\$ 199.99	5%	\$ 189.99	
Chromebook Accessories	Dell Dock WD15 - USB-C docking station - GigE - 180 Watt	Dell	450-AEUEO	450-AEUEO	N	Each	\$ 199.99	2%	\$ 195.99	
Chromebook Accessories	Keyboard and Palmrest for Samsung XE30312-A01US	Samsung	BA75-04170A	BA75-04170A	N	Each	\$ 103.99	8%	\$ 95.67	

C.3 - Services: Design & Install

*Please note this spreadsheet has multiple workbooks/tabs.

Instructions. Please complete the tables below if your organization offers any of the following services. This form has been formatted to print to one page width. Please note this is an **required form**.

Responding Company's Name:

Tierney Brothers, Inc.

REQUIRED FORM

Assessment Services	Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.
		Assessment Services	No Charge	No Charge	No Charge	No Charge

Design Services	Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.
		Design Engineering	\$75.00/Hour	\$65.00/Hour	No Charge	No Charge
	* Design Engineering is completed In House, therefor Per Diem and Mileage will not be applied for these services.					

Installation Services	Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.
		Installation	\$75.00/Hour	\$65.00/Hour	\$80.00/Day*	\$0.55/mile
	Project Management	\$75.00/Hour	\$65.00/Hour	\$80.00/Day*	\$0.55/mile	Yes - Volume Discounts will apply for Large Projects. Discounted rates will depend on size and scope of project and range from 0-10%.
	Configuration	\$90.00/Hour	\$70.00/Hour	\$80.00/Day*	\$0.55/mile	Yes - Volume Discounts will apply for Large Projects. Discounted rates will depend on size and scope of project and range from 0-10%.
	Programming	\$125.00/Hour	\$105.00/Hour	\$80.00/Day*	\$0.55/mile	Yes - Volume Discounts will apply for Large Projects. Discounted rates will depend on size and scope of project and range from 0-10%.
	*This daily rate applies to sites over 60 miles from our Minneapolis headquarters. This daily rate covers a two person installation crew and does not cover hotel charges, if applicable. Per Diem charges are not applied for installations within a 60 mile radius of Minneapolis.					

C.4 - Support Services: Warranty, Training, Maintenance

*Please note this spreadsheet has multiple workbooks/tabs.

Instructions: Please complete the tables below if your organization offers any of the following services. This form has been formatted to print to one page width. Please note this is an **required form**.

Responding Company's Name: Tierney Brothers, Inc. **REQUIRED FORM**

	Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects, Y/N, please detail if Yes.
Extended Warranty	3 Total Years - 2 Year Extended Warranty on Chromebooks with an MSRP under \$200	\$ 20.00	\$ 18.00	N/A	N/A	Y, 5% discount on all orders over 500
	3 Total Years - 2 Year Extended Warranty on Chromebooks with an MSRP under \$300	\$ 30.00	\$ 28.00	N/A	N/A	Y, 5% discount on all orders over 500
	3 Total Years - 2 Year Extended Warranty on Chromebooks with an MSRP under \$400	\$ 40.00	\$ 38.00	N/A	N/A	Y, 5% discount on all orders over 500
	3 Total Years - 3 Year Extended Warranty on Chromebooks with an MSRP under \$500	\$ 50.00	\$ 48.00	N/A	N/A	Y, 5% discount on all orders over 500
	3 Total Years - 2 Year Extended Warranty on Chromebooks with an MSRP under \$750	\$ 70.00	\$ 68.00	N/A	N/A	Y, 5% discount on all orders over 500
	3 Total Years - 2 Year Extended Warranty w/accidental damage starting Day 1 on Chromebooks with an MSRP under \$200	\$ 45.00	\$ 39.00	N/A	N/A	Y, 5% discount on all orders over 500
	3 Total Years - 2 Year Extended Warranty w/accidental damage starting Day 1 on Chromebooks with an MSRP under \$300	\$ 65.00	\$ 63.00	N/A	N/A	Y, 5% discount on all orders over 500
	3 Total Years - 2 Year Extended Warranty w/accidental damage starting Day 1 on Chromebooks with an MSRP under \$400	\$ 90.00	\$ 88.00	N/A	N/A	Y, 5% discount on all orders over 500
	3 Total Years - 2 Year Extended Warranty w/accidental damage starting Day 1 on Chromebooks with an MSRP under \$500	\$ 120.00	\$ 115.00	N/A	N/A	Y, 5% discount on all orders over 500
	3 Total Years, 2 Year Extended Warranty w/accidental damage starting Day 1 on Chromebooks with an MSRP under \$750	\$ 165.00	\$ 160.00	N/A	N/A	Y, 5% discount on all orders over 500
	2 Year extended Warranty on CleverTouch Monitors	\$ 149.00	\$ 139.00	N/A	N/A	Y, 5% discount on all orders over 20 units

*Pricing available for additional year warranties upon request

	Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects, Y/N, please detail if Yes.
Training Services	Half-Day PD Session	\$999	\$799	NA	\$200 if more than 90	NA
	Full Day PD Session	\$1,399	\$1,199	NA	NA	Please see Three-Day, Five-Day or Seven-Day Implementation Pathway Pricing for additional discounts
	Three-Day PD Implementation Pathway	\$4,197	\$2,999	NA	NA	Please see Three-Day, Five-Day or Seven-Day Implementation Pathway Pricing for additional discounts
	Five-Day PD Implementation Pathway	\$6,995	\$4,499	NA	NA	Please see Three-Day, Five-Day or Seven-Day Implementation Pathway Pricing for additional discounts
	Seven-Day PD Implementation Pathway	\$9,793	\$5,499	NA	NA	NA
		See "Maintenance Services" for pricing on Lifeline	See "Maintenance Services" for pricing on Lifeline	NA	NA	

	Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects, Y/N, please detail if Yes.
Maintenance Support	Edge-1YR-600-LifelinePM-YBL, One year of Lifeline Support for District/schools with less than 500 students	\$ 999.00	\$ 899.00	N/A	N/A	Additional 10% Discount for Multiple Year Purchase
	Edge-1YR-1000-LifelinePM-YBL, One year of Lifeline Support for District/schools with between 500 and 1000 students	\$ 1,499.00	\$ 1,249.00	N/A	N/A	Additional 10% Discount for Multiple Year Purchase
	Edge-1YR-1000-LifelinePM-YBL, One year of Lifeline Support for District/schools with between 1000 and 3000 students	\$ 1,999.00	\$ 1,799.00	N/A	N/A	Additional 10% Discount for Multiple Year Purchase
	Edge-1YR-Custom-LifelinePM-YBL, One year of Lifeline Support for District/schools with over 3000 students	Custom	Custom	N/A	N/A	Additional 10% Discount for Multiple Year Purchase
	TBI-Service-SM-IPF55, Warranty Enhancement (2 Years) on SMART monitors 55" or smaller. Includes removal, shipping, reinstallation of any defective equipment.	\$ 299.00	\$ 279.00	N/A	N/A	Y, 5% Discount for every 10 IPF's purchased with a max Discount of 30%.
	TBI-Service-SM-IPF60, Warranty Enhancement (2 Years) on SMART monitors 60" or larger. Includes removal, shipping, reinstallation of any defective equipment.	\$ 349.00	\$ 319.00	N/A	N/A	Y, 5% Discount for every 10 IPF's purchased with a max Discount of 30%.
	TBI-Service-CT-IPF65, Warranty Enhancement (3 Years) on CleverTouch monitors 65" or smaller. Includes removal, shipping, reinstallation of any defective equipment.	\$ 399.00	\$ 359.00	N/A	N/A	Y, 5% Discount for every 10 IPF's purchased with a max Discount of 30%.
	TBI-Service-CT-IPF70, Warranty Enhancement (3 Years) on CleverTouch monitors 70" or larger. Includes removal, shipping, reinstallation of any defective equipment.	\$ 449.00	\$ 415.00	N/A	N/A	Y, 5% Discount for every 10 IPF's purchased with a max Discount of 30%.
	Edge-LifelineOS-Service-TBI, Lifeline Services including Onsite Support. Includes 48 Hour Onsite Support - 10 Classroom Minimum	\$100/Classroom	\$95/Classroom	\$150/night for any overnight visits	\$.65/mile for districts outside 60 miles of Tierney Headquarters	Y, 10% discount per room with over 20 rooms covered. 20% discount per room with over 50 rooms covered.
	Edge-LifelineOS-Plus-Service-TBI, Lifeline Onsite Service plus summer cleanings. Includes 48 Hour onsite support along with annual testing and cleaning of AV equipment - 10 Classroom Minimum	\$130/Classroom	\$120/Classroom	\$150/night for any overnight visits	\$.65/mile for districts outside 60 miles of Tierney Headquarters	Y, 10% discount per room with over 20 rooms covered. 20% discount per room with over 50 rooms covered.
	Edge-SummerCL-Service-TBI, Clean and Test all AV equipment in each classroom during summer or other extended breaks. 10 Classroom Minimum	\$50/classroom	\$45/Classroom	\$150/night for any overnight visits	\$.65/mile for districts outside 60 miles of Tierney Headquarters	Y, 10% discount on 100 rooms or more. 15% discount on 200 or more rooms
	Standard Service Call - 3-5 day on-site response	\$275 for the first 2 hours and \$75/hour after initial 2 hours	\$225 standard service visit for first 2 hours; \$50/hour each additional hour thereafter	\$150/night for any overnight visits	\$.65/mile for districts outside 60 miles of Tierney Headquarters	N/A
		\$425 Emergency Service Visit for first 2 hours; \$75 each additional hour	(within 8 business hours) for first 2 hours; \$50 each additional hour	\$150/night for any overnight visits	\$.65/mile for districts outside 60 miles of Tierney Headquarters	N/A

*Please see attached Edge Support Services booklet for full description on these services

Form C.5 - Volume Discounts

***Please note this spreadsheet has multiple workbooks/tabs.**

Instructions. Please complete the form below if your company is offering additional discounts for a one time purchase OR a group of local agencies in a geographic area are combining requirements (estimate annual spend). This form has been formatted to print to one page width. Please note this is an **optional form**.

Responding Company's Name: Tierney Brothers, Inc.

OPTIONAL FORM

Dollar Amount From	Dollar Amount To	Catalog	Additional Discount Offered
\$250,000.00	\$1,000,000.00	Chromebooks	2%*
\$100,000.00	\$500,000.00	SMART	5%*
\$100,000.00	\$500,000.00	Epson	1%*

*These volume discounts apply for equipment purchased on same purchase order. We will work with local agencies on a case by case basis who choose to combine requirements for annual spend.

Form C.6A - Pricing Scenario (Classroom)

*Please note this workbook has multiple tabs.

Instructions. In the form below, please develop a quote using the requirements specified below. Pricing for the project should reflect the discounts and pricing listed in forms C.1, C.2A, and C.3. Pricing entered on in this quote from C.2B and C.4 must be entered into the Additional Options Section. **Please include a rendering of the quoted project.** *Please note this is a required form.

Responding Company's Name:

Tierney Brothers, Inc.

REQUIRED FORM

Scenario: A middle school is being upgraded with new technology in each of its 25 classrooms. Assume that all necessary network cabling is already in place when providing the quote below. Follow the specifications outlined below and provide your company's best response. *Note, all solutions must be of commercial grade.

Classroom Dimensions: 28 feet wide, 32 feet long, 9 foot ceilings, no tiered seating, 2x2 ceiling tiles, recessed lighting. Back row to front wall is 27 - 29 feet.

1) Interactive LED Flat Panel Monitor with Integrated Speakers (min. of 70" diagonal display, 5 year min. warranty): that will need to be mounted to the wall (adjustable wall mount preferred), the flat panel must operate with finger touch and pen writing devices and must have a minimum of four (4) point multi-touch for multiple users to annotate on the screen at one time. The flat panel must have a minimum of 1920x1080 HD resolution. The flat panel must also have full mouse capability and the ability to connect to computers and accessories with a minimum of three (3) HDMI connections, one (1) VGA connection, one (1) LAN Network, one (1) Stereo Analog Audio input required. Describe any additional accessories or devices available for use with the interactive flat panel. The flat panel must be able to connect wirelessly to a network. Must be MAC and PC compatible. Must have anti-glare and heat-tempered/low friction glass. Capability to connect to 120 volt outlet. Must have a minimum 2mm accuracy and 12ms response time. Respondent must also quote the cost of any software needed to run the Interactive LED Flat Panel. Estimated Quantity: 25.

2) Presentation/Collaboration System: must be compatible with multiple devices and operating systems such as Windows, MAC, iOS, and Android. Must have connectivity to support both voice and audio. Must allow for multiple devices to connect at once and must have capability to display a minimum of four (4) screens at one time. Ability for teacher to control and/or monitor student devices that are connected. Ability to enable students with interactive activities, annotation, and note-taking. Estimated Quantity: 25.

3) Document Camera: flexibility to manipulate image with magnification and object rotation. Has the ability to show two and three-dimensional objects. Ability to capture and save video/picture files in multiple playback formats, such as .jpg, .mov, .mp3, .wmv, etc. Ability to convert to any standard lab microscope with necessary adapters. Must be portable, minimum of 1280x1024 SXGA. Must have auto-focus, digital zoom of 16X minimum, and shooting size of 8.5" x 11". Must be able to directly connect with Interactive LED Flat Panel. Estimated Quantity: 25.

4) Microphone: 1.90GHz digital IR with built-in coexistence and security features (i.e. no room-to-room carry over). Hands-free, lightweight wireless microphone. Input connections for TV, Computer (PC & MAC), Interactive LED Flat Panel. Respondent should only quote a lapel style microphone. Estimated Quantity: 25.

5) Projector - Ultra Short Throw, Wall Mounted: Please quote a **Laser, DLP, and LCD projector** that meet the minimum (or higher) specifications: must have high definition HDMI interface, RJ45, and RS232 connection for management purposes. Projector must have a minimum of 3300 ANSI Lumens with lamp economy mode, must have Keystone Correction, remote control, physical on/off bottom, wall mounted bracket. Describe input/output options in note sections. Estimated Quantity: 25.

6) Speakers - Ceiling or Wall Mounted (or combination): Speakers must be ceiling or wall mounted, if wall mounted please quote appropriate wall mounting equipment. Estimated Quantity: 100, 4 per classroom.

7) Services Design & Install: Design and install services must be quoted as a line item purchase within this scenario, please include pricing for those services.

8) Additional Options - Detailed Hardware: Items outside of 1-7 (listed above) should not be included in this quoted solution, however, additional items can be listed and quoted separately using the pricing section labeled "Additional Options". A respondent may quote additional items that they would suggest in this scenario in addition to items 1-7 (listed above). Any items included in the Additional Options section, must be considered a multimedia solution and must be found on form C.2A. Items that are considered as value-added technology solutions may not be included in this scenario.

8A) Rack and Server Space: Include in the Additional Options section, the appropriate amount of rack space needed for installing equipment. If your company does not provide rack space, please leave a comment in the note section.

8B) Power Conditioners: Please quote in the Additional Options section any power conditioners that should be included with this amount of equipment. If your company does not provide power conditioners, please leave a comment in the note section.

9) Support Services: Please include any support services that you would recommend to the middle school and quote them under Additional Options.

Quoted Scenario (1-7)

Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Energy Star Rated: Y or N	UOM	Catalog List Price	Category Discount	Net Price To Member	Number of Units	Net Extended Price
------------------	---------------------	--------------	------------------	------------	---------------------------	-----	--------------------	-------------------	---------------------	-----------------	--------------------

1) Interactive LED Flat Panel Monitor with Integrated Speakers	70" LED with integrated Android OS 1080p, 10 point touch, 8Gb internal hard drive, anti-glare, black bezel, USB A-B cable, 3 x HDMI, 3 x VGA, 1080p, speakers, RS232, CleverLynx and Snowflake Multiteach Software, DisplayNote Presenter Licence, 3 year warranty	CleverTouch	CTPlus-70	CTPlus-70	Y	Each	\$ 3,999.00	8%	\$ 3,699.00	25	\$ 92,475.00
1) Wall Mount	Large Fusion Micro-Adjustable Tilt Wall Mount	Chief	LTM1U	LTM1U	N	Each	\$ 298.00	34%	\$ 196.00	25	\$ 4,900.00
1) Cat5 Extender	USB 2.0 CAT5 Extender	Black Box	IC280A	IC280A	N	Each	\$ 348.95	2%	\$ 341.97	25	\$ 8,549.28
2) Presentation/Collaboration System	NetSupport School Classroom Management Software	NetSupport	NSS025	NSS025	N	Each	\$ 49.35	18%	\$ 40.00	25	\$ 1,000.00
3) Document Camera	F17HD 32x zoom, 30fps HD Video, 1080p Portable FlexArm Document Camera	Aver	VISIF17HD	VISIF17HD	N	Each	\$ 399.99	15%	\$ 339.00	25	\$ 8,475.00
4) Microphone	Orbiter pendant microphone, desktop receiver, charger, and power supply	Cetacea	ORB-CMD-001	ORB-CMD-001	N	Each	\$ 475.00	14%	\$ 409.00	25	\$ 10,225.00
5) Projector - Ultra Short Throw, Wall Mounted	PowerLite 585W 3LCD Projector with included mount	Epson	V11H602020	585W	Y	Each	\$ 1,199.00	4%	\$ 1,149.00	25	\$ 28,725.00
6) Speakers - Ceiling	1 Powered spkr w/ 3 companion spkrs	AMK	QSA615-MD	QSA615-MD	N	Each	\$ 872.00	43%	\$ 499.00	100	\$ 49,900.00
7) Services Design & Install	Design Engineering & Installation Services	Tierney Brothers, Inc.	N/A	N/A	N	Each	\$ 378.00	13%	\$ 327.60	25	\$ 8,190.00
									\$ -		\$ -
									\$ -		\$ -
									\$ -		\$ -
									\$ -		\$ -
									\$ -		\$ -
									\$ -		\$ -
									\$ -		\$ -
									\$ -		\$ -
									\$ -		\$ -
									\$ -		\$ -
									\$ -		\$ -
									\$ -		\$ -
									\$ -		\$ -
									\$ -		\$ -
Total Project Quote									\$ 7,000.58		\$ 212,439.28

Notes:

1) Interactive LED Flat Panel Monitor with Integrated Speakers (min. of 70" diagonal display, 5 year min. warranty): Additional 2 year warranty quoted in Options & Support Services section to extend monitor warranty to 5 years.

**5) Projector - Ultra Short Throw, Wall Mounted. Additional options, as requested -
DLP Projector Option: Optoma W319UST (Net Member Price = \$939 per unit); Optoma Wall Mount (Net Member Price = \$189 per unit)
Laser Projector Option: Casio XJ-UT310WN (Net Member Price = \$1,739 per unit); Casio Wall Mount (Net Member Price = \$239 per unit)**

The following narrative is being provided to supplement the Classroom scenario specification. Please also refer to "Exhibit E_Classroom Drawing" for a high quality rendering, as requested.

The room will consist of a single 70" interactive display. The display will be wall mounted using a tilt wall mount. Three additional displays will be ceiling mounted in the center of the room; one facing the presenter as a confidence monitor, and two additional 70" displays facing the audience. A wall mounted ultra-short throw projector will also be provided. The projector will display content on a wall mounted electric screen measuring 58" X 104" (119" diagonal).

Presentation/ Collaboration System will be provided via NetSupport School software, and individual device licensing.

A document camera will be provided.

Audio reinforcement within the space will be accomplished using a Cetacea Orbiter system that includes a pendant transmitter microphone, 2.4 GHz RF, as well as the required inputs. The Orbiter will be used in conjunction with 4 ceiling mounted speakers per classroom.

Additional Options & Support Services (8-9)

Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Energy Star Rated: Y or N	UOM	Catalog List Price	Category Discount	Net Price To Member	Number of Units	Net Extended Price
8) Detailed Hardware	Standard Series HDMI High Speed with Ethernet Cable 3ft	Comprehensive	HD-HD-3EST	HD-HD-3EST	N	Each	\$ 9.99	40%	\$ 6.00	50	\$ 300.00
8) Detailed Hardware	CAT5e 350 MHz Assembly Cable Black 7ft.	Comprehensive	CAT5E-ASY-7BLK	CAT5E-ASY-7BLK	N	Each	\$ 4.99	40%	\$ 3.00	25	\$ 75.00
8) Detailed Hardware	CAT5e 350MHz Assembly Cable Black 5ft.	Comprehensive	CAT5E-ASY-5BLK	CAT5E-ASY-5BLK	N	Each	\$ 3.99	25%	\$ 3.00	75	\$ 225.00
8) Detailed Hardware	Standard Series HDMI High Speed with Ethernet Cable 6ft	Comprehensive	HD-HD-6EST	HD-HD-6EST	N	Each	\$ 14.99	40%	\$ 9.00	25	\$ 225.00
8) Detailed Hardware	35' HDMI extension cable	Liberty	DFO-35P	DFO-35P	N	Each	\$ 240.00	31%	\$ 165.00	25	\$ 4,125.00
8) Detailed Hardware	Liberty DigitalX Twin Category Cable HDMI 1.4 Receiver with power supply	Liberty	DL-HDCAT-R	DL-HDCAT-R	N	Each	\$ 160.00	38%	\$ 99.00	25	\$ 2,475.00
8) Detailed Hardware	DigitalX 1X2 Slim HDMI DA with 4k Support	Intelix	DL-DA12S	DL-DA12S	N	Each	\$ 99.95	41%	\$ 59.00	25	\$ 1,475.00
8) Detailed Hardware	Cat5 Distribution Box Bracket	Chief	FCA100	FCA100	N	Each	\$ 31.00	48%	\$ 16.00	50	\$ 800.00
8) Detailed Hardware	USB 1.1 CAT5 Extender, 1-Port	Black Box	IC101A	IC101A	N	Each	\$ 79.95	2%	\$ 78.35	25	\$ 1,958.75
8) Detailed Hardware	Wall Plate	Liberty	TIERNE-WQ490555	TIERNE-WQ490555	N	Each	\$ 226.34	43%	\$ 129.00	25	\$ 3,225.00
9) Support Services	CleverTouch Interactive Display Extension of Manufacturer's Warranty for 2 Years (Extending display warranty to 5 years)	Tierney Brothers, Inc.	CT2YREXT-Service-TBI	CT2YREXT-Service-TBI	N	Each	\$ 149.00	7%	\$ 139.00	25	\$ 3,475.00
9) Support Services	2-Year Exchange - Extended Service Plan for Epson 585W Projector (Extending projector warranty to 5 years)	Tierney Brothers, Inc.	EPPEXA2	EPPEXA2	N	Each	\$ 149.00	2%	\$ 146.02	25	\$ 3,650.50
9) Support Services	CleverTouch Interactive Display 3 Year Priority Warranty Enhancement	Tierney Brothers, Inc.	TBI-SERVICE-CL-IFP70	TBI-SERVICE-CL-IFP70	N	Each	\$ 449.00	8%	\$ 415.00	25	\$ 10,375.00
9) Support Services	Full Day Training Session	Tierney Brothers, Inc.	TBIPD10	TBIPD10	N	Each	\$ 1,399.00	14%	\$ 1,199.00	1	\$ 1,199.00
Total Additional Options							\$ 3,017.20		\$ 2,466.37		\$ 33,583.25

Notes:
8A) Rack and Server Space: An equipment rack will not be required. Equipment will be mounted behind interactive display.
8B) Power Conditioners: Power conditioner has not been quoted as part of this solution.

***Please include a high quality rendering of the proposed quote listed above.**

Form C.6B - Pricing Scenario (Conference Center)

*Please note this workbook has multiple tabs.

Instructions. In the form below, please develop a quote using the requirements specified below. Pricing for the project should reflect the discounts and pricing listed in forms C.1, C.2A, and C.3. Pricing entered on in this quote from C.2B and C.4 must be entered into the Additional Options Section. **Please include a rendering of the quoted project.** *Please note this is a required form.

Responding Company's Name:

Tierney Brothers, Inc.

REQUIRED FORM

Scenario: A conference room that has the capacity to hold 120 people is being remodeled and upgraded. This conference room will be used in a lecture style setting (all attendees are front facing) and also in a collaborative setting (small groups). Assume that all necessary network cabling is already in place when providing the quote below. Follow the specifications outlined below and provide your company's best response. *Note, all solutions must be of commercial grade.

Conference Center Dimensions: 46 feet wide, 80 feet long, 13 foot ceilings, no tiered seating, 2x2 ceiling tiles, recessed lighting. Back row to front wall is dependent on size of furniture selected by the company responding.

1) Interactive LED Flat Panel Monitor with Integrated Speakers (min. of 70" diagonal display, 5 year min. warranty): that will need to be mounted to the wall (adjustable wall mount preferred), the flat panel must operate with finger touch and pen writing devices and must have a minimum of four (4) point multi-touch for multiple users to annotate on the screen at one time. The flat panel must have a minimum of 1920x1080 HD resolution. The flat panel must also have full mouse capability and the ability to connect to computer and accessories with a minimum of three (3) HDMI connections, one (1) VGA connection, one (1) LAN Network, one (1) Stereo Analog Audio input required. Describe any additional accessories or devices available for use with the interactive flat panel. The flat panel must be able to connect wirelessly to a network. Must be MAC and PC compatible. Must have anti-glare and heat-tempered/low friction glass. Capability to connect to 120 volt outlet. Must have a minimum 2mm accuracy and 12ms response time. Respondent must also quote the cost of any software needed to run the Interactive LED Flat Panel. Estimated Quantity: 1.

1a) LED Flat Panel Monitors (min. of 70" diagonal display, 5 year min. warranty): three (3) flat panels will be mounted in the center of the conference room; one (1) of the flat panels will face the presenter (in the front of the room) and the other two (2) flat panels will be facing the back of the room so people sitting on the right and left side of the room are able to see the presenters information and/or screen. The flat panels must have a minimum of 1920x1080 HD resolution. The flat panel must possess the minimum technical requirements to be interconnected with the interactive LED Flat Panel at the front of the room, displaying the presenters documents (i.e. presentation). The flat panel must be able to connect wirelessly to a network. Must be MAC and PC compatible. Must have anti-glare and heat-tempered/low friction glass. Capability to connect to 120 volt outlet. Estimated Quantity: 3.

2) System Controls: portable consule must allow user to select inputs raning from computer, to camera, to projector and screen. Respondent must quote any additional hardware pertaining to the systems controls in the Additional Options section (shown below). Estimated Quantity: 1.

3) Camera: ability to capture and save video and audio in multiple playback formats, such as .jpg, .mov, .mp3, .wmv, etc. Ability to follow presenter across the front of the room, or at a minimum capture the front of the room where the presenter will be located. Must be ceiling mounted, include auto-focus, and digital zoom. Must be able to directly connect with flat panels and drop down projection screen. Camera should give the user the ability to move the camera via remote control. Estimated Quantity: 1.

4) Microphone: 2.4 GHz digital RF with built in coexistence and security features (i.e. no room-to-room carry over). Microphones should be lightweight and have wireless connectivity. Input connections for TV, Computer (PC & MAC), Interactive LED Flat Panel. Respondent should quote both handheld and a lapel style microphone. Estimated Quantity: 2, 1 of each type of microphone.

5) Projector - Ceiling Mounted: Please quote a Laser, DLP, and LCD projector that meet the minimum (or higher) specifications: must have high definition HDMI interface, RJ45, and RS232 connection for management purposes. Projector must have a minimum of 3300 ANSI Lumens with lamp economy mode, must have Keystone Correction, remote control, physical on/off bottom, ceiling mounted bracket. Describe input/output options in note sections. Estimated Quantity: 1.

6) Speakers - Ceiling Mounted: Speakers must be ceiling mounted and flush with the ceiling tile. Estimated Quantity: 10.

7) Motorized Drop Down Projection Screen - Ceiling or Wall Mounted (min. 10' diagonal display): ability to be controlled by a switch and/or media console. Screen must be able to integrate with flat panels and system solution for presentation modes. Estimated Quantity: 1.

8) Furniture: capacity to seat up to 90 attendees. Please quote tables and chairs that will suit both environments, lecture (front facing) and collaboration (small groups). Furniture must be easy to move and chairs must be stackable when not in use. Please note the furniture warranty in the notes section.

9) Services Design & Install: Design and install services must be quoted as a line item purchase within this scenario, please include pricing for those services.

10) Additional Options - Detailed Hardware: Items outside of 1-9 (listed above) should not be included in this quoted solution, however, additional items can be listed and quoted separately using the pricing section labeled "Additional Options". A respondent may quote additional items that they would suggest in this scenario in addition to items 1-9 (listed above). Any items included in the Additional Options section, must be considered a multimedia solution and must be found on form C.2A. Items that are considered as value-added technology solutions may not be included in this scenario.

10A) Rack and Server Space: Include in the Additional Options section, the appropriate amount of rack space needed for installing equipment. If your company does not provide rack space, please leave a comment in the note section.

10B) Power Conditioners: Please quote in the Additional Options section any power conditioners that should be included with this amount of equipment. If your company does not provide power conditioners, please leave a comment in the note section.

11) Support Services: Please include any support services that you would recommend to the middle school and quote them under Additional Options.

Quoted Scenario (1-9)

Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Energy Star Rated: Y or N	UOM	Catalog List Price	Category Discount	Net Price To Member	Number of Units	Net Extended Price
1) Interactive LED Flat Panel Monitor with Integrated Speakers	70" LED with integrated Android OS 1080p, 10 point touch, 8Gb internal hard drive, anti-glare, black bezel, USB A-B cable, 3 x HDMI, 3 x VGA, 1080p, speakers, RS232, CleverLynx and Snowflake Multiteach Software, DisplayNote Presenter Licence, 3 year warranty	CleverTouch	CTPlus-70	CTPlus-70	Y	Each	\$ 3,999.00	8%	\$ 3,699.00	1	\$ 3,699.00
1) Wall Mount	Large Fusion Micro-Adjustable Tilt Wall Mount	Chief	LTM1U	LTM1U	N	Each	\$ 298.00	34%	\$ 196.00	1	\$ 196.00
1) Cat5 Extender	USB 2.0 CAT5 Extender	Black Box	IC280A	IC280A	N	Each	\$ 348.95	2%	\$ 341.97	1	\$ 341.97
1a) LED Flat Panel Monitors	70" Class (69 - 1/2" diagonal) Screen Size	Sharp	LC70LE661U	LC70LE661U	Y	Each	\$ 2,379.00	16%	\$ 1,988.00	3	\$ 5,964.00
1a) LED Flat Panel Monitors: Mounting Equipment	XL, SINGLE COLUMN, CEILING MOUNT	Chief	XCM1U	XCM1U	N	Each	\$ 517.00	37%	\$ 328.00	3	\$ 984.00
1a) LED Flat Panel Monitors: Mounting Equipment	Off Set Fixed Ceiling Plate-Use w/1 1/2" NPT	Chief	CMA330	CMA330	N	Each	\$ 84.00	56%	\$ 37.00	3	\$ 111.00
1a) LED Flat Panel Monitors: Mounting Equipment	3'-5' Adjustable Extension Column	Chief	CMS0305	CMS0305	N	Each	\$ 171.00	25%	\$ 128.25	3	\$ 384.75
2) System Controls	Ipad2/Wifi/16GB/Black	Apple	Ipad2	Ipad2	Y	Each	\$ 699.99	41%	\$ 416.00	1	\$ 416.00
2) System Controls	RTiPanel Premium/e RTiPanel eLicense for iPad, iPhone, iPod Touch	RTI	10-210458-21	10-210458-21	N	Each	Variable	N/A	\$ 157.40	1	\$ 157.40
2) System Controls	XP Based Central Processor	RTI	10-210446-18	10-210446-18	N	Each	\$ 599.00	37%	\$ 380.00	1	\$ 380.00
2) System Controls	Luxul HIGH-POWER-WIRELES/300N/WAP	Luxul	XAP1230	XAP1230	N	Each	\$ 312.11	13%	\$ 270.00	1	\$ 270.00
3) Camera	Camera for Capture HD	Crestron	CAM-IFB-100	CAM-IFB-100	N	Each	\$ 800.00	44%	\$ 445.00	1	\$ 445.00
3) Camera	Hi-Def Capture Recorder	Crestron	CAPTURE-HD	CAPTURE-HD	N	Each	\$ 3,800.00	44%	\$ 2,112.00	1	\$ 2,112.00
4) Microphone	Handheld Wireless System	Shure	GLXD24/SM58 Z2	GLXD24/SM58 Z2	N	Each	\$ 624.00	42%	\$ 362.00	1	\$ 362.00
4) Microphone	Lavalier Wireless System	Shure	GLXD14/85 Z2	GLXD14/85 Z2	N	Each	\$ 686.00	41%	\$ 408.00	1	\$ 408.00
4) Microphone	Dual Microphone Preamplifier - Stereo Output	RDL	EZ-MPA2	EZ-MPA2	N	Each	\$ 246.10	32%	\$ 168.00	1	\$ 168.00
5) Projector - Ceiling Mounted	PowerLite 585W 3LCD Projector with included mount	Epson	V11H602020	585W	Y	Each	\$ 1,199.00	4%	\$ 1,149.00	1	\$ 1,149.00
6) Speakers - Ceiling Mounted	6.5" 20W Coaxial Loudspeaker	AMK	SA 615	SA 615	N	Each	\$ 260.00	44%	\$ 145.00	10	\$ 1,450.00
6) Speakers - Ceiling Mounted	1 x 120W Mixer-Amplifier, Fanless, 70/100V, 1U Half-Rack	JBL	CSMA1120	CSMA1120	N	Each	\$ 749.00	31%	\$ 518.00	1	\$ 518.00
7) Motorized Drop Down Projection Screen	Da-Lite wall mounted electric screen 58" X 104" 16:9 119" diagonal	Da-Lite	88393LS	88393LS	Y	Each	\$ 1,437.00	32%	\$ 980.00	1	\$ 980.00
8) Furniture	Flex Training Table 23" X 60" x/2-Glides 2-Casters, Indigo & Black	Spectrum	37266IB	37266IB	N	Each	\$ 684.00	50%	\$ 342.00	45	\$ 15,390.00
8) Furniture	Box 1 Flex Training Table 24" X 50" Work Surface, Indigo	Spectrum	0106153I	0106153I	N	Each	\$ -	0%	\$ -	45	\$ -

8) Furniture	Box 2 Flex Table Legs 2-Glides 2-Casters, Black	Spectrum	0106150B	0106150B	N	Each	\$ -	0%	\$ -	45	\$ -
8) Furniture	Stack 4.0 Series OM Stacking Chair Black Plastic ST200	Spectrum	38272	38272	N	Each	\$ 168.00	49%	\$ 86.00	90	\$ 7,740.00
7) Services Design & Install	Design Engineering & Installation Services	Tierney Brothers, Inc.	N/A	N/A	N	Each	\$ 6,300.00	15%	\$ 5,380.00	1	\$ 5,380.00
Total Project Quote									\$ 20,036.62		\$ 49,006.12

Notes:
1) Interactive LED Flat Panel Monitor with Integrated Speakers (min. of 70" diagonal display, 5 year min. warranty) and 1a) LED Flat Panel Monitors (min. of 70" diagonal display, 5 year min. warranty): Additional 2 year warranty quoted in Options & Support Services section to extend monitor warranty to 5 years.

**5) Projector - Ultra Short Throw, Wall Mounted. Additional options, as requested -
DLP Projector Option: Optoma W319UST (Net Member Price = \$939 per unit); Optoma Wall Mount (Net Member Price = \$189 per unit)
Laser Projector Option: Casio XJ-UT310WN (Net Member Price = \$1,739 per unit); Casio Wall Mount (Net Member Price = \$239 per unit)**

The following narrative is being provided to supplement the Conference Room scenario specification. Please also refer to "Exhibit F_Conference Room Drawing" for a high quality rendering, as requested.

The room will consist of a single 70" interactive display. The display will be wall mounted using a tilt wall mount. Three additional displays will be ceiling mounted in the center of the room; one facing the presenter as a confidence monitor, and two additional 70" displays facing the audience. A wall mounted ultra-short throw projector will also be provided. The projector will display content on a wall mounted electric screen measuring 58" X 104" (119" diagonal).

Source material to the various displays will be provided via an OFE (owner furnished equipment) PC, Mac, presenter camera, or record preview. The system has digital, and analog inputs to connect up to 5 source devices. Video output to the various display devices will be the selected presentation source.

A wall mounted fixed camera will be installed, and adjusted to view the presenter at the front of the room. The camera will feed the presentation system as a source, as well as the recording device providing a content plus presenter view while recording. The recording device will allow for multiple playback formats.

Audio reinforcement within the space will be accomplished using 10 flush mounted in ceiling speakers evenly distributed throughout the space. A wireless handheld, and lavalier microphone will be provided for voice lift within the room, as well as audio feed to the recording device.

System control will be accomplished using an Apple iPad. The graphical user interface will allow the user to select the following system functions.

- System power on/off
- Source selection
- Program volume adjustments
- Individual microphone adjustments
- Record start, pause, and stop

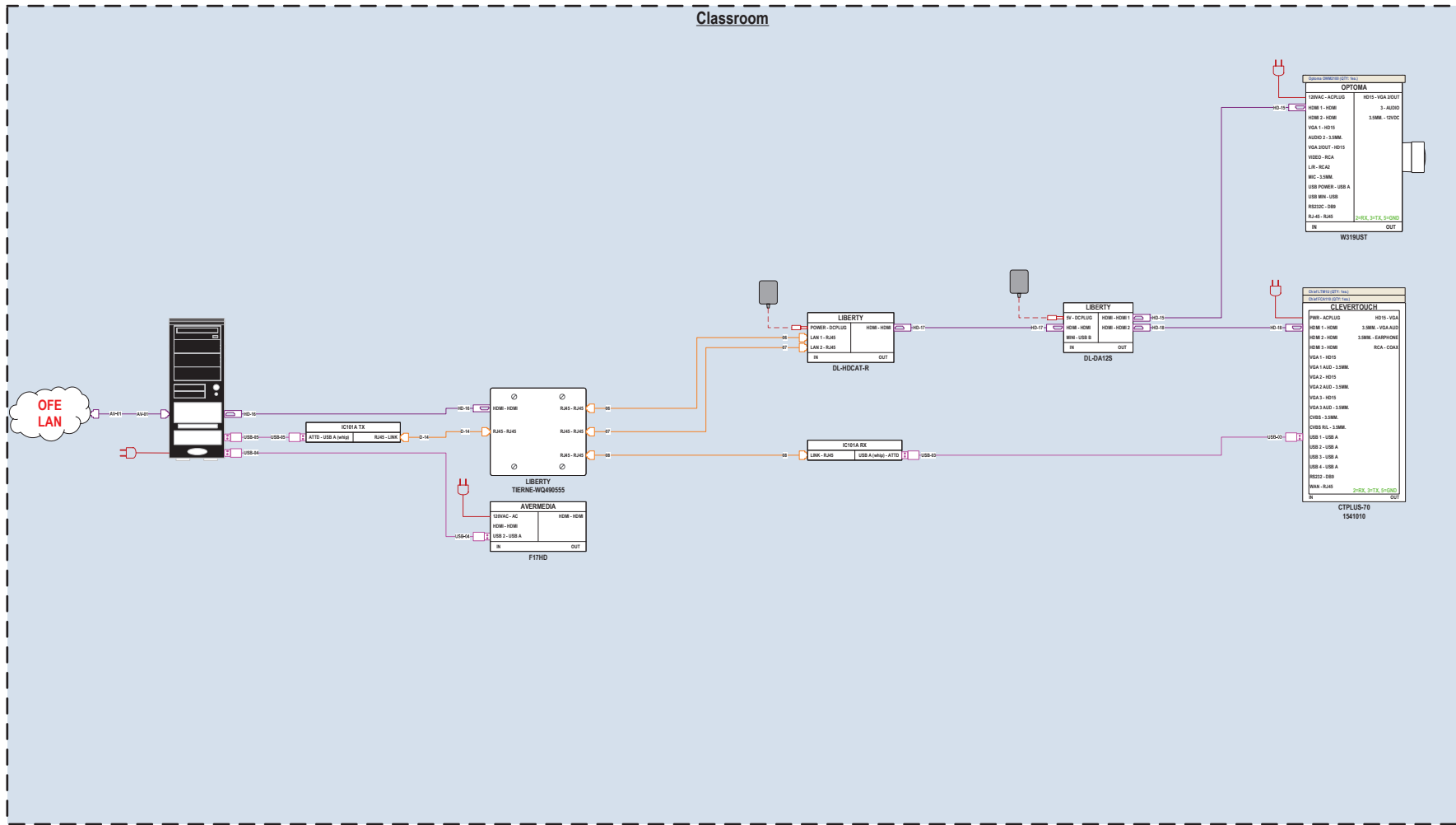
Additional Options & Support Services (10-11)

Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Energy Star Rated: Y or N	UOM	Catalog List Price	Category Discount	Net Price To Member	Number of Units	Net Extended Price
10) Additional Options - Detailed Hardware	Standard Series HDMI High Speed with Ethernet Cable 3ft	Comprehensive	HD-HD-6EST	HD-HD-3EST	N	Each	\$ 9.99	40%	\$ 6.00	9	\$ 54.00
10) Additional Options - Detailed Hardware	CAT5e 350 MHz Assembly Cable Black 3ft.	Comprehensive	CAT5E-ASY-3BLK	CAT5E-ASY-3BLK	N	Each	\$ 2.99	23%	\$ 2.30	13	\$ 29.89
10) Additional Options - Detailed Hardware	Plenum Cat5e 350 Mhz RJ-45 Plug to Plug Cable 50ft	Comprehensive	RJ45P-45P-50HRP	RJ45P-45P-50HRP	N	Each	\$ 69.99	40%	\$ 42.00	1	\$ 42.00
10) Additional Options - Detailed Hardware	Presentation Switcher - 5 Input x 2 Output	Liberty	DIGI-P52	DIGI-P52	N	Each	\$ 995.95	31%	\$ 685.00	1	\$ 685.00
10) Additional Options - Detailed Hardware	Distribution Amp - 1 HDMI Input to 4 HDBaseT Output Plus 1 HDMI Output	Liberty	DIGI-1X4B-1H	DIGI-1X4B-1H	N	Each	\$ 995.95	28%	\$ 719.00	2	\$ 1,438.00
10) Additional Options - Detailed Hardware	60m HDBaseT HDMI Over Twisted Pair Extender with PoE - Receiver	Liberty	DIGI-HD60-R	DIGI-HD60-R	N	Each	\$ 314.58	42%	\$ 181.00	5	\$ 905.00
10) Additional Options - Detailed Hardware	1:3 Composite Video DA	Kramer	PT-103V	PT-103V	N	Each	\$ 175.00	24%	\$ 133.00	1	\$ 133.00
10) Additional Options - Detailed Hardware	AV Series 12Port/8PoE+ Giga Switch	Luxul	AMS-1208P L	AMS-1208P L	N	Each	\$ 499.95	35%	\$ 325.00	1	\$ 325.00

10A) Rack and Server Space	16RU 27"D Mobile Furniture Rack in Knotted Maple Finish	Middle Atlantic	MFR-1627KM	MFR-1627KM	N	Each	\$ 962.00	42%	\$ 558.00	1	\$ 558.00
10A) Rack and Server Space	Rear Rackrail Kit	Middle Atlantic	MFR-RRK-16	MFR-RRK-16	N	Each	\$ 48.00	38%	\$ 29.76	1	\$ 29.76
10A) Rack and Server Space	1 Space (1 3/4") Vented Rack Shelf	Middle Atlantic	U1V	U1V	N	Each	\$ 55.14	38%	\$ 34.19	1	\$ 34.19
10A) Rack and Server Space	Rackmount Power Distribution Unit	Liberty	PDU1220	PDU1220	N	Each	\$ 171.00	40%	\$ 103.00	1	\$ 103.00
10A) Rack and Server Space	1-Space Vent Panel -1 3/4"	Middle Atlantic	VT1	VT1	N	Each	\$ 18.04	38%	\$ 11.18	7	\$ 78.29
10A) Rack and Server Space	Rackscrews, 10-32, Truss-Head	Middle Atlantic	HP	HP	N	Each	\$ 29.00	38%	\$ 17.98	1	\$ 17.98
10A) Rack and Server Space	Universal Rack Tray	Shure	URT2	URT2	N	Each	\$ 30.00	28%	\$ 21.60	1	\$ 21.60
11) Support Services	CleverTouch Interactive Display Extension of Manufacturer's Warranty for 2 Years (Extending CleverTouch display warranty to 5 years)	Tierney Brothers, Inc.	CT2YREXT-Service-TBI	CT2YREXT-Service-TBI	N	Each	\$ 149.00	7%	\$ 139.00	1	\$ 139.00
11) Support Services	2 Year Additional Warranty for Sharp Displays (Extending Sharp display warranty to 5 years)	Tierney Brothers, Inc.	SYN2CBT8RROE	SYN2CBT8RROE	N	Each	\$ 192.99	0%	\$ 192.99	3	\$ 578.97
11) Support Services	2-Year Exchange - Extended Service Plan for Epson 585W Projector (Extending projector warranty to 5 years)	Tierney Brothers, Inc.	EPPEXPA2	EPPEXPA2	N	Each	\$ 149.00	2%	\$ 146.02	1	\$ 146.02
9) Support Services	CleverTouch Interactive Display 3 Year Priority Warranty Enhancement	Tierney Brothers, Inc.	TBI-SERVICE-CL-IFP70	TBI-SERVICE-CL-IFP70	N	Each	\$ 449.00	8%	\$ 415.00	1	\$ 415.00
9) Support Services	Professional Development (Two Training Sessions)	Tierney Brothers, Inc.	TBIPD18	TBIPD18	N	Each	\$ 799.00	0%	\$ 799.00	1	\$ 799.00
									\$ -		\$ -
									\$ -		\$ -
									\$ -		\$ -
									\$ -		\$ -
Total Additional Options							\$ 6,116.57		\$ 4,561.02		\$ 6,532.70

Notes:
10B) Power Conditioners: Power conditioner has not been quoted as part of this solution.

***Please include a high quality rendering of the proposed quote listed above.**



Classroom



TIERNEY
 INTERACTIVE SOLUTIONS - IMPROVED COLLABORATION - IMPROVED PERFORMANCE

TIERNEY BROTHERS, INC.
 3300 UNIVERSITY AVENUE
 MINNEAPOLIS, MN 55414
 (612) 933-5500
 (800) 933-7337
 WWW.TIERNEYBROTHERS.COM

SE: J. KELSEY D.
 KNUTSON
 DE:

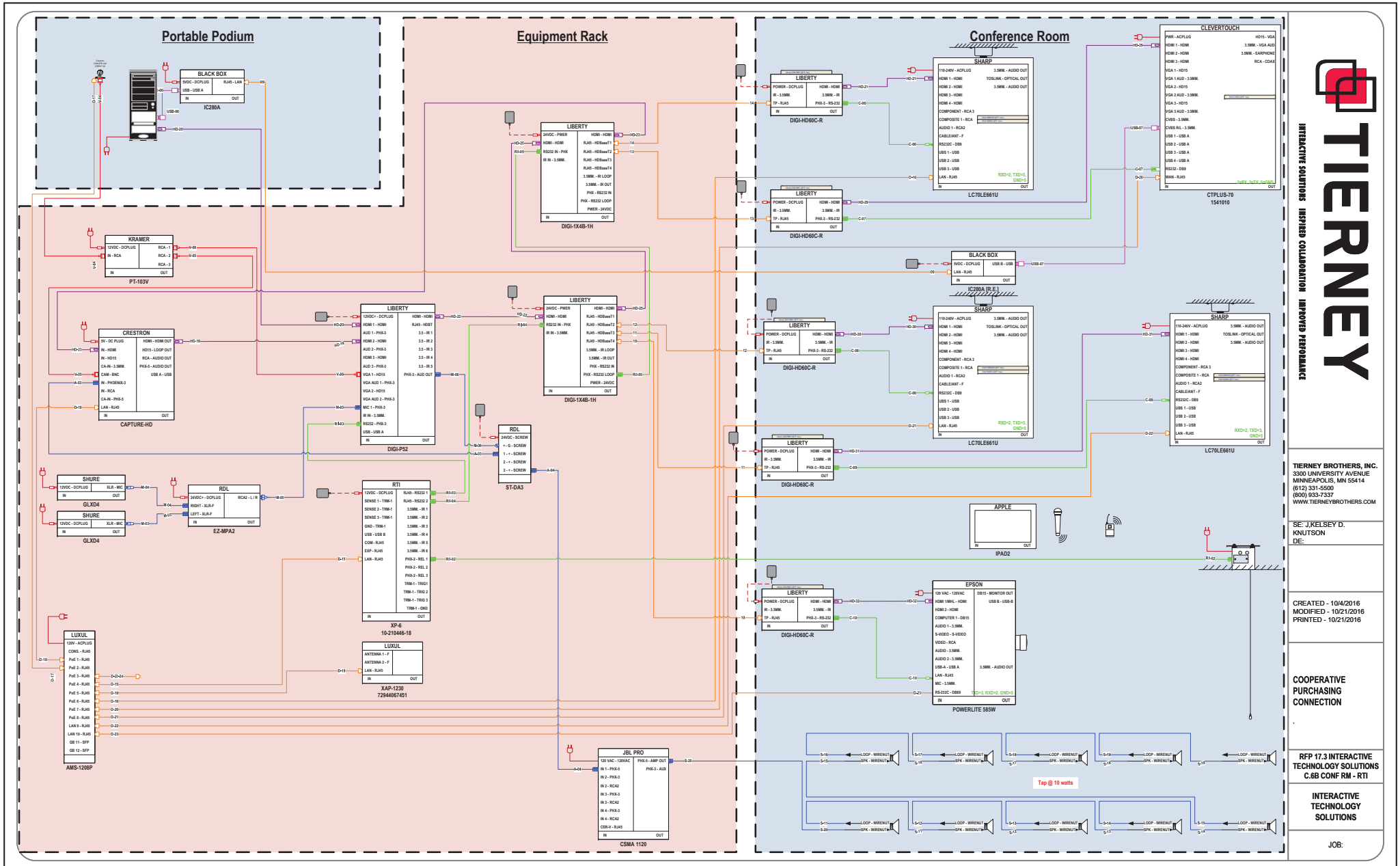
CREATED - 10/4/2016
 MODIFIED - 10/12/2016
 PRINTED - 10/12/2016

COOPERATIVE
 PURCHASING
 CONNECTION

RFP 17.3 INTERACTIVE
 TECHNOLOGY SOLUTIONS
 C.6B - CLASSROOM

INTERACTIVE
 TECHNOLOGY
 SOLUTIONS

JOB:



TIERNEY BROTHERS, INC.
 3300 UNIVERSITY AVENUE
 MINNEAPOLIS, MN 55414
 (612) 331-5500
 (800) 933-7337
 WWW.TIERNEYBROTHERS.COM

SE: J.KELSEY D. KNUTSON
 DE:

CREATED - 10/4/2016
 MODIFIED - 10/21/2016
 PRINTED - 10/21/2016

COOPERATIVE PURCHASING CONNECTION

RFP 17.3 INTERACTIVE TECHNOLOGY SOLUTIONS C.SB CONF RM - RTI

INTERACTIVE TECHNOLOGY SOLUTIONS

JOB:

Form D – References

Instructions: Please provide three references in the spaces below. References should be from organizations that have purchased and/or used products and/or services that relate to the scope of this RFP.

Responding Company's Name:	Tierney Brothers, Inc.
Reference #1 – Product/Service Used:	Smart, Epson, Front Row, Chromebooks, Installation and Maintenance Services
Reference Name	Prior Lake Public Schools
Reference Contact Name <ul style="list-style-type: none">• Phone• Email	Marcus Milazzo 952-226-0000 marcusmilazzo@priorlake-savage.k12.mn.us
Notes (for CPC use only):	

Reference #2 – Product/Service Used:	Smart, Epson, Front Row, Installation Services
Reference Name	St. Michael-Albertville Schools
Reference Contact Name <ul style="list-style-type: none">• Phone• Email	Wayne Hoistad 763-497-6523 wayneh@stma.k12.mn.us
Notes (for CPC use only):	

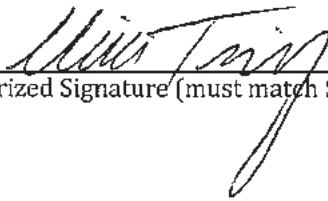
Reference #3 - Product/Service Used:	Projectors, Smart Panels, Chromebooks
Reference Name	Fillmore Public Schools
Reference Contact Name <ul style="list-style-type: none">• Phone• Email	Neil Lundgren 507-886-6464 neil.lundgren@isd2198.k12.mn.us
Notes (for CPC use only):	

Form E – Level of Support

Instructions: Please indicate the level of support you will offer on this contract category. Check only one box in each section.

Prices are (check one box):	
<input type="checkbox"/>	No different from what we ordinarily offer to individual members.
<input type="checkbox"/>	Two percent (2%) lower than our best price to individual members.
<input type="checkbox"/>	Three percent (3%) lower than our best price individual members.
<input type="checkbox"/>	Four percent (4%) lower than our best price to individual members.
<input type="checkbox"/>	Five percent (5%) lower than our best price to individual members.
<input type="checkbox"/>	Ten percent (10%) lower than our best price to individual members.
<input checked="" type="checkbox"/>	Other, please explain <small>Tierney has extended additional discounts for CPC's participating agencies above what we would normally offer to individual members. The amount of added discount varies between manufacturers but is between 2-10%.</small>

Prices are (check one box):	
<input type="checkbox"/>	No different from what we ordinarily offer to other consortiums.
<input type="checkbox"/>	Two percent (2%) lower than our best price to other consortiums.
<input type="checkbox"/>	Three percent (3%) lower than our best price other consortiums.
<input type="checkbox"/>	Four percent (4%) lower than our best price to other consortiums.
<input type="checkbox"/>	Five percent (5%) lower than our best price to other consortiums.
<input type="checkbox"/>	Ten percent (10%) lower than our best price to other consortiums.
<input checked="" type="checkbox"/>	Other, please explain <small>Tierney has extended additional discounts for CPC's participating agencies above what we would normally offer to other consortiums. The amount of added discount varies between manufacturers but is between 2-10%.</small>



 Authorized Signature (must match Signature on Form F)

10/21/16

 Date

Form F – Assurance of Compliance

The respondent has carefully checked the accuracy of all items including description, price per unit, and listed total price per item in this proposal. In addition, the respondent accepts the general provisions of the proposal, including delivery timelines, and all responsibilities of delivery as outlined.

The respondent is aware of any detailed and special conditions. This form establishes the minimum criteria that a "responsible contractor" must meet to be awarded a contract resulting from this solicitation, this criteria includes:

- Compliance with workers' compensation and unemployment compensation requirements, registration with the Department of Revenue and DEED, and has a valid federal tax identification number (or Social Security number, if an individual);
- Compliance with: minimum wages, overtime, prevailing wages, timely payment of wages to employees, no misrepresentation of employment relationship, Fair Labor Standards Act, and U.S. federal prevailing wage, all according to existing statutes, and the bill specifies when a violation occurs;
- Compliance with (an no violations in past three years) of 181.723 (independent contractors); and chapter 326B (construction codes and licensing);
- No current tax liens or tax delinquencies;
- Not currently debarred by the federal government, the state, or a municipality;
- Subcontractors or vendors the awarded vendor(s) intends to use have verified that they meet the clauses mentioned above.

CPC members are not obligated to verify any of the information in the contractor certification and have no liability if they reasonably rely on the certification statement in awarding the contract, or if they decline to award the contract based on a reasonable determination that the awarded vendor(s)/contractor failed to verify compliance.

In submitting this proposal, it is understood that the respondent is submitting a signed statement under oath verifying the respondent as a "responsible contractor". CPC reserves the right to reject any or all proposals, and it is agreed that this proposal may not be withdrawn during a period of one hundred-twenty (120) days from the time of the opening date.

Company Name: Tierney Brothers, Inc.

Authorized Agent's Signature: 

Agent's Name (printed): Michael Tierney, Director of Operations

Address: 3300 University Avenue SE

City/State/Zip: Minneapolis, MN 55414

Telephone Number: 612-331-5500 Email: michaeltierney@tierneybrothers.com

Form G – Contract Offer & Award

OFFER TO BE COMPLETED BY VENDOR

In compliance with the Request for Proposal, the undersigned warrants that I/we have examined the Instructions to Respondents and Technical Specifications, and being familiar with all of the conditions surrounding the proposed projects, hereby offer and agree to furnish all professional services in compliance with all terms, conditions, specifications and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance of this proposal.

The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to the Cooperative Purchasing Connection as stated in the evaluation section, will be a consideration in making the award.

This contract offer and award binds said vendor to all terms and conditions stated in the proposal until a contract has been signed by both parties.

Company Name: Tierney Brothers, Inc.

Address: 3300 University Avenue SE

City: Minneapolis State: MN Zip: 55414

Contract Contact Person: Melissa Spears melissaspears@tierneybrothers.com 612-800-5114

Authorized Signature:  _____

Printed Name: Michael Tierney, Director of Operations

ACCEPTANCE OF OFFER AND CONTRACT AWARD TO BE COMPLETED ONLY BY THE COOPERATIVE PURCHASING CONNECTION

Contract Term: It is the Cooperative Purchasing Connection's intent to award a contract for Interactive Technology Solutions. The contract term may be renewed annually, up to three (3) additional terms.

CPC Authorized Signature

17.3 – ITS
Contract Number

Awarded this _____ day of _____, 2016.

Form H – Proposal Checklist

The following items/submittals are required to be qualified as a respondent to the RFP. Respondents must submit an electronic version of their proposal by the due date and time listed in this RFP via Public Purchase (www.publicpurchase.com). Please take a moment to review the checklist provided and ensure all of the necessary documents have been uploaded with your response.

Your organization's uploaded proposal should include the following submitted and correctly labeled documents:

1. Form A – Vendor Information – Name of Company
 - i. *Submit as a PDF, not scanned.*
2. Form B – Questionnaire – Name of Company
 - i. *Submit as a Word (.doc or .docx) document.*
3. Form C – Pricing Schedule – Name of Company
 - i. *Submit as an Excel (.xls or .xlsx) document.*
4. Form D - References – Name of Company
 - i. *Submit as a PDF, not scanned.*
5. Form E – Level of Support – Name of Company
 - i. *Printed, signed, and scanned, submit as PDF.*
6. Form F – Assurance of Compliance – Name of Company
 - i. *Printed, signed, and scanned, submit as PDF.*
7. Form G – Contract Offer and Award – Name of Company
 - i. *Printed, signed, and scanned, submit as PDF.*
8. Form H – Proposal Checklist – Name of Company
 - i. *Printed, signed, and scanned, submit as PDF.*
9. Subcontractor Utilization Form – Name of Company
 - i. *Submit as PDF, not scanned.*

IMPORTANT: Forms MUST be submitted electronically in the format indicated for the proposal to receive consideration. MS Word documents with inserted images of completed documents will not be accepted. Please double check your uploaded documents for completion prior to submission.

Authorized Signature

Date

10/21/16

Cooperative Purchasing Connection

PARTNERED VENDOR/SUBCONTRACTOR UTILIZATION

(This form must be completed and returned with your response)

RFP Name: Interactive Technology Solutions

RFP Number: RFP 17.3

Partnered Vendor Name: Tierney Brothers, Inc.

If a subcontractor will not be used, check this box:

List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Company Name: Total Systems Integration Inc

Street Address: 1255 Meadow Parkway

City, State, Zip: Mayer MN 55360

Telephone: 952-239-7628

Primary Contact: Dan Otterdahl

Email Address of Contact: Dan@TotalSystemsIntegration.net

Services to be provided:

Install and programing

Company Name: Wagener Construction Inc

Street Address: 7250 181St Avenue Nw

City, State, Zip: Ramsey MN 55303

Telephone: (612) 363-0910

Primary Contact: Tom Wagener

Email Address of Contact: tom@wagenerconstruction.com

Services to be provided:

Install

Company Name: Brentec, Inc.

Street Address: 7227 Taffy Way

City, State, Zip: Eden Prairie MN 55346

Telephone: 612-599-3468

Primary Contact: Ron L Moldenhauer

Email Address of Contact: brentec@comcast.net

Services to be provided:

Install

Cooperative Purchasing Connection

PARTNERED VENDOR/SUBCONTRACTOR UTILIZATION

(This form must be completed and returned with your response)

RFP Name: Interactive Technology Solutions

RFP Number: RFP 17.3

Partnered Vendor Name: Tierney Brothers, Inc.

If a subcontractor will not be used, check this box:

List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Company Name: Total Systems Integration Inc

Street Address: 1255 Meadow Parkway

City, State, Zip: Mayer MN 55360

Telephone: 952-239-7628

Primary Contact: Dan Otterdahl

Email Address of Contact: Dan@TotalSystemsIntegration.net

Services to be provided:

Install and programing

Company Name: Wagener Construction Inc

Street Address: 7250 181St Avenue Nw

City, State, Zip: Ramsey MN 55303

Telephone: (612) 363-0910

Primary Contact: Tom Wagener

Email Address of Contact: tom@wagenerconstruction.com

Services to be provided:

Install

Company Name: Brentec, Inc.

Street Address: 7227 Taffy Way

City, State, Zip: Eden Prairie MN 55346

Telephone: 612-599-3468

Primary Contact: Ron L Moldenhauer

Email Address of Contact: brentec@comcast.net

Services to be provided:

Install

Cooperative Purchasing Connection

PARTNERED VENDOR/SUBCONTRACTOR UTILIZATION

(This form must be completed and returned with your response)

RFP Name: Interactive Technology Solutions

RFP Number: RFP 17.3

Partnered Vendor Name: Tierney Brothers, Inc.

If a subcontractor will not be used, check this box:

List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Company Name: Total Systems Integration Inc

Street Address: 1255 Meadow Parkway

City, State, Zip: Mayer MN 55360

Telephone: 952-239-7628

Primary Contact: Dan Otterdahl

Email Address of Contact: Dan@TotalSystemsIntegration.net

Services to be provided:

Install and programing

Company Name: Wagener Construction Inc

Street Address: 7250 181St Avenue Nw

City, State, Zip: Ramsey MN 55303

Telephone: (612) 363-0910

Primary Contact: Tom Wagener

Email Address of Contact: tom@wagenerconstruction.com

Services to be provided:

Install

Company Name: Brentec, Inc.

Street Address: 7227 Taffy Way

City, State, Zip: Eden Prairie MN 55346

Telephone: 612-599-3468

Primary Contact: Ron L Moldenhauer

Email Address of Contact: brentec@comcast.net

Services to be provided:

Install

Cooperative Purchasing Connection

PARTNERED VENDOR/SUBCONTRACTOR UTILIZATION

(This form must be completed and returned with your response)

RFP Name: Interactive Technology Solutions

RFP Number: RFP 17.3

Partnered Vendor Name: Tierney Brothers, Inc.

If a subcontractor will not be used, check this box:

List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Company Name: Total Systems Integration Inc

Street Address: 1255 Meadow Parkway

City, State, Zip: Mayer MN 55360

Telephone: 952-239-7628

Primary Contact: Dan Otterdahl

Email Address of Contact: Dan@TotalSystemsIntegration.net

Services to be provided:

Install and programing

Company Name: Wagener Construction Inc

Street Address: 7250 181St Avenue Nw

City, State, Zip: Ramsey MN 55303

Telephone: (612) 363-0910

Primary Contact: Tom Wagener

Email Address of Contact: tom@wagenerconstruction.com

Services to be provided:

Install

Company Name: Brentec, Inc.

Street Address: 7227 Taffy Way

City, State, Zip: Eden Prairie MN 55346

Telephone: 612-599-3468

Primary Contact: Ron L Moldenhauer

Email Address of Contact: brentec@comcast.net

Services to be provided:

Install

K-12 Education Territories



MINNESOTA



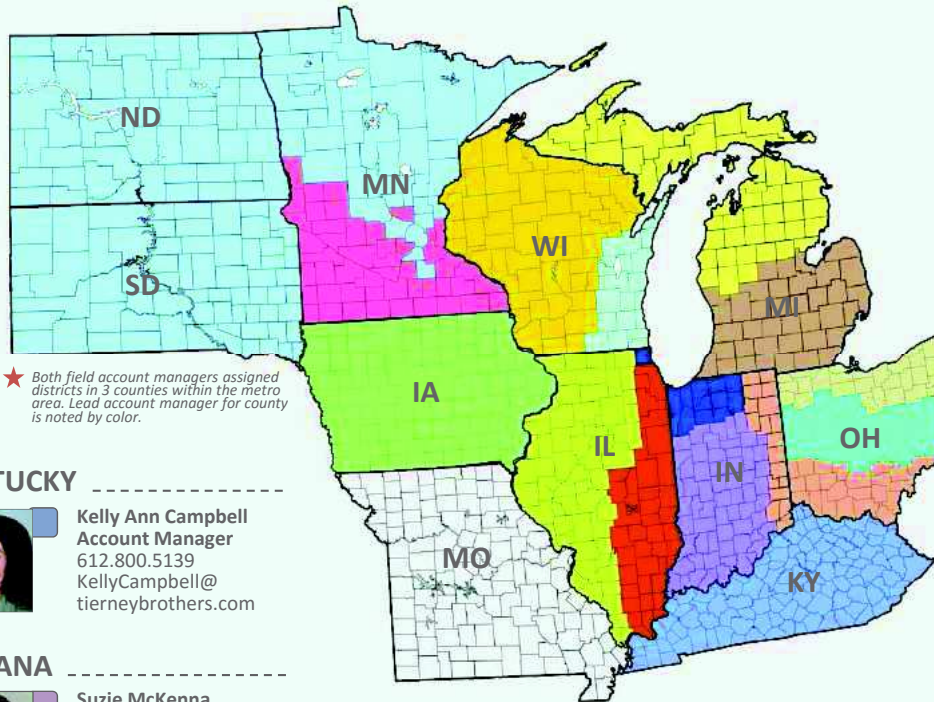
Chris Jensen
Account Manager
612.455.3643
ChrisJensen@
tierneybrothers.com



Andrew Polehna
Account Manager
612-455-8319
AndrewPolehna@
tierneybrothers.com



Zach Boxrud
Telesales Account Mgr.
612-455-3675
ZachBoxrud@
tierneybrothers.com



★ Both field account managers assigned districts in 3 counties within the metro area. Lead account manager for county is noted by color.

NORTH DAKOTA



Chris Jensen
Account Manager
612.455.3643
ChrisJensen@
tierneybrothers.com

SOUTH DAKOTA



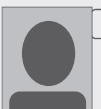
Chris Jensen
Account Manager
612.455.3643
ChrisJensen@
tierneybrothers.com

IOWA



Ariel Minervini
Account Manager
612-800-5143
ArielMinervini@
tierneybrothers.com

MISSOURI



Rep not yet assigned

KENTUCKY



Kelly Ann Campbell
Account Manager
612.800.5139
KellyCampbell@
tierneybrothers.com

INDIANA



Suzie McKenna
Account Manager
612.800.5112
SuzieMcKenna@
tierneybrothers.com



Jason Pieratt
Account Manager
612.800.5115
JasonPieratt@
tierneybrothers.com



Tyler Livingston
Telesales Account Mgr.
612.800.5114
TylerLivingston@
tierneybrothers.com



Stephanie Parris
Telesales Account Mgr.
612.800.5120
StephanieParris@
tierneybrothers.com

WISCONSIN



Andrew Becker
Account Manager
West WI K-12
612.800.3659
AndrewBecker@
tierneybrothers.com



Elise Selvick
Account Manager
East WI K-12
612-800.5142
EliseSelvick@
tierneybrothers.com



Theresa Rosenberger
Telesales Account Mgr.
612.800.5110
TheresaRosenberger@
tierneybrothers.com

ILLINOIS



Tricia Carr
Account Manager
612.800.5114
TriciaCarr@
tierneybrothers.com



Kathleen Santoria
Account Manager
612.800.5137
KathleenSantoria@
tierneybrothers.com



Tyler Livingston
Telesales Account Mgr.
612.800.5114
TylerLivingston@
tierneybrothers.com

MICHIGAN



Christopher Dawson
Account Manager
612.800.5118
ChristopherDawson@
tierneybrothers.com



Stephanie Parris
Telesales Account Manager
612.800.5120
StephanieParris@
tierneybrothers.com

OHIO



Kate Frontino
Account Manager
612.800.5113
KateFrontino@
tierneybrothers.com



Sabrina Bently
Account Manager
612.800.5125
SabrinaBently@
tierneybrothers.com



Jason Pieratt
Account Manager
612.800.5115
JasonPieratt@
tierneybrothers.com



Jamie Spafford
Telesales Account Mgr.
612.800.5119
JamieSpafford@
tierneybrothers.com

REGIONAL SALES MANAGERS



Melissa Spears
K-12 West Region Manager
612.800.5114
MelissaSpears@
tierneybrothers.com



Bill McCoy
K-12 East Region Manager
612.455.3634
BillMcCoy@
tierneybrothers.com

CPC & Tierney Marketing Plan

2017

Prepared by Tierney Marketing & Sales Teams

3300 University Avenue S.E.
Minneapolis, MN 55414
612.331.5500 • 800.933.7337
Fax: 612.331.5500
www.tierneybrothers.com



INTRODUCTION

October 2016

To Whom It May Concern:

The following proposal is a commitment to the marketing efforts Tierney will put forth to promote the Cooperative Purchasing Connection, to help educate and inform our customers about the tools available to them through the CPC, and to bring awareness to the CPC/Tierney partnership. This proposal encompasses our minimum commitment to developing and growing sales of our awarded products. Additional marketing activity can be discussed and added based on the recommendations of the CPC Management Team. This CPC/Tierney marketing activity will fully cover all eligible CPC customers in the states of Minnesota, North Dakota, and South Dakota through multiple marketing channels. This will be a joint effort between Tierney's Marketing and Sales Teams to ensure support of the awarded CPC contract.

Please direct any comments or questions to Tierney's Director of Marketing, [Derek Burns](#), or K-12 West Region Sales Manager, [Melissa Spears](#).

Sincerely,

Derek Burns and Melissa Spears

TABLE OF CONTENTS

- I. [INTRODUCTION](#)
- II. [MARKETING PLAN](#)
 - a. [CONTRACT LAUNCH](#)
 - b. [METHODS](#)
 - c. [STAFFING](#)
 - d. [MARKETING SAMPLES](#)
 - e. [WEB PAGE](#)
 - f. [CONFERENCE EXHIBIT PARTICIPATION](#)



MARKETING PLAN

a. CONTRACT LAUNCH

Tierney will write and disseminate a press release to industry publications and other prominent Minnesota, North Dakota, and South Dakota publications in January of 2017 announcing CPC awarding Tierney the contract. The press release will include links to information about the contract as well as the Tierney/CPC landing page. It will also delineate contact information for Minnesota, North Dakota, and South Dakota Account Representatives and Sales Support Representatives.

This release will be published on Tierney's site and will be promoted via all Tierney social channels, including [Twitter](#), [Facebook](#), [LinkedIn](#), [Google+](#), and [Instagram](#). Tierney will provide this content to CPC for use in its own marketing endeavors.



b. METHODS

Tierney will schedule the following marketing initiatives to all eligible CPC customer contacts:

January 2017 – Contract Award Announcement – email, social media, and direct sales efforts

February – Tech Tour Event Promotion – email, social media, and direct sales efforts

May – End of Year Budget Promotion – email and direct sales efforts

July – Schedule direct face-to-face meeting with Tierney Director of Marketing Derek Burns and CPC Management Team to review marketing plan, analyze available statistics, review successes, and discuss enhancements to the marketing program. We will also review Tech Tour dates and locations.

August – We will approach vendors for special offers or promotional pricing for Back to School season

September – Back to School Promotion – email and direct sales efforts

December – MN TIES Promotion – email and direct sales efforts

December – Schedule direct face-to-face meeting with Tierney Director of Marketing Derek Burns and CPC Management Team to review marketing plan and establish 2018 additions and corrections.

2018 Marketing plan will be at a minimum the events above; additional items will be added as discussed in the December 2017 review meeting with CPC Executive Management.

c. STAFFING

Tierney sales, marketing, and third party support (when applicable) will handle all aspects of this marketing proposal. This includes three Minnesota Account Managers, one North Dakota Account Manager, one South Dakota Account Manager, three Sales Coordinators, the K-12 West Region Sales Manager, the Director of Marketing, one Marketing Coordinator, three Marketing Assistants, and one Graphic Designer.

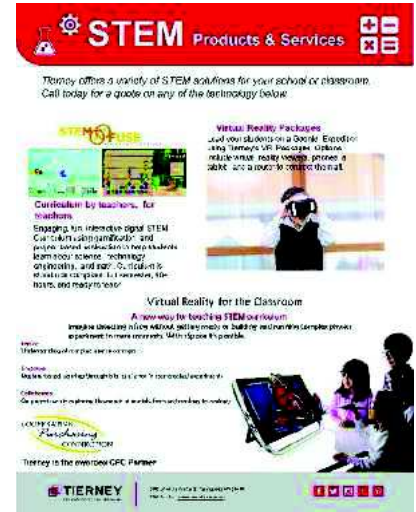
Please see associated resources:

- [Minnesota Territory Map and Contact Information](#) (Resource 1.1)
- [South Dakota Territory Map and Contact Information](#) (Resource 1.2)
- [North Dakota Territory Map and Contact Information](#) (Resource 1.3)
- [Marketing Contact Sheet](#) (Resource 1.4)

d. MARKETING SAMPLES

Please see associated resources:

- [STEM Solutions Brochure](#) (Resource 2.1; right)
- [Tech Tour Event](#) (Resource 2.2)
- Social Media:
 - Twitter - [@TierneyBrothers](#) (Resource 2.3)
 - Twitter - [@TierneyEd](#) (Resource 2.4)
 - Twitter - [@TierneyBusiness](#) (Resource 2.5)
 - Facebook - [/TierneyBrothers](#) (Resource 2.6)
 - Pinterest – [Tierney Brothers](#) (Resource 2.7)
 - Instagram - [tierneybrothers](#) (Resource 2.8)
 - YouTube – [Tierney Brothers Inc.](#) (Resource 2.9)
 - Google+ - [Tierney Brothers](#) (Resource 2.10)
 - LinkedIn – [Tierney Brothers Inc.](#) (Resource 2.11)
 - Periscope - [@tierneybros](#) (no link available – this is app only) (Resource 2.12)



e. WEB PAGE

See CPC + Tierney site page [here](#) (Resource 3.1; right). This page will be live within 10 days of contract approval.



f. CONFERENCE EXHIBIT PARTICIPATION

Tierney will host a booth featuring a selection of CPC awarded products and will create CPC trade show displays for exhibitions. Tierney will utilize branded CPC trade show displays at regional meetings, such as Lunch & Learn events. Tierney will participate in each of the following:



Tierney Tech Tour

Early Spring 2017

This event is hosted by Tierney but will include Cooperative Purchasing Connection branding and products


Date and location selection will be reviewed with Cooperative Purchasing Connection prior to finalization



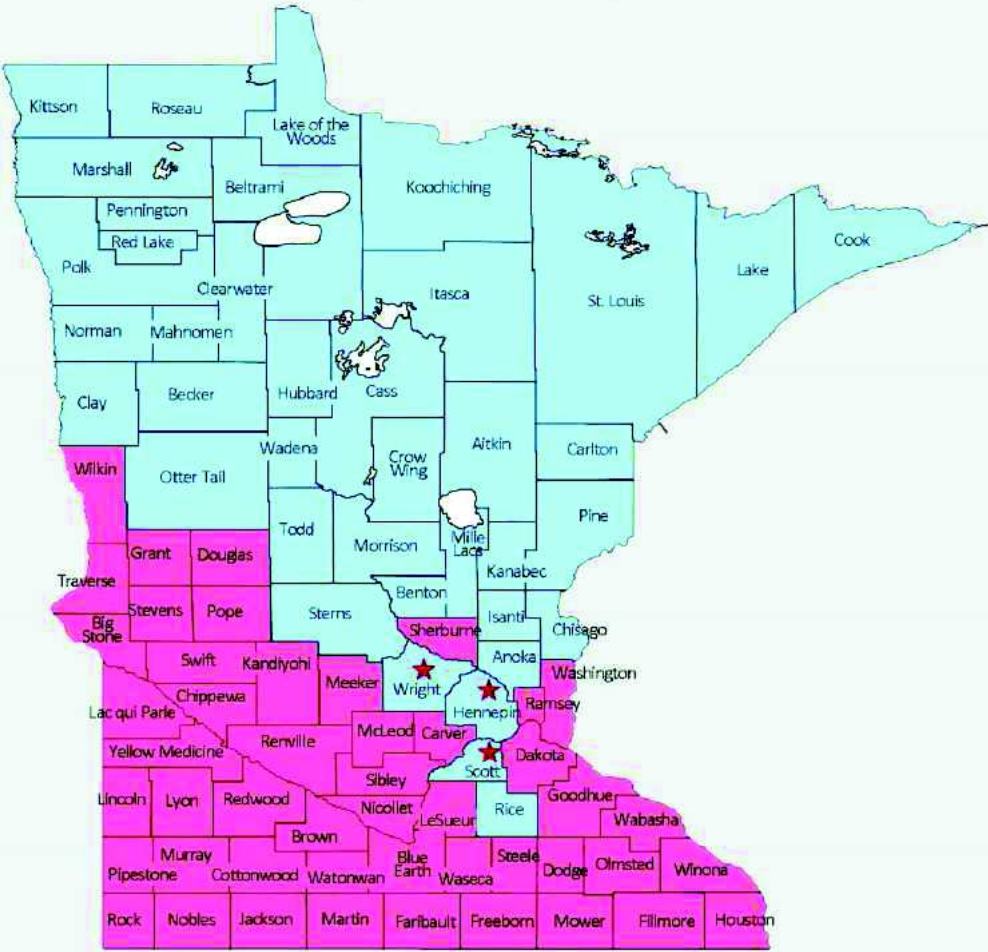
MN TIES Conference


December 2017

Resource 1.1


Minnesota


K-12 Education Territories






Chris Jensen
 Account Manager
 612.455.3643
 ChrisJensen@tierneybrothers.com



Andrew Polehna
 Account Manager
 612.455.8319
 AndrewPolehna@tierneybrothers.com



Zach Boxrud
 Telesales Account Manager
 612.455.3675
 ZachBoxrud@tierneybrothers.com

★ Both field account managers assigned districts in 3 counties within the metro area. Lead account manager for county is noted by color.

Tierney, Inc. | 3300 University Avenue SE | Minneapolis, MN 55414 | 1.800.933.7337 | www.tierneybrothers.com

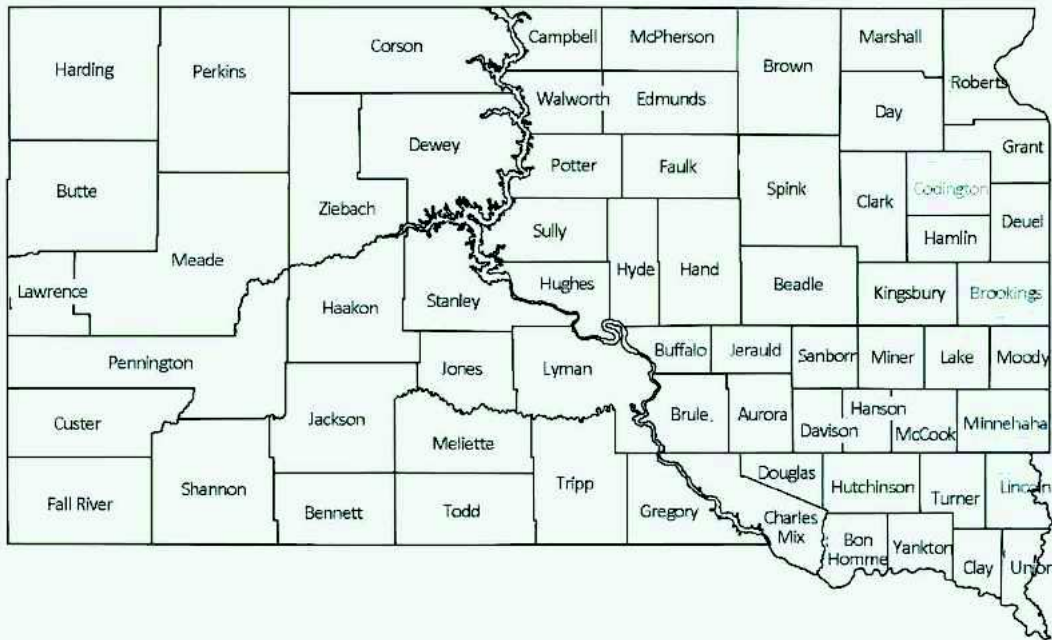


Resource 1.2

South Dakota



K-12 Education Territories



Chris Jensen
 Account Manager
 612.455.3643
 ChrisJensen@
 tierneybrothers.com

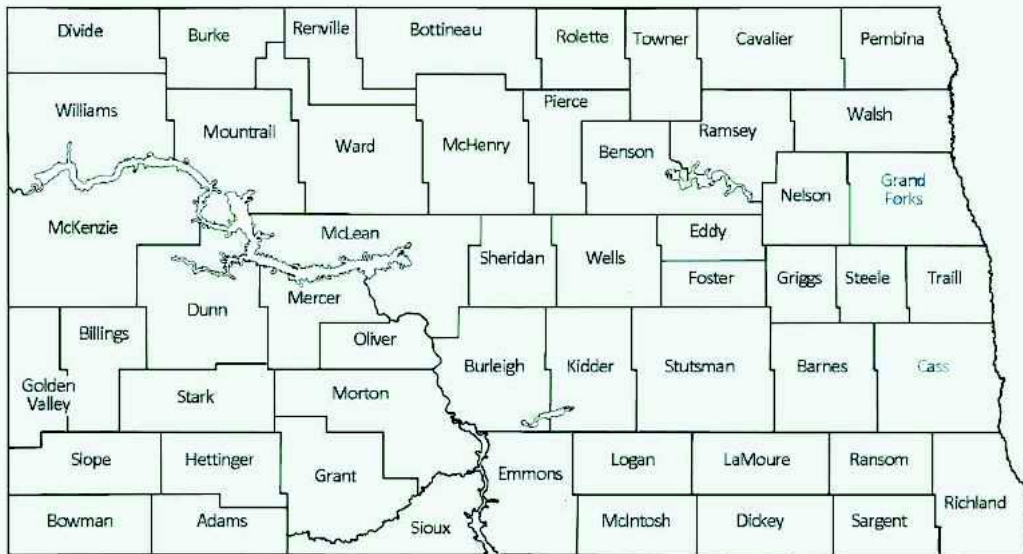


Resource 1.3

North Dakota



K-12 Education Territories



Chris Jensen
 Account Manager
 612.455.3643
 ChrisJensen@
 tierneybrothers.com



Resource 1.4

Marketing Organization



Team



Derek Burns
Director of Marketing
(612) 455-3607
derekburns@tierneybrothers.com



Jessica Madsen
Marketing Coordinator
(612) 455-3607
jessicamadsen@tierneybrothers.com



Jason Holschuh
Graphic Designer
(612) 455-3632
jasonholschuh@tierneybrothers.com



Connie Anderson
Marketing Assistant
(612) 455-3699
connieanderson@tierneybrothers.com



Paula Tierney
Marketing Assistant
(612) 455-3616
paulatierney@tierneybrothers.com



Stacey Sabotta
Web Content Specialist
(612) 331-5500
staceysabotta@tierneybrothers.com

Social Media



[@TierneyBrothers](#)
[@TierneyEd](#)
[@TierneyBusiness](#)



[Tierney Brothers](#)



[Tierney Brothers Inc.](#)



[/TierneyBrothers](#)



[tierneybrothers](#)



[@tierneybros](#)



[Tierney Brothers Inc.](#)



[Tierney Brothers](#)



Resource 2.1

 **STEM** Products & Services 

Tierney offers a variety of STEM solutions for your school or classroom. Call today for a quote on any of the technology below.



Curriculum by teachers, for teachers

Engaging, fun, interactive digital STEM Curriculum using gamification and project-based instruction to help students learn about science, technology, engineering, and math. Curriculum is standards compliant, full semester, 90+ hours, and ready to teach.

Virtual Reality Packages

Lead your students on a Google Expedition using Tierney's VR Packages. Options include virtual reality viewers, phones, a tablet, and a router to connect them all.



Virtual Reality for the Classroom

A new way for teaching STEM curriculum

Imagine dissecting a frog without getting messy or building and running complex physics experiment in mere moments. With zSpace it's possible,

Inspire

Understanding of complex science concepts

Empower

Mastery-based learning through trial and error in user-created experiments

Collaborate

On projects while exploring thousands of models, from archaeology to zoology



Tierney is the awarded CPC Partner



3300 University Avenue SE, Minneapolis, MN 55414
 800.933.7337 www.tierneybrothers.com



Resource 2.2

TIERNEY

INTERACTIVE SOLUTIONS | INSPIRED COLLABORATION | IMPROVED PERFORMANCE

ABOUT US

OUR MARKETS

PRINTING & SIGNAGE

PRODUCTS

SUPPORT

MY ACCOUNT | LOGOUT | CART (0)

UPCOMING TRAINING / TIERNEY BROTHERS CLASSROOM TECH TOUR

SEARCH

TIERNEY BROTHERS CLASSROOM TECH TOUR

Register

Join the Tierney Brothers K-12 Education Team and see the latest 21st Century Classroom Technology Solutions at a location near you!

Virtual Reality and Augmented Reality

[How do I register?](#)

Avoid the clutter of huge tradeshows and get hands on demonstrations of new products... All the products and services you need for your school or business.

11 SESSIONS

10/18/2016 9:00 am - 11:00 am CST
10/18/2016 12:00 pm - 2:00 pm CST

Location: Hilton Garden Inn and Conference Center
 200 CLEARBROOK AVE, SOUTH BEND, IN 46708

Register for this Session

10/19/2016 9:00 am - 11:00 am CST

Location: Hilton Garden Inn Bettendorf
 450 MOBILE RD, BETTENDORF, IA 52022

Register for this Session



Resource 2.3



TWEETS	FOLLOWING	FOLLOWERS	LIKES	LISTS
1,812	912	1,232	174	2

Tierney Brothers

@TierneyBrothers

Interactive solutions. Inspired collaboration. Improved performance.

@TierneyBusiness | @TierneyEd

Minneapolis, MN

tierneybrothers.com

Joined May 2009

[Tweet to Tierney Brothers](#)

21 Followers you know

Tweets Tweets & replies Media

Pinned Tweet

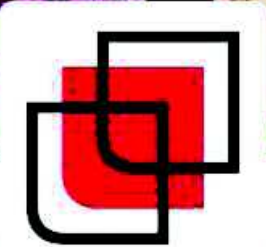


Tierney Brothers @TierneyBrothers · Jun 13

"This IS real life stuff." #3dprinting helps teach students life skills - see full case study on Tierney's FB



Resource 2.4



TWEETS 2,060 FOLLOWING 346 FOLLOWERS 583 LIKES 120 LISTS 5

Tierney Education

@TierneyEd

Leading provider of interactive solutions for institutions of education that inspire collaboration and improve performance.

Minneapolis, MN

tierneybrothers.com

Joined February 2013

Tweet to Tierney Education

18 Followers you know



Tweets Tweets & replies Media

Pinned Tweet



Tierney Education @TierneyEd 27 Oct 2014

What does Tierney do on the education side of our business exactly? Glad you asked bit.ly/1loScRL



Resource 2.5



TWEETS 784 FOLLOWING 161 FOLLOWERS 246 LIKES 20 LISTS 1

Tierney Business

@TierneyBusiness

Leading provider of interactive solutions for businesses that inspire collaboration and improve performance.

Minneapolis, MN

tierneybrothers.com

Joined February 2013

 Tweet to Tierney Business

15 Followers you know



Tweets Tweets & replies Media



Pinned Tweet



Tierney Business @TierneyBusiness · 15 Oct 2014

What does Tierney Business do exactly?
Glad you asked bit.ly/1jDR9LC



Tierney Business @TierneyBusiness · 2h

Tightrope Carousel #DigitalSignage Network Keeps Airport Passengers Informed ow.ly/9hg6304zkCC @AVMag @trms



Resource 2.6



Tierney Brothers
@TierneyBrothers

Home
About
Photos
Twitter
Pinterest
Reviews
Instagram
Events
Videos
Likes
Posts
Manage Tabs
Promote

Like Message More

Tierney Brothers
Published by Jessica Madsen [?] Yesterday at 9:08am

"As tech has evolved over the past 15 years, new STEAM careers have emerged in fields such as 3D printing, robotics, nanotechnology, IoT/electronics, sustainability, cloud computing, and application development. So what will the next 10 years bring?"



Preparing the next generation for jobs that don't yet exist

Through hands-on projects and integrated STEAM curriculum, teachers can spark curiosity and develop a mindset of critical thinking, problem solving, and creativity.

IMAGINE. DESIGN. CREATE.

88 people reached Boost Post

Like Comment Share

Kathleen Santana and Jim Tierney

Write a comment...

Tierney Brothers
Published by Hootsuite [?] September 20 at 10:03am

#TeamTierney's PD Team is working with zSpace today to become zSpace



Resource 2.7



Tierney Brothers

Minneapolis, MN / www.tierneybrothers.com
Interactive solutions. Inspired collaboration. Improved performance



16
Boards

2k
Pins

3
Likes

212
Followers

141
Following



Inspired Collaboration...
599 Pins

Edit



App-etizing
202 Pins

Edit



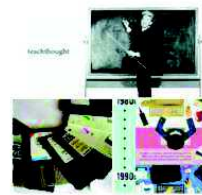
Inspired Collaboration...
348 Pins

Edit



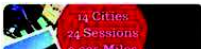
Google in the Classro...
288 Pins

Edit



Old School
85 Pins

Edit



Resource 2.8



Search



tierneybrothers

Following

334 posts

119 followers

96 following

Tierney Brothers Interactive solutions. Inspired collaboration. Improved performance. www.tierneybrothers.com



Resource 2.9



Tierney Brothers

Home Videos Playlists Channels About



About Tierney
46 views · 6 months ago

A brief photographic overview of the many things Tierney can do for you, including digital signage, collaborative work spaces and government office spaces.

During the school year, Tierney hosts the Tech Tour to show districts across the Midwest the latest and best in educational technology. We bring the technology to you with hands-on demos and experts to answer all of your questions.

Our Professional Development team consists entirely of veteran educators and offers certification and training courses on SMART Technology - both software and hardware - Chromebooks and Google for Education tablets, and more...

[Read more](#)

SMART Notebook Tutorials:

Top, Tricks and Tutorials with SMART Notebook - SMART Board Software



Resource 2.10



Tierney Brothers's posts

Tierney Brothers · Public · 24h

"As tech has evolved over the past 15 years, new STEAM careers have emerged in fields such as 3D printing, robotics, nanotechnology, IoT/electronics, sustainability, cloud computing, and application development. So what will the next 10 years bring?"

Preparing the next generation for jobs that don't yet exist



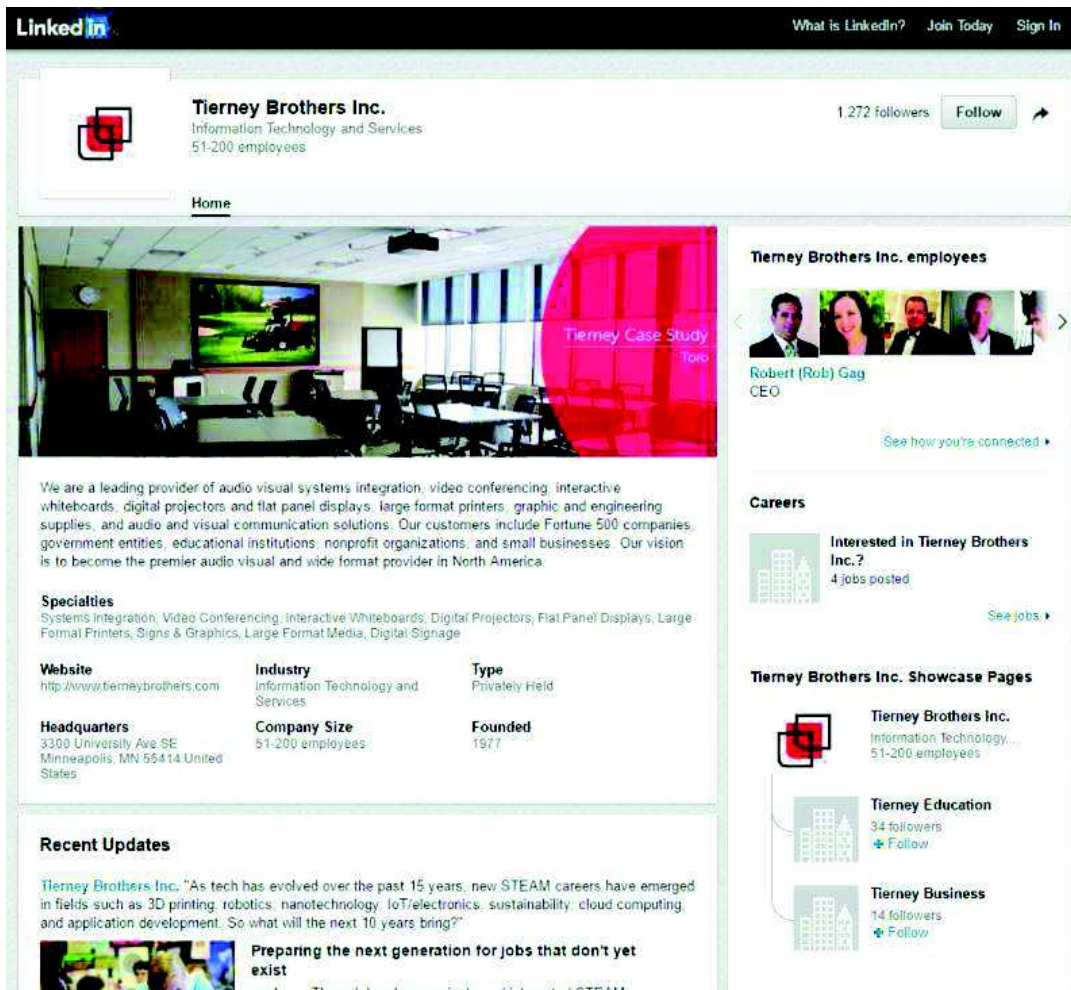
Tierney Brothers · Public · 1d

We're #hiring! Join #TeamTierney - apply at tierney.appone.com. Openings in #Sales, #Marketing, and #SystemsIntegration!

#minneapolis #jobs #stpaul #avtweeps #proav #twinotiesjobs




Resource 2.11



LinkedIn What is LinkedIn? Join Today Sign In

Tierney Brothers Inc.
Information Technology and Services
51-200 employees
1,272 followers Follow

Home

Tierney Brothers Inc. employees

Robert (Rob) Gag
CEO

Careers
Interested in Tierney Brothers Inc.?
4 jobs posted

Tierney Brothers Inc. Showcase Pages

Tierney Brothers Inc.
Information Technology, ...
51-200 employees

Tierney Education
34 followers
Follow

Tierney Business
14 followers
Follow

Recent Updates

Tierney Brothers Inc. "As tech has evolved over the past 15 years, new STEAM careers have emerged in fields such as 3D printing, robotics, nanotechnology, IoT/electronics, sustainability, cloud computing, and application development. So what will the next 10 years bring?"

Preparing the next generation for jobs that don't yet exist
Through hands-on projects and integrated STEAM

Resource 2.12



Tierney Brothers
@TierneyBros
69

interactive solutions | inspired collaboration | improved performance

Following: 0
Followers: 72
Blocked: 0
Broadcasts: 38

Settings
Help Center
About



Resource 3.1



TIERNEY

ABOUT US | OUR MARKETS | PRINTING & SIGNAGE | PRODUCTS | SUPPORT | LOGIN | CART |

OUR MARKETS / K-12 EDUCATION / CPC

COOPERATIVE
Purchasing
 CONNECTION

Tierney is the awarded vendor for the Cooperative Purchasing Connection contract

Member Contact Info:

		
Account Representative - MN	Account Representative - MN, ND, SD	Account Representative - MN
Andrew Polehna	Chris Jensen	Zach Boxrud
email: andrewpolehna@tierneybrothers.com phone: 612-455-3695 fax: 612-331-3424	email: chrisjensen@tierneybrothers.com phone: 612-455-3643 fax: 612-331-3424	email: zachboxrud@tierneybrothers.com phone: 612-455-3675 fax: 612-331-3424
		
Support Representative	Support Representative	Support Representative
Sondra Gerry	Carrie Vasecka	Christy Kleve
email: sondragerry@tierneybrothers.com phone: 612-455-3695	email: carrievasecka@tierneybrothers.com phone: 612-455-3609	email: christykleve@tierneybrothers.com phone: 612-455-3690



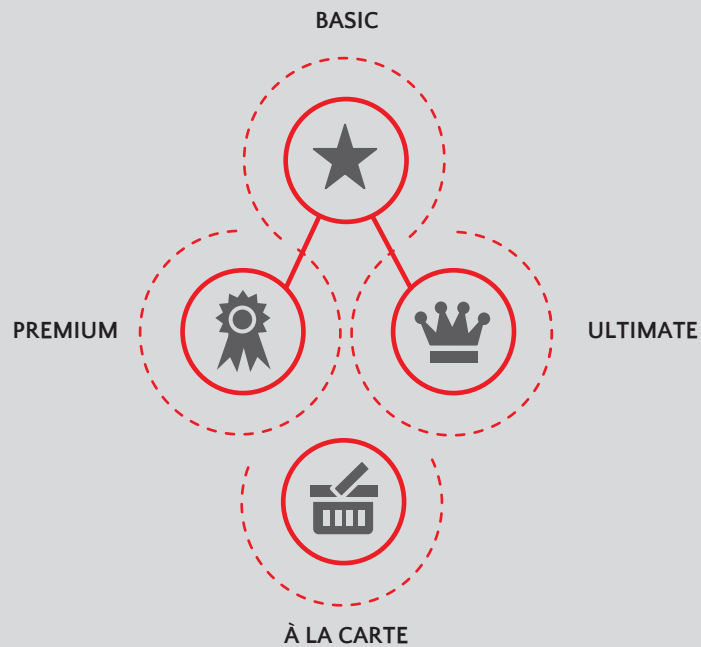


Professional Development and Implementation Pathways

Implementation Pathways

The purpose of Tierney's Implementation Pathways is to create an avenue for ongoing, staggered, and strategic customized professional learning for teachers. The Implementation Pathways are hardware- and device-agnostic and meant to align instructional best practices, strategies, and content with applicable technology and learning tools.

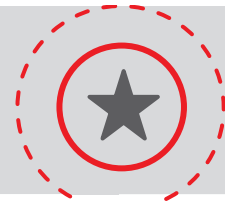
Implementation Pathway Packages



Implementation Pathway Choices

BASIC

TBIPD13B



The purpose of the Basic Implementation Pathway Package is to create an avenue for ongoing, staggered, and strategic customized professional learning for teachers.

PHASE I – Pre-Professional Development Services

PHASE II – Flipped Professional Development

PHASE III – Technology Implementation (Face to Face)

PHASE IV – Strategy Implementation (Face to Face)

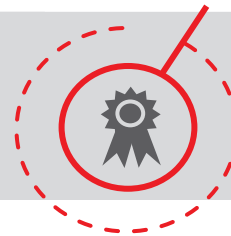
PHASE V – Coaching (Face to Face)

BASIC = 3 Days

Implementation Pathway Choices

Premium

TBIPD13P



The purpose of the Premium Implementation Pathway Package is to provide you with the great professional learning the Basic Package offers and to also add more essential services at a discounted price.

BASIC +2 Days = 5 Days

Implementation Pathway Choices

Ultimate

TBIPD13U



The purpose of the Premium Implementation Pathway Package is to provide you with the great professional learning the Basic Package offers and to also add more essential services at a discounted price.

BASIC +4 Days = 7 Days

Implementation Pathways – À La Carte Choices

The purpose of the product-based PD offerings is to:

- Support dynamic teaching and learning opportunities.
- Create a successful start to your technology implementation.
- Make sure your investment is best used by teachers and students in the classroom.



Google
Apps for Education



SMART
Technologies



EPSON



Office 365



CLEVERTOUCH



swivl™



Hapara
MAKING LEARNING VISIBLE



ETC

À LA CARTE



Introduction to the SMART Learning Suite (Full Day)

TBIPDSMART1

The purpose of this session is to share the new features of SMART Notebook 15 and to introduce you to SMART Amp. Lesson ideas and examples will be shared to make sure you leave this session ready to start your new SMART journey.

Effective Integration of the SMART Learning Suite (Full Day)

TBIPDSMART2

The purpose of this session is to share the new features of SMART Notebook 15 and to introduce you to SMART Amp. Also, lesson ideas, integration strategies, and various classroom applications will be on display to make sure you leave this session ready to integrate the SMART Learning Suite the next day.

SMART Digital Educator Certificate (Full Day)

TBIPD35

This SMART Instructional Pathway will focus on instructional strategies that create a student-centered learning experience incorporating various SMART and other third-party tools. Our instructional specialists will provide examples and strategies on how SMART Tools can be integrated into whole group or small group, 1 on 1, independent practice, etc. This day will be highly collaborative, and teachers will leave with strategies and lesson content to integrate into their classrooms immediately.

Course Includes:

Prerequisite Learning Modules

Follow-up Reflective Webinar Session



À LA CARTE



SMART Certification (2 Days) **

TBIPD15

What to Expect:

- A comprehensive review of the SMART Training Session Basic and Intermediate Facilitator's Guides, providing a module-by-module walk-through of a SMART training session, complete with instructions on how to convey key points (basics will be online, and advanced will be covered face-to-face).
- An opportunity to role-play, practice sections of a SMART training session, and receive personal feedback from a SMART Certified Trainer.
- An explanation of support materials and services available from SMART to help you stay ahead of the curve on product knowledge.
- Participants will have to complete several online assessments prior to the face-to-face portion in order to complete the certification.
- Successful participants will be listed as a SCET on SMART's website.

**Not eligible to bundle with Implementation Pathways Premium or Ultimate



À LA CARTE



CLEVERTOUCH

CLEVERTOUCH Jumpstart (Full Day)

TBIPDCLEVERTOUCH1

The purpose of this session is to introduce the features and functions of the below tools that come bundled with the CLEVERTOUCH solution.

- CLEVERLYNX Interactive Whiteboarding Software
- DisplayNote Device Collaboration Tool for PC, iOS, and Android Devices
- CLEVERMATHS Interactive Math Software
- Snowflake MultiTeach Interactive Lesson Builder
- On-Board Android Player (If Applicable)

CLEVERTOUCH Integration (Full Day)

TBIPDCLEVERTOUCH2

The purpose of this session is to support instructional best practices leveraging the CLEVERTOUCH solution. Lesson ideas, integration strategies, and various classroom applications will be on display to make sure you leave this session ready to integrate the CLEVERTOUCH solution the next day.

- CLEVERLYNX Interactive Whiteboarding Software
- DisplayNote Device Collaboration Tool for PC, iOS, and Android Devices
- CLEVERMATHS Interactive Math Software
- Snowflake MultiTeach Interactive Lesson Builder
- On-Board Android Player (If Applicable)



À LA CARTE



EPSON

Epson Brightlink: Introduction to the SMART Learning Suite (Full Day) TBIPDEPSON1

The purpose of this session is to share the new features of SMART Notebook 15 and to introduce you to SMART Amp. Lesson ideas and examples will be shared to make sure you leave this session ready to start your new SMART journey.

Epson Brightlink: Effective Integration of the SMART Learning Suite (Full Day) TBIPDEPSON2

The purpose of this session is to share the new features of SMART Notebook 15 and to introduce you to SMART Amp. Also, lesson ideas, integration strategies, and various classroom applications will be on display to make sure you leave this session ready to integrate the SMART Learning Suite the next day.

Epson Brightlink Integration (Full Day) TBIPDEPSON3

The purpose of this session is to support instructional best practices leveraging the Brightlink solution. Lesson ideas, integration strategies, and various classroom applications will be on display to make sure you leave this session ready to integrate the Brightlink solution the next day.

- On-Board Brightlink Software
- Device Mirroring and Integration
- Shared, Collaborative Whiteboard Software
- Interactive Website Integration
- Etc.



À LA CARTE



EPSON

Epson Brightlink Integration (Half Day)

TBIPDEPSON4

The purpose of this session is to support instructional best practices leveraging the Brightlink solution. Lesson ideas and various classroom applications will be on display to make sure you leave this session ready to integrate the Brightlink solution the next day.

- On-Board Brightlink Software
- Device Mirroring and Integration
- Shared, Collaborative Whiteboard Software



À LA CARTE



Getting Started with Google Apps for Education (Full Day)

TBIPDGOOGLE1

The purpose of this session is to jumpstart your use of Google Apps for Education. Content creation, collaboration, critical thinking, and communication will be the core instructional strategies integrated into this Google Apps for Education session.

Google Summit (1-2 Days) **

TBIPD36

Each action-packed Google Summit focuses on implementing and integrating Google Apps for Education and other instructional tools to promote student learning in K-12 and higher education. The Google Summit ranges from one to two days in length.

***Not eligible to bundle with Implementation Pathways Premium or Ultimate

Google Pre-Certification Boot Camp (2 Days)

TBIPD37

Are you interested in becoming a Google Certified Educator? Our Google Apps for Education Boot Camp will give you the learning experiences needed in preparation for you to pass the Google Certified Educator exams for formal certification. Time to take the exams will be supplied if desired.



À LA CARTE



Getting Started with Microsoft 365 (Full Day)

TBIPDMICROSOFT1

The purpose of this session is to jumpstart your use of Microsoft 365. Content creation, collaboration, critical thinking, and communication will be the core instructional strategies integrated into this Microsoft 365 session. The below tools and functions will be shared and leveraged:

- Excel
- Word
- Powerpoint
- 365 Integration into a LMS

Getting Started with Microsoft OneNote (Full Day)

TBIPDMICROSOFT2

The purpose of this session is to jumpstart your use of Microsoft OneNote for teacher lesson development and student workspace creation. Participants will learn the basics to stay organized, create interactive lessons, deliver content, and optimize the use of OneNote.



À LA CARTE



Jumpstart your Swivl Usage (Full Day)

TBIPDSWIVL1

The purpose of this session is to help with the setup and usage of your SWIVL. The below topics will also be covered if applicable.

How to use the SWIVL Solution for:

- PLC work
- Flipped Classroom
- Student Accommodations
- Peer Reviews
- Observations
- Student Project Creation in Project-Based Learning Environment
- Distance Learning

Swivl Instructional Coaching (Full Day)

TBIPDSWIVL2

SWIVL Instructional Coaching will provide flexible, personalized support for teachers. Coaching sessions will be ongoing and delivered both online and face-to-face. Teachers will provide videos of classroom instruction recorded via SWIVL. These will be reviewed by our 21st Century Instructional Specialists, who will provide personalized feedback and customized resources according to each teacher's individual goals and needs. Our specialists will also be available to support lesson design infusing 21st century skills and effective technology integration.



À LA CARTE



Swivl Classroom Integration (Half Day)

TBIPDSWIVL3

The purpose of this session is to help with the setup and usage of your SWIVL. The below topics will also be covered if applicable.

How to use the SWIVL Solution for:

- Flipped Classroom
- Student Accommodations
- Student Project Creation in Project-Based Learning Environment
- Distance Learning



À LA CARTE



Hapara Suite Integration (1-2 Days)

TBIPDHAPARA1

The purpose of this session is to jumpstart your use of the three-piece Hapara Solution. Content creation, collaboration, critical thinking, and communication will be the core instructional strategies integrated into this Hapara session.

Also, the below features and functions will be integrated into this session:

- Google Apps for Education Integration
- Hapara Highlights for Cooperative and Guided Learning Opportunities
- Hapara Workspace for Intentional and Strategic Lesson Development and Differentiation
- Hapara Dashboard for Seamless Teacher-Student Collaboration During the Learning Process

À LA CARTE



Additional Professional Development Options

Full Day Part # TBIPD10

Half Day Part # TBIPD11

Tierney offers full- and half-day professional development sessions that are fully customized to meet the needs of the attendees. The content and staggered nature of the session is driven by a pre-PD consult.

Possible PD topics include:

- 21st Century Lesson Design and Best Practices
- Assessment Strategies
- Digital Citizenship
- Common Core Integration
- Personalized Learning
- Student Content Creation
- Student Collaboration
- Data-Driven Lesson Creation
- Training and Professional Development Based on Needs Assessment
- Design Thinking for Education
- PD Implementation and Strategic Planning
- 1:1 Technical and Instructional Readiness Evaluation
- 3D Printer PD
- Other Topics Per Request

A stylized, 3D-effect logo for "ETC" in red and white, with a black shadow effect, positioned in the bottom right corner of the page.

Tierney's Professional Development 10 Tenets

We Believe That:

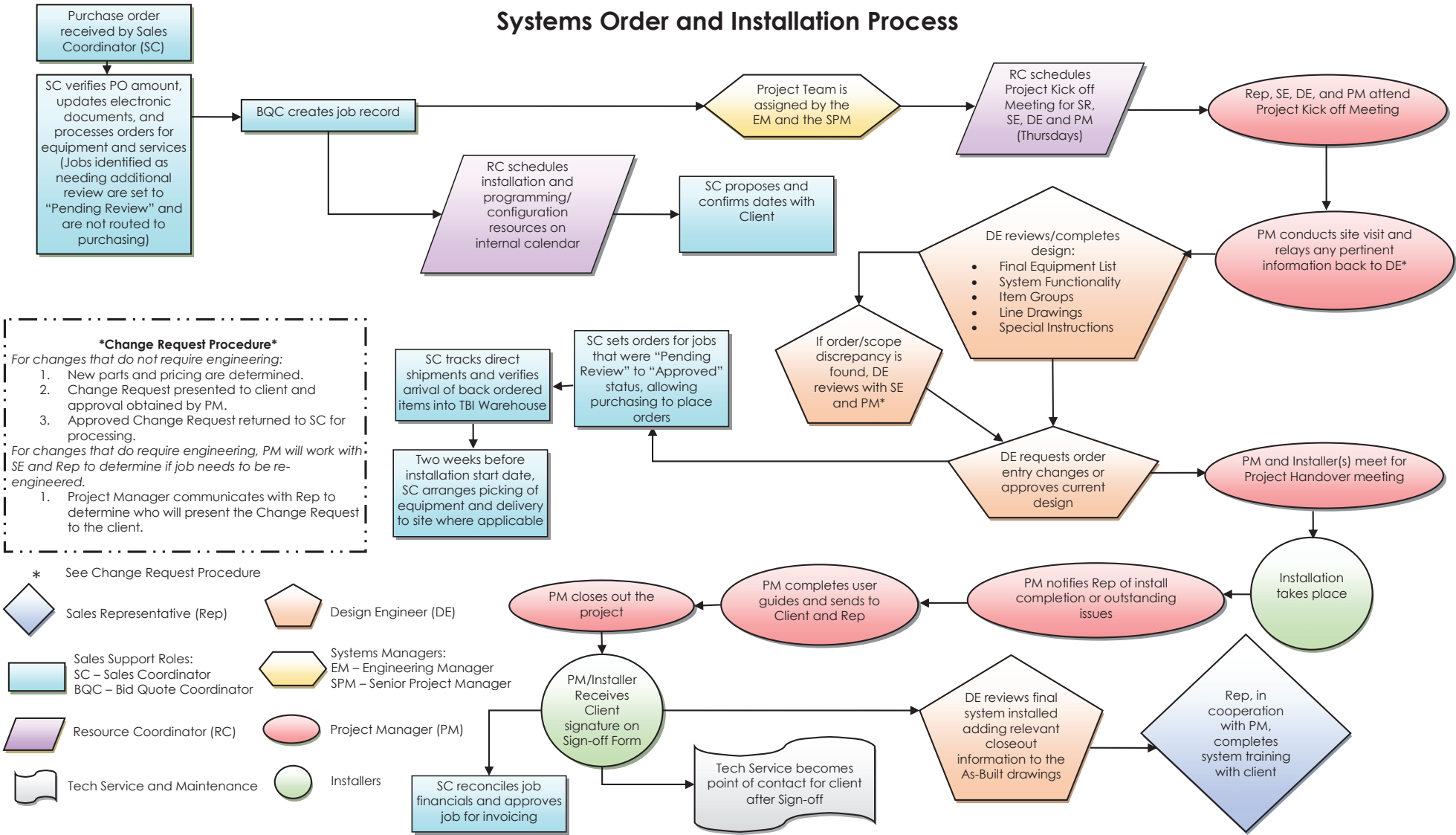
- 1** All education organizations and stakeholders are unique.
- 2** Customization is essential.
- 3** Ongoing and open dialogue is chief.
- 4** Community, local business, and district collaborations are necessary.
- 5** Implementation is never mastered.
- 6** All students can learn; all teachers can learn.
- 7** Strong leadership will drive success.
- 8** Administration must know the "look fors."
- 9** Technology is just a tool. Focus on the question, "why?"
- 10** Positive internal resources will drive long-term change.



800.933.7337
pd@tierneybrothers.com



Systems Order and Installation Process

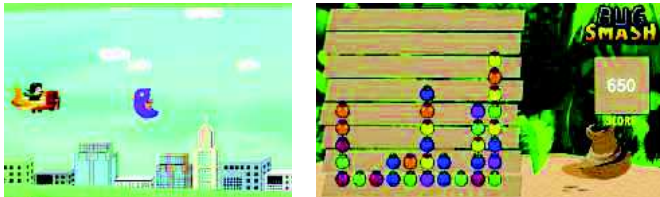




STEM Products & Services



Tierney offers a variety of STEM solutions for your school or classroom. Call today for a quote on any of the technology below.



Curriculum by teachers, for teachers

Engaging, fun, interactive digital STEM Curriculum using gamification and project-based instruction to help students learn about science, technology, engineering, and math. Curriculum is standards compliant, full semester, 90+ hours, and ready to teach.



Creative App Bundle

Wevideo, Soundtrap & Explain Everything Apps. These exciting apps foster skills of the future...problem-solving, digital literacy, leadership, and creativity.



Virtual Reality for the Classroom

A new way for teaching STEM curriculum

Imagine dissecting a frog without getting messy or building and running complex physics experiment in mere moments. With zSpace it's possible,

Inspire

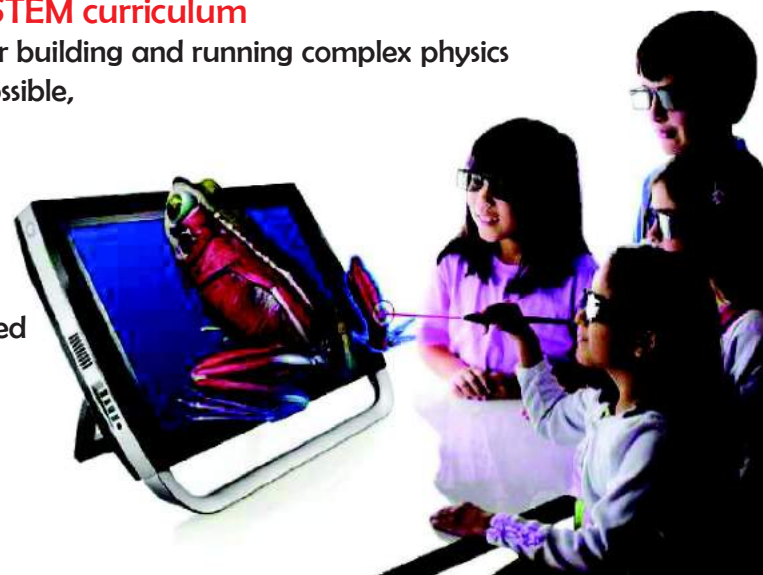
Understanding of complex science concepts

Empower

Mastery-based learning through trial and error in user-created experiments

Collaborate

On projects while exploring thousands of models, from archaeology to zoology



3300 University Avenue SE,
Minneapolis, MN 55414
800.933.7337
www.tierneybrothers.com





STEM Products & Services



How **SMART** Solutions Can Help Educators Increase Interest and Engagement in STEM

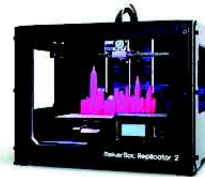


Drone Technology

Tierney offers products from leading drone manufacturers, as well as accessories, support, and training.



Models include the Yuneec Typhoon H and 3DR Solo.



3D Printing

Tierney offers products from leading 3D printing manufacturers, as well as support and training.



3300 University Avenue SE,
Minneapolis, MN 55414
800.933.7337
www.tierneybrothers.com



EDGE

SUPPORT SERVICES



MOBILE DEVICE PRE-DEPLOYMENT SERVICES



White Glove Chromebook Service

- Unboxing and inspecting units for physical damage
- Powering on units and inspecting for hardware or software failures
- Detecting and replacement of any out of box failure
- Configuring devices to your wireless network
- Enrolling devices into your organization's Google Apps domain
- Recording serial numbers
- Boxing and shipping devices to specific locations

Item Description	Item #
Chromebook White Glove - <500 devices	Edge-WG-CB-Service-TBI
Chromebook White Glove - 500-999 devices	Edge-WG-CB-500-Service-TBI
Chromebook White Glove - 1000+ devices	Edge-WG-CB-1000-Service-TBI

Asset Tagging

- Asset tagging and reporting for Chromebooks

Item Description	Item #
Chromebook Asset Tagging - Tierney Provided Assets	Edge-ASSET-CB-Service-TBI
Chromebook Asset Tagging - Customer Provided Assets	Edge-AssetCP-CB-Service-TBI

Bulk Packaging

- Holds up to 20 units per box
- Saves time on unpacking and setup
- Alleviates disposing of individual packaging



Bundled Services

- Tierney's ready to go out-of-box solution
- Saves time and resources by using our bundled solution

Item Description	Item #
White Glove, Customer Provided Asset Tagging, Bulk Packaging	WGACB-CB-Bundle-Service-TBI
White Glove, Tierney Provided Asset Tagging, Bulk Packaging	WGATB-CB-Bundle-Service-TBI

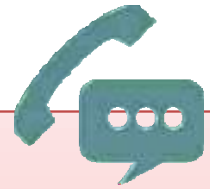
Cart Install

- Setup and installation of cart (done at Tierney)
- Device configuration within each cart
- Minimum of 20 devices including cart purchase



Item Description	Item #
Cart Install - 20 Unit Cart	Edge-Cart20-CB-Service-TBI
Cart Install - 30 Unit Cart	Edge-Cart30-CB-Service-TBI
Cart Install - 40 Unit Cart	Edge-Cart40-CB-Service-TBI

ANNUAL SUPPORT CONTRACTS



Lifeline

• Instructional Support

- Priority instructional support through live chat, email, and phone
- Lesson design and tool recommendations
- User groups, newsletters, and tool highlights
- Resources and FAQ's
- Google Apps admin console configuration and audit

• Technical Support

- Support ticket tracking
- Includes basic technical service support
- Unlimited number of support cases
- Manufacturer Repair Assistance – Tierney will work with Manufacturer so you don't have to
- Discount on all on-site service calls

• Online Service Portal

- Support ticket tracking
- Access to support videos and support knowledge base



Pricing based on number of students in district and available upon request

Lifeline Onsite

- Includes everything in Lifeline, plus:
- 48-hour on-site response
- Priority in-house repair
- Loaner Projector Program
- Lamp and parts discounts



Item Description

Item

Technical Support – Lifeline Onsite

TBIADVK121YRWARR

Lifeline Onsite +

- Includes everything in Lifeline Onsite, plus:
- Summer cleanings

Item Description

Item

Technical Support – Lifeline Onsite+

TBIADVPLK121YRWARR

A La Carte Options

• Summer Cleaning

- A support technician will go through each classroom to test and clean the equipment prior to school starting
- Tierney will provide complete documentation including lamp hours and room status

Item Description

Item

Summer Cleaning

Edge-SummerCL-Service-TBI

• On-Site Technician

- A support technician will be available on-site for a specified number of days per week

Item Description

Item

On-Site Technician

GMASERVICEAGREEMENT

WARRANTIES

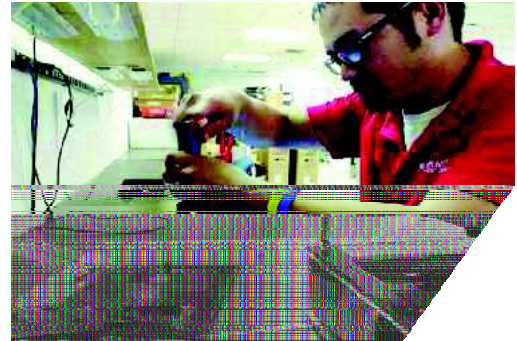


- **Extended Chromebook Warranties**

- Warranty extension (available with accidental damage)
- 2-, 3-, and 4-year options available
- Pricing available upon request

- **Interactive Flat Panel (IFP) Warranty Enhancement**

- 5-business-day on-site product removal
- Unlimited phone and email support
- 2-hour phone/email response time
- Facilitate manufacturer repair
- Supply all shipping materials
- Cover all shipping costs
- Reinstallation of repaired equipment
- Quantity discounts available



Item Description	Item #
2-Year Enhancement - SMART 4055/6055	Tbi-Service-SM-IFP55
2Year Enhancement - SMART 4065/6065/E70/4084	Tbi-Service-SM-IFP60
3Year Enhancement - Clevertouch Plus 55/65	Tbi-Service-CT-IFP65
3-Year Enhancement - Clevertouch Plus 70/75/84	Tbi-Service-CT-IFP70

- **Interactive Flat Panel (IFP) Warranty Extension**

- Extends Clevertouch's 3-year warranty to 5 years with the same terms and features as the manufacturer warranty

Item Description	Item #
Warranty Enhancement (5 years total)	Edge-CT2YREXT-Service-TBI



Cooperative Purchasing Connection
Tabulation Report RFP #17.3 - Interactive Technology
Solutions
Vendor: Zones, Inc.

General Comments:

General Attachments: Att. A - Technical Certifications - Zones.pdf
Form A - Vendor Information - Zones.pdf
Form B - Questionnaire - Zones.docx
Form C - Pricing Schedule - Zones.xlsx
Form D - References - Zones.pdf
Form E - Level of Support - Zones.pdf
Form F - Assurance of Compliance - Zones.pdf
Form G - Contract Offer - Award - Zones.pdf
Form H - Proposal Checklist - Zones.pdf
Q.22 - Value Proposition - Zones.pdf
Q.29 - DNBi Risk Management Report - Zones.pdf
Q.30 - Exceptions - Zones.docx
Q.8 - Integrated Procurement - Zones.pdf
Subcontractor Utilization Form - Zones.pdf

Form A – Vendor Information

Company Information			
Company Name	Zones Inc.		
Address	1102 15th Street SW, Suite 102		
City/State/Zip	Auburn, WA 98001		
Phone	253-205-3000	Fax	NA
Toll Free Customer Number	NA		

Company Contacts	
General Manager Name <ul style="list-style-type: none"> • Email • Phone 	Wilson Garcia wilson.garcia@zones.com 253-205-3885
Sales Manager Name <ul style="list-style-type: none"> • Email • Phone 	Derrick Graff derrick.graff@zones.com 253-205-3563
Customer Service Manager Name <ul style="list-style-type: none"> • Email • Phone 	Wilson Garcia wilson.garcia@zones.com 253-205-3885
Account Manager(s) for the Cooperatives Name(s) <ul style="list-style-type: none"> • Email • Phone 	Mark Wiggins mark.wiggins@zones.com 253-205-3437

Responsibilities	
CPC New Member Notification <ul style="list-style-type: none"> • Name • Email/Phone 	Wilson Garcia wilson.garcia@zones.com 253-205-3885
CPC Member Customer Service <ul style="list-style-type: none"> • Name • Email/Phone 	Wilson Garcia wilson.garcia@zones.com 253-205-3885
Submitting Sales Reports to CPC <ul style="list-style-type: none"> • Name • Email/Phone 	Carrie Woodson carrie.woodson@zones.com 253-205-3176
Payment of Administrative Fees to CPC <ul style="list-style-type: none"> • Name • Email/Phone 	Carrie Woodson carrie.woodson@zones.com 253-205-3176
Conducting Audits <ul style="list-style-type: none"> • Name • Email/Phone 	Carrie Woodson carrie.woodson@zones.com 253-205-3176

Form B – Questionnaire

Instructions. Please complete the questionnaire below by placing your company’s answers in the correlating response column.

Responding Company’s Name:	Zones
Instructions: For those responding to the RFP, please respond to the questions below.	
Question	Response
<p>1. As you envision it, what is your company’s role in this partnership? Please include sales and marketing strategies.</p>	<p>Zones has a strong marketing engine that has grown from our roots as a direct marketer. Zones will offer a very strategic target marketing campaign promoting the Cooperative Purchasing Connection (CPC) contract with qualifying agencies and entities throughout the region. It is our intention to drive incremental growth through execution and high degrees of service to all our customers. We are confident our structure and initiatives will meet and exceed CPC’s expectations while supporting your members. Zones proposes the following marketing strategies to drive incremental growth and promote the products available under this contract:</p> <ul style="list-style-type: none"> • Zones’ first concern would be to ensure that members currently purchasing IT products and services through the CPC contract continue to utilize the contract. Zones proposes a very specific outbound calling campaign to CPC’s members, introducing them to Zones and beginning the onboarding process. To assist in the transition, Zones will provide live and recorded webinars, hard and soft copy “how to” and FAQ documents. For the largest of CPC’s members, Zones would conduct an on-site visit and offer training to assist. • Zones will provide a toll-free number by which any entity will be able to contact their account executive and receive personal assistance. • Zones will organize and release a monthly or quarterly update via e-mail to CPC’s members. This communication will focus on advertising and promoting the contract and products which are available. • Zones will promote the CPC contract on the Zones’ website. Additionally, Zones will create a dedicated webpage illustrating how CPC’s members can take advantage of the pricing and services under the contract. • Zones will promote the CPC contract at key public sector trade shows in throughout the region. This will include a targeted flyer promoting the CPC contract. The events which Zones participates in will be communicated via email and personal contact further promoting the contract. This program will be explicitly executed through a focused and measurable follow-up campaign after the event. • Zones will evaluate opportunities to co-sponsor events with manufacturers and publishers to help promote the CPC contract. • Zones will evaluate, in conjunction with CPC and manufacturers, creating a direct mail campaign announcing and promoting the contract to CPC’s members. • Zones will commit to quarterly review meetings with CPC stakeholders to review performance and discuss other avenues for marketing or driving usage of the contract. • Zones will work with CPC to host regional events with webinars for those unable to attend. These events will focus on best practices and emerging technologies from key OEMs.
<p>2. Does your company have a dedicated marketing department that CPC can communicate and obtain marketing materials, images from? If so, please include their contact information in your response.</p>	<p>Zones does have a marketing department and creative services team. Zones will evaluate requests to provide existing marketing materials and images on a case-by-case basis. Please submit requests to: CreativeServices2@zones.com.</p>

Responding Company's Name:	Zones
3. Does your company have the capability to provide product/service demonstrations at shows and training seminars? If so, please explain what training options would be available to participating agencies.	Zones can schedule online product, services, and solution webinars from any of our partnered vendors. Zones can also arrange conference calls with our partners.
4. How many staff members are dedicated to in-house customer service? How many staff members will be working directly with CPC's participating agencies if your company is awarded the contract?	Zones currently has nearly 1600 employees each of which is dedicated to providing the highest quality service to all of Zones' customers. CPC will be supported by a dedicated public sector team including six account executives whose entire focus is Minnesota. These account managers are supported by an extensive sales operations team, Zones' Project Management Office, knowledgeable solution architects and system engineers, and a vast operational team. Zones' staff is further augmented by subcontractors of the highest caliber who will support CPC members with installation and implementation services. Zones' subcontractors are held to the same standards of quality that Zones' staff is expected to provide.
5. If awarded, how does your company plan to inform and train your sales and customer service representatives on the details and promotion of the contract?	Zones requires that all of our sales personnel engage in regular training on best practices and specific technologies and product lines. Zones' training organization will design a course which will be utilized to educate our SLED sales force on the necessary requirements and expectations for supporting the contract and how to sell it to public sector entities that have never used it before. This will be provided via in-person session(s) with a trainer and also made available via our online learning tool so that our sales force can refer to it for refresher training at a later date. Each sales person will be required to pass both a written and verbal test showing they have a firm grasp of the contract and the client benefits of purchasing from CPC/Zones. Contract pricing will be loaded into our CRM for every public sector customer and prospect. This will ensure that each time the salesperson provides a quote to a CPC member the contract will be provided.
6. Using the map provided in the RFP (Appendix A), please identify the regions and/or states that your company is <u>not</u> able to service. Please designate why your company is <u>not</u> able to service a particular region and/or state.	Zones is able to provide support throughout all of the areas listed on the map provided in the RFP.
7. Inventory: where are your company's distribution hubs located? What is the service/fill rate of inventory from those locations?	Zones has three Zones-owned Logistics, Integration and Distribution Centers. They are located in Tukwila, WA, Cerritos, CA and Carol Stream, IL. CPC's members would be supported primarily out of the center in Carol Stream. Zones' other centers can provide business continuity and disaster recovery protection for CPC members' inventory. These Zones-owned centers are augmented by a network of partner distribution centers throughout the United States. These partner centers allow Zones to provide swift delivery of standard inventory to Zones' customer base. Zones' partner centers are located in: <ul style="list-style-type: none"> • City of Industry, CA • Fremont, CA • San Jose, CA • Miami, FL • Carol Stream, IL • Glendale Heights, IL • Keasbey, NJ • Beaverton, OR • Memphis, TN • Carrollton, TX • Richardson, TX • Fontana, CA • Mira Loma, CA • New Castle, DE • Norcross, GA • Elk Grove Village, IL • South Bend, IN • Swedesboro, NJ • Jonestown, PA • Millington, TN • Fort Worth, TX • Chantilly, VA

Responding Company's Name:	Zones
8. Describe your company's ordering process and what methods can be used by participating agencies to place or create orders?	CPC's members will be able to order hardware and services via Zones' online integrated eCommerce portal, ZonesConnect. Please refer to the attachment labeled <i>Q.8 - Integrated Procurement - Zones</i> for more information on ZonesConnect. For project based requests, CPC's members will be supported by the six Minnesota focused account executives. The account team will engage a larger team of specialized solution architects, partner managers, and logistics staff to design a solution based upon the customer's requirements and work with the Project Management Office to install and implement the solution. Zones' account managers will be the primary points of contact for CPC's members.
9. Does your company offer online ordering? How many staff members are dedicated to your online ordering help desk?	Yes, CPC's members will be able to order hardware and services via Zones' online integrated eCommerce portal, ZonesConnect. Please refer to the attachment labeled <i>Q.8 - Integrated Procurement - Zones</i> for more information on ZonesConnect.
10. Does your company have retail locations that participating agencies would be able to access to make purchases? If so, please describe how our participating agencies would receive their discount(s) at your retail locations.	Zones does not have retail locations that the participating agencies would be able to access to make purchases. Purchases made with Zones can be accomplished via Zones' online integrated eCommerce portal, ZonesConnect. Please refer to the attachment labeled <i>Q.8 - Integrated Procurement - Zones</i> for more information on ZonesConnect.
11. State your company's process for introducing new products to participating agencies.	Zones' primary advantage, compared to other large resellers, is our ability to remain flexible and rapidly adapt to new technologies. Many of our largest customers have consolidated their entire IT purchasing to Zones because they simply could not get what they needed from others. The first response to a customer request for a product, service or idea that Zones does not current offer is not "no." The answer is always "we do not currently do that but let us explore it further." Many of these unique requests have grown to be some of our core offerings. When it comes to new technology Zones looks 2-3 years in the future to make sure we are positioned well for where the market is heading. An example of this is Zones' Internet of Things (IoT) practice. We were the first major IT solutions provider to establish dedicated teams of certified experts specifically to cloud and IoT solutions. Cisco and Ingram Micro named Zones as their Supplier of the Year in recognition, primarily, for our role in fully understanding and supporting these new technologies and providing highly tailored solutions to our clients. As new technologies emerge or become more prevalent, we will continue to commit resources to ensuring that we are offering the most current and relevant technology solutions for the CPC members utilizing this agreement.
12. Describe the sales process that your company would take with an educational agency (i.e. school)? Will this process differ from a city, county or nonprofit agency? If so, please describe both processes.	<p>One call to your dedicated Zones' account executive connects you to a team of IT professionals who understand the needs of educational agencies. For more than 29 years, Zones has excelled in the areas of strategic planning, integration and logistics, supply chain management, project management, and best practice methodology. CPC's account executive has been trained to take a consultative approach and truly understand what the member is looking to achieve in both the short and long term. We understand that the decisions that are being made today will shape the future of students for years to come, and strive to make that future as bright as possible.</p> <p>We use the approach outlined above with all of our customers regardless of their industry sector.</p>
13. Does your company require a minimum order? If so, what are your minimum order requirements? If the minimum is not met, what surcharge would you assess?	Zones does not require a minimum order.

Responding Company's Name:	Zones																	
<p>14. Has your company previously worked with third-party integrated systems for purchasing and procurement? If so, please explain your capabilities (i.e. able to provide a static catalog, cXML punch-out, etc.) and the names of systems your company has integrated with.</p>	<p>Yes. Zones is able to integrate with the following supplier networks:</p> <ul style="list-style-type: none"> • Ariba • Coupa • ESM • EVA • Hubwoo • Ketera • Osiris • Perfect Commerce • SciQuest • CODA • ePlus • Epylon • ExoStar • iProcurement • Oracle Supplier Network • Peoplesoft/Oracle (most variances) • SAP OCI • Siemens Click2procure <p>For more information about Zones eCommerce capabilities, please refer to the attachment labeled Q.8 - Integrated Procurement - Zones.</p>																	
<p>15. Briefly explain your delivery policy and the lead time required from a participating agency placing an order to receipt of delivery.</p>	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 5%;"></th> <th style="width: 65%;">Description</th> <th style="width: 30%;">Service Level</th> </tr> </thead> <tbody> <tr> <td style="text-align: center;">1</td> <td>Quote Request Response Time: Time from receipt of request for Quote to return of Quote to End User provided End User is able to identify the manufacturer, Part Number, description and potential source.</td> <td>Core Product: 4 Business Hours Advanced Solutions: 4 Business Hours to provide timeline expectations</td> </tr> <tr> <td style="text-align: center;">2</td> <td>Order to Ship Response Time: Time from receipt of PO to shipment of Product.</td> <td>1 Business Day</td> </tr> <tr> <td style="text-align: center;">3</td> <td>Ship to Delivery Time for Standard Freight Delivery: Time from shipment of Product to delivery of Product to client Ship to Location for Standard Freight shipping requests.</td> <td>4-7 Business Days</td> </tr> <tr> <td style="text-align: center;">4</td> <td>Ship to Delivery Time for Expedite Freight Delivery: Time from shipment of Product to delivery of Product to client Ship to Location for Expedite Delivery shipping requests.</td> <td>Next Business Day or 2 Business Days as applicable per Product Order Expedite delivery request.</td> </tr> </tbody> </table>				Description	Service Level	1	Quote Request Response Time: Time from receipt of request for Quote to return of Quote to End User provided End User is able to identify the manufacturer, Part Number, description and potential source.	Core Product: 4 Business Hours Advanced Solutions: 4 Business Hours to provide timeline expectations	2	Order to Ship Response Time: Time from receipt of PO to shipment of Product.	1 Business Day	3	Ship to Delivery Time for Standard Freight Delivery: Time from shipment of Product to delivery of Product to client Ship to Location for Standard Freight shipping requests.	4-7 Business Days	4	Ship to Delivery Time for Expedite Freight Delivery: Time from shipment of Product to delivery of Product to client Ship to Location for Expedite Delivery shipping requests.	Next Business Day or 2 Business Days as applicable per Product Order Expedite delivery request.
	Description	Service Level																
1	Quote Request Response Time: Time from receipt of request for Quote to return of Quote to End User provided End User is able to identify the manufacturer, Part Number, description and potential source.	Core Product: 4 Business Hours Advanced Solutions: 4 Business Hours to provide timeline expectations																
2	Order to Ship Response Time: Time from receipt of PO to shipment of Product.	1 Business Day																
3	Ship to Delivery Time for Standard Freight Delivery: Time from shipment of Product to delivery of Product to client Ship to Location for Standard Freight shipping requests.	4-7 Business Days																
4	Ship to Delivery Time for Expedite Freight Delivery: Time from shipment of Product to delivery of Product to client Ship to Location for Expedite Delivery shipping requests.	Next Business Day or 2 Business Days as applicable per Product Order Expedite delivery request.																
<p>16. At times there are issues with service and/or deliveries. Please describe your process for addressing issues with participating agencies.</p>	<p>When things go wrong or one of CPC's members has an issue with either service or deliveries, their dedicated account executive will be their single point of contact. The member will contact the account executive who will provide a commitment for response and method of resolution and engage the correct Zones' staff to resolve the issue. The account executive will communicate routinely with the member so that they are kept up to date on the status of the issue and its resolution.</p>																	
<p>17. Assessment, Design and Layout: Please describe how your company would work with a participating agency to assess, design, and layout a classroom, office space, library, or conference room?</p>	<p>Zones has a dedicated digital signage and Pro A/V specialist who can be a resource to recommend the correct products and services to build the right solution. Zones recommends a physical site survey to be conducted prior to the assessment to gather information necessary for the assessment and design. The charges for site surveys are found in the attachment labeled Form C - Pricing Schedule - Zones. Zones does not charge for project assessment and design.</p>																	
<p>18. Please note any costs associated with assessment, design and layout in Form C - Pricing Schedule.</p>																		
<p>19. Installation Teams: Please describe the duties of your installation teams, project roles, and any applicable certifications your installers hold.</p>	<p>The roles and duties are very dependent on the technology we are deploying and the client requirements. We employ a broad-based nationwide footprint of regional technicians and engineers, and as such certifications will vary by platform, discipline and manufacturer.</p>																	

Responding Company's Name:	Zones
<p>20. Subcontractors for Installation: will your company be using subcontractors to conduct any installations through the result of this solicitation? If so, how to you plan to educate the subcontractor(s) who will conduct the installation will comply with the terms and conditions of the contract.</p> <p><u>Whether using subcontractors or not, a respondent must complete and submit the Subcontractor Utilization Form their response.</u></p>	<p>Prospective partners are subject to an extensive vetting process that assures alignment at the required skillset and the financial and liability levels before we will engage. These relationships are cross-monitored and reviewed upon completion of each Statement of Work (SOW) for continued inclusion into our approved vendor database. Partners are an extension of Zones and as such are held to the same accountability level to secure continued growth and client satisfaction.</p>
<p>21. Please describe your warranty process and/or any protection plans that your company may offer participating agencies. Please note, all extended warranty options (other than standard warranties) and protection plans must be noted in Form C - Pricing Schedule –Services.</p>	<p>All products are covered by manufacturer's warranty. Extended warranties are available. CPC's dedicated account managers will work with CPC's members and the specific OEM to review the available extended warranties and assist with the selection of the warranty that will best address the member's specific requirements.</p>
<p>22. Please describe any other "value adds" and or services your company can bring to CPC's participating agencies.</p>	<p>In general, we have a nationwide installation team to perform the following services:</p> <ul style="list-style-type: none"> • WLAN site survey pre and post installation/Heat Mapping • WLAN installation (Rack, Server, Switch, Router, UPS, AP) • Digital Signage installation • Media player installation • Physical security installation • CAT 5/6 cable runs, fiber optic cabling, Coax cabling • Staff augmentation/technicians and engineers • Project Management/PMO • IT Asset Management (recycle, dispose, resell) • Help Desk/Break Fix/Remote support • A/V set-up and configuration <p>Please refer to the attachment labeled Q.22 - Value Proposition - Zones for an overview of other services and value that Zones can bring to CPC and its members.</p>
<p>23. What are your payment terms?</p>	<p>Zones' standard payment terms are Net 30. Zones is happy to discuss alternative payment terms with CPC and its members.</p>
<p>24. Does your company accept payment by procurement card? If so, is the participating agency assessed a fee for purchasing with a procurement card?</p>	<p>CPC's members can pay with a purchasing card or vendor-specific ghost card. Zones currently provides these services to a sizable portion of our customer base, including numerous Fortune 500 clients. Often ghost cards streamline the payment process by centralizing all of your purchases with a single account number and providing more timely and predictable billing by the card provider. Zones does not apply surcharges to purchasing cards or credit cards.</p>
<p>25. Does your company offer any prompt payment discounts? If so, please describe.</p>	<p>At this time, Zones does not offer any prompt payment discounts.</p>

Responding Company's Name:	Zones
<p>26. State your company's process for handling returns and/or credits.</p>	<p>All returns require a return material authorization (RMA) number. RMA requests can be filed electronically through ZonesConnect or through CPC's dedicated account executives.</p> <p>All products returned for RMA must be complete. The original manufacturer's protective packaging (including electrostatic protection), manuals, software, documentation, cables or other accessories originally shipped with the product, blank warranty cards and original UPC codes on the box must be included and intact, and the box itself cannot show any handwriting or other writing applied by the client or an end-user. For further clarification and details of on Zones' return policy please visit www.zones.com.</p> <p>"Dead on arrival" products – If the product is deemed DOA, CPC's members can request an immediate replacement unit to be shipped to the original recipient of the DOA equipment. Zones also has the ability to repair or dispatch warranty authorized engineers on-site if that solution is preferred.</p> <p>Incorrect products – Although a rare occurrence, if an incorrect product is shipped to a CPC member, the Zones Return Center (ZRC) team will return that item for full credit and a replacement product will be expedited by Zones to the original recipient.</p> <p>In-warranty returns/replacements – The standard manufacturer's warranty will be passed along to CPC's members. Products are covered by the manufacturer's warranty against defects. Due to certain manufacturers' return policies, CPC's members will be required to contact those manufacturers (including Apple, IBM, Compaq, Hewlett-Packard, Sony and others) directly to repair, replace or return your products. Appropriate procedures will be in place to assist each member in obtaining return materials authorization. Zones will help facilitate the process. At the end of the manufacturer's warranty period, an out of warranty extension can be purchased through Zones' professional services division for most manufacturers.</p> <p>Credits for returned products – Credits will be issued upon receipt of the product back to the Zones' RMA facility or upon receipt of credit from our supplier.</p>
<p>27. Does your company currently have any other contracts in place with purchasing consortiums similar to CPC?</p> <p>If so, please list your current contracts and the contract maturity date with the consortium(s).</p>	<p>Yes. We hold several cooperative purchasing agreements which are outlined below.</p> <ul style="list-style-type: none"> • BuyBoard • National Cooperative Purchasing Alliance REG 14 ESC • National Joint Purchasing Alliance (NJPA) Dell • PEPPM Catalog Bid 2014 Pennsylvania • TIPS/TAPS - Computers, equipment, components and peripherals • TIPS/TAPS - Networking Equipment, Software and Related Services • TIPS/TAPS - Software • TIPS/TAPS - Signage • TIPS/TAPS - Email Archive Systems with Backup and Disaster Recovery • TIPS/TAPS - Internet and Network Security
<p>28. Does your company have contracts with other consortiums in Minnesota, North Dakota, and South Dakota?</p> <p>If so, please describe how your company will position this contract to CPC's participating agencies, if awarded.</p>	<p>Zones' NJPA contract is based out of Minnesota. Zones will use our marketing tools to create email blasts and marketing collateral which will be sent to potential members. Zones' account executives will also call current members every day informing them of the contract and our participation with CPC. Please refer to the response to Question 1 of this document for more information regarding Zones' intended marketing plan for fostering growth and promoting the contract between CPC and Zones.</p>

Responding Company's Name:	Zones			
29. Financials: Please provide your company's last three years total gross sales to agencies within CPC's service area.	MINNESOTA K-12 HIGHER ED CITY/COUNTY NONPROFITS TOTALS	2015	2014	2013
30. List any additional stipulations and/or requirements your company requests that are not covered in the RFP.	There are no additional stipulations or requirements that Zones would like to add at this time. If during the ongoing RFP process, Zones identifies an additional stipulation or requirement, Zones will communicate this with CPC.			
31. List any exceptions that your company is requesting to the terms set forth in the Instructions to Respondents and Technical Specifications.	Please refer to the attachment labeled Q.30 - Exceptions - Zones for a review of the exceptions to the terms and conditions set forth in the Instructions to Respondents. Zones has no exceptions to the terms outlined in the Technical Specifications.			

NORTH DAKOTA	2015	2014	2013
K-12			
HIGHER ED			
CITY/COUNTY			
NONPROFITS			
TOTALS			

As a privately held company, Zones considers this information confidential and is only able to provide this information when a mutual non-disclosure agreement is in place between Zones and the customer. In the case of public sector opportunities where information is covered by the Freedom of Information Act, Zones has to ensure that this information is not made available to other competitors. As a measure to ensure confidence in Zones' ability to deliver against its commitments, Zones has provided Zones' DNBI Risk Management Report. Please refer to the attachment labeled Q.29 - DNBI Risk Management Report - Zones.

Form C - Pricing Schedule Intro

**Please note this spreadsheet has multiple workbooks/tabs.*

Instructions. This spreadsheet contains multiple workbooks/tabs relating to this RFP. Please follow the directions found/listed on each workbook and complete the workbooks as they pertain to your company's offerings. All pages have been formatted to print to one page width, however, you may add additional lines as needed. Please note, each individual workbook will note if it's a required or optional form. Per the RFP terms and conditions, all workbooks listed as optional are considered a value-added attribute.

This spreadsheet contains the following workbooks/tabs:

- C - State Multiplier
- C.1 - Category/Manufacturer Discount
- C.2A - Multimedia Solutions
- C.2B - Value Added Technology Solutions - *optional*
- C.3 - Services: Design, Install, Other
- C.4 - Support Services: Warranty, Training, Maintenance
- C.5 - Volume Discounts - *optional*
- C.6A - Pricing Scenario (Classroom)
- C.6B - Pricing Scenario (Conference Room)

C - State Multiplier- *required*

Enter your company's multiplier/factor to be applied to the base product cost provided to arrive at the CPC state price for the product.

C.1 - Category/Manufacturer Discount - *required*

Enter either by category and/or manufacturer the percentage discount offered to CPC participating agencies

C.2A - Multimedia Solutions - *required*

Please use the following categories when entering your multimedia solutions on C.2A:

1. Presentation technology (projectors, document cameras);
2. Response systems;
3. Interactive whiteboards;
4. Flat panel displays/monitors;
5. Interactive displays, tables, monitors;
6. Digital signage;
7. Sound systems;
8. Integrated controls;
9. Mounting hardware;
10. Screens
11. Portable technology equipment;
12. Audio and video conferencing software and equipment;
13. Multimedia furniture;
14. Other (please define).

C.2B - Value Added - Technology Solutions - *optional*

Please use the following categories when entering your value added technology solutions on C.2B:

1. Mobile devices (Chromebooks, tablets);
2. Mobile device carts;
3. Large format printing;
4. 3D printing;
5. Digital Cameras (SLR);
6. Furniture;
7. Other (please define).

C.3 - Services: Design & Install - *required*

Please enter all design and installation services that your company offers on C.3.

C.4 - Support Services: Warranty, Training, Maintenance - *required*

Please enter all warranty, training and maintenance support that your company offers on C.4.

C.5 - Volume Discounts - *optional*

Please enter any additional volume discounts that your company is offering on C.5.

C.6A - Pricing Scenario (Classroom) - *required*

Please quote the requested items for this pricing scenario that meet the specifications listed on C.6A.

C.6B - Pricing Scenario (Conference Room) - *required*

Please quote the requested items for this pricing scenario that meet the specifications listed on C.6A.

***Reminder:** Contract discounts and percentages must be held firm during the initial contract period, unless reductions are made to accommodate bulk replacements or special promotions. The awarded vendor(s) may offer an increased, reduced spot discount to any participating agency at any time in the case of large projects or to secure business. However, at any one point in time, the awarded vendor(s) cannot reduce the current contract discounts and percentages to a participating agency until following the steps outlined in the Technical Specifications and received approval by CPC.

Form C.5 - State Multiplier

***Please note this workbook has multiple tabs.**

Instructions. For each of the states listed below, provide your multiplier/factor to be applied to the base product cost provided to arrive at the CPC state price for the product. For further clarification, please review the Standard Terms and Conditions found in the Technical Specifications of this RFP.

Responding Company's Name: _____ **0**

REQUIRED FORM

Project types	Minnesota Multiplier	North Dakota Multiplier	South Dakota Multiplier
	0.00%	0.00%	0.00%
Non-prevailing wage project:			
Prevailing wage project:			
Davis Bacon wage project:			

Form C.2A - Multimedia Solutions

*Please note this spreadsheet has multiple workbooks/tabs.

Instructions. Submit below, following the details outlined in the RFP and the intro page of this workbook, **ALL** multimedia solutions that your company offers. Multimedia solutions may include, but is not limited to: projectors, document cameras, response systems, interactive tables, interactive whiteboards, flat panel displays and monitors, digital signage, sound systems, integrated controls, hardware, conferencing software, portable technology, screens, and multimedia furniture, etc. The items submitted below must meet the minimum specifications listed in the RFP's Technical Specifications. This form has been formatted to print to one-page width. 200 rows have been provided, additional rows may be added. Please note this is a **required form**.

**Reminder: Contract discounts and percentages must be held firm during the initial contract period, unless reductions are made to accommodate bulk replacements or special promotions. The awarded vendor(s) may offer an increased, reduced spot discount to any participating agency at any time in the case of large projects or to secure business. However, at any one point in time, the awarded vendor(s) cannot reduce the current contract discounts and percentages to a participating agency until following the steps outlined in the Technical Specifications and has received approval by CPC.*

Responding Company's Name: _____ Zones _____

REQUIRED FORM

Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Energy Star Rated: Y or N	Unit of Measure	MSRP List Price	Category Discount	Net Price To Member	Comments
Audio & Video	MS ASUS Xonar U7 Sound Card	ASUS COMPUTE	Xonar U7	2893558		1	\$ 118.99	15	\$ 101.14	MSRP List Price is reflective of Zones Advertised Price. Energy star rated can be provided upon request
Audio & Video	MS Creative Sound Blaster ZxR PCIe 124dB	CREATIVE LABS	70SB151000000	3527688		1	\$ 323.99	15	\$ 275.39	MSRP List Price is reflective of Zones Advertised Price. Energy star rated can be provided upon request
Audio & Video	THINKPAD WIFI DISPLAY ADAPTER US	LENOVO INC.	0C52866	1861297		1	\$ 151.99	15	\$ 129.19	MSRP List Price is reflective of Zones Advertised Price. Energy star rated can be provided upon request
Audio & Video	Polycom video conferencing caster kit	POLYCOM	2675-52709-001	142491		1	\$ 287.99	15	\$ 244.79	MSRP List Price is reflective of Zones Advertised Price. Energy star rated can be provided upon request
Audio & Video	MS Roku 4 Streaming Media Player (4400R)	ROKU INC	4400R	4127301		1	\$ 175.99	15	\$ 149.59	MSRP List Price is reflective of Zones Advertised Price. Energy star rated can be provided upon request
Audio & Video	HDMI TO VGA COMP + AUD CONVRT	SIIG INC	CE-H21611-S1	181942		1	\$ 186.99	15	\$ 158.94	MSRP List Price is reflective of Zones Advertised Price. Energy star rated can be provided upon request
Audio & Video	4PORT VGA SPLITTER VGA MONITOR VID	STARTECH.COM	ST124PRO	79601		1	\$ 66.99	15	\$ 56.94	MSRP List Price is reflective of Zones Advertised Price. Energy star rated can be provided upon request
Audio & Video	HDMI VGA WL SCREEN PERPSHARIN	STARTECH.COM	WIFI2HDVGA	3386522		1	\$ 212.99	15	\$ 181.04	MSRP List Price is reflective of Zones Advertised Price. Energy star rated can be provided upon request
Audio & Video	12V DC CAR POWER ADAPT CABL	AMPLIVOX	S1462	2831031		1	\$ 43.99	15	\$ 37.39	MSRP List Price is reflective of Zones Advertised Price. Energy star rated can be provided upon request
Audio & Video	AE-35 Classroom Pack with Carrying Case	AVID	8EDU-12CPAE-3	3466087		1	\$ 162.99	15	\$ 138.54	MSRP List Price is reflective of Zones Advertised Price. Energy star rated can be provided upon request
Audio & Video	AE-35 Classroom Pack with Carrying Case	AVID	8EDU-12CPAE-3	3466088		1	\$ 162.99	15	\$ 138.54	MSRP List Price is reflective of Zones Advertised Price. Energy star rated can be provided upon request
Audio & Video	AE-35 Classroom Pack with Carrying Case	AVID	8EDU-24CPAE-3	3466089		1	\$ 278.99	15	\$ 237.14	MSRP List Price is reflective of Zones Advertised Price. Energy star rated can be provided upon request
Audio & Video	AE-35 Classroom Pack with Carrying Case	AVID	8EDU-24CPAE-3	3466090		1	\$ 278.99	15	\$ 237.14	MSRP List Price is reflective of Zones Advertised Price. Energy star rated can be provided upon request
Audio & Video	AE-35 Classroom Pack with Carrying Case	AVID	8EDU-30CPAE-3	3466091		1	\$ 336.99	15	\$ 286.44	MSRP List Price is reflective of Zones Advertised Price. Energy star rated can be provided upon request
Audio & Video	AE-35 Classroom Pack with Carrying Case	AVID	8EDU-30CPAE-3	3466092		1	\$ 336.99	15	\$ 286.44	MSRP List Price is reflective of Zones Advertised Price. Energy star rated can be provided upon request
Audio & Video	Avid Media Composer Production Pack	AVID	9935-71671-00	4302156		1	\$ 2,657.99	15	\$ 2,259.29	MSRP List Price is reflective of Zones Advertised Price. Energy star rated can be provided upon request
Audio & Video	Avid Media Composer Production Pack	AVID	9935-71672-00	4302157		1	\$ 6,644.99	15	\$ 5,648.24	MSRP List Price is reflective of Zones Advertised Price. Energy star rated can be provided upon request

Form C.2B - Value Added Technology Solutions

*Please note this spreadsheet has multiple workbooks/tabs.

Instructions. Submit below, following the details outlined in the RFP and the intro page of this workbook, **ALL** value added technology solutions that your company offers. Value added technology solutions may include, but is not limited to: mobile devices, mobile device carts, large format printing, 3D printing, cameras, furniture, other. The items submitted below must meet the minimum specifications listed in the RFP's Technical Specifications. This form has been formatted to print to one-page width. 200 rows have been provided, additional rows may be added. Please note this is an **optional form**.

**Reminder: Contract discounts and percentages must be held firm during the initial contract period, unless reductions are made to accommodate bulk replacements or special promotions. The awarded vendor(s) may offer an increased, reduced spot discount to any participating agency at any time in the case of large projects or to secure business. However, at any one point in time, the awarded vendor(s) cannot reduce the current contract discounts and percentages to a participating agency until following the steps outlined in the Technical Specifications and has received approval by CPC.*

Responding Company's Name: _____ Zones _____

OPTIONAL FORM

Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Energy Star Rated: Y or N	Unit of Measure	MSRP List Price	Category Discount	Net Price To Member	Comments
Communication	HANDS FREE MASTER STATION	AIPHONE	DB-1MD	254782		1	\$ 91.99	12	\$ 80.95	MSRP List Price is reflective of Zones Advertiser Price. Energy star rated can be provided upon request
Communication	RED-DISTRIBUTOR / VDF / RR	ASUS COMPUTE	ZE551ML-23-4G	3856533		1	\$ 337.99	12	\$ 297.43	MSRP List Price is reflective of Zones Advertiser Price. Energy star rated can be provided upon request
Communication	WHITE 16GB ZENFONE	ASUS COMPUTE	ZE551ML-23-4G	3856402		1	\$ 270.99	12	\$ 238.47	MSRP List Price is reflective of Zones Advertiser Price. Energy star rated can be provided upon request
Communication	ZE551ML-23-4G16GN-WH AND 90AC00C0	ASUS COMPUTE	ZE551WH-WHLI	3802839		1	\$ 285.99	12	\$ 251.67	MSRP List Price is reflective of Zones Advertiser Price. Energy star rated can be provided upon request
Communication	ZE551ML-23-4G16GN-WH AND 90AC00C0	ASUS COMPUTE	ZE551WH-RDLF	3802836		1	\$ 285.99	12	\$ 251.67	MSRP List Price is reflective of Zones Advertiser Price. Energy star rated can be provided upon request
Communication	ZE551ML-23-4G16GN-WH AND 90AC00P0	ASUS COMPUTE	ZE551WH-ZENP	3802837		1	\$ 291.99	12	\$ 256.95	MSRP List Price is reflective of Zones Advertiser Price. Energy star rated can be provided upon request
Communication	ZENFONE 2 WHITE PHONE WITH BUMPEF	ASUS COMPUTE	ZE55116GBWHT	3915005		1	\$ 276.99	12	\$ 243.75	MSRP List Price is reflective of Zones Advertiser Price. Energy star rated can be provided upon request
Communication	Axiom AX - notebook battery - Li-Ion	AXIOM	0A36311-AX	153732		1	\$ 89.99	12	\$ 79.19	MSRP List Price is reflective of Zones Advertiser Price. Energy star rated can be provided upon request
Communication	Dell 90 WHr 9-cell Lithium Ion Primary Bat	AXIOM	312-0234-AX	154413		1	\$ 121.99	12	\$ 107.35	MSRP List Price is reflective of Zones Advertiser Price. Energy star rated can be provided upon request
Communication	LI-ION 6C NB BATT FOR ACER LC.BTP00.0	AXIOM	LC.BTP00.046-A	249035		1	\$ 98.99	12	\$ 87.11	MSRP List Price is reflective of Zones Advertiser Price. Energy star rated can be provided upon request
Communication	LI-ION 9C NB BATT FOR DELL 312-0196	AXIOM	312-0196-AX	253305		1	\$ 132.99	12	\$ 117.03	MSRP List Price is reflective of Zones Advertiser Price. Energy star rated can be provided upon request
Communication	LI-ION 9C NB BATT FOR DELL 312-0815	AXIOM	312-0815-AX	260822		1	\$ 118.99	12	\$ 104.71	MSRP List Price is reflective of Zones Advertiser Price. Energy star rated can be provided upon request
Communication	LION 3CELL NB BATT FOR DELL #312-093	AXIOM	312-0931-AX	135814		1	\$ 67.99	12	\$ 59.83	MSRP List Price is reflective of Zones Advertiser Price. Energy star rated can be provided upon request
Communication	LION 6C NB BATT FOR HP # WY164AA	AXIOM	WY164AA-AX	157054		1	\$ 122.99	12	\$ 108.23	MSRP List Price is reflective of Zones Advertiser Price. Energy star rated can be provided upon request
Communication	LION 6CELL NB BATT FOR DELL #312-070	AXIOM	312-0701-AX	156691		1	\$ 105.99	12	\$ 93.27	MSRP List Price is reflective of Zones Advertiser Price. Energy star rated can be provided upon request
Communication	LION 6CELL NB BATT FOR HP #KS524AA	AXIOM	KS524AA-AX	156053		1	\$ 114.99	12	\$ 101.19	MSRP List Price is reflective of Zones Advertiser Price. Energy star rated can be provided upon request
Communication	LION 6CELL NB BATT FOR LENOVO 51J04	AXIOM	51J0499-AX	256631		1	\$ 97.99	12	\$ 86.23	MSRP List Price is reflective of Zones Advertiser Price. Energy star rated can be provided upon request
Communication	LION 8C NB BATT FOR-LENOVO 43R9257	AXIOM	43R9257-AX	158412		1	\$ 111.99	12	\$ 98.55	MSRP List Price is reflective of Zones Advertiser Price. Energy star rated can be provided upon request

C.3 - Services: Design & Install

*Please note this spreadsheet has multiple workbooks/tabs.

Instructions. Please complete the tables below if your organization offers any of the following services. This form has been formatted to print to one page width. Please note this is an **required form**.

Responding Company's Name: _____

Zones

REQUIRED FORM

Assessment Services	Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.
		Physical site survey to determine mounting requirement	\$350.00	\$ 325.00		

Design Services	Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.
		Zones offers free design services on all projects. Zones has a dedicated team of AV specialist that will help in design and assess of all projects.				

Installation Services	Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.
		Installation of 70" screen (up to 2 hours per technician / 2 technicians) Top on screen not to exceed 12'	\$ 625.00	\$555.56		
	unbox and adopt to system (up to 2 hour)excludes advance configurations	\$ 280.00	\$ 250.00			Yes. Zones is willing to offer discounts based on the size of the project.
	unbox and adopt to system (up to 1 hour)excludes advance configurations	\$ 140.00	\$ 125.00			Yes. Zones is willing to offer discounts based on the size of the project.
	unbox and adopt to system (up to 1/2 hour) excludes advance configurations	\$ 70.00	\$ 62.50			Yes. Zones is willing to offer discounts based on the size of the project.
	Installation of one projector (one technican and up to 2 hours)	\$ 315.00	\$ 277.78			Yes. Zones is willing to offer discounts based on the size of the project.
	Install up to 4 speaker per class. (based on 1 technician for up to 2 hours) excludes hatches, conduit, or raceway	\$ 315.00	\$ 277.78			Yes. Zones is willing to offer discounts based on the size of the project.
	Installation of one screen two technican and up to 1 hours)	\$ 315.00	\$ 277.78			Yes. Zones is willing to offer discounts based on the size of the project.
	per hour to unbox and assemble		-			Yes. Zones is willing to offer discounts based on the size of the project.
	Furniture Install	\$ 50.00	\$ 45.00	2 hour min	0.53	Yes. Zones is willing to offer discounts based on the size of the project.
	Installation of one rack (one technican and up to 3 hours to install, rack the switch, with ip, and cable management) excludes wall board, patch cables or patch panels	\$ 470.00	\$ 416.67			Yes. Zones is willing to offer discounts based on the size of the project.
	unbox and install (up to 1/2 hour) excludes firmware download or hardwiring	\$ 70.00	\$ 62.50			Yes. Zones is willing to offer discounts based on the size of the project.

C.4 - Support Services: Warranty, Training, Maintenance

*Please note this spreadsheet has multiple workbooks/tabs.

Instructions. Please complete the tables below if your organization offers any of the following services. This form has been formatted to print to one page width. Please note this is an **required form**.

Responding Company's Name: _____

Zones _____

REQUIRED FORM

Extended Warranty	Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.
		Extended warranty can be offered on all our products and services. However, it is specific to each OEM. Please contact your d				

Training Services	Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.
		Zones offers a wide variety of training services. Each engagement is custom and can consist of onsite and or remote. Zones tea				

Maintenance Support	Description	Standard Price & Rate	Discounted Price & Rates	Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.
		Extended maintenance can be offered on all our products and services. However, it will be specific to each OEM and or engag				

Form C.6A - Pricing Scenario (Classroom)

*Please note this workbook has multiple tabs.

Instructions. In the form below, please develop a quote using the requirements specified below. Pricing for the project should reflect the discounts and pricing listed in forms C.1, C.2A, and C.3. Pricing entered on in this quote from C.2B and C.4 must be entered into the Additional Options Section. **Please include a rendering of the quoted project.** *Please note this is a required form.

Responding Company's Name:

Zones

REQUIRED FORM

Scenario: A middle school is being upgraded with new technology in each of its 25 classrooms. Assume that all necessary network cabling is already in place when providing the quote below. Follow the specifications outlined below and provide your company's best response. *Note, all solutions must be of commercial grade.

Classroom Dimensions: 28 feet wide, 32 feet long, 9 foot ceilings, no tiered seating, 2x2 ceiling tiles, recessed lighting. Back row to front wall is 27 - 29 feet.

1) Interactive LED Flat Panel Monitor with Integrated Speakers (min. of 70" diagonal display, 5 year min. warranty): that will need to be mounted to the wall (adjustable wall mount preferred), the flat panel must operate with finger touch and pen writing devices and must have a minimum of four (4) point multi-touch for multiple users to annotate on the screen at one time. The flat panel must have a minimum of 1920x1080 HD resolution. The flat panel must also have full mouse capability and the ability to connect to computers and accessories with a minimum of three (3) HDMI connections, one (1) VGA connection, one (1) LAN Network, one (1) Stereo Analog Audio input required. Describe any additional accessories or devices available for use with the interactive flat panel. The flat panel must be able to connect wirelessly to a network. Must be MAC and PC compatible. Must have anti-glare and heat-tempered/low friction glass. Capability to connect to 120 volt outlet. Must have a minimum 2mm accuracy and 12ms response time. Respondent must also quote the cost of any software needed to run the Interactive LED Flat Panel. Estimated Quantity: 25.

2) Presentation/Collaboration System: must be compatible with multiple devices and operating systems such as Windows, MAC, iOS, and Android. Must have connectivity to support both voice and audio. Must allow for multiple devices to connect at once and must have capability to display a minimum of four (4) screens at one time. Ability for teacher to control and/or monitor student devices that are connected. Ability to enable students with interactive activities, annotation, and note-taking. Estimated Quantity: 25.

3) Document Camera: flexibility to manipulate image with magnification and object rotation. Has the ability to show two and three-dimensional objects. Ability to capture and save video/picture files in multiple playback formats, such as .jpg, .mov, .mp3, .wmv, etc. Ability to convert to any standard lab microscope with necessary adapters. Must be portable, minimum of 1280x1024 SXGA. Must have auto-focus, digital zoom of 16X minimum, and shooting size of 8.5" x 11". Must be able to directly connect with Interactive LED Flat Panel. Estimated Quantity: 25.

4) Microphone: 1.90GHz digital IR with built-in coexistence and security features (i.e. no room-to-room carry over). Hands-free, lightweight wireless microphone. Input connections for TV, Computer (PC & MAC), Interactive LED Flat Panel. Respondent should only quote a lapel style microphone. Estimated Quantity: 25.

5) Projector - Ultra Short Throw, Wall Mounted: Please quote a **Laser, DLP, and LCD projector** that meet the minimum (or higher) specifications: must have high definition HDMI interface, RJ45, and RS232 connection for management purposes. Projector must have a minimum of 3300 ANSI Lumens with lamp economy mode, must have Keystone Correction, remote control, physical on/off bottom, wall mounted bracket. Describe input/output options in note sections. Estimated Quantity: 25.

6) Speakers - Ceiling or Wall Mounted (or combination): Speakers must be ceiling or wall mounted, if wall mounted please quote appropriate wall mounting equipment. Estimated Quantity: 100, 4 per classroom.

7) Services Design & Install: Design and install services must be quoted as a line item purchase within this scenario, please include pricing for those services.

8) Additional Options - Detailed Hardware: Items outside of 1-7 (listed above) should not be included in this quoted solution, however, additional items can be listed and quoted separately using the pricing section labeled "Additional Options". A respondent may quote additional items that they would suggest in this scenario in addition to items 1-7 (listed above). Any items included in the Additional Options section, must be considered a multimedia solution and must be found on form C.2A. Items that are considered as value-added technology solutions may not be included in this scenario.

8A) Rack and Server Space: Include in the Additional Options section, the appropriate amount of rack space needed for installing equipment. If your company does not provide rack space, please leave a comment in the note section.

8B) Power Conditioners: Please quote in the Additional Options section any power conditioners that should be included with this amount of equipment. If your company does not provide power conditioners, please leave a comment in the note section.

9) Support Services: Please include any support services that you would recommend to the middle school and quote them under Additional Options.

Quoted Scenario (1-7)

Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Energy Star Rated: Y or N	UOM	Catalog List Price	Category Discount	Net Price To Member	Number of Units	Net Extended Price
Commercial Display	NEC E705-DNT 70in 1920x1080	NEC	E705-DNT	003433287			\$ 5,088.99	9%	\$ 4,606.00	25	\$ 115,150.00
Warranty	5 Year Extended Warranty	NEC	EXTWRMX-5Y	002899623			\$ 860.99	4%	\$ 830.00	25	\$ 20,750.00
Mount	Large Fusion Micro Adjustable	Chief	XTM1U	002871682			\$ 280.99	15%	\$ 239.00	25	\$ 5,975.00

Presentation/Collaboration System	WIPG1600 WIRED PRESENTATION	WEPRESENT	WIPG-1600	004002321			\$ 1,105.99	7%	\$ 1,029.00	25	\$ 25,725.00	
Document Camera	DC-21 WHITE 12X OPTICAL ZOOM	Epson	V12H758020	003670992			\$ 842.99	8%	\$ 772.00	25	\$ 19,300.00	
Microphone	XTAG USB MICROPHONE SYSTEM	REVOLABS	02-DSKSYS-D	P 05263253			\$ 265.99	15%	\$ 227.00	25	\$ 5,675.00	
Projector	3600-Lumen Ultra Short Throw	NEC	NP-UM361X-W	002548261			\$ 1,071.99	9%	\$ 971.00	25	\$ 24,275.00	
Speakers	3.5IN TWO-WAY BASS REFLEX	PYLE - PRO SOUND	PDMN38	00211352			\$ 34.99	14%	\$ 30.00	50	\$ 1,500.00	
									\$ -		\$ -	
									\$ -		\$ -	
Total Project Quote											\$ 8,704.00	\$ 218,350.00

Notes:

Additional Options & Support Services (8-9)

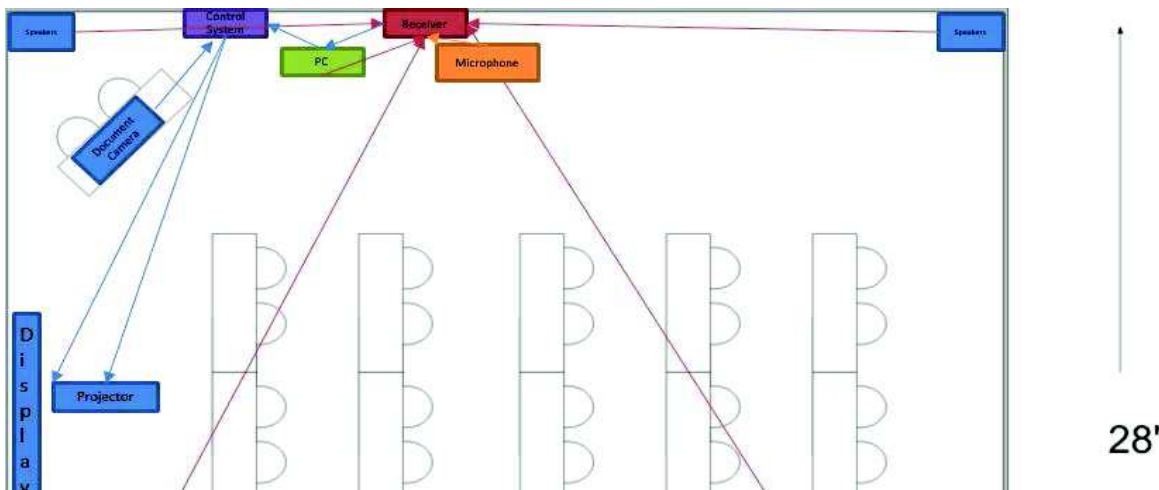
Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Energy Star Rated: Y or N	UOM	Catalog List Price	Category Discount	Net Price To Member	Number of Units	Net Extended Price
Receiver	PYLE 3000W HYBRID PREAMPLIFIED	PYLE - PRO SOUND	PWMA3003T	001759575							
70" Install	Installation of 70" screen (up to 2 hours per technician / 2 technicians) Top on screen not to exceed 12'	Synnex	TBD	TBD		each	\$ 625.00	10%	\$ 555.56	1	\$ 555.56
presentation / collaboration install	unbox and adopt to system (up to 2 hour)excludes advance configurations	Synnex	TBD	TBD		each	\$ 280.00	10%	\$ 250.00	1	\$ 250.00
Document camera install	unbox and adopt to system (up to 1 hour)excludes advance configurations	Synnex	TBD	TBD		each	\$ 140.00	10%	\$ 125.00	1	\$ 125.00
Microphone install	unbox and adopt to system (up to 1/2 hour) excludes advance configurations	Synnex	TBD	TBD		each	\$ 70.00	10%	\$ 62.50	1	\$ 62.50
Projector install	Installation of one projector (one technician and up to 2 hours)	Synnex	TBD	TBD		each	\$ 315.00	10%	\$277.78	1	\$ 277.78
Speaker install	Install up to 4 speaker per class. (based on 1 technician for up to 2 hours) excludes hatches, conduit, or raceway	Synnex	TBD	TBD		4 per class room	\$ 315.00	10%	\$ 277.78	1	\$ 277.78
rack install	Installation of one rack (one technician and up to 3 hours to install, rack the switch, with ip, and cable management) excludes wall board, patch cables or patch panels	Synnex	TBD	TBD		each	\$ 470.00	10%	\$416.67	1	\$ 416.67
Power conditioner install	unbox and install (up to 1/2 hour) excludes firmware download or hardwiring	Synnex	TBD	TBD		each	\$ 70.00	10%	\$ 62.50	1	\$ 62.50
									\$ -		\$ -
									\$ -		\$ -
Total Additional Options							\$ 2,285.00		\$ 2,027.78		\$ 2,027.78

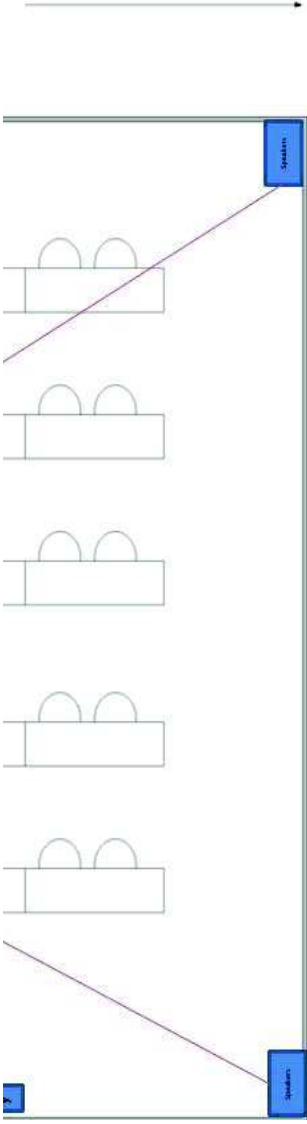
\$ -
\$ -

Notes: Pricing reflected above is per classroom; 25 classrooms would be \$50,694.50.

Pricing Assumptions:

- Work hours based on technician/s performing the install Monday- Friday 8 a.m. - 5 p.m.
- Price include travel and labor quoted per project per technician.
- Customer to provide all hardware.
- Technicians will arrange cables neatly. This quote does not include conduit or Panduit to conceal cable.
- Technician to clean up and dispose packaging at site.
- End-user will need to provide direction as to where to locate the screen and height.
- All equipment and mounts need to be sent to the location two (2) days before the installation date.
- Technician to provide a 6' -8' ladder.
- Customer to provide scissor lift or ladders for ceiling heights over 11'.
- If customer cannot provide a scissor lift TDS can rent one for an additional cost.
- This quote does not include the de-installation or disposal of the existing projectors.
- Quote is subject to change after pilot/demo.
- This quote does not include permits.
- This quote does not include union labor.
- Price based on a standard install. Work outside of scope or delays will be billed in 15 minute increments at \$90.00 per hour per technician.
- Quote does not include TDS assistance if locations assets will need to be moved to accommodate lift/ladder.
- This quote is based on drop ceilings and sheet rock walls
- TDS will warranty the installation for 90 days.
- All electrical and cabling work needs to be complete prior to technician arrival; quote does not include any electrical or cabling work.
- This quote is based on the information provided. Work out of scope would require a new quote.
- Technology Deployment Solutions will charge a Turn away Fee of \$200.00 per tech for any reason beyond Technology Deployment Solutions control.
- A return fee of \$755.00 per tech will be assessed if NCS has to return to the location for reasons outside Technology Deployment Solutions control.





32'

CLASS ROOM

Form C.6B - Pricing Scenario (Conference Center)

*Please note this workbook has multiple tabs.

Instructions. In the form below, please develop a quote using the requirements specified below. Pricing for the project should reflect the discounts and pricing listed in forms C.1, C.2A, and C.3. Pricing entered on in this quote from C.2B and C.4 must be entered into the Additional Options Section. **Please include a rendering of the quoted project.** *Please note this is a required form.

Responding Company's Name:

Zones

REQUIRED FORM

Scenario: A conference room that has the capacity to hold 120 people is being remodeled and upgraded. This conference room will be used in a lecture style setting (all attendees are front facing) and also in a collaborative setting (small groups). Assume that all necessary network cabling is already in place when providing the quote below. Follow the specifications outlined below and provide your company's best response. *Note, all solutions must be of commercial grade.

Conference Center Dimensions: 46 feet wide, 80 feet long, 13 foot ceilings, no tiered seating, 2x2 ceiling tiles, recessed lighting. Back row to front wall is dependent on size of furniture selected by the company responding.

1) Interactive LED Flat Panel Monitor with Integrated Speakers (min. of 70" diagonal display, 5 year min. warranty): that will need to be mounted to the wall (adjustable wall mount preferred), the flat panel must operate with finger touch and pen writing devices and must have a minimum of four (4) point multi-touch for multiple users to annotate on the screen at one time. The flat panel must have a minimum of 1920x1080 HD resolution. The flat panel must also have full mouse capability and the ability to connect to computer and accessories with a minimum of three (3) HDMI connections, one (1) VGA connection, one (1) LAN Network, one (1) Stereo Analog Audio input required. Describe any additional accessories or devices available for use with the interactive flat panel. The flat panel must be able to connect wirelessly to a network. Must be MAC and PC compatible. Must have anti-glare and heat-tempered/low friction glass. Capability to connect to 120 volt outlet. Must have a minimum 2mm accuracy and 12ms response time. Respondent must also quote the cost of any software needed to run the Interactive LED Flat Panel. Estimated Quantity: 1.

1a) LED Flat Panel Monitors (min. of 70" diagonal display, 5 year min. warranty): three (3) flat panels will be mounted in the center of the conference room; one (1) of the flat panels will face the presenter (in the front of the room) and the other two (2) flat panels will be facing the back of the room so people sitting on the right and left side of the room are able to see the presenters information and/or screen. The flat panels must have a minimum of 1920x1080 HD resolution. The flat panel must possess the minimum technical requirements to be interconnected with the interactive LED Flat Panel at the front of the room, displaying the presenters documents (i.e. presentation). The flat panel must be able to connect wirelessly to a network. Must be MAC and PC compatible. Must have anti-glare and heat-tempered/low friction glass. Capability to connect to 120 volt outlet. Estimated Quantity: 3.

2) System Controls: portable console must allow user to select inputs ranging from computer, to camera, to projector and screen. Respondent must quote any additional hardware pertaining to the systems controls in the Additional Options section (shown below). Estimated Quantity: 1.

3) Camera: ability to capture and save video and audio in multiple playback formats, such as .jpg, .mov, .mp3, .wmv, etc. Ability to follow presenter across the front of the room, or at a minimum capture the front of the room where the presenter will be located. Must be ceiling mounted, include auto-focus, and digital zoom. Must be able to directly connect with flat panels and drop down projection screen. Camera should give the user the ability to move the camera via remote control. Estimated Quantity: 1.

4) Microphone: 2.4 GHz digital RF with built in coexistence and security features (i.e. no room-to-room carry over). Microphones should be lightweight and have wireless connectivity. Input connections for TV, Computer (PC & MAC), Interactive LED Flat Panel. Respondent should quote both handheld and a lapel style microphone. Estimated Quantity: 2, 1 of each type of microphone.

5) Projector - Ceiling Mounted: Please quote a Laser, DLP, and LCD projector that meet the minimum (or higher) specifications: must have high definition HDMI interface, RJ45, and RS232 connection for management purposes. Projector must have a minimum of 3300 ANSI Lumens with lamp economy mode, must have Keystone Correction, remote control, physical on/off bottom, ceiling mounted bracket. Describe input/output options in note sections. Estimated Quantity: 1.

6) Speakers - Ceiling Mounted: Speakers must be ceiling mounted and flush with the ceiling tile. Estimated Quantity: 10.

7) Motorized Drop Down Projection Screen - Ceiling or Wall Mounted (min. 10' diagonal display): ability to be controlled by a switch and/or media console. Screen must be able to integrate with flat panels and system solution for presentation modes. Estimated Quantity: 1.

8) Furniture: capacity to seat up to 90 attendees. Please quote tables and chairs that will suit both environments, lecture (front facing) and collaboration (small groups). Furniture must be easy to move and chairs must be stackable when not in use. Please note the furniture warranty in the notes section.

9) Services Design & Install: Design and install services must be quoted as a line item purchase within this scenario, please include pricing for those services.

10) Additional Options - Detailed Hardware: Items outside of 1-9 (listed above) should not be included in this quoted solution, however, additional items can be listed and quoted separately using the pricing section labeled "Additional Options". A respondent may quote additional items that they would suggest in this scenario in addition to items 1-9 (listed above). Any items included in the Additional Options section, must be considered a multimedia solution and must be found on form C.2A. Items that are considered as value-added technology solutions may not be included in this scenario.

10A) Rack and Server Space: Include in the Additional Options section, the appropriate amount of rack space needed for installing equipment. If your company does not provide rack space, please leave a comment in the note section.

10B) Power Conditioners: Please quote in the Additional Options section any power conditioners that should be included with this amount of equipment. If your company does not provide power conditioners, please leave a comment in the note section.

11) Support Services: Please include any support services that you would recommend to the middle school and quote them under Additional Options.

Quoted Scenario (1-9)

Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Energy Star Rated: Y or N	UOM	Catalog List Price	Category Discount	Net Price To Member	Number of Units	Net Extended Price
Commercial Touch Display	NEC E705-DNT 70in 1920x1080	NEC	E705-DNT	003433287			\$ 5,088.99	FALSE	\$ 4,606.00	1	\$ 4,606.00
Commercial Display	NEC E705 70in 1920x1080 LEI	NEC	E705	002546678			\$ 2,808.99	9%	\$ 2,543.00	3	\$ 7,629.00
Mount	Large Fusion Micro Adjustable	Chief	XTM1U	002871682			\$ 280.99	15%	\$ 239.00	4	\$ 956.00
Warranty	5 Year Extended Warranty	NEC	EXTWRMX-5Y	002899623			\$ 860.99	4%	\$ 830.00	4	\$ 3,320.00
Presentation/Collaboration System	WIPG1600 WIRED PRESENTATION	WEPRESENT	WIPG-1600	004002321			\$ 1,105.99	7%	\$ 1,029.00	1	\$ 1,029.00
Document Camera	DC-21 WHITE 12X OPTICAL ZOOM	Epson	V12H758020	003670992			\$ 842.99	8%	\$ 772.00	1	\$ 772.00
Microphone	XTAG USB MICROPHONE SYSTEM	REVOLABS	02-DSKSYS-D	P 05263253			\$ 265.99	15%	\$ 227.00	2	\$ 454.00
Projector	NEC NP-V332X	NEC	NP-V332X	003176152			\$ 447.99	9%	\$ 406.00	1	\$ 406.00
Speakers	3.5IN TWO-WAY BASS REFLEX	PYLE - PRO SOUND	PDMN38	00211352			\$ 34.99	14%	\$ 30.00	5	\$ 150.00
Screen	120IN DIAG ELEC 4:3 72X96 IR	ELITE SCREENS	ELECTRIC120	001286601			\$ 239.99	9%	\$ 218.00	1	\$ 218.00
CONTROL SYSTEM	CONTROL SYSTEM - ATEN CONTROL	ATEN	VK2100K2	003401879			\$ 2,601.99	12%	\$ 2,277.00	1	\$ 2,277.00
Projector Ceiling Mount	Susp Ceiling Plate Universal pro	Peerless	prgs-455	001739230			\$ 148.99	15%	\$ 127.00	1	\$ 127.00
Spectrum Flex Training Table	Spectrum Flex Training Table-4	Spectrum	62591	TBD			\$ 684.00	8%	\$ 630.00	45	\$ 28,350.00
Spectrum Furniture Item	Box 1 Flex Training Table 24"x	Spectrum	95383	TBD			\$ -	8%	\$ -		
Spectrum Furniture Item	Flex Table Legs 2-Glides 2-Cast	Spectrum	95383	TBD			\$ -	8%	\$ -		
Spectrum Stack 4.0 Stacking Chair	Spectrum Stack 4.0 Stacking Chair	Spectrum	62431	TBD			\$ 168.00	8%	\$ 155.00	90	\$ 13,950.00
									\$ -		\$ -
									\$ -		\$ -
Total Project Quote									\$ 14,089.00		\$ 64,244.00

Notes:

Additional Options & Support Services (10-11)

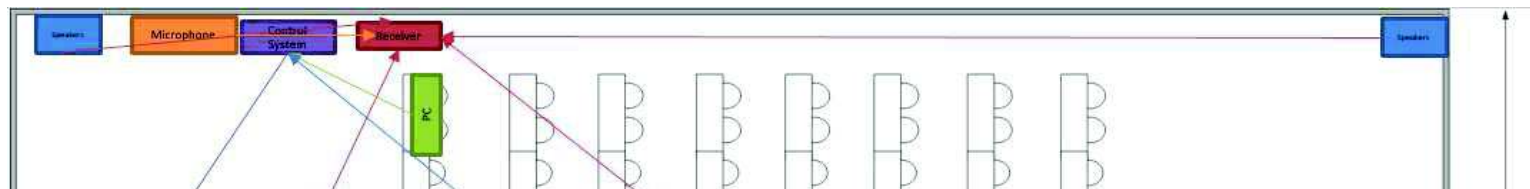
Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Energy Star Rated: Y or N	UOM	Catalog List Price	Category Discount	Net Price To Member	Number of Units	Net Extended Price
Reciever	PYLE 3000W HYBRID PREAMP	PYLE - PRO SOUND	PWMA3003T	001759575		each	\$ 232.99	15%	\$ 199.00	1	\$ 199.00
70" Install	Installation of 70" screen (up to 2 hours per technician / 2 technicians) Top on screen not to exceed 12'	Synnex	TBD	TBD		each	\$ 625.00	10%	\$ 555.56	1	\$ 555.56
presentation / collaboration install	unbox and adopt to system (up to 2 hour)excludes advance configurations	Synnex	TBD	TBD		each	\$ 280.00	10%	\$ 250.00	1	\$ 250.00
Document camera install	unbox and adopt to system (up to 1 hour)excludes advance configurations	Synnex	TBD	TBD		each	\$ 140.00	10%	\$ 125.00	1	\$ 125.00
Microphone install	unbox and adopt to system (up to 1/2 hour) excludes advance configurations	Synnex	TBD	TBD		each	\$ 70.00	10%	\$ 62.50	1	\$ 62.50

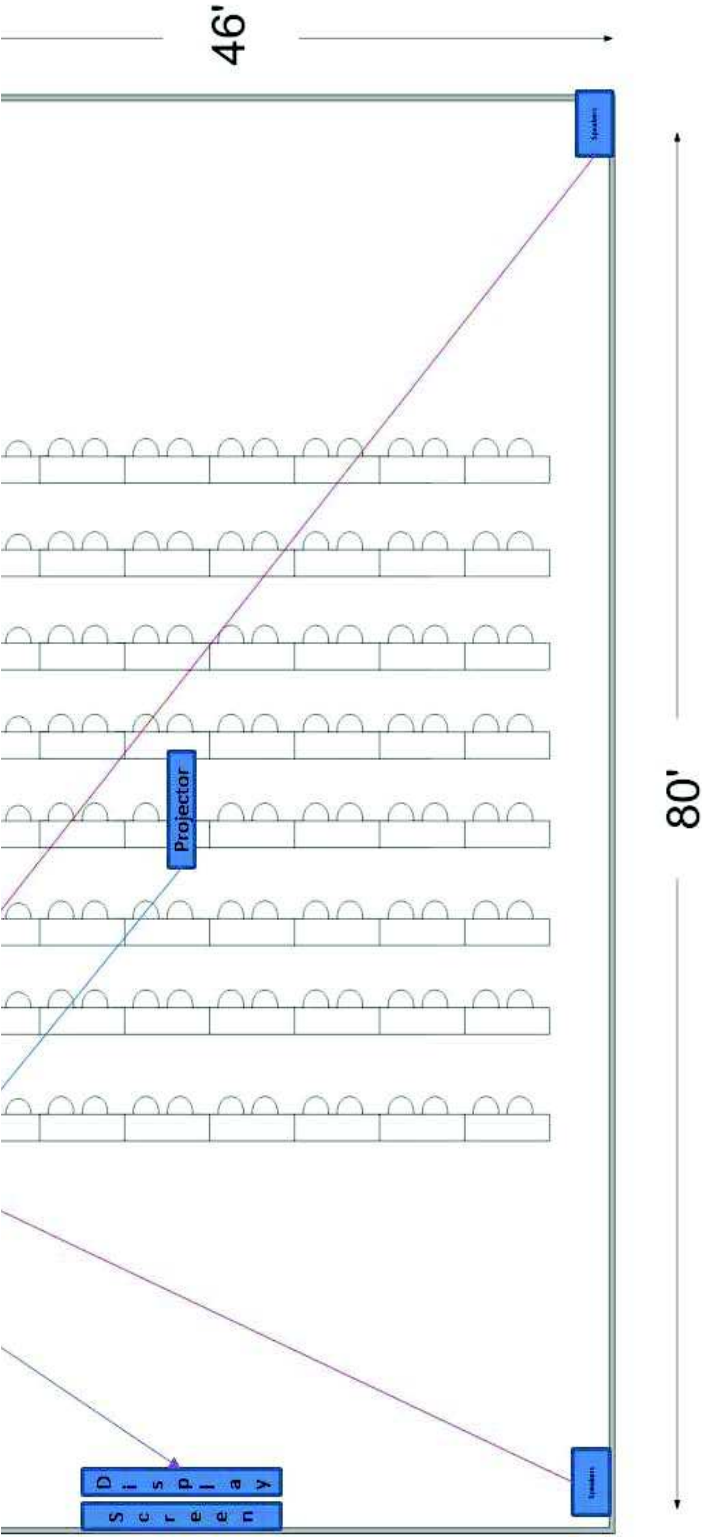
Projector install	Installation of one projector (one technician and up to 2 hours)	Synnex	TBD	TBD		each	\$ 315.00	10%	\$ 277.78	1	\$ 277.78
Speaker install	Install up to 4 speaker per class. (based on 1 technician for up to 2 hours) excludes hatches, conduit, or raceway	Synnex	TBD	TBD		4 per class room	\$ 315.00	10%	\$ 277.78	1	\$ 277.78
Da lite screen install	Installation of one screen two technician and up to 1 hours)	Synnex	TBD	TBD		each	\$ 315.00	10%	\$ 277.78	1	\$ 277.78
Furniture	per hour to unbox and assemble	Synnex	TBD	TBD		each			\$ -	1	\$ -
rack install	Installation of one rack (one technician and up to 3 hours to install, rack the switch, with ip, and cable management) excludes wall board, patch cables or patch panels	Synnex	TBD	TBD		each	\$ 470.00	10%	\$ 416.67	1	\$ 416.67
Power conditioner install	unbox and install (up to 1/2 hour) excludes firmware download or hardwiring	Synnex	TBD	TBD		each	\$ 70.00	10%	\$ 62.50	1	\$ 62.50
Furniture Install		SmartSource Technical Staff	TBD	TBD			\$ 50.00	10%	\$ 45.00	8	\$ 360.00
Total Additional Options							\$ 2,882.99		\$ 2,549.56		\$ 2,864.56

***Please include a high quality rendering of the proposed quote listed above.**

Pricing Assumptions:

- Work hours based on technician/s performing the install Monday- Friday 8 a.m. - 5 p.m.
- Price include travel and labor quoted per project per technician.
- Customer to provide all hardware.
- Technicians will arrange cables neatly. This quote does not include conduit or Panduit to conceal cable.
- Technician to clean up and dispose packaging at site.
- End-user will need to provide direction as to where to locate the screen and height.
- All equipment and mounts need to be sent to the location two (2) days before the installation date.
- Technician to provide a 6' -8' ladder.
- Customer to provide scissor lift or ladders for ceiling heights over 11'.
- If customer cannot provide a scissor lift TDS can rent one for an additional cost.
- This quote does not include the de-installation or disposal of the existing projectors.
- Quote is subject to change after pilot/demo.
- This quote does not include permits.
- This quote does not include union labor.
- Price based on a standard install. Work outside of scope or delays will be billed in 15 minute increments at \$90.00 per hour per technician.
- Quote does not include TDS assistance if locations assets will need to be moved to accommodate lift/ladder.
- This quote is based on drop ceilings and sheet rock walls
- TDS will warranty the installation for 90 days.
- All electrical and cabling work needs to be complete prior to technician arrival; quote does not include any electrical or cabling work.
- This quote is based on the information provided. Work out of scope would require a new quote.
- Technology Deployment Solutions will charge a Turn away Fee of \$200.00 per tech for any reason beyond Technology Deployment Solutions control.
- A return fee of \$755.00 per tech will be assessed if NCS has to return to the location for reasons outside Technology Deployment Solutions control.





CONFERENCE ROOM

Form D – References

Instructions: Please provide three references in the spaces below. References should be from organizations that have purchased and/or used products and/or services that relate to the scope of this RFP.

Responding Company's Name:	Zones Inc.
Reference #1 – Product/Service Used:	Large format displays plus audio tools, Samsung.
Reference Name	Lewisburg Area School District
Reference Contact Name <ul style="list-style-type: none">• Phone• Email	Daniel Schrader 570-522-3289
Notes (for CPC use only):	

Reference #2 – Product/Service Used:	Epson Projector purchases.
Reference Name	Smyth County Schools
Reference Contact Name <ul style="list-style-type: none">• Phone• Email	Terry R. Hawthorne 276-781-0040 terry@scsb.org
Notes (for CPC use only):	

Reference #3 - Product/Service Used:	Displays, HDMI Matrix with carts and shelving.
Reference Name	Somerset County Educational Services Commission
Reference Contact Name <ul style="list-style-type: none">• Phone• Email	Robert Zebrowski 908-707-0070 Ext. 1016 tech@sc.esc.k12.nj.us
Notes (for CPC use only):	

Form E – Level of Support

Instructions: Please indicate the level of support you will offer on this contract category. Check only one box in each section.

Prices are (check one box):	
	No different from what we ordinarily offer to individual members.
	Two percent (2%) lower than our best price to individual members.
	Three percent (3%) lower than our best price individual members.
	Four percent (4%) lower than our best price to individual members.
	Five percent (5%) lower than our best price to individual members.
	Ten percent (10%) lower than our best price to individual members.
X	Other, please explain Please see form C.1

Prices are (check one box):	
	No different from what we ordinarily offer to other consortiums.
	Two percent (2%) lower than our best price to other consortiums.
	Three percent (3%) lower than our best price other consortiums.
	Four percent (4%) lower than our best price to other consortiums.
	Five percent (5%) lower than our best price to other consortiums.
	Ten percent (10%) lower than our best price to other consortiums.
	Other, please explain Please see form C.1



 Authorized Signature (must match Signature on Form F)

21 October 2016

 Date

Form F – Assurance of Compliance

The respondent has carefully checked the accuracy of all items including description, price per unit, and listed total price per item in this proposal. In addition, the respondent accepts the general provisions of the proposal, including delivery timelines, and all responsibilities of delivery as outlined.


The respondent is aware of any detailed and special conditions. This form establishes the minimum criteria that a “responsible contractor” must meet to be awarded a contract resulting from this solicitation, this criteria includes:

- Compliance with workers’ compensation and unemployment compensation requirements, registration with the Department of Revenue and DEED, and has a valid federal tax identification number (or Social Security number, if an individual);
- Compliance with: minimum wages, overtime, prevailing wages, timely payment of wages to employees, no misrepresentation of employment relationship, Fair Labor Standards Act, and U.S. federal prevailing wage, all according to existing statutes, and the bill specifies when a violation occurs;
- Compliance with (an no violations in past three years) of 181.723 (independent contractors); and chapter 326B (construction codes and licensing);
- No current tax liens or tax delinquencies;
- Not currently debarred by the federal government, the state, or a municipality;
- Subcontractors or vendors the awarded vendor(s) intends to use have verified that they meet the clauses mentioned above.

CPC members are not obligated to verify any of the information in the contractor certification and have no liability if they reasonably rely on the certification statement in awarding the contract, or if they decline to award the contract based on a reasonable determination that the awarded vendor(s)/contractor failed to verify compliance.

In submitting this proposal, it is understood that the respondent is submitting a signed statement under oath verifying the respondent as a “responsible contractor”. CPC reserves the right to reject any or all proposals, and it is agreed that this proposal may not be withdrawn during a period of one hundred-twenty (120) days from the time of the opening date.

Company Name: Zones Inc.

Authorized Agent’s Signature: 

Agent’s Name (printed): Jon Bailey, Director Contract Management

Address: 1102 15th Street SW, Suite 102

City/State/Zip: Auburn, WA 98032

Telephone Number: 235-205-3571

Email: jon.bailey@zones.com

Form G - Contract Offer & Award

OFFER TO BE COMPLETED BY VENDOR

In compliance with the Request for Proposal, the undersigned warrants that I/we have examined the Instructions to Respondents and Technical Specifications, and being familiar with all of the conditions surrounding the proposed projects, hereby offer and agree to furnish all professional services in compliance with all terms, conditions, specifications and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance of this proposal.

The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to the Cooperative Purchasing Connection as stated in the evaluation section, will be a consideration in making the award.

This contract offer and award binds said vendor to all terms and conditions stated in the proposal until a contract has been signed by both parties.

Company Name: Zones Inc.

Address: 1102 15th Street, Suite 102

City: Auburn

State: WA

Zip: 98001

Contract Contact Person: Jon Bailey, Director Contract Management

Authorized Signature: _____



Printed Name: _____

Jon Bailey

ACCEPTANCE OF OFFER AND CONTRACT AWARD TO BE COMPLETED ONLY BY THE COOPERATIVE PURCHASING CONNECTION

Contract Term: It is the Cooperative Purchasing Connection's intent to award a contract for Interactive Technology Solutions. The contract term may be renewed annually, up to three (3) additional terms.

CPC Authorized Signature

17.3 - ITS

Contract Number

Awarded this _____ day of _____, 2016.

Form H – Proposal Checklist

The following items/submittals are required to be qualified as a respondent to the RFP. Respondents must submit an electronic version of their proposal by the due date and time listed in this RFP via Public Purchase (www.publicpurchase.com). Please take a moment to review the checklist provided and ensure all of the necessary documents have been uploaded with your response.

Your organization's uploaded proposal should include the following submitted and correctly labeled documents:

1. Form A – Vendor Information – Name of Company
 - i. *Submit as a PDF, not scanned.*
2. Form B – Questionnaire – Name of Company
 - i. *Submit as a Word (.doc or .docx) document.*
3. Form C – Pricing Schedule – Name of Company
 - i. *Submit as an Excel (.xls or .xlsx) document.*
4. Form D - References – Name of Company
 - i. *Submit as a PDF, not scanned.*
5. Form E – Level of Support – Name of Company
 - i. *Printed, signed, and scanned, submit as PDF.*
6. Form F – Assurance of Compliance – Name of Company
 - i. *Printed, signed, and scanned, submit as PDF.*
7. Form G – Contract Offer and Award – Name of Company
 - i. *Printed, signed, and scanned, submit as PDF.*
8. Form H – Proposal Checklist – Name of Company
 - i. *Printed, signed, and scanned, submit as PDF.*
9. Subcontractor Utilization Form – Name of Company
 - i. *Submit as PDF, not scanned.*

IMPORTANT: Forms MUST be submitted electronically in the format indicated for the proposal to receive consideration. MS Word documents with inserted images of completed documents will not be accepted. Please double check your uploaded documents for completion prior to submission.


Authorized Signature

21 October 2016

Date

Cooperative Purchasing Connection

PARTNERED VENDOR/SUBCONTRACTOR UTILIZATION

(This form must be completed and returned with your response)

RFP Name: Interactive Technology Solutions

RFP Number: RFP 17.3

Partnered Vendor Name: Synnex Corporation

If a subcontractor will not be used, check this box:

List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Company Name: Synnex Corporation

Street Address: Corporate Headquarters 44201 Nobel Drive

City, State, Zip: Fremont, CA 94538

Telephone: 864.373.7526

Primary Contact: Mike Owens

Email Address of Contact: mikeow@synnex.com

Services to be provided:

Installation services of IT assets for client, network and A/V equipment needs.

Company Name: _____

Street Address: _____

City, State, Zip: _____

Telephone: _____

Primary Contact: _____

Email Address of Contact: _____

Services to be provided:

Company Name: _____

Street Address: _____

City, State, Zip: _____

Telephone: _____

Primary Contact: _____

Email Address of Contact: _____

Services to be provided:



WORKING TOGETHER

COOPERATIVE PURCHASING
CONNECTION
Interactive Technology Solutions

Zones, Inc.
1102 15th Street SW, Suite 102
Auburn, WA 98001-6509

Copyright © 2016 by Zones, Inc.

The document herein contains information that Zones, Inc., intends solely for inclusion in this specific proposal. Use of this information may not be applied toward other, similar documents such as proposals, contracts or negotiations. Limited distribution of these materials has been made for evaluation purposes only.

Contents

Integrated Procurement 1



Integrated Procurement

Pivotal decision makers know that integrated fulfillment solutions such as the solutions offered by Zones have a tremendous impact on reducing costs and improving the efficiency of technology acquisition and deployment. Combining the right people and technologies with proven processes removes duplication of effort and eliminates the need for non-value added activities that can negatively impact an organizations performance. Part of Zones' added-value comes from enabling clients to leverage Zones' infrastructure and expertise in such crucial areas as IT supply chain management, vendor/product evaluation, system integration, logistics and deployment.

Zones' internal procurement systems are fully integrated and interoperable to support and enhance our operations, creating a more efficient process flow for our clients. As clients work with Zones to implement integrated systems, the costs associated with managing a distributed computing environment are reduced significantly and measurably.

Zones' integrated fulfillment solutions can include one or more of the following offerings: Product acquisition, financing, integration services, distribution, transportation, e-business consulting, asset management and software services.

Integrated fulfillment solutions support our clients' IT standards with a proven methodology that ensures tight change control processes and approvals. Systems delivered by Zones are accurately configured to the client's hardware and software specifications, pre-tested and ready for plug-and-play installations upon arrival. By reducing the level of hardware assembly, software installation and testing that occur at the end user's desk, Zones improves the efficiency of the deployment process and increases end-user productivity. All of these new efficiencies ultimately reduce the costs of deploying technology.

Zones' comprehensive, integrated approach will enable CPC customers to focus on core goals such as furthering market success, enhancing shareholder value and growing market share. By taking advantage of Zones' unique vendor-neutral status, CPC customers will reduce the number of suppliers it manages while leveraging total expenditures more effectively. Finally, CPC customers will benefit from having a single point of contact, a factor that will introduce new, streamlined technology acquisition and deployment processes and increase the efficiency of the overall procurement process.



Business-to-Business Support

EDI for Invoices and Payments

Zones supports many different purchasing and ordering methods to meet our clients' specific needs. We currently support many forms of electronic commerce transactions to provide clients with secure, cost-effective and streamlined data interchanges. In addition to providing EDI standard transaction sets, Zones can develop customized transaction sets to meet clients' unique needs. Companies that currently have an enterprise resource planning system can execute EDI transactions over the internet rather than through a third-party network.

EDI transactions are processed using standardized formats that provide for the protected exchange of business documents. EDI files are sent to a dedicated electronic address that Zones accesses at specific times during standard business hours.

Zones' Supported EDI Document Types or Transaction Sets



Zones supports a wide range of standard and customized integrated web portals including:



ZonesConnect™ Customized Procurement System

To support the growth and popularity of integrated procurement portals, Zones developed a portfolio of secure, client-specific web-based procurement tools named ZonesConnect. Designed by supply chain management and IT professionals, ZonesConnect has the ability to meet each of CPC customers' requirements for real-time, automated, on-line ordering, procurement and customized reporting systems. Clients regularly access and utilize ZonesConnect through any standard web browser as a means of placing and tracking orders and obtaining extensive information about their product standards, availability, pricing and SLA performance.

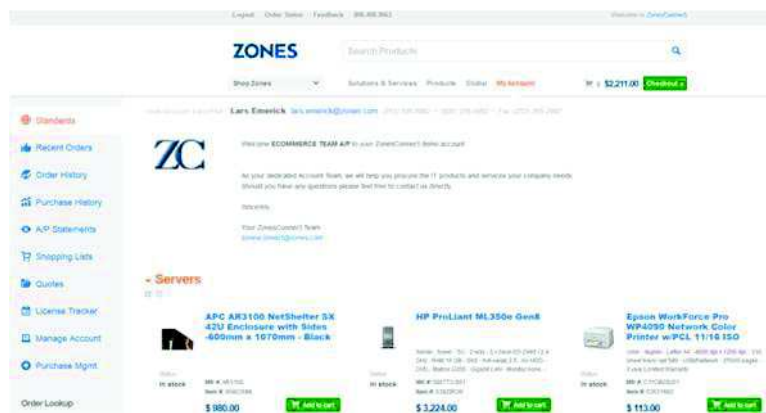
Zones' certified procurement specialists consult with clients to develop product standards and processes to meet virtually any client request. These standards can be bundled for each specific configuration to facilitate improved standard enforcement across the enterprise. Designated client personnel are supplied with unique administration rights to create and modify product bundles directly within the ZonesConnect system. As the client internal policies require, Zones provides a means of restricting order access and ordering capability. The ordering feature can also be restricted for each user based on each client's access and usage policies.

ZonesConnect allows you to:

- Track purchasing information using custom data fields
- Ensure policy compliance with a multilevel approval process
- Generate custom reports and distribute them by e-mail
- Check order status and request quotes
- Submit return material authorizations requests (RMA) online
- Use built-in efficiencies for frequent purchases
- View client supplied inventory at Zones' integration facilities
- Manage your software licenses with Zones' License Tracker
- Enjoy convenient 24x7 access to your account
- Access more than 150,000 products available from Zones
- Control user access with a secure, password-protected entryway
- Integrate ZonesConnect into your current e-procurement system
- Get expert assistance from your Zones' account executive
- Manage assets online

ZonesConnect integrates with the most popular e-commerce portals!

With a click of the mouse, authorized end-users can research product information quickly and add it to a shopping cart to create customized quotes and orders. To streamline the internal approval process, the order is routed to a purchasing agent for budget approval/verification or can be sent directly to Zones for fulfillment and delivery. Once an order is received, the dedicated Zones' sales manager e-mails confirmation of order receipt to the appropriate client contact. This option minimizes paperwork and simplifies the procurement process.



Efficient Approval Process

Whenever an order is placed through ZonesConnect, an e-mail is automatically sent to the individual in your company who is authorized to approve orders. The e-mail includes a link to the Purchase Management section of ZonesConnect. The approver simply clicks on the Purchase Management link to begin reviewing orders.

The first screen of Purchase Management specifies who placed the order, the order date, the order number, the PO number and the order amount. This initial screen also features “approve” and “reject” buttons for fast and easy order processing. While in Purchase Management, the approver may view order details, make order changes and approve or disapprove orders. As soon as the order decision is made, an e-mail notification is sent back to the originator of the order.

For greater efficiency, approval levels can be established for employees designating maximum order amounts. For example, an employee may be allowed to spend up to \$100 before approval is required. When the employee places an order for \$50, the order will automatically be placed. If the same employee places an order for any amount greater than \$100, the order will be processed through Purchase Management.

View and Change Order Details

To view the order, the approver clicks on the order number that appears on the first screen of Purchase Management. The approver now has complete control over the order and can make any necessary changes. For example, the approver may change the shipping address, adjust the shipping method, change the quantity of product(s) or alter the payment method(s).

Complete the Order

When the approver has finished reviewing the order, it can be updated and approved. If the decision is to cancel the order, a comment box is available to explain why the order is being denied. Once the order is approved or cancelled, the originator is sent a notification e-mail.

ZonesConnect Advantage

The ZonesConnect Purchase Management approval process can help ensure your standards are met and you can track how your budget dollars are being spent. Automating your purchasing process can also increase employee productivity by freeing up time for more important tasks. Orders will be placed by the fastest means possible through a secure online ZonesConnect account, so you experience timely and dependable delivery of your products.

Customized Reports

ZonesConnect increases efficiency at every stage of the procurement process; from establishing IT standards and placing orders to getting quotes and tracking software licenses. Of course, access to timely and accurate information is important to your business operations. That's why ZonesConnect makes a wide variety of reports available to your employees. These custom reports help track purchasing activity, spending levels, freight costs and more.

Based on client feedback, Zones provides clients the ability to leverage ZonesConnect by taking advantage of automated reporting subscriptions in addition to real-time customized ad hoc report submissions. With ZonesConnect reporting tools, clients can access detailed reporting history within minutes of requesting.

ZonesConnect integrated reporting tools provide access into the following search criteria.

- **Accounts Payable** – This data can assist clients with reconciling open invoices.
- **Asset Management** – Asset management data can be used to load an asset management system or a fixed asset accounting system or to analyze purchasing for a specific manufacturer's item or model.
- **Vendor/Part number** – Clients can create specific reporting formats to analyze spend or performance data by vendor, product category or part number.
- **Invoice History** – Data accessible through this link can be used to analyze purchasing activities and measure compliance with service-level agreements (SLAs).
- **Order Tracking** – This data can be loaded into a client order-tracking system or can be used to measure compliance with SLAs and manage product installation schedules more accurately.
- **Serial Number** – Serial number tracking and reporting allows Zones and our clients to identify individual products and shipments.
- **Original Order** – Clients can utilize this to analyze the original order placed and any authorized substitutions.
- **Product Catalog** – Data from the product catalog can be loaded into CPC customers' procurement system. This feature enables clients to request catalog-related reports based on items within the client's catalog. Catalogs can be modified real-time to add or remove products based on client direction.
- **Shipment Tracking** – From this link, users track shipping, measure compliance with SLAs and maintain leasing schedules.
- **Software License Management** – Zones' License Tracker can be used to document compliance with software licensing requirements in addition to being an effective means of determining actual license utilization and reclamation. Zones' License Tracker can also be an effective tool for negotiations with software publishers for true-ups and renewals of existing agreements.

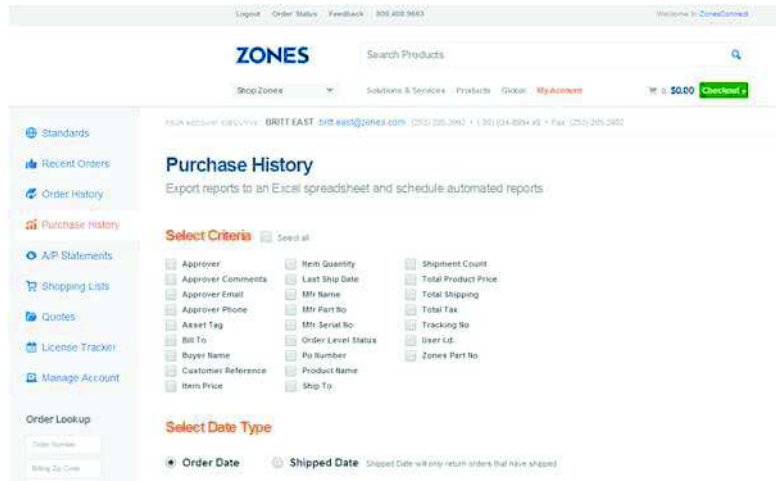
ZonesConnect report data is output as a text file or Microsoft standard formats which can then be imported into various applications including Excel, Access and Lotus.

Purchase History Reports

Purchase History Reports enable employees to run purchasing activity reports based on criteria they select. The report can be given a name for later use and sent to one or more e-mail addresses. To save time, a report can be sent on a recurring basis by simply choosing whether it will run one time, hourly, daily, weekly, monthly or yearly.

Example

The accounting department asks for a monthly report of everything purchased from Zones. Select the report criteria, choose the date range and set up the recurring time frame. The report will be sent immediately and subsequent reports will run according to the set schedule. By taking advantage of recurring reports that are automatically distributed via e-mail, employees will save time and minimize costs.



Order History Reports

Order History Reports provide real-time access to account and order information. Choose the type of report you need – order status, order number, PO number or serial number. Then select the parameters of your search criteria and enter the applicable order information. Next, adjust the date range to view the orders in the status of your choosing. Account activity based on the selected options will be displayed on the screen. The invoice and tracking details for an order can be viewed by clicking on the order number.

Example

The IT department requests to know what was ordered last week and what the order status is for those items. Select the order status option and specify the date range. The report will provide you with real-time information and will notify you of what items were ordered and their status.

Order Status

ZonesConnect is packed with powerful features to help lower your IT procurement costs, and it offers several reporting options to help you stay on budget and reconcile costs. Of course, ZonesConnect can also help answer the question that anyone in your office who places orders hears – “Where’s my order?” The Recent Orders on-screen report allows buyers to print invoices on demand, review the order details and check the status of any order.

Order Information

To view comprehensive information about open orders for the previous 14 days, go to the Recent Orders page. The screen displays buyer name, purchase order number, order number, entry date, last ship date, order amount and order status. To send order details to someone in the office, simply enter an e-mail address. The information will be sent in the form of an Excel document.

Recent Orders

Review orders placed in the last 14 days, including invoices and tracking information.

Buyer	Order #	Order/Quote Date	P.O. #	Order Amt.	Last Ship Date	Status	
zame_admin	82413723	05/10/2014	123724124	\$ 3,489.77		In Process	View Order >
zame_admin	82414230	05/09/2014	123724124	\$ 1,050.30		In Process	View Order >
zame_admin	82402784	05/08/2014	123724124	\$ 1,034.82		In Process	View Order >
zame_admin	82410713	05/05/2014	1234	\$ 1,073.16		In Process	View Order >
zame_admin	82409716	05/04/2014	Two Email Link	\$ 205.44		In Process	View Order >
zame_admin	82408454	05/01/2014		\$ 1,192,284.95		In Process	View Order >
zame_admin	82409402	05/01/2014	all	\$ 1,073.10		In Process	View Order >
zame_admin	82405237	05/28/2014	13229864	\$ 1,342.18		In Process	View Order >

Invoice and Order Tracking

The order numbers appearing on the Recent Orders screen are hyperlinked to provide access to invoice and tracking numbers. The hyperlinked tracking numbers take buyers to the shipping carrier’s website to view detailed information on the current location and expected delivery time of the products. The invoice can be printed or sent to an e-mail address in Adobe PDF format so it can be archived.

ZonesConnect Advantage

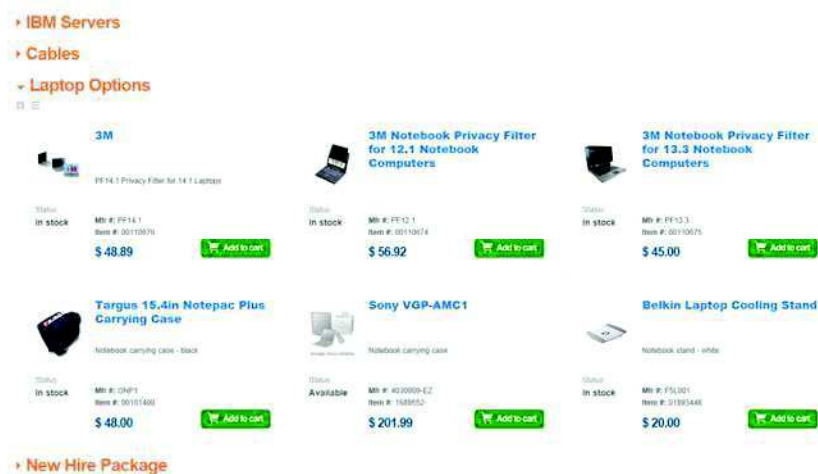
To keep buyers from guessing, Recent Orders displays the most recent activity on your account. Anyone with an authorized login can view an order’s anticipated delivery date, eliminating the need to make multiple phone calls to locate shipments and preventing the possibility of a surprise delivery. ZonesConnect makes tracking orders and scheduling time for product deployment easier than ever.

Standards Page

ZonesConnect offers comprehensive reporting, streamlined software license management, and timely information about your orders. It’s also open 24x7 and gives you powerful purchasing tools that make it easy to order everything from desktops and monitors to storage media and printer supplies. The Standards Page saves you time by eliminating the need to repeatedly locate frequently ordered products and fill out order forms again and again. Prices and products are maintained daily by your account executive to ensure you are constantly receiving the best pricing available.

Custom Shopping List

Your Zones’ account executive adds the products you have selected to the Standards Page. Products will reflect previously agreed-to prices. Once buyers log on, products are conveniently presented for ordering. Simply click on “Add to Cart” to make the purchase and check out.



Maintain IT Standards

The Standards Page can be designed to include custom product groupings. Whether it’s a single item or an entire package, the product(s) can be included on the page to help maintain IT standards and streamline the purchase of frequently ordered products (toner, storage media, drives, keyboards, etc.).

Example

The accounting department has hired a new employee. Simply log on to the Standards Page, choose the new hire package that has been set up by your Zones’ account executive and click on the item(s). Then all you need to do is check out. You have placed your order in just a few minutes.

ZonesConnect Advantage

To streamline the purchasing process and help you maintain IT standards, your company’s frequently purchased items are immediately available after your buyers log on to ZonesConnect. No searching and guesswork about products or IT standards is involved. Your Zones’ account executive will work with you to create the most desirable setup on your Standards Page.

Online Quotes

ZonesConnect has built-in efficiencies for placing, tracking and finding information about your orders. It also automates the first step in the purchasing process – getting a quote. ZonesConnect online quote capabilities enable authorized buyers to send the shopping cart right from your ZonesConnect account to your Zones’ account executive as a quote request.

Submit a Quote

After choosing the product(s), the buyer enters a name for the quote, proposed quote price(s), and any message or questions about the order, the price or the product(s) in the Notes field. A click on the “submit” button immediately sends the quote request to the Zones’ account executive.

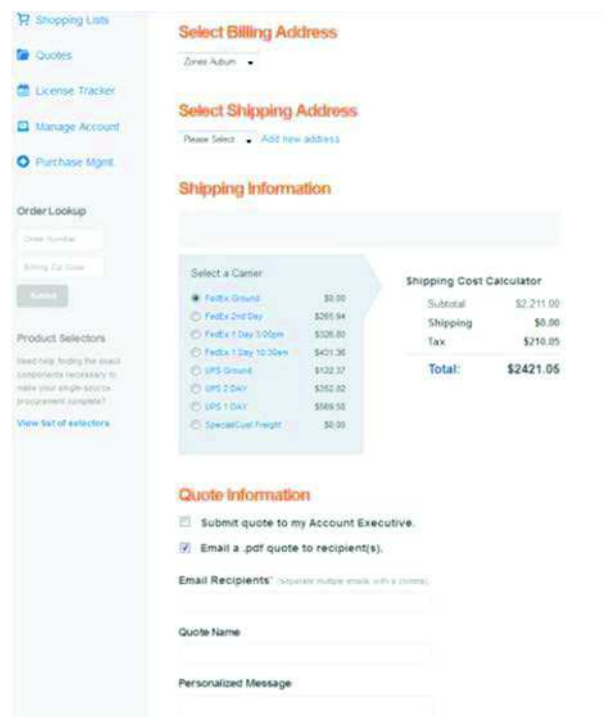
Once the quote is received and checked for any additional discounts or rebates, the buyer requesting the quote will receive an e-mail notification when the quote is complete. The e-mail will include a link that takes the buyer directly to the Open Quotes section of ZonesConnect.

Review Quotes and Place Orders

A list of all the submitted quotes and any quotes your Zones’ account executive has created appears on the Open Quotes page. The submission date, the Zones’ price, the quote total, the response total and the expiration date are shown for each open quote. Click on an individual quote to review its information and pricing provided by the Zones’ account executive. The order can also be submitted right from this page by reviewing the quote and clicking “accept.”

ZonesConnect Advantage

After finding the products you want online, why spend precious time putting information into an e-mail, creating a fax document or dictating product information over the phone? The online quote capabilities of ZonesConnect automate the entire process, so you no longer need to worry about deleting an important file or misplacing printed quotes. Online quotes are just another way ZonesConnect can save you time and ensure you get timely, accurate information and pricing.



e-Procurement Systems

By using an electronic procurement application for making purchases, CPC customers can automate and streamline their purchasing process.

Also known as Ariba PunchOut or SAP Roundtrip, e-procurement systems enable you to click on a link to access the Zones' electronic catalog from which you build your shopping cart. Once completed, the shopping cart is sent back to the e-procurement application; a PO is generated and sent back to Zones for order fulfillment.



Benefits of Integration

- Risk for error decreases as items ordered are listed in the pre-approved catalog
- Labor costs decrease dramatically because the PunchOut/Roundtrip process is almost entirely automated
- Item prices are updated immediately
- Simple to use – users log into their system and then proceed to the purchasing option and choose Zones





WORKING TOGETHER

COOPERATIVE PURCHASING
CONNECTION
Interactive Technology Solutions

Zones, Inc.
1102 15th Street SW, Suite 102
Auburn, WA 98001-6509

Copyright © 2016 by Zones, Inc.

The document herein contains information that Zones, Inc., intends solely for inclusion in this specific proposal. Use of this information may not be applied toward other, similar documents such as proposals, contracts or negotiations. Limited distribution of these materials has been made for evaluation purposes only.

20 October 2016

Lisa Truax
Bid and Contract Facilitator
Cooperative Purchasing Connection
1001 East Mount Faith Avenue
Fergus Falls, MN 56537

RE: Cooperative Purchasing Connection Request for Quote

Dear Ms. Truax,

Thank you for offering Zones the opportunity to become one of Cooperative Purchasing Connections' (CPC) primary interactive technology solutions partners and to provide a response to your Interactive Technology Solutions Request of Proposal (RFP). We are confident that we can deliver cost savings, enhanced support and improved overall service.

We understand that CPC is looking to provide for your customers' interactive hardware and service needs. Given this goal, we would like to provide you with information on why Zones is ideally suited to be your proactive partner in this project and can work with you to address future IT technology challenges.

Zones' clients typically find that we are able to deliver measurable savings when compared to their previous providers due to our proven ability to deliver tangible benefits and cost reductions that other providers miss. Additionally, Zones is a nationally-certified Minority Business Enterprise (MBE). This distinction means that we can offer tier-one diversity spend credits to help meet your supplier diversity objectives.

Zones is also a top-tier solutions provider with major manufacturers such as Apple, Cisco, Dell, HP, IBM and Lenovo and software publishers such as Microsoft, VMware, Adobe, Oracle, and Symantec. Unlike some of our competitors who focus solely or primarily on software or hardware, we are able to develop and orchestrate solutions incorporating multiple vendors and manage design, delivery and operation of these solutions.

As your dedicated account executive, I am available to answer any questions you may have. Please don't hesitate to contact me at the phone number or e-mail below.

Best regards,

Mark Wiggins
Account Executive
mark.wiggins@zones.com
253-205-3437

Contents

Zones at a Glance	1
Value Proposition for CPC Members.....	5
Supply Chain Management.....	12
IT Lifecycle Support Services.....	14
Quality Assurance.....	18
Attachment A – Technical Certifications	



Zones at a Glance

Zones provides our clients with a single source for the support, acquisition, deployment and ongoing management of IT solutions throughout the United States and abroad. Zones is an authorized tier-one hardware and software solutions partner with hundreds of the leading IT manufacturers such as IBM, Hewlett-Packard, Lenovo, Dell, Cisco, APC, Microsoft, Adobe, Symantec and VMware. In all, Zones' portfolio represents more than 2,000 suppliers in the support of our clients' unique requirements.

Zones is a privately held corporation with more than 29 years in the IT industry and more than 1,600 employees throughout the country. The company has successfully built a national sales and support infrastructure with specialized divisions that excel in providing customized IT solutions for public sector, SMB, mid-market and large enterprise clients ranging from 50 to 50,000 employees. Many of the most recognized Fortune 500 corporations trust Zones to meet their IT hardware, software and service requirements.

Headquartered just outside of Seattle in Auburn, Washington, Zones maintains a national network of company-owned logistics, integration and distribution facilities to support our client base. With facilities in Chicago, Seattle, Dallas, Houston, Denver, Portland, Los Angeles, London, Sydney, Toronto and New Delhi, Zones provides our clients with immediate access to inventory, configuration and deployment services from all time zones, resulting in lower shipping costs and the ability to leverage Zones' enhanced "follow the sun" logistics programs.



Zones' Corporate Headquarters is located in Auburn, Washington and is supported by regional executive offices in Cerritos, CA; Wilmington, DE; Houston, TX; Miami, FL; Atlanta, GA; Chicago, IL; and Phoenix, AZ.

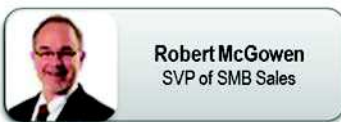
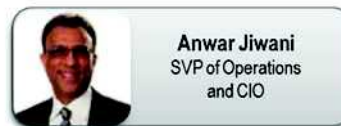
Zones' Financial Position

Zones is proud of its financial operations practices and we are the fastest growing IT solutions provider over the last four years, when compared with our publicly traded competitors. In the last five years, Zones' total annual revenue has been in excess of \$1Billion and has been increasing each year.

Zones' Key Facts	
Legal Company Name	Zones Inc.
Ownership Status	Privately held company
Corporate Headquarters	1102 15th Street, SW Auburn, Washington 98001
Years in Business	29
Tax ID Number	91-1431894
2015 Annual Gross Sales	\$1.498B
Coverage	United States and a network of international partners
Primary Business Units	IT hardware, software and related services
Top 5 Industries Served	Public sector including energy, education, healthcare, internet information and manufacturing
Number of employees	1600
Key Facilities	<p>Corporate Headquarters – Auburn, Washington</p> <p>Logistics and Integration Facilities</p> <ul style="list-style-type: none"> – Chicago, Illinois – Seattle, Washington – Los Angeles, California <p>Sales Centers</p> <ul style="list-style-type: none"> – Auburn, Washington – Portland, Oregon – Dallas, Texas – Houston, Texas – Denver, Colorado – Chicago, Illinois – Atlanta, Georgia – London, England – Toronto, Ontario – New Delhi, India – Sydney, Australia
Executive Officers	<p>Firoz Lalji – Chairman of the Board of Chief Executive Officer</p> <p>Ronald McFadden – Senior Vice President and Chief Financial Officer</p> <p>Anwar Jiwani – Senior Vice President of Operations and Chief Information Officer</p> <p>Dominic Camden – Senior Vice President of Enterprise Sales</p> <p>Derrek Hallock – Senior Vice President of Partner and Product Marketing</p> <p>Sean Hobday – Senior Vice President of International and Strategic Accounts</p> <p>Asif Hudani – Senior Vice President IT Services</p> <p>Linda Marbena – Senior Vice President of Purchasing and Logistics</p> <p>Robert McGowen – Senior Vice President of SMB Sales</p> <p>Jim Grass – Vice President of SLED Sales</p>

Corporate Organizational Chart

Under the leadership of Chairman of the Board and Chief Executive Officer Firoz Lalji, Zones has built an executive management team of industry veterans chartered with the growth and operations of our company. Each member of the leadership team brings significant experience and expertise to their positions and provides the vision, values and strategies required to meet our objectives. A summary of each executive's role and responsibility appears in the individual biographies below.



Ronald McFadden – Chief Financial Officer and Senior Vice President

Ronald is responsible for accounting, financial planning and analysis, treasury, tax, risk management, investor relations, facilities management, legal and human resources.

Anwar Jiwani – Chief Information Officer and Senior Vice President

Anwar is responsible for the overall IT strategy and for the strategic direction of Zones' information technology and e-commerce initiatives including content development, network infrastructure and e-procurement.

Derrek Hallock – Senior Vice President, Partner and Product Marketing (PPM)

Derrek is responsible for our product and partner strategy focusing on growth in key solution categories. He sets the direction for the PPM organization and drives effective go-to-market strategies with Zones' valued partners.

Sean Hobday – Senior Vice President of International and Strategic Accounts

Sean is responsible for driving growth in his account base, which includes large strategic and public sector accounts. He is also working to expand our global reach into the EU, India, China, Canada and beyond.

Asif Hudani – Senior Vice President of IT Services

Asif is responsible for the successful execution of Zones' expansive portfolio of professional services offerings. He joined Zones in 2009 with more than 25 years of experience in the technology services industry.

Linda Marbena – Senior Vice President of Purchasing and Logistics

Linda is responsible for the management of Zones' procurement processes and our supply chain management. She has also played a crucial role in improving our logistics capabilities and adding new services for our clients.

Dominic Camden – Senior Vice President, Enterprise Sales

Dominic plays a strategic role focused on building and shaping Zones' Enterprise sales organization. His background is deeply rooted in the development of highly productive sales organizations. Most recently, he spearheaded investments in infrastructure and people in the North Central region, securing multiple Fortune 500 customers.

Robert McGowen – Senior Vice President, Sales

Robert is responsible for leading Zones' sales and customer service functions throughout North America. He is responsible for driving sales across all Zones' sales divisions as well as overseeing the performance and development of hundreds of Zones' resources in the company's award-winning sales force.

Jim Grass – Vice President, SLED Sales

Jim is responsible for leading Zones' state, local and education sales divisions. He is responsible for driving sales and ensuring that we are in full compliance with the terms of our state, regional and national purchasing vehicles.

Value Proposition to CPC Members

Zones is a global provider of comprehensive IT solutions

We enable positive business outcomes through innovative solutions that leverage technology from best-of-breed partners and exceptional service from our team of certified sales, technical engineering, and supply chain specialists. Zones' value proposition captures the essential value our company provides to the marketplace. It describes why people should choose Zones as their solution provider, and what distinguishes us from our competitors. Why do business with Zones? Our customer-focused drive, the innovative solutions we provide, the partners we represent, and the exceptional service we offer. Zones' solutions include:

- Cloud and virtualization
- Data center design and implementation
- Security
- Mobility
- Internet of Things practice
- Enterprise software licensing
- Software management
- Supply chain management including integrated procurement solutions
- System configuration and integration solutions
- Data center integration
- Hardware and software reselling

Expertise and Breadth of Capabilities

To design and implement the solutions outlined above, Zones has marshalled an array of innovative thinkers, creative problem solvers, solution and technology experts and operational leaders that can focus on the customers' challenges and deliver solutions that will meet them.

Assistance from Certified Experts

Zones operates teams of certified solutions architects who focus on cross-category solutions in a wide range of areas including end-user computing, mobility, storage, virtualization, security, networking, and software and are available to consult with you at no additional cost. Rather than paying your own personnel to review your environment and devise solutions, CPC members can work with Zones and our certified experts, allowing you to reduce the time and money spent by your IT department. For an overview of the breadth of certifications possessed by Zones' staff please refer to *Appendix A – Technical Certifications*.

Utilize a Wide Range of Customizable Services

The full suite of services offered by Zones' Advanced Solutions Group services spans the entire lifecycle of your IT product from solution design through disposal and every step in between. Our solutions architects and engineers will work with you and hold top-level certifications from a range of manufacturers and publishers including:

- APC
- Apple
- Aruba
- Avaya
- Avocent
- Brocade
- CheckPoint
- Cisco
- Citrix
- Dell
- EMC
- F5
- Hitachi
- HP
- IBM
- Intermec
- Juniper
- Lenovo
- McAfee
- Microsoft
- NetApp
- Polycom
- Red Hat
- Riverbed
- Symantec
- VCE
- VMware
- Websense
- Xiotech



Cultural Fit

Capturing Diversity Spend to Meet Purchasing Goals

Like CPC members, Zones is strongly committed to increasing quality through supplier diversity. As such, Zones is a certified Minority Business Enterprise (MBE) and a Corporate Plus member of the National Minority Supplier Development Council (NMSDC). This means that CPC members is able to capture tier-one diversity spend on every single transaction billed through Zones. Not only was Zones awarded the 2015 National Supplier of the Year award from the National NMSDC and the Regional Supplier of the Year from the Northwest Mountain MSDC, but we have also been recognized with the council's first-ever MBE-to-MBE Inclusion Award for our efforts to include minority suppliers in our own corporate contracts and purchases. With our commitment to developing business relationship and an environment that is rich in inclusion and partnership; together CPC members and Zones can strive to provide access to business opportunities with diverse suppliers.



As partners CPC members and Zones will be creating opportunities for businesses certified to be owned by minorities, women, persons with disabilities, veterans or disabled veterans, and persons who are gay, lesbian, bisexual, and transgender (GLBT) to provide products and services.

Environmental Commitment

To help our clients meet and increase environmental standards, we provide environmentally friendly products, green IT services and asset management services. Zones works with manufacturers to offer servers, computers, notebooks, monitors and consumables that have environmentally friendly attributes evidenced by their ENERGY STAR® and EPEAT™ ratings. ENERGY STAR® products help save energy through efficient designs. The EPA requirements for earning ENERGY STAR are to meet energy use benchmarks in three distinct operating modes: standby, active and sleep modes. In addition to the product, any included accessory must also meet the ENERGY STAR qualifications for its category. EPEAT™ is operated by the Green Electronics Council (GEC). EPEAT evaluates products according to three tiers of environmental performance Bronze, Silver and Gold. To qualify for acceptance as an EPEAT product, a product must conform to 23 required criteria and, in the case of Gold and Silver, a percentage of optional criteria (Gold 75% and Silver 50%).

As a partner to CPC members, Zones can provide other environmentally-friendly product offerings and services including:

- **Asset Management** – Provides for systematic reuse, repurposing, recycling and disposal of you no longer needed IT assets.
- **Green Packaging** – Zones has discontinued the use of Styrofoam and air bladders as package fillers and has replaced them with paper made from recycled materials. We also reuse packaging boxes internally when mailing materials to corporate events. Proven methodologies also allow Zones to offer boxless delivery on a nationwide scale across multiple hardware categories (desktops, notebooks, servers, networking, storage).

- **Server Consolidation** – Over time Zones has consolidated our servers to conserve energy and maximize space efficiency. The IT experts at Zones are always eager to discuss the energy, performance, and cost benefits of server consolidation with you. We will also make you aware of any rebates and incentives utility companies are giving to organizations that adopt server consolidation solutions and take other steps towards lowering energy consumption.
- **Electronic Invoicing and Procurement** – Since 2003, Zones has used electronic customer invoicing, and to date we have replaced 21,000 paper invoices and statements each month with electronic versions. Our ZonesConnect™ online purchasing tool for customers offers electronic IT fulfillment, online quotes, and online reporting capabilities. We encourage businesses to choose software licensing to help eliminate unnecessary software boxes. Zones remains committed to finding ways to conserve resources and eliminate waste.
- **Environmentally Friendly Catalog Program** – In 2008, we migrated our entire catalog print program to Forest Stewardship Council (FSC) certified paper. FSC certification ensures that the paper in our catalogs contains fiber from well-managed and responsibly harvested forests that meet strict environmental and socioeconomic standards.

The CPC Team

CPC members' dedicated account manager is Mark Wiggins. Mark, supported by the sales management and support teams, works in concert with resources from Zones' Advanced Solutions Group to ensure that we can deliver cost effective solutions that will exceed CPC members' requirements. The sales management team, headed by Jim Grass, Senior Vice President Public Sector Sales, is committed to ensuring that CPC members receive the proper focus and assist Mark in achieving success. To ensure consistency across Minnesota, North Dakota and South Dakota, Mark will be supported by additional account executives in order to provide comprehensive service to all of CPC's members.

Zones – CPC Team



Tyler Newsome
Account Executive

Sales Support



Wilson Garcia
Contract Manager



Carrie Woodson
Contract Manager



Steven Dawson
Licensing Executive



Mark Wiggins
Account Executive

Advanced Solutions Group



Greg Malik
Vice President, ASG



Phil Bloomfield
Solution Architect



Linda Marbena
SVP, Purchasing and Logistics



Stephanie Pauldon
Project Manager, Supply Chains OPs



Ronnie Turcich
Account Executive

Public Sector Sales



Jim Grass
SVP, Public Sector Sales



Luke Zeman
Directors, Public Sector Sales



Derrick Graff
Sales Manager

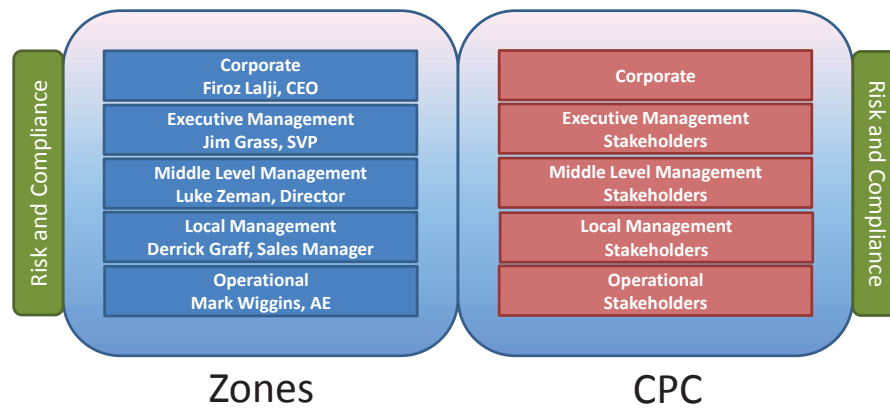
Logistics

Governance and Relationship Management

Governance Models

Zones recommends the following operational governance model to provide oversight and manage the relationship between CPC members and Zones. At each level of operations and management, Zones will have a key individual that will take ownership of the relationship and of any escalation or issue and commit to having it resolved at the lowest level of governance possible.

Operational Governance Model



Communication would travel up and down the levels of management to inform senior management of anything that might positively or negatively influence the service operations or relationship and ensure that lower management is able to understand and act on directives. Communication will also travel between CPC members and Zones’ peers at each level of governance with the intent to develop strong working relationships and collaborative thinking. The risk and compliance teams support management at all levels so that management can proactively mitigate potential threats to the success of this project and future projects.

Risk Management

Risk management is embedded in the foundation of the Zones’ business model in order minimize, monitor, and control the probability and/or impact of unfortunate events and to maximize the realization of opportunities.

We perform rigorous risk assessment at all levels of the organisation and in the following activities:

- The pre-sales process
- The inception of internal development projects
- Setting corporate direction
- Contract negotiations
- Building a foundation for business continuity and disaster recovery planning
- Threat assessments based upon inclement weather or other supply chain threats
- Subcontractor selection

This is performed in order to ensure that the pursuit, acquisition, and development of new opportunities makes good business sense and does not have a negative impact on our ability to deliver new business or to threaten our success in delivering towards existing business and clients. It also enables us to proactively plan and act to prevent or minimize that the results of the threat.

As part of the risk assessment process we consider risks associated with the project, risks that could threaten the project's success, and risks to our operational teams when a project goes live. We evaluate the likelihood of the occurrence of this risk and the impact of the potential risk to determine the threat to the project or the organization. Identified risks are assigned an owner who is responsible to ensure that the relevant decision makers address the risk and that the risk is investigated to determine its scope and the magnitude of the threat. Depending on the project and the significance of the risk, executive sponsors may also be assigned to assure that this risk has the visibility necessary to effectively manage it.

The team will then determine how best to manage this risk either through avoidance, reduction/mitigation, sharing, or retention. Management effectiveness is tracked and evaluated to determine its success and to gather information to be used when assessing future threats and determining how to manage them.

Core Strengths and Strategies

To maintain our competitive advantage, Zones continually invests in our people, processes and technologies to support the changing needs of our clients and our industry. By investing in both our core capabilities and emerging technologies, Zones is able to offer our clients a proven portfolio of IT solutions while also offering OEM-certified support services around new offerings and technologies such as virtualization, SAN design/implementation, security, network management, point-of-sale deployments and asset management solutions.

ZONES: COMPLETE IT SOLUTIONS PROVIDER



Dedicated Client Support

Zones maintains multiple sales support centers throughout the United States. Dedicated representatives are responsible for performing all operational functions necessary to process and track purchase orders all the way through end-user delivery. CPC members will receive toll-free access to a team of Zones' sales support center representatives who are responsible for knowing and following CPC members' internal standards and policies. Zones' sales support centers cover all U.S. time zones and are open from 7:00 a.m. to 8:00 p.m. EST. Below is a chart that lists standard response times for the Zones' sales support center teams.

Standard Response Times for the Zones' Support Centers	
Description	Response time
Telephone (voice mail)	Immediate
E-mail	Two hours
Quote request (standard product)	Two hours
Orders entered (standard product)	Same day if received by 3:00 p.m. PST
Report generation request	Real-time or same day
RMA (return merchandise team)	Real-time or same day

Zones' sales support center teams review all orders before order placement and will notify CPC members of any order/delivery changes, product changes or manufacturer part number changes prior to placing the order. Sales support center teams will work closely with your local Zones' account executive and CPC members internal contacts to track and update CPC members' standards documentation.

The sales support center operations group concentrates on ensuring order accuracy and delivery of products. A state-of-the-art automated call distribution telephone system answers all calls into the sales support center and will route client calls automatically to the first available team member. Zones' clients have the option of placing orders over a toll-free telephone number, fax, e-mail, web portal or EDI.

Customer Service

Zones adheres to a Five Star Service expectation and our goal is to provide high-speed and high-quality service to our customers. Zones' number one priority is client satisfaction. As part of the transition, client and Zones will mutually agree on all client satisfaction metrics, measurement tools and data gathering methods.

Zones currently tracks a number of performance metrics which can significantly impact customer satisfaction, including delivery cycle time, e-mail response time, calls on hold, call response times, number of calls needed to resolve a customer's request and more. We can establish additional customized SLAs to be sure we capture what is most important to CPC members regarding our performance. Your dedicated account team monitors the reports of agreed-upon service levels on a regular basis to ensure our performance meets your expectations.

Zones utilizes e-mail survey processes such as Survey Monkey to gather and track the quality of service, and we can do so specifically to gain CPC members' perspective of our service. Results specific to CPC members will be obtained through web collection, scored, and published for CPC members' and Zones' management review. These survey results will go through Zones' management review process as described above, and reviewed during CPC members' quarterly review meetings.

The customer service department has one supervisor, one customer service lead and four customer service representatives. The technical support team has one supervisor, one technical support lead and four technical support representatives. Each member of the customer service organization is empowered to resolve any issues at the lowest level possible.

The customer service team is responsible for:

- Managing the call queue
- Managing customer email inquiries and providing responses
- Managing lost, missing, and damage claims
- Managing manual billing processes
- Managing package rerouting

The technical support team is responsible for:

- Managing pre-sales calls with Zones' account executives
- Managing post-sales issues with customers
- Reviewing warranty services

Zones' customer service organization has a monitoring system comprised of status boards. All calls and issues are tracked and followed up on using our tracking database. Our hold-time average is 48 seconds which is significantly better than the industry standard hold-time of 3-5 minutes.

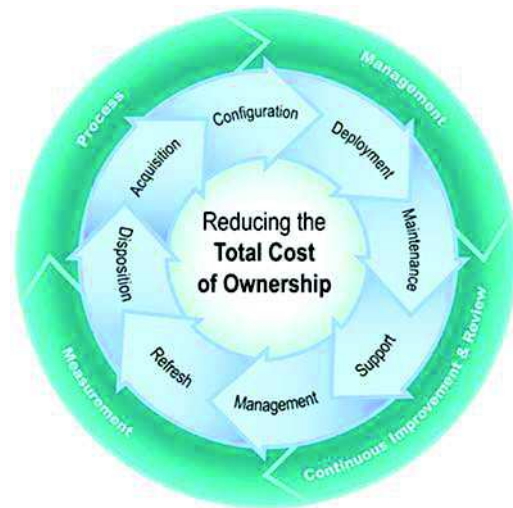
Reducing Total Cost of Ownership

As an IT infrastructure continues to grow and becomes a larger part of the enterprise, so do the costs of procuring, installing, training, using, maintaining and even disposing of those IT assets. The original purchase price of a computer represents only a small portion of the total, actual cost of the asset over the computer's lifetime. As newer distributed technologies emerge, additional labor and skills are required to operate and support IT assets.

IT Process Management

Significant management and cost reduction benefits are achieved by implementing or improving existing lifecycle management processes covering the procurement, deployment and management of IT hardware and software assets. CPC members will also receive assistance from Zones with buying, maintaining, upgrading and disposing of computer and other IT related assets.

Zones has developed processes and methodologies based on the Information Technology Infrastructure Library (ITIL) services framework to efficiently manage CPC members' assets and help track IT investments throughout the lifecycle, from acquisition through disposal.



Supply Chain Management Services

Zones offers our clients a single source, closed-loop supply chain network including a broad range of reliable, efficient procurement and configuration services. By leveraging industry recognized best practices and audited quality procedures, Zones' procurement solutions are designed to streamline internal and external processes. This reduces our clients' total cost associated with IT procurement, configuration, deployment and related services.

Hardware Services

Logistics and Distribution Services

Zones maintains three major logistics and distribution centers to ensure timely and efficient customer delivery located in Carol Stream, IL; Tukwila, WA and Cerritos, CA. In addition, Zones has established relationships with most major manufacturers and IT distributors to provide additional options for meeting CPC members' logistics and distribution needs.



Zones' National Coverage

Carol Stream Integration, Logistics, and Distribution Center

Centrally located, the Carol Stream distribution center is ten minutes from Chicago's O'Hare International Airport and located across the street from major distributors. The center's well-trained staff is capable of receiving, storing, processing, shipping, and delivering products in a timely and cost-effective manner. Quality control checks ensure the accuracy and completeness of the work performed. Special services offered include custom labeling/bar coding, custom packaging, special kitting, project management, asset retrieval, asset disposal with DoD disk wipes and asset tag or serial number reporting.

Distribution Center Facts

- Close proximity to all major IT product distributors provides for a high level of product availability
- Over 151,000 square feet with over 9,000 picking locations
- In-stock items ship same day
- Last daily pickup: 9:00 p.m. central time
- Drop-off at shipping hub available until 10:00 p.m. central time
- Carrier of choice is FedEx; many other carriers available
- Local and box-less delivery via Zones' truck
- More than 150 years of experience among our distribution team professionals
- Solution center, training center and customer briefing center available



Repair Services Facts

- Authorized, award-winning repair center for warranty and non-warranty repairs of IBM, Lenovo, HP and Apple products
- Technicians are A+ and Server+ certified and have completed requisite IBM, Lenovo, HP and Apple training courses and certifications
- Uplifted server hardware support for customers under contract in the Chicago area (4-hour response using the HP or IBM parts depot)
- Timely hardware support for all the orders going through our integration lab
- Exclusive hardware support for customers in the Chicago area
- Repair technicians test and check OBR products to ensure reliability

Integration Center Facts:

- Over 17,500 square feet of integration space
- Hours of operation: 8:00 a.m. to 9:00 p.m.
- Imaging network is fully independent from the Zones' production network and the Internet to ensure the safety and security of customer data
- Fully certified technical staff with a minimum of A+ certification. Most technicians maintain additional, higher level certifications such as Server+, Network+ and vendor-specific certifications
- In addition to our full-time technicians, a pool of contract technicians is on-call for special projects
- Bench/rack space to configure and image up to 300 units at a time
- Every integrated unit is quality control checked by a senior level technician for completeness and accuracy of the work performed. A QC checklist detailing the work performed and attested by the integration technician and the quality control technician is included with each unit.
- Image server with over 1.3TB of usable data storage
- Server racks dedicated to customer equipment
- IBM and HP blade server chassis to allow for configuration, burn-in and testing of IBM and HP blade servers

IT Lifecycle Support Services

Configuration

Pre/Post-Sale Technical and Configuration Support

Zones' technical support department is divided into three teams, all of which can be contacted by telephone, e-mail and fax.

- **Technical Advisors (TAs)** – Zones' TAs are experts in the specifications of products and technology. This group advises sales and support personnel regarding product specifications, selection and compatibility. Additionally, the TAs review each custom configuration order/request prior to releasing the order for configuration.
- **Configuration Team** – This team is located adjacent to our pick-and-pack assembly line in Illinois. Each configuration is done individually with work verified and a documenting report included with each order. Some of the services Zones offers are memory installation, software, burn-in, OS installs, asset tagging and imaging.
- **Technical Support Team** – This team receives end-user calls. The team works with CPC members via phone field testing, directing user on installation or technical resources and acting as liaisons with product manufacturers. In the event a product is defective or incompatible, the technician will arrange for replacement or service. At Zones we offer free technical support for hardware for up to 30 days from product delivery.

Zones, Inc. has full configuration services including but not limited to:

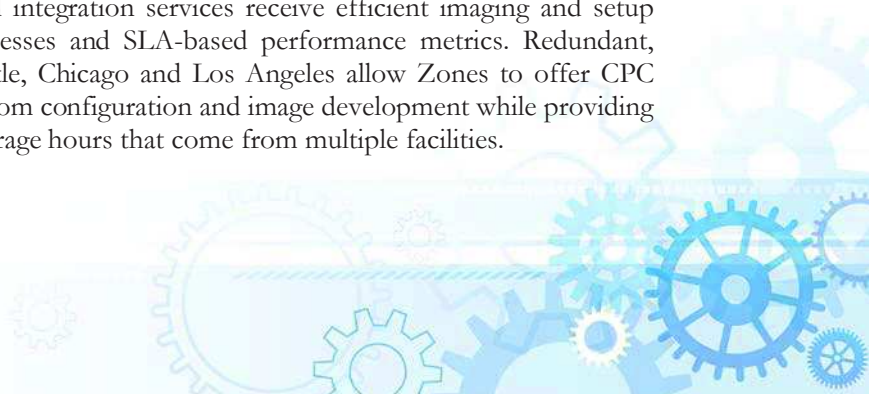
- Mechanical Insertion
- Image Load
- Software Load
- In-Rack Server Configuration
- External Storage Configuration
- Asset Tag and Report
- Full System and Peripheral testing

If CPC members have unique and specific integration requirements and requires a partner with a team that has the ability to test proprietary software images on various hardware platforms, Zones' systems engineers have the capability to test and evaluate software functionality in order to meet customer standards and requirements. In the configuration center, software can be loaded to meet customer requirements using various media, including network image downloads. Each integrated system is tested before delivery to ensure manufacturer and customer specifications have been met, allowing Zones to provide fully configured systems that are ready to work right out of the box.

Support Services

Configuration and Integration Services Overview

Clients utilizing Zones for configuration and integration services receive efficient imaging and setup capabilities that are backed by proven processes and SLA-based performance metrics. Redundant, company-owned integration facilities in Seattle, Chicago and Los Angeles allow Zones to offer CPC members a single, centralized process for custom configuration and image development while providing the added flexibility, scale and expanded coverage hours that come from multiple facilities.



Zones applies industry recognized best practices and controls in our configuration and logistical solutions to provide CPC members with systems, servers and peripherals that are fully configured, pre-tested and ready for plug-and-play installation. These proven methods greatly reduce the amount of time and expense in performing configuration, software installations and performance tests at the final destination. Remote configuration at a Zones' facility also helps reduce our client's internal and external service costs by reducing the need for expensive services providers to complete installation procedures once the product has arrived on site.

Migrations and Deployments

If CPC members takes advantage of Zones' migration and deployment services, they can further reduce the total cost of IT ownership by standardizing on a single operating system and while reducing the training and support costs. Zones' proven migration and deployment methodologies limit the impact on CPC members' network and productivity of users. Zones has the ability to perform a migration and deployment from a centralized location utilizing existing customer images and processes or perform a provisioning of "bare-metal" machines utilizing Zones' configuration and imaging centers.

Desktop/Laptop Management

In today's complex distributed environment there are many challenges that face organizations managing multiple desktops and laptops. Zones can provide specific solutions to the challenges facing CPC members' desktop/laptop management in the following areas and others:

- Software Compliance (Zones' License Tracker)
- Multiple Vendor Environments
- Desktop/Laptop Security
- Multiple Locations and Remote Workforce
- Back-up/Restore Solutions

As an additional service, Zones delivers desktop/laptop solutions that are scalable and that will grow with CPC members.

Hardware and Software Installation

Hardware Installation

Zones' integration department is experienced in installing most major components in desktop and laptops. The most common components installed are memory, optical drives and hard drives. All components are installed to manufacturer's specifications and using industry best practices. For installations not involving an O/S install, the component will be tested for device recognition using either the onboard setup utility or a built-in diagnostic utility.

Hardware Installation Blade Servers

The Zones' integration team is certified experts in configuring servers ranging from entry-level department servers to enterprise-level servers.

Although some entry-level servers come pre-configured, most servers come with the basic level of hardware (i.e. 1-2 processors, minimal amount of RAM, and no hard drives). The Zones' integration team can help CPC members reduce the deployment time by pre-configuring and testing the server and the components prior to shipment.

Software Installation

Desktops/Laptops

The integration lab can perform multiple software services on desktops and laptops:

- Complete the Installation of the pre-loaded OEM Operating System.
- Install a new Operating System over the existing O/S.
- Install additional software packages on to the unit.

Servers

Our Integration Lab is experienced in installing an Operating System on a server. We can install all versions of Windows 2003 (from Standard to Data Center) and will apply all the appropriate drives and critical updates prior to shipping.

The software and license to perform the installation can be provided a two ways:

- CPC members can purchase the retail or OEM copy of the software with the server.
- CPC members can provide Zones with their volume license key. We will utilize our copies of the software to load on the server.

CPC members will receive the server with the proper O/S loaded and fully up-to-date with the latest Microsoft Critical Updates (as of date of shipment). This server will now be ready to plug in to the network and join the organization's domain.

Configuration Services Definition

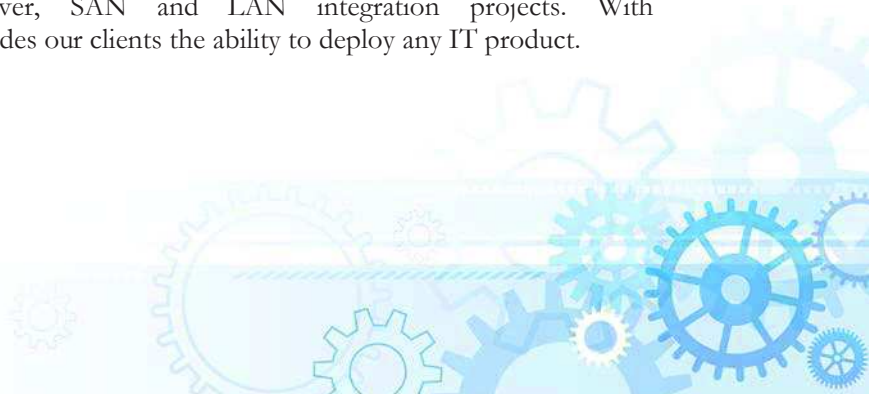
The majority of our corporate clients purchase computers for integration into existing computer networks. The traditional technique for deploying these computers involved receiving all the equipment at the installation site and integrating the computers at the end-user's desk. The time required to support this type of installation has become cost prohibitive and distracting to the end user.

Using Zones' advanced configuration services avoids much of this lost time and cost because it delivers accurately customized configurations directly to the desktop, recreating the model and substantially reducing the time and money required to accomplish new equipment rollouts.

Pre-configuring and delivering the equipment to a defined specification reduces the amount of time the installing engineer must spend conducting the installation. In addition, time that is spent at the end-user's desk is more productive because more time can be spent on assisting the end user with understanding system operation, learning how to acquire future support and by improving the end-user's overall comfort level with the new technology. By providing configuration services to specification, Zones reduces installation time and associated costs while maximizing the benefit the client receives from the time actually spent performing the installation.

Wide Range of Configuration and Services

Zones offers a wide range of configuration and integration services ranging from simple plug-and-play hardware installations to complete server, SAN and LAN integration projects. With manufacturer-certified engineers, Zones provides our clients the ability to deploy any IT product.



Personal Attention for Each Client

CPC members will leverage certified Zones' configuration engineers to ensure hardware builds and software images are compatible with organizational requirements. These engineers work with CPC members to create the hardware and software configuration process that supports the organization's overall technical and budgetary specifications. These engineers serve as an extension of a client's IT team by providing technical expertise and problem resolution assistance.

Zones brings the image development process into a controlled laboratory environment where the configuration engineers will:

- Work closely with CPC members to assist with maintaining the organization's hardware and software standards
- Develop an image that eliminates as much of the hardware assembly, software installation and testing as possible from occurring on the configuration bench or at the end-user's desk
- Test the image to make certain CPC members receives the units configured to your specifications
- Revise custom images as product standards change

Proven quality processes are followed to deliver the highest quality products, pre-configured and ready for installation and use. These processes minimize the time required to implement new technology into CPC members' environment.

Additional Configuration Services

Flexibility is an essential element Zones offers as a leading provider of IT services in today's marketplace. Zones' integration facilities are set up to provide clients with the flexibility to deliver their systems exactly the way they want them.

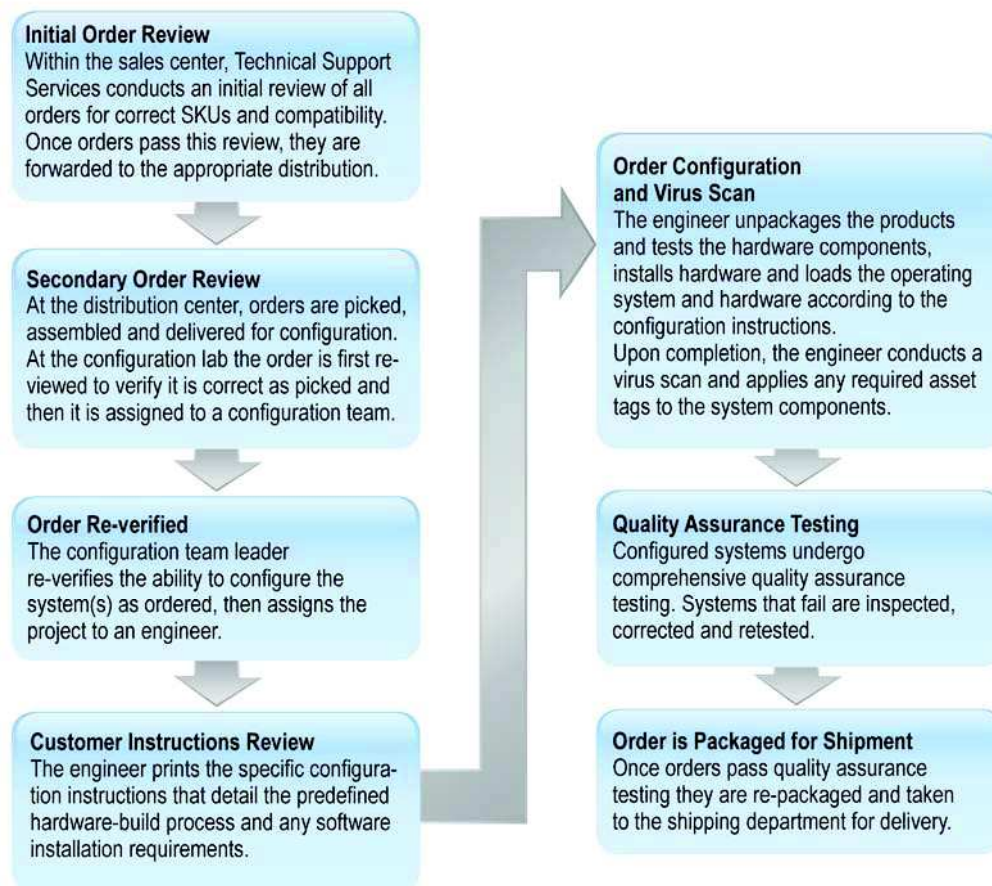
The following are some examples of additional services Zones will provide to meet client needs:

- Application of client-provided asset tags
- Asset tag capture
- Asset tracking forms
- System BIOS upgrading and downgrading
- Warranty tags
- Serial number capture
- Special packaging requirements
- Custom quality assurance sheets
- Equipment burn-ins

Quality Assurance

Zones uses certified quality assurance (QA) processes to ensure clients receive high-quality, configured systems. Configuration engineers conduct QA testing on every configured system. This QA process includes the following steps:

Quality Assurance Review Process



The configuration engineer’s objective is to eliminate, to the greatest extent possible, any hardware assembly, software installation and testing at the end-user’s desk. This objective is reached by bringing these processes into a central, controlled environment focused on best practice operations and building proficiency and efficiency into the processes to improve quality and reduce cost.



Live Report : ZONES, INC

D-U-N-S® Number: 19-559-0237

Endorsement/Billing Reference: zonesdnbi@gmail.com







D&B Address		Endorsement :	
Address	1102 15th St Sw Ste 102 Auburn, WA, US - 98001	Location Type	Headquarters
Phone	253 205-3000	Web	www.zones.com
Fax	253-205-2673		

Endorsement : zonesdnbi@gmail.com

Company Summary

 Currency: Shown in USD unless otherwise indicated 

Score Bar

PAYDEX®			78	Paying 3 days past due
Commercial Credit Score Class			2	Low to Moderate Risk of severe payment delinquency.
Financial Stress Score Class			3	Moderate Risk of severe financial stress.
Credit Limit - D&B Conservative		400,000.00		Based on profiles of other similar companies.
D&B Rating		1R3		1R indicates 10 or more Employees, Credit appraisal of 3 is fair

D&B Company Overview

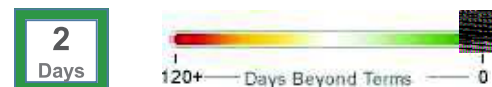
This is a headquarters location

Branch(es) or Division(s) exist Y

Chief Executive	FIROZ LALJI, CHB-CEO
Year Started	1988
Management Control	2008
Employees	1400 (460 Here)
Financing	SECURED
SIC	7373 , 5734
Line of business	Computer systems design, ret computers/ software
NAICS	541512
History Status	CLEAR

Detailed Trade Risk Insight™

Days Beyond Terms Past 3 Months



Dollar-weighted average of 107 payment experiences reported from 63 Companies

Recent Derogatory Events








	Jan-16	Feb-16	Mar-16
Placed for Collection	-	-	-
Bad Debt Written Off	-	-	-

Total Amount Current & Past Due - 13 Month Trend

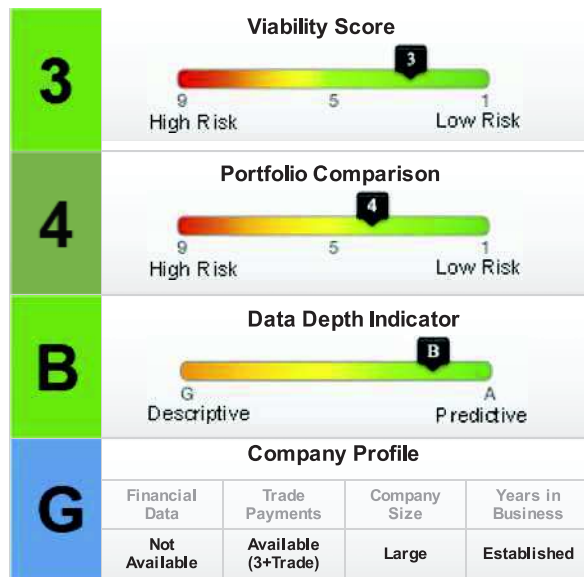


FirstRain Company News

D&B Viability Rating

-  **Zones Attends HIMSS16, Demonstrates**
2016-02-29T06:01:01 PST 6:01 AM-PRWeb
-  **Kimpton to operate new hotel in Seattle suburb**
2016-02-11T05:07:47 PST 5:07 AM-Boutique Hotel
-  **Dell - Monitor Bundles and Incentive**
2015-12-21T14:35:28 PST 2:35 PM-E-
-  **NMSDC Honors Top Corporations and Minority**
2015-10-27T07:46:16 PDT 7:46 AM-CNBC
-  **Zones Wins Prestigious Oracle Excellence**
2015-10-27T06:20:35 PDT 6:20 AM-PRWeb
-  **Zones Honored as Class IV Supplier of the Year**
2015-10-26T06:04:47 PDT 6:04 AM-PRWeb
-  **Zones CustomerConnect Conference**
2015-10-14T14:08:31 PDT 2:08 PM-PRWeb

Powered by FirstRain




Public Filings

The following data includes both open and closed filings found in D&B's database on this company.

Record Type	Number of Records	Most Recent Filing Date
Bankruptcies	0	-
Judgments	0	-
Liens	0	-
Suits	0	-
UCCs	31	12/08/15

The public record items contained herein may have been paid, terminated, vacated or released prior to today's date.

Financial Overview

 Based on your financial statement preference setting and the availability of financial data from the sources, no financial statements are available.

SBRI Origination Lease Score

SBRI Origination Lease Score: 878

Moderate risk of serious delinquency over the next 12 months

SBRI Origination Card Score

Commentaries

- Proportion of satisfactory payment experiences to total payment experiences
- Amount past due
- Proportion of slow payment experiences to total payment experiences

Commentaries

Company
SBRI Origination Card Score : 832

High Risk of serious delinquency over the next 12 months

City, State
Industry classification
D-U-N-S® NUMBER

Length of time in business
Proportion of satisfactory payment experiences to total payment experiences

SBRI Origination Loan Score

SBRI Origination Loan Score : 828

High Risk of serious delinquency over the next 12 months

Commentaries

Length of time trade lines have been established
Delinquent past or present credit obligation(s)
Amount past due

Key SBRI Attributes

Total Number of Open SBRI Accounts	21
Total Balance on all Open SBRI Accounts	131,786.00
Total Exposure	199,292.00
Maximum Age of All Open Accounts	211.00 Months
Worst delinquent all accounts past 1-3 months	Charge Off
Worst delinquent all accounts past 1-12 months	Charge Off
Number Of Total Accounts Ever Cycle 2+	7
Time since most recent Cycle 2 on all accounts	12 Months

Corporate Linkage

Branches (Domestic)

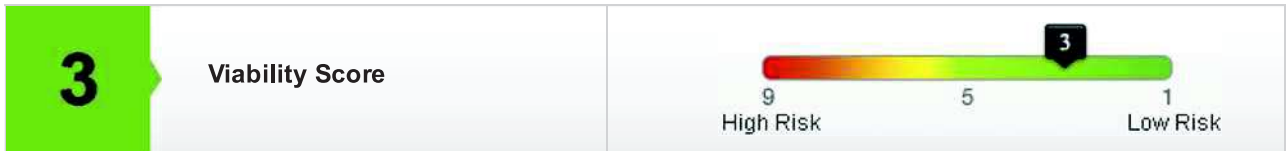
Company	City , State	D-U-N-S® NUMBER
ZONES, INC	RENTON , Washington	10-247-8240
ZONES, INC	SEATTLE , Washington	12-315-4184
ZONES, INC	SEATTLE , Washington	93-357-3698
ZONES, INC	REDMOND , Washington	93-123-4202
ZONES, INC	PORTLAND , Oregon	96-350-0843
ZONES, INC	BENSENVILLE , Illinois	96-896-5686
ZONES, INC	CERRITOS , California	07-877-3789
ZONES, INC	AUBURN , Washington	05-666-4273
ZONES, INC	CAROL STREAM , Illinois	06-273-5566
ZONES, INC	CHICAGO , Illinois	06-019-9257
ZONES, INC	RICHARDSON , Texas	03-240-5778

Predictive Scores

Currency: Shown in USD unless otherwise indicated 

D&B Viability Rating Summary

The D&B Viability Rating uses D&B's proprietary analytics to compare the most predictive business risk indicators and deliver a highly reliable assessment of the probability that a company will go out of business, become dormant/inactive, or file for bankruptcy/insolvency within the next 12 months. The D&B Viability Rating is made up of 4 components:



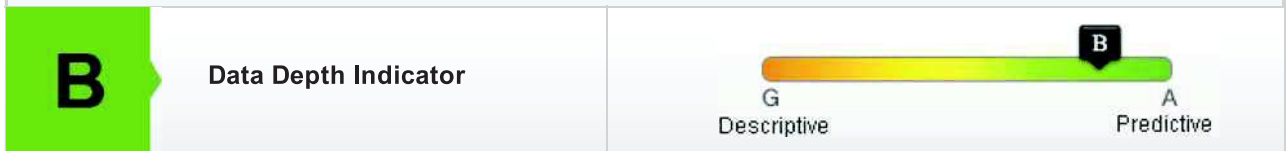
Compared to All US Businesses within the D&B Database:

- Level of Risk: **Low Risk**
- Businesses ranked 3 have a probability of becoming no longer viable: **3 %**
- Percentage of businesses ranked 3: **15 %**
- Across all US businesses, the average probability of becoming no longer viable: **14 %**



Compared to All US Businesses within the same MODEL SEGMENT:

- Model Segment : **Established Trade Payments**
- Level of Risk: **Low Risk**
- Businesses ranked 4 within this model segment have a probability of becoming no longer viable: **4 %**
- Percentage of businesses ranked 4 with this model segment: **11 %**
- Within this model segment, the average probability of becoming no longer viable: **5 %**



Data Depth Indicator:

- Rich Firmographics
- Extensive Commercial Trading Activity
- Basic Financial Attributes

Greater data depth can increase the precision of the D&B Viability Rating assessment.

G	Company Profile	Financial Data	Trade Payments	Company Size	Years in Business
		Not Available	Available (3+ Trade)	Large	Established

Company Profile Details:

- Financial Data: **Not Available**
- Trade Payments: **Available** (3+ Trade)
- Company Size: **Large** (Employees: 50+ or Sales: \$500K+)
- Years in Business: **Established** (5+)

Credit Capacity Summary

This credit rating was assigned because of D&B's assessment of the company's creditworthiness. For more information, see the

D&B Rating Key

D&B Rating : **1R3** Date Applied

Number of employees: **1R** indicates **10 or more** employees
Composite credit appraisal: **3** is fair

The Rating was changed on February 3, 2016 because of D & B's overall assessment of the company's financial, payment and history information.

The 1R and 2R ratings categories reflect company size based on the total number of employees for the business. They are assigned to business files that do not contain a current financial statement. In 1R and 2R Ratings, the 2, 3, or 4 creditworthiness indicator is based on analysis by D&B of public filings, trade payments, business age and other important factors. 2 is the highest Composite Credit Appraisal a company not supplying D&B with current financial information can receive.

Below is an overview of the company's rating history since 01-02-2009

Number of Employees
Total: 1,400 (460 here)

D&B Rating	Date Applied
1R3	02-03-2016
--	01-13-2016
1R3	08-21-2015
--	04-21-2015
1R3	04-24-2014
1R4	06-06-2012
1R3	10-15-2011
1R4	04-01-2009
1R3	02-16-2009
1R4	01-02-2009

Payment Activity: (based on 219 experiences)
Average High Credit: 359,811
Highest Credit: 15,000,000
Total Highest Credit: 71,633,950

D&B Credit Limit Recommendation

Conservative credit Limit 400,000
Aggressive credit Limit: 900,000

Risk category for this business : **LOW**

The Credit Limit Recommendation (CLR) is intended to serve as a directional benchmark for all businesses within the same line of business or industry, and is not calculated based on any individual business. Thus, the CLR is intended to help guide the credit limit decision, and must be balanced in combination with other elements which reflect the individual company's size, financial strength, payment history, and credit worthiness, all of which can be derived from D&B reports.

Risk is assessed using D&B's scoring methodology and is one factor used to create the recommended limits. See Help for details.

Financial Stress Class Summary

The Financial Stress Score predicts the likelihood of a firm ceasing business without paying all creditors in full, or reorganization or obtaining relief from creditors under state/federal law over the next 12 months. Scores were calculated using a statistically valid model derived from D&B's extensive data files. The Financial Stress Class of 3 for this company shows that firms with this class had a failure rate of 0.24% (24 per 10,000), which is lower than the average of businesses in D & B's database

Financial Stress Class :

Financial Stress Class : **3** 

(Lowest Risk:1; Highest Risk:5)

Moderately lower than average risk of severe financial stress, such as a bankruptcy or going out of business with unpaid debt, over the next 12 months.

Probability of Failure:

Risk of Severe Financial Stress for Businesses with this Class: **0.24 %** (24 per 10,000)
Financial Stress National Percentile : **56** (Highest Risk: 1; Lowest Risk: 100)
Financial Stress Score : **1487** (Highest Risk: 1,001; Lowest Risk: 1,875)
Average Risk of Severe Financial Stress for Businesses in D&B database: **0.48 %** (48 per 10,000)

The Financial Stress Class of this business is based on the following factors:

Low proportion of satisfactory payment experiences to total payment experiences.
UCC Filings reported.
High proportion of slow payment experiences to total number of payment experiences.

High number of inquiries to D & B over last 12 months	National	National %
Limited time under present management control	National	National %

Financial Stress Percentile Trend:

Notes:

The Financial Stress Class indicates that this firm shares some of the same business and financial characteristics of other companies with this classification. It does not mean the firm will necessarily experience financial stress. The Probability of Failure shows the percentage of firms in a given Class that discontinued operations over the past year with loss to creditors. The Probability of Failure - National Average represents the national failure rate and is provided for comparative purposes. The Financial Stress National Percentile reflects the relative ranking of a company among all scorable companies in D&Bs file. The Financial Stress Score offers a more precise measure of the level of risk than the Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.

Norms	National %
This Business	56
Region: PACIFIC	52
Industry: BUSINESS, LEGAL AND ENGINEERING SERVICES	52
Employee range: 500+	61
Years in Business: 6-10	43

This Business has a Financial Stress Percentile that shows:

- Lower risk than other companies in the same region.
- Lower risk than other companies in the same industry.
- Higher risk than other companies in the same employee size range.
- Lower risk than other companies with a comparable number of years in business.

Credit Score Summary

The Commercial Credit Score (CCS) predicts the likelihood of a business paying its bills in a severely delinquent manner (91 days or more past terms). The Credit Score class of 2 for this company shows that 2.5% of firms with this class paid one or more bills severely delinquent, which is lower than the average of businesses in D & B's database.

Credit Score Class :

Credit Score Class : 2 

Lowest Risk:1;Highest Risk :5

Incidence of Delinquent Payment

Among Companies with this Classification: **2.50 %**
 Average compared to businesses in D&Bs database: **10.20 %**
 Credit Score Percentile : **84** (Highest Risk: 1; Lowest Risk: 100)
 Credit Score : **561** (Highest Risk: 101; Lowest Risk:670)

The Credit Score Class of this business is based on the following factors:

Proportion of slow payments in recent months
 Higher risk industry based on delinquency rates for this industry
 Limited time under present management control

Credit Score Class Percentile Trend:

Notes:

The Commercial Credit Score Risk Class indicates that this firm shares some of the same business and financial characteristics of other companies with this classification. It does not mean the firm will necessarily experience severe delinquency. The Incidence of Delinquent Payment is the percentage of companies with this classification that were reported 91 days past due or more by creditors. The calculation of this value is based on D&B's trade payment database. The Commercial Credit Score percentile reflects the relative ranking of a firm among all scorable companies in D&B's file. The Commercial Credit Score offers a more precise measure of the level of risk than the Risk Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.

Norms	National %
-------	------------

Norms	National %
This Business	84
Region: PACIFIC	50
Industry: BUSINESS, LEGAL AND ENGINEERING SERVICES	43
Employee range: 500-38527	84
Years in Business: 6-10	43

This business has a Credit Score Percentile that shows:

- Lower risk than other companies in the same region.
- Lower risk than other companies in the same industry.
- Similar risk compared to other companies in the same employee size range.
- Lower risk than other companies with a comparable number of years in business.


Trade Payments

Currency: Shown in USD unless otherwise indicated 

D&B PAYDEX®

The D&B PAYDEX is a unique, weighted indicator of payment performance based on payment experiences as reported to D&B by trade references. Learn more about the D&B PAYDEX

Timeliness of historical payments for this company.

Current PAYDEX is	78	Equal to 3 days beyond terms (Pays more promptly than the average for its industry of 6 days beyond terms)
Industry Median is	76	Equal to 6 days beyond terms
Payment Trend currently is		Unchanged, compared to payments three months ago

Indications of slowness can be the result of dispute over merchandise, skipped invoices etc. Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed.

Total payment Experiences in D&Bs File (HQ)	219
Payments Within Terms (not weighted)	76 %
Trade Experiences with Slow or Negative Payments(%)	30,59%
Total Placed For Collection	1
High Credit Average	359,811
Largest High Credit	15,000,000
Highest Now Owing	4,000,000
Highest Past Due	200,000

D&B PAYDEX

D&B PAYDEX® : 78 

(Lowest Risk:100; Highest Risk:1)

When weighted by amount, payments to suppliers average 3 days beyond terms

3-Month D&B PAYDEX

3-Month D&B PAYDEX® : 78 

(Lowest Risk:100; Highest Risk:1)

Based on payments collected over last 3 months.

When weighted by amount, payments to suppliers average 3 days beyond terms

Previous Year	4/15	5/15	6/15	7/15	8/15 Q1'14	9/15	10/15 Q2'14	11/15	12/15	1/16	2/16	3/16 Q3'14	4/16 Q4'14
---------------	------	------	------	------	---------------	------	----------------	-------	-------	------	------	---------------	---------------

D&B PAYDEX® Comparison

Current Year

PAYDEX® of this Business compared to the Primary Industry from each of the last four quarters. The Primary Industry is Computer systems design, ret computers/software , based on SIC code 7373 .

Shows the trend in D&B PAYDEX scoring over the past 12 months.

	4/15	5/15	6/15	7/15	8/15	9/15	10/15	11/15	12/15	1/16	2/16	3/16
This Business	79	79	79	79	79	79	79	79	79	79	78	78
Industry Quartiles												
Upper	.	.	80	.	.	80	.	.	80	.	.	.
Median	.	.	77	.	.	76	.	.	76	.	.	.
Lower	.	.	69	.	.	69	.	.	69	.	.	.

Current PAYDEX for this Business is 78 , or equal to 3 days beyond terms
The 12-month high is 79 , or equal to 2 DAYS BEYOND terms
The 12-month low is 78 , or equal to 3 DAYS BEYOND terms

Previous Year

Shows PAYDEX of this Business compared to the Primary Industry from each of the last four quarters. The Primary Industry is Computer systems design, ret computers/software , based on SIC code 7373 .

Previous Year	03/14 Q1'14	06/14 Q2'14	09/14 Q3'14	12/14 Q4'14
This Business	UN	79	79	79
Industry Quartiles				
Upper	80	80	80	80
Median	77	77	77	76
Lower	70	69	69	69

Based on payments collected over the last 4 quarters.

Current PAYDEX for this Business is 78 , or equal to 3 days beyond terms
The present industry median Score is 76 , or equal to 6 days beyond terms
Industry upper quartile represents the performance of the payers in the 75th percentile
Industry lower quartile represents the performance of the payers in the 25th percentile

Payment Habits

For all payment experiences within a given amount of credit extended, shows the percent that this Business paid within terms. Provides number of experiences to calculate the percentage, and the total credit value of the credit extended.

\$ Credit Extended	# Payment Experiences	Total Amount	% of Payments Within Terms
Over 100,000	30	69,950,000	95%
50,000-100,000	9	505,000	90%
15,000-49,999	33	825,000	60%
5,000-14,999	26	210,000	75%
1,000-4,999	50	96,500	77%
Under 1,000	51	16,050	76%

Based on payments collected over last 24 months.

All Payment experiences reflect how bills are paid in relation to the terms granted. In some instances, payment beyond terms can be the result of disputes over merchandise, skipped invoices etc.

Payment Summary

- There are 219 payment experience(s) in D&Bs file for the most recent 24 months, with 153 experience(s) reported during the last three month period.
- The highest Now Owes on file is 4,000,000 . The highest Past Due on file is 200,000

Below is an overview of the companys currency-weighted payments, segmented by its suppliers primary industries:

	Total Revd (#)	Total Amts	Largest High Credit	Within Terms (%)	Days Slow <31 31-60 61-90 90> (%) (%) (%) (%)			
Top Industries								
Whol computers/softwr	18	37,677,000	10,000,000	100	0	0	0	0
Telephone communictns	15	2,083,450	2,000,000	4	96	0	0	0
Nonclassified	14	472,000	200,000	95	4	0	0	1
Mfg computers	10	20,802,500	15,000,000	100	0	0	0	0
Whol office supplies	9	433,450	400,000	98	0	0	0	2
Whol electronic parts	9	206,800	100,000	76	24	0	0	0
Misc business credit	7	35,850	30,000	100	0	0	0	0
Mfg process controls	6	326,000	300,000	53	47	0	0	0
Whol electrical equip	6	87,800	50,000	100	0	0	0	0
Trucking non-local	6	16,750	10,000	30	67	3	0	0
Whol appliances	4	3,137,500	3,000,000	100	0	0	0	0
Custom programming	4	2,020,050	2,000,000	50	50	0	0	0
Whol industrial equip	4	8,500	2,500	70	15	0	15	0
Misc business service	4	1,800	1,000	24	69	7	0	0
Prepackaged software	3	2,012,500	2,000,000	100	0	0	0	0
Ret stationery	3	201,050	200,000	100	0	0	0	0
Mfg comp peripherals	3	67,500	45,000	31	36	33	0	0
Airport/airport svcs	3	47,750	45,000	97	3	0	0	0
Short-trm busn credit	3	16,100	15,000	100	0	0	0	0
Help supply service	3	17,750	15,000	56	44	0	0	0
Public finance	3	7,500	2,500	100	0	0	0	0
Ret mail-order house	3	1,100	750	32	0	68	0	0
Mfg medical instrmnt	2	400,000	300,000	87	13	0	0	0
Mfg misc plastic prdt	2	101,000	100,000	100	0	0	0	0
Whol service paper	2	85,000	70,000	91	9	0	0	0
Arrange cargo transpt	2	47,500	40,000	16	0	84	0	0
Mfg electric test prd	2	30,000	25,000	0	100	0	0	0
Whol industrial suppl	2	20,250	20,000	1	50	0	0	49
Mfg elect. components	2	15,500	15,000	100	0	0	0	0
Whol furniture	2	12,500	10,000	20	80	0	0	0
Mfg switchgear-boards	2	5,000	2,500	50	50	0	0	0
Whol misc profsn eqpt	2	2,000	1,000	100	0	0	0	0
Lithographic printing	2	150	100	100	0	0	0	0
Mfg relays/controls	1	400,000	400,000	50	50	0	0	0
Mfg luggage	1	400,000	400,000	50	50	0	0	0
Computer system desgn	1	100,000	100,000	50	50	0	0	0
Mfg computer storage	1	50,000	50,000	100	0	0	0	0
Misc advertising svcs	1	50,000	50,000	50	50	0	0	0
Mfg alarm/signal dvcs	1	50,000	50,000	100	0	0	0	0
Mfg manifold forms	1	45,000	45,000	0	50	0	50	0
Business consulting	1	25,000	25,000	100	0	0	0	0
Air courier service	1	20,000	20,000	100	0	0	0	0
Mfg plane engine/part	1	20,000	20,000	100	0	0	0	0
Misc equipment rental	1	10,000	10,000	0	50	50	0	0
Mfg elect indus equip	1	7,500	7,500	100	0	0	0	0
Natnl commercial bank	1	5,000	5,000	100	0	0	0	0
Mfg hand/edge tools	1	2,500	2,500	100	0	0	0	0
Mfg motors/generators	1	2,500	2,500	100	0	0	0	0
Mfg nonwd office furn	1	2,500	2,500	100	0	0	0	0

Truck rental/leasing	1	2,500	2,500	50	0	50	0	0
Employment agency	1	2,500	2,500	100	0	0	0	0
Security broker/deal	1	1,000	1,000	0	0	0	100	0
General auto repair	1	1,000	1,000	0	0	100	0	0
Whol const/mine equip	1	1,000	1,000	100	0	0	0	0
Mfg scales/balances	1	1,000	1,000	100	0	0	0	0
Radiotelephone commun	1	750	750	100	0	0	0	0
Whol piece goods	1	750	750	100	0	0	0	0
Coating/engrave svcs	1	500	500	0	100	0	0	0
Nondeposit trust	1	250	250	100	0	0	0	0
Whol office equipment	1	250	250	100	0	0	0	0
Mfg measure devices	1	250	250	100	0	0	0	0
Reg misc coml sector	1	250	250	100	0	0	0	0
Mfg audio/video equip	1	250	250	0	0	100	0	0
Misc repair services	1	100	100	100	0	0	0	0
Mfg telephone equip	1	100	100	0	100	0	0	0
Books-print/publish	1	100	100	100	0	0	0	0
Gravure printing	1	100	100	0	100	0	0	0
Travel agency	1	100	100	100	0	0	0	0
Mfg signs/ad spectys	1	100	100	0	100	0	0	0
Ret misc merchandise	1	100	100	100	0	0	0	0
Other payment categories								
Cash experiences	15	5,050	2,500					
Payment record unknown	3	1,350	1,000					
Unfavorable comments	1	5,000	5,000					
Placed for collections	1	20000	0					
Total in D&B's file	219	71,633,950	15,000,000					

Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed.

Indications of slowness can be result of dispute over merchandise, skipped invoices etc.

Detailed payment history for this company

Date Reported (mm/yy)	Paying Record	High Credit	Now Owes	Past Due	Selling Terms	Last Sale Within (month)
03/16	Ppt	15,000	2,500	0		1 mo
	Ppt-Slow 60	2,500	2,500	2,500		1 mo
02/16	Ppt	10,000,000	900,000	0	N30	1 mo
	Ppt	6,000,000	2,000,000	0	N30	1 mo
	Ppt	5,000,000	3,000,000	0	N30	1 mo
	Ppt	750,000	300,000	0	N30	1 mo
	Ppt	400,000	400,000	0	1 10 N30	1 mo
	Ppt	300,000	40,000	0	N30	1 mo
	Ppt	100,000	40,000	0		1 mo
	Ppt	75,000	75,000	0		1 mo
	Ppt	50,000	30,000	0		1 mo
	Ppt	50,000	0	0	N30	1 mo
	Ppt	40,000	2,500	0		1 mo
	Ppt	35,000	2,500	2,500	N30	1 mo
	Ppt	30,000	5,000	0		1 mo
	Ppt	20,000	0	0		2-3 mos
	Ppt	15,000	15,000	0	N30	1 mo
	Ppt	15,000	2,500	0		1 mo
	Ppt	10,000	0	0		2-3 mos

Ppt	10,000	500	0		1 mo
Ppt	10,000	10,000	0		1 mo
Ppt	7,500	5,000	0		1 mo
Ppt	7,500	2,500	0		1 mo
Ppt	5,000	1,000	0		
Ppt	2,500	0	0		2-3 mos
Ppt	2,500	0	0		2-3 mos
Ppt	2,500	0	0		2-3 mos
Ppt	2,500	250	0		1 mo
Ppt	2,500	1,000	100		1 mo
Ppt	2,500	0	0	1 15 N30	2-3 mos
Ppt	2,500	0	0		6-12 mos
Ppt	1,000	0	0		6-12 mos
Ppt	1,000	0	0		6-12 mos
Ppt	1,000	0	0	N30	4-5 mos
Ppt	1,000	1,000	0		1 mo
Ppt	1,000	1,000	0		1 mo
Ppt	1,000	0	0		6-12 mos
Ppt	1,000	0	0		6-12 mos
Ppt	1,000	0	0	N30	6-12 mos
Ppt	1,000	100	50	N30	1 mo
Ppt	1,000	1,000	0		1 mo
Ppt	750	0	0		4-5 mos
Ppt	500	0	0		4-5 mos
Ppt	500	500	0		1 mo
Ppt	250	0	0		4-5 mos
Ppt	250	0	0		6-12 mos
Ppt	250	0	0	N30	6-12 mos
Ppt	250	0	0		4-5 mos
Ppt	100	0	0	N30	6-12 mos
Ppt	100	100	0		1 mo
Ppt	100				1 mo
Ppt	100	0	0		6-12 mos
Ppt	50	0	0		6-12 mos
Ppt	50				1 mo
Ppt	50	0	0	N30	4-5 mos
Ppt-Slow 30		100	0		1 mo
Ppt-Slow 30	300,000	100,000	20,000		1 mo
Ppt-Slow 30	50,000	0	0		4-5 mos
Ppt-Slow 30	40,000	0	0		2-3 mos
Ppt-Slow 30	15,000	5,000	1,000		1 mo
Ppt-Slow 30	2,500	1,000	1,000		1 mo
Ppt-Slow 30	2,500	250	250		2-3 mos
Ppt-Slow 30	500	250	0		1 mo
Ppt-Slow 60	200,000	200,000	200,000		1 mo
Ppt-Slow 60	100,000	0	0		1 mo
Slow 30	40,000	0	0	N30	1 mo
Slow 30	10,000	10,000	5,000		1 mo
Slow 30	2,500	0	0		6-12 mos
Slow 30	500	500	500		1 mo
Slow 30	100	0	0		6-12 mos
Slow 40	500	0	0		2-3 mos
Slow 30-60	100	0	0		6-12 mos
Slow 90	7,500	0	0	N30	4-5 mos
Slow 90+	25,000	25,000	25,000		4-5 mos
Slow 90+	2,500	2,500	2,500		6-12 mos
(076)				Sales COD	1 mo
(077) Bad debt .	5,000	5,000	5,000		
01/16 Slow 45	40,000	0	0	N30	6-12 mos

12/15	Ppt-Slow 120	15,000	2,500	2,500	PROX	1 mo
04/15	Ppt-Slow 120	500	500	250		1 mo

Payments Detail Key: red - 30 or more days beyond terms

Payment experiences reflect how bills are paid in relation to the terms granted. In some instances payment beyond terms can be the result of disputes over merchandise, skipped invoices, etc. Each experience shown is from a separate supplier. Updated trade experiences replace those previously reported.

Public Filings

Currency: Shown in USD unless otherwise indicated 

Summary

The following data includes both open and closed filings found in D&B's database on this company.

Record Type	# of Records	Most Recent Filing Date
Bankruptcy Proceedings	0	-
Judgments	0	-
Liens	0	-
Suits	0	-
UCCs	31	12/08/15

The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.

UCC Filings

Type Amendment
Sec. Party IBM CREDIT CORPORATION, SAN RAMON, CA
Debtor ZONES, INC. and OTHERS
Filing No. 200529122669
Filed With SECRETARY OF STATE/UCC DIVISION, OLYMPIA, WA

Date Filed 2005-10-18
Latest Info Received 04/23/09
Original UCC Filed Date 2001-08-15
Original Filing No. 20012270291

Type Amendment
Sec. Party IBM CREDIT CORPORATION, SAN RAMON, CA IBM CREDIT LLC, ARMONK, NY
Debtor ZONES, INC.
Filing No. 200529223045
Filed With SECRETARY OF STATE/UCC DIVISION, OLYMPIA, WA

Date Filed 2005-10-19
Latest Info Received 04/23/09
Original UCC Filed Date 2001-08-15
Original Filing No. 20012270291

Collateral Negotiable instruments including proceeds and products - Inventory including proceeds and products - Account(s) including proceeds and products - Computer equipment including proceeds and products - and OTHERS

Type Amendment
Sec. Party IBM CREDIT CORPORATION, SAN RAMON, CA

Debtor ZONES, INC.
Filing No. 200529433369
Filed With SECRETARY OF STATE/UCC DIVISION, OLYMPIA, WA

Date Filed 2005-10-20
Latest Info Received 10/28/05
Original UCC Filed Date 2001-08-15
Original Filing No. 20012270291

Type Continuation
Sec. Party IBM CREDIT CORPORATION, SAN RAMON, CA
Debtor ZONES, INC.
Filing No. 200613600813
Filed With SECRETARY OF STATE/UCC DIVISION, OLYMPIA, WA

Date Filed 2006-05-16
Latest Info Received 06/08/06
Original UCC Filed Date 2001-08-15
Original Filing No. 20012270291

Collateral Negotiable instruments including proceeds and products - Inventory including proceeds and products - Account(s) including proceeds and products - Computer equipment including proceeds and products - and OTHERS

Type Original
Sec. Party IBM CREDIT LLC, ARMONK, NY IBM CREDIT LLC, ARMONK, NY
Debtor ZONES CORPORATE SOLUTIONS, INC. and OTHERS
Filing No. 200527169635
Filed With SECRETARY OF STATE/UCC DIVISION, OLYMPIA, WA

Date Filed 2005-09-28
Latest Info Received 04/23/09

Type Continuation
Sec. Party IBM CREDIT LLC, ARMONK, NY
Debtor ZONES CORPORATE SOLUTIONS, INC.
Filing No. 201014688851
Filed With SECRETARY OF STATE/UCC DIVISION, OLYMPIA, WA

Date Filed 2010-05-26
Latest Info Received 07/03/10
Original UCC Filed Date 2005-09-28
Original Filing No. 200527169635

Collateral Inventory and proceeds - Accounts receivable and proceeds - Account(s) and proceeds - Assets and proceeds - and OTHERS

Type Original
Sec. Party GE COMMERCIAL DISTRIBUTION FINANCE CORPORATION, ST. LOUIS, MO
Debtor THE MAC ZONE, INC.

Filing No. 200602688679
Filed With SECRETARY OF STATE/UCC DIVISION, OLYMPIA, WA

Date Filed 2006-01-26
Latest Info Received 02/01/06

Type Amendment
Sec. Party GE COMMERCIAL DISTRIBUTION FINANCE CORPORATION, ST. LOUIS, MO GE COMMERCIAL DISTRIBUTION FINANCE CORPORATION, ATLANTA, GA
Debtor THE MAC ZONE, INC.
Filing No. 200731194300
Filed With SECRETARY OF STATE/UCC DIVISION, OLYMPIA, WA

Date Filed 2007-11-07
Latest Info Received 11/14/07
Original UCC Filed Date 2006-01-26
Original Filing No. 200602688679

Type Amendment
Sec. Party GE COMMERCIAL DISTRIBUTION FINANCE CORPORATION, ST. LOUIS, MO GE COMMERCIAL DISTRIBUTION FINANCE CORPORATION, ATLANTA, GA
Debtor THE MAC ZONE, INC.
Filing No. 200905776684
Filed With SECRETARY OF STATE/UCC DIVISION, OLYMPIA, WA

Date Filed 2009-02-26
Latest Info Received 03/16/09
Original UCC Filed Date 2006-01-26
Original Filing No. 200602688679

Collateral Unspecified
Type Original
Sec. Party U.S. BANK NATIONAL ASSOCIATION, SEATTLE, WA
Debtor ZONES, INC.
Filing No. 201418871675
Filed With SECRETARY OF STATE/UCC DIVISION, OLYMPIA, WA

Date Filed 2014-07-07
Latest Info Received 07/15/14

Collateral Account(s) and proceeds - Leased Computer equipment and proceeds - Leased Equipment and proceeds
Type Amendment
Sec. Party U.S. BANK NATIONAL ASSOCIATION, SEATTLE, WA
Debtor ZONES, INC.
Filing No. 201429512987
Filed With SECRETARY OF STATE/UCC DIVISION, OLYMPIA, WA

Date Filed 2014-10-22

Latest Info Received 10/28/14
Original Filing No. 201418871675

Collateral Account(s) and proceeds - Equipment and proceeds
Type Amendment
Sec. Party U.S. BANK NATIONAL ASSOCIATION, SEATTLE, WA
Debtor ZONES, INC.
Filing No. 201500985112
Filed With SECRETARY OF STATE/UCC DIVISION, OLYMPIA, WA

Date Filed 2015-01-09
Latest Info Received 01/20/15
Original UCC Filed Date 2014-07-07
Original Filing No. 201418871675

Collateral Account(s) and proceeds
Type Amendment
Sec. Party U.S. BANK NATIONAL ASSOCIATION, SEATTLE, WA
Debtor ZONES, INC.
Filing No. 201534215452
Filed With SECRETARY OF STATE/UCC DIVISION, OLYMPIA, WA

Date Filed 2015-12-08
Latest Info Received 12/15/15
Original UCC Filed Date 2014-07-07
Original Filing No. 201418871675

Collateral Account(s) and proceeds
Type Original
Sec. Party U.S. BANK EQUIPMENT FINANCE, A DIVISION OF U.S. BANK NATIONAL ASSOCIATION, MARSHALL, MN
Debtor ZONES, INC.
Filing No. 201232685229
Filed With SECRETARY OF STATE/UCC DIVISION, OLYMPIA, WA

Date Filed 2012-11-21
Latest Info Received 12/04/12

Collateral Account(s) and proceeds
Type Original
Sec. Party U.S. BANK EQUIPMENT FINANCE, A DIVISION OF U.S. BANK NATIONAL ASSOCIATION, MARSHALL, MN
Debtor ZONES, INC.
Filing No. 201227669920
Filed With SECRETARY OF STATE/UCC DIVISION, OLYMPIA, WA

Date Filed 2012-10-02
Latest Info Received 10/09/12

Collateral	Equipment and proceeds
Type	Original
Sec. Party	WELLS FARGO BANK, N.A., LINCOLNSHIRE, IL
Debtor	ZONES, INC.
Filing No.	201505017634
Filed With	SECRETARY OF STATE/UCC DIVISION, OLYMPIA, WA
Date Filed	2015-02-19
Latest Info Received	02/24/15

Collateral	Equipment and proceeds
Type	Original
Sec. Party	WELLS FARGO BANK, N.A., LINCOLNSHIRE, IL
Debtor	ZONES, INC., BENSENVILLE, IL
Filing No.	201231356649
Filed With	SECRETARY OF STATE/UCC DIVISION, OLYMPIA, WA
Date Filed	2012-11-08
Latest Info Received	11/13/12

Collateral	Equipment and proceeds
Type	Original
Sec. Party	WELLS FARGO BANK, N.A., LINCOLNSHIRE, IL
Debtor	ZONES, INC.
Filing No.	201230024143
Filed With	SECRETARY OF STATE/UCC DIVISION, OLYMPIA, WA
Date Filed	2012-10-26
Latest Info Received	11/06/12

Collateral	Equipment and proceeds
Type	Original
Sec. Party	U.S. BANK EQUIPMENT FINANCE, MARSHALL, MN
Debtor	ZONES, INC.
Filing No.	201227668114
Filed With	SECRETARY OF STATE/UCC DIVISION, OLYMPIA, WA
Date Filed	2012-10-02
Latest Info Received	10/09/12

There are additional UCCs in D&Bs file on this company available by contacting 1-800-234-3867.

Government Activity

Activity summary

Borrower (Dir/Guar)

NO

Administrative Debt	NO
Contractor	YES
Grantee	NO
Party excluded from federal program(s)	NO

Possible candidate for socio-economic program consideration

Labour Surplus Area	N/A
Small Business	N/A
8(A) firm	N/A

The details provided in the Government Activity section are as reported to Dun & Bradstreet by the federal government and other sources.

History & Operations

Currency: Shown in USD unless otherwise indicated 

Company Overview

Company Name:	ZONES, INC
Street Address:	1102 15th St Sw Ste 102 Auburn , WA 98001
Phone:	253 205-3000
Fax:	253-205-2673
URL:	http://www.zones.com
History	Is clear
Present management control	8 years

History

The following information was reported: **01/22/2016**

Officer(s):	FIROZ LALJI, CHB-CEO RONALD MCFADDEN, V PRES SEAN HOBDAY, V-PRES MURRAY WRIGHT, CEO-PRES ANWAR JIWANI, V-PRES DERREK HALLOCK, V PRES KENNETH KIRKPATRICK, DIR RONALD MC FADDEN, SEC JOHN BAUER, DIR
--------------------	---

DIRECTOR(S) : THE OFFICER(S)

The Washington Secretary of State's business registrations file showed that Zones, Inc. was registered as a Corporation on November 23, 1988, under the file registration number 601130496.

100% of the stock is owned by Firoz Lalji and related parties.

Business started Nov 1988 by Sadrudin J Kabani and others. Present control succeeded Dec 2008.

RECENT EVENTS :

Prior to the control change, the company's common stock was traded on the NASDAQ Global Market under the symbol "ZONS".

CONTROL CHANGE :

On January 2, 2009, sources stated that Zones, Inc., Auburn, WA, has announced the completion of its acquisition by Firoz Lalji, its Chief Executive Officer, Chairman of the Board and majority shareholder, and certain of his related parties in a going-private transaction, on December 31, 2008. After this acquisition, Zones, Inc. will become a private company wholly owned by Firoz Lalji and certain of his related parties. Financial terms are not disclosed.

FIROZ LALJI. Antecedents not available.

RONALD MCFADDEN. He has served as Senior Vice President and CFO of the company since May 2000. Prior to this position, he was the company's Vice President of Finance and Administration since May 1999. He joined the company in June 1998, initially serving as Vice President of International Operations. From 1991 to 1998, he was CFO for Kits Cameras, Inc. Between 1984 and 1991 he served as Vice President of Finance for Interpace Industries.

SEAN HOBBDAY. He was appointed Executive Vice President Sales for the company in February 2005. Prior to this, he had served as President of Zones Corporate Solutions since September 2003. Prior to that, he was Vice President of Enterprise Sales for the company since September 2001. From March 2000 to September 2001, he served as Director of Client Development for the company. From February 1999 to March 2000, he served as Account Executive for the company.

MURRAY WRIGHT. 2013-present active here. He previously worked for Tech Data.

ANWAR JIWANI. 1999-present active here.

DERREK HALLOCK. Antecedents not available.

KENNETH KIRKPATRICK. Antecedents not available.

RONALD MC FADDEN. Antecedents not available.

JOHN BAUER. Antecedents not available.

Business Registration

CORPORATE AND BUSINESS REGISTRATIONS REPORTED BY THE SECRETARY OF STATE OR OTHER OFFICIAL SOURCE AS OF Mar 22 2016

Registered Name: ZONES, INC.
Business type: CORPORATION
Corporation type: PROFIT
Date incorporated: Nov 23 1988
State of incorporation: WASHINGTON
Filing date: Nov 23 1988
Registration ID: 601130496
Duration: PERPETUAL
Status: ACTIVE
Where filed: SECRETARY OF STATE/CORPORATIONS DIVISION , OLYMPIA , WA
Registered agent: FAIRCHILD RECORD SEARCH, LTD. , 3400 CAPITOL BLVD SE , TUMWATER , WA , 985010000
Principals: JOHN BAUER DIRECTOR 1102 15TH ST SW SUITE 102 AUBURN WA 980010000
KENNETH KIRKPATRICK DIRECTOR 1102 15TH ST SW SUITE 102 AUBURN WA 980010000
FIROZ LALJI CHAIRMAN 1102 15TH ST SW SUITE 102 AUBURN WA 980010000
RONALD MC FADDEN SECRETARY 1102 15TH ST SW SUITE 102 AUBURN WA 980010000
MURRAY WRIGHT PRESIDENT 1102 15TH STREET SW #102 AUBURN WA 980010000

Operations

01/22/2016

Designs computer integrated systems design. Retailers computers or computer software, specializing in computer software or accessories.

Fax: 800 417-1993.

Description:

Has 15,000 account(s). Terms are cash and Net 30 days. Sells to general public, commercial concerns, schools and the government. Territory : International.

Season peaks 4th Quarter. Business slow 1st Quarter.

Employees:

1,400 which includes officer(s). 460 employed here.

Facilities:

Leases 125,000 sq. ft. in a two story concrete block building.

Location:

Suburban business section on well traveled street.

Branches:

This business has multiple branches, detailed branch/division information is available in Dun & Bradstreet's linkage or family tree products.

Subsidiaries:

This business has multiple subsidiaries, detailed subsidiary information is available in D & B's linkage or family tree products.

SIC & NAICS**SIC:**

Based on information in our file, D&B has assigned this company an extended 8-digit SIC. D&B's use of 8-digit SICs enables us to be more specific about a company's operations than if we use the standard 4-digit code.

The 4-digit SIC numbers link to the description on the Occupational Safety & Health Administration (OSHA) Web site. Links open in a new browser window.

7373 0000 Computer integrated systems design

5734 0200 Computer software and accessories

NAICS:

541512 Computer Systems Design Services

443142 Electronics Stores

Financials**Company Financials:** D&B**Additional Financial Data**

On February 3, 2016, Arnaud Petijean, V Pres of Credit, confirmed the ownership of the company.

Key Business Ratios

D & B has been unable to obtain sufficient financial information from this company to calculate business ratios. Our check of additional outside sources also found no information available on its financial performance.

To help you in this instance, ratios for other firms in the same industry are provided below to support your analysis of this business.

Based on this Number of Establishments

32

Industry Norms Based On 32 Establishments

	This Business	Industry Median	Industry Quartile
Profitability			
Return on Sales %	UN	0.8	UN
Return on Net Worth %	UN	4.3	UN
Short-Term Solvency			
Current Ratio	UN	2.0	UN
Quick Ratio	UN	1.7	UN
Efficiency			
Assets to Sales %	UN	118.9	UN
Sales / Net Working Capital	UN	4.5	UN
Utilization			
Total Liabilities / Net Worth (%)	UN	58.1	UN

UN = Unavailable

Detailed Trade Risk Insight™

Detailed Trade Risk Insight provides detailed updates on over 1.5 billion commercial trade experiences collected from more than 260 million unique supplier/purchaser relationships.

Days Beyond Terms - Past 3 & 12 Months

3 months from Jan 16 to Mar 16



Dollar-weighted average of **107** payment experiences reported from **63** companies

Derogatory Events Last 13 Months from Mar 15 to Mar 16



12 months from Apr 15 to Mar 16



Dollar-weighted average of **199** payment experiences reported from **107** companies

Status	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16
Placed for collection	-	-	-	-	-	-	-	-	20,000 on 1 acct	-	-	-	-
Bad debt written off	-	-	-	-	-	-	-	-	-	-	-	-	-

Total Amount Current and Past Due - 13 month trend from Mar 15 to Mar 16



Status	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16
Total	33,911,610	28,531,469	34,719,511	34,113,466	20,943,035	35,908,566	24,110,453	23,091,791	17,224,867	31,238,912	24,094,345	21,634,440	21,541,106
Current	31,850,859	28,295,927	34,380,249	34,040,772	20,701,964	35,682,672	23,998,131	22,966,477	16,908,285	30,963,742	21,354,215	21,305,328	21,263,923
1-30 Days Past Due	1,969,551	152,303	220,521	36,196	209,777	141,049	92,589	99,765	281,373	210,364	2,557,653	154,114	102,185
31-60 Days Past Due	43,972	48,518	82,269	7,880	6,445	52,156	1,112	15,781	4,338	43,390	126,658	105,586	105,586
61-90 Days Past Due	26,140	20,380	23,185	15,507	12,596	20,481	7,631	882	20,219	500	36,931	25,685	25,685
90+ Days Past Due	21,088	14,341	13,287	13,111	12,253	12,208	10,990	8,886	10,652	20,916	18,888	43,727	43,727

This information may not be reproduced in whole or in part by any means of reproduction.

© 2005-2016 Dun & Bradstreet, Inc.

Agreement Section	Reasons for Proposed Addition	Suggested Additional Language (in red)
III - Audit	Zones requests that CPC provide 30 days' notice for audits.	Audit: In accordance with applicable law, the awarded vendor will agree that a member(s) of CPC's purchasing team may audit their records to establish that total compliance of the agreement is met. CPC will give at least thirty (30) days' notice of an audit. The audit will be conducted at a reasonable place and time.
III - Defects	Added to clarify that warranties are passed through from manufacturer to CPC	Defects: All products must be 100% guaranteed. Any product which is received damaged, found to be defective, or does not perform to the end users' expectations must be replaced at the vendor's expense including all shipping/delivery charges. If a participating agency receives product(s) that appear to be damaged, they reserve the right to refuse delivery. Participating agencies will not be charged for items that are refused. The sole warranty received by CPC with respect to any products is the warranty, if any, conveyed directly from the product manufacturer.
III – Patent Indemnification	Zones is not an OEM so it cannot indemnify IP for products it does not produce but Zones will work with manufacturers to facilitate their IP indemnification commitments.	Patent Indemnification: By accepting this order, the respondent agrees that it will facilitate any manufacturer commitment (in the warranty, EULA or otherwise) to save and hold harmless CPC, its successors, assigns, customers and the users of its products from any liability, loss, damage, judgments, or awards, including costs and expenses arising out of any action, claims, or proceedings for infringement of (a) any United States Letters Patent purporting to cover the material to be delivered to the purchasing agency under this order, or its normal intended use and (b) any trademarks appearing with the material on delivery to CPC's purchasing agencies; and further, respondent agreed to defend CPC at respondent's expense in such actions, claims, or proceedings, provided that CPC shall give the respondent prompt notice in writing of all such actions, claims, and proceedings, as well as notice of infringement and threats of suit for infringement.
III - Limitation of Liability [New Section]	The added section provides a reasonable cap on liability	LIMITATION OF LIABILITY: UNDER NO CIRCUMSTANCES, WILL EITHER PARTY BE LIABLE FOR CONSEQUENTIAL, EXEMPLARY, INCIDENTAL, INDIRECT, PUNITIVE OR SPECIAL DAMAGES. THE MAXIMUM LIABILITY OF A PARTY WILL BE THE TOTAL AMOUNT PAID TO VENDOR FOR THE SPECIFIC PRODUCT GIVING RISE TO THE CLAIM.
IV.M.2.a.ii.6 – Product and/or category terms and conditions		6. CPC expects respondents to offer their very best prices. If a respondent offers lower prices to any CPC participating agency under a separate group contract, it must lower its prices under this contract at the same time by written notice to CPC.

Zones, Inc. Additional Language to CPC RFP 17.3 – Interactive Technology Solutions

<p>IV.M.2.a.iii.1 – Freight and Delivery</p>	<p>Zones’ standard shipping terms.</p>	<p>1. CPC requires that all pricing submitted be quoted F.O.B Destination (freight prepaid and added).</p>
<p>IV.M.2.a.iii.2 – Freight and Delivery</p>	<p>Clarifying that the warranties are as provided by manufacturers.</p>	<p>2. CPC participating agencies shall be relieved from risks or loss or damage to all equipment purchased or leased during shipment prior to equipment receipt and/or installation at the agencies’ designated location. CPC participating agencies will be responsible for risks of loss or damage to the equipment once it has been delivered/installed and accepted by the agencies’ representative. Vendors shall demonstrate they have informed the customers of this responsibility prior to order placement. The vendor will pay return shipping and give full credit on any defective product. All products must include the applicable product warranty.</p>
<p>IV.M.2.a.iv.9 – Assessment, Design Layout, and/or Installation Services</p>		<p>9. Awarded vendor(s) personnel working in participating agencies must be adequately insured).</p>
<p>IV.M.2.a.iv.13 – Assessment, Design Layout, and/or Installation Services</p>	<p>Zones’ standard language.</p>	<p>13. Any damage done to the purchasing agencies’ property by the awarded vendor(s) personnel’s and/or subcontractors’ negligence or willful misconduct shall be repaired or replaced at no cost to the purchasing agency.</p>
<p>IV.M.2.a.iv.14 – Assessment, Design Layout, and/or Installation Services</p>	<p>Zones’ standard Services Warranty terms</p>	<p>14. All services must be 100% guaranteed. Any service provided, which does not meet the end users’ expectations must either be redone until the end user’s expectations are met, or the charges for the services are refunded to the end user; provided that end user informs vendor in writing of any such substantial failure within thirty (30) days after performance of such service, and provided that the warranty with respect to any service is voided if: (i) the service result or work product is used in conjunction with any operating environment or computer program other than one approved for such combination; (ii) any portion of the service result or work product is modified by anyone other than vendor; or (iii) the failure of the service result or work product is due to any bugs, defects, problems or failures of hardware caused by the negligence or user error of end user or any third party.</p>
<p>IV.M.2.a.v.2 – Warranty</p>	<p>Clarifying that the warranties are as provided by manufacturers.</p>	<p>a. Awarded vendor(s) must ensure that all products and supplies purchased by a participating agency are warranted in accordance with the standard manufacturer warranty.</p>



- > Advanced Collaboration Architecture Specialization
- > Advanced Borderless Network Architecture Specialization
- > Advanced Data Center Architecture Specialization
- > Advanced Enterprise Networks Architecture Specialization
- > Advanced IoT Specialization – Manufacturing
- > Advanced IoT Specialization – Connected Safety and Security
- > Advanced Express Foundations Design Specialist
- > Advanced Wireless Design Specialist
- > ATP Advanced Telepresence Video
- > ATP Identity Services Engine (ISE)
- > Authorized Connected Grid Partner
- > Sourcefire Authorized Partner
- > Intrusion Prevention System Specialist
- > IronPort Certified Security Professional – Web
- > Lifecycle Services Advanced Security
- > MIT – Mobile Internet Technology
- > Unified Computing Systems (UCS)
- > Unified Fabric Technology Support Specialist
- > Virtual Xperience Infrastructure
- > CS CIPTDS – Cisco IP Telephony Design Specialist
- > CS CRMCS – Cisco Rich Media Communications Specialist
- > CS CUDS – Cisco Utility Design Specialist
- > CS CUSS – Cisco Unity Support Specialist
- > SSSE – Cisco Security Solutions and Design Specialist
- > CSE – Cisco Sales Expert
- > CSSA – Certified SonicWALL Security Administrator
- > CCAI – Cisco Certified Academy Instructor

- > CCIE – Cisco Certified Interwork Expert (Routing & Switching, Security, UC)
- > CCDA – Certified Design Associate
- > CCDP – Cisco Certified Design Professional
- > CCNA – Certified Network Associate
- > CCNA – Voice
- > CCNP – Voice
- > DMS – Digital Media System



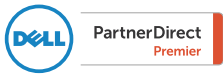
- > MCSA – Microsoft Certified System Administrator
- > MCSE – Microsoft Certified System Engineer
- > MCSE – Windows NT 4.0
- > MCT – Microsoft Certified Trainer
- > MCP – Forefront Identify Manager 2010 – Configure and Deploy
- > MCITP – Enterprise Desktop Administrator Windows 7
- > MCITP – Enterprise Messaging Exchange 2010
- > MCITP – Enterprise Administrator Windows Server 2008 R2, 2007
- > MCITP – Enterprise Messaging
- > MCITP – Virtualization Administrator Windows Server 2008 R2
- > MCITP – Microsoft Sharepoint 2010 Administrator
- > MCITP – Lync Server Administrator 2010
- > MCITP – Office 365
- > MCITP – Windows 7 Vista Configuration
- > MCITP – Windows 7 & Office 2010 Deployment
- > MCSA – Windows Server 2012
- > MCSA – Windows Server 2008
- > MCSE – Private Cloud
- > MCTS – Desktop Optimization Pack – Configure and Deploy
- > MCTS – Microsoft Lync Server 2010, Configuration
- > MCTS – Microsoft Deployment Toolkit 2008 Configuration
- > MCTS – Microsoft Exchange Server 2010, 2007, Configuration

- > MCTS – Microsoft SharePoint 2010, Configuration
- > MCTS – Windows Server 2008 Network Infrastructure Configuration
- > MCTS – Windows Server 2008 Applications Infrastructure Configuration
- > MCTS – Windows Server 2008 R2, Server Virtualization, Desktop Virtualization
- > MCTS – Windows 7 and Microsoft Office 2010, Deployment
- > MCTS – Windows 7, Configuration
- > MCTS – Windows Server 2008 Active Directory, Configuration
- > MCTS – Designing, Assessing and Optimizing Software Asset Management (SAM)
- > System Center 2012 Administrator - Configure and Deploy



- > VMware Certified Professionals
 - VMware vCenter
 - VMware vC
 - VMware vSphere/ESX
 - VMware Capacity Planner
 - VMware HA/DS
 - VMware View
- > IBM Certified Specialist
 - Storage Networking Solutions V1
 - System p Administration
 - System x High Performance Servers
- > IBM Certified Systems Expert
 - Enterprise Technical Support for AIX and Linux
- > CDAT – Consolidation, Discovery and Analysis Tool
- > SCON – Server Consolidation
- > Softek
- > System x PSE
- > XIV
 - Certified Engineer
 - Storage
- > IBM TVT Tools
- > IBM Warranty Certified Technicians





- > CSSA – SonicWALL Certified Security Administrator
- > Certified Desktops
- > Certified Notebooks
- > Certified Printers
- > Certified Servers
- > Dell Warranty Certified Technicians



- > 3PAR StoreServ 7000 Service and Solution Qualification
- > ASE – BladeSystem Solutions
- > AIS – BladeSystem Solutions
- > AIS – HP StorageWorks
- > APC HP – Superdome 2 Solutions
- > APC HP – StorageWorks Solutions
- > APP HP
 - Enterprise Solutions
 - Enterprise Networking
 - Networking Security
- > Master ASE – StorageWorks
- > Master ASE – Mobility
- > HP LeftHand P4000 SAN
- > HP Warranty Certified Technicians



Authorized Reseller

- > Certified Technical Coordinator 10.8
- > Certified Xsan Administrator
- > Certified Desktop Professional
- > Certified Support Professional 10.8
- > Apple Warranty Certified Technicians



by Schneider Electric

- > Elite Data Center Partner
- > Integrated Design Consultant for Data Centers
- > Technical Consultant for Data Centers
- > Sales Associate & Professional
 - For Data Centers
 - For Business Networks



- > Altiris Client Management Suite
- > Backup Exec
- > Enterprise Vault
- > Net Backup
- > Storage Foundation
- > System Recovery
- > Symantec Endpoint Protection
- > Symantec Encryption Solutions



- > EMC Advanced Sales Accreditation
 - For Backup and Recovery
 - For Consolidate Solutions
- > EMC Technical Architect Certification
 - EMC VNX
 - Backup & Recovery
 - EMC Symmetrix
- > Implementation Certification
 - EMC VNX
 - EMC RecoverPoint
 - EMC Data Domain
 - EMC Networker
 - EMC Symmetrix



- > CCA – Citrix Certified Administrator in XenApp 6
- > CCAA – Citrix XenApp 6
- > CCA VPX – Citrix NetScaler
- > CCEE – Virtualization
- > CCIA – Virtualization



- > Technical Certified Data Protection
- > Technical Professional
 - Enterprise Mobility
 - Network Defense
 - Risk and Compliance
 - System Security
 - Web and Email Security



- > Lenovo Warranty Certified Technicians



- > Green – Zero Landfill Recycling
- > NISTSP 800.88 and DoD 5220.22M Compliant
- > Adheres to EPA/HIPAA Guidelines
- > National and International Equipment Processing Capabilities



- > A+ Certified Technician
- > N+ Certified Technician
- > Security+ Certified Technician
- > Server+



- > ACMP – Aruba Networks Certified Mobility Professional
- > ACMA – Aruba Networks Certified Mobility Associate



- > BCFP – Brocade Certified Fabric Professional (16GBPS)
- > BCNP – Brocade Certified Network Professional



- > GTM – F5 Networks General Traffic Manager
- > LTM – F5 Networks Local Traffic Manager



- > Hitachi Certified SAN Engineer



Platinum Partner

- > NCDCA – NetApp Certified Data Management Administrator
- > NCSA – NetApp Certified SAN Implementation Engineer



- > RHCVA – Red Hat Certified Virtualization Administrator



Think fast.™

- > RCSA – WAN OP/Storage
- > RTSS – Storage Delivery
- > RTSA – WAN OP/Storage



- > Forcepoint (Websense) Certified Engineer

OTHER CERTIFICATIONS

- > Avaya APDS (Avaya Professional Design Specialist) for Unified Communications & Contact Center
- > Avocent Certified Support Specialist
- > Check Point CCMA Gateway
- > CITAM – Certified IT Asset Manager Int. Assoc. of IT Asset Managers
- > CCAH – Cloudera Apache Hadoop Administrator
- > CWNA – CWNP Certified Wireless Network Administrator
- > CWSP – CWNP Certified Wireless Security Professional
- > Intermec Certified Technical Engineer – In-Field Systems
- > Intermec Certified Technical Engineer – In-Premise Systems
- > ITIL Foundation V 3.0
- > ITSM – Project Management
- > CMA – JAMF Software Certified Mobile Administrator
- > JNCIA – Juniper Network Certified Associate
- > CMNA – Meraki Certified Networking Associate
- > PMI – PMP Project Management Professional
- > PMI – RMP Risk Management Professional
- > Polycom Video Certification
- > ASM – SIIA Advanced Certified Software Manager
- > CSM – SIIA Certified Software Manager
- > X-IO – Xiotech Certified Engineer
- > Certified Technology Coach issued by Puget Sound Center's Teaching+ Technology Coaching Initiative, 2004

CONVERGED INFRASTRUCTURE

- > VCE vBlock (VMware, Cisco, EMC)
- > VSPEX (VMware/Hyper-V/Citrix, servers undefined, EMC)
- > Virtual System (VMware/Hyper-V/Citrix, HP Proliant)
- > vStart (VMware, Dell PowerEdge, Dell EqualLogic/Compellent)

RFP 17.3 – Interactive Technology Solutions

Due October 24, 2016, at 10:00 a.m. CT

Responses Submitted Online Via Public Purchase

Notification Report:

549 companies were invited, self-invited, or met the classification codes and were notified of the RFP's availability.

Access Report:

104 companies accessed the RFP

103 companies downloaded the RFP

5 companies submitted a response to the RFP

Respondents:

Audio Resource Group

CompView

Marco Technologies

Tierney Brothers

Zones

Bid Opening Overview: Upon completion of the bid opening, CPC found Audio Resource Group to be non-responsive by not following the requested solicitation process. The remaining four (4) respondents met all requirements and have qualified for full evaluation by CPC. A summary is provided in the following pages.

Executive Summary

Through this solicitation process CPC is seeking to partner with experienced vendors that possess the ability to acquire, deliver, and install interactive technology solutions, its connective components and applicable software to all participating agencies. Qualified respondents were asked to have established a percentage discount from a catalog list, published prices, or price list. Discounts may be submitted for an entire catalog or for specific product categories or manufacturer categories.

For this RFP, interactive technology solutions have been broken down into two main solutions: multimedia solutions (required) and value added – technology solutions (optional). These solutions, listed below, include a broad listing of categories that may fall within those solutions. These categories are mere guidelines and shall not be limited to these categories. Design and installation of the interactive technology solutions, its connective components and applicable software must be provided by a qualified respondent in order to be considered.

Multimedia Solutions

1. Presentation technology (projectors, document cameras);
2. Response systems;
3. Interactive whiteboards;
4. Flat panel displays/monitors;
5. Interactive displays, tables, monitors;
6. Digital signage and related software;
7. Sound systems;
8. Integrated controls;
9. Mounting hardware;
10. Screens;
11. Portable technology equipment;
12. Audio and video conferencing software and equipment;
13. Multimedia furniture.

Value Added - Technology Solutions (Optional)

1. Mobile devices (Chromebooks, tablets);
2. Mobile device carts;
3. Large format printing;
4. 3D printing;
5. Digital cameras;
6. Furniture.

*All solutions listed above must be of commercial grade.

CompView

From their website (www.compview.com): CompView is one of the largest AV integration firms in the US providing complete design/build solutions, leading technology products, outstanding customer service, and nationwide AV contracting services. CompView helps organizations become more productive by enhancing communication and collaboration through technology. CompView begins with asking hard questions like these: 1. What drives effective communication using technology? 2. How can you simplify technology to improve productivity? 3. What technology gets the best results for each application? 4. How can you efficiently manage large-scale technology deployments? CompView commits time and resources to working with their clients to answer these questions at the onset of each project. It's what has grown CompView into one of the largest AV integrators based in the West.

Marco Technologies

From their website (www.marconetc.com): Marco knows how immense and fluid technology can feel. So they do everything they can to match you with the right technology and keep it running smoothly day in and day out. Marco is big enough to offer you premium quality and selection. And they're small enough to give you personalized service grounded to Midwestern values. Marco provides one source from planning and design through installation and support, we apply our network expertise to voice, data, video and print solutions.

Tierney Brothers

From their website (www.tierneybrothers.com): Tierney is a leading provider of interactive solutions that inspire collaboration and improve performance. Tierney strives to provide customers with the most suitable, reliable and advanced interactive solutions to inspire collaboration and improve performance. In support, Tierney is committed to: being the experts in 21st century communication and collaboration, providing outstanding customer support, and providing rapid, seamless problem-solving communications that make every contact an easy results oriented experience.

Zones

From their website (www.zones.com): Zones is a leading global provider of comprehensive IT solutions. For over 30 years, Zones has taken pride in becoming experts in all things tech. Zones collaborates with best-of-breed partners to deliver customizable solutions and positive business outcomes to meet the needs of everyone they serve. Zones' primary areas of expertise include: data center, mobility, unified communications, cloud, security and Internet of Things (IoT).

Below are some highlights from the Questionnaire responses to the RFP:

Question	CompView	Marco Technologies	Tierney Brothers	Zones
Ability to provide product training and demonstrations at seminars?	Yes, CompView can provide these demonstrations themselves, as well as manufacturer representatives.	Yes, Marco is able to provide training and demonstrations at conferences, lunch n learns, events, even online. Some manufacturers offer monthly webinar training on products, etc.	Yes, Tierney is able to provide these services as well as incorporating past, current and future instructional technology initiatives into their training. Tierney has manufacturer certified trainers and consultants. Tierney also provides professional development (PD) offerings. All training is available through multiple avenues such as onsite, remote, and hybrid.	Yes, but limited to online product, service webinars from their partnered vendors. Zones can arrange conference calls with partnered manufacturers.
Service Coverage	CompView has the ability to service CPC's tri-state area.	Marco has the ability to service CPC's tri-state area; offices are located across the tri-state area and have local representation in each region.	Tierney Brothers has the ability to service CPC's tri-state area.	Zones has the ability to service CPC's tri-state area.
Customer Service and Account Representation	CompView has five (5) customer service representatives (based in Portland) that would have	Marco has over 600 certified technicians that are able to go onsite and serve CPC agencies. CPC	Tierney currently employs 13 sales support personnel and six (6) technical service representatives that are	Zones will be dedicating six (6) Account Representatives that will be

	knowledge of the contract. One (1) representative will work directly with CPC agencies.	agencies will have a dedicated technician assigned to them based on geography and machine type. Marco also designates a support team that is dedicated to providing installation, programming and support services throughout implementation. Marco is also able to provide service and support hours through their call center Monday through Friday 7:30am to 5pm CT, and 24-hour emergency support.	dedicated to in-house customer service. Tierney is also providing two (2) Account Representatives that will support and work directly with CPC agencies.	dedicated to CPC's tri-state service area.
Order Placement	Orders can be emailed, faxed, or sent in postal mail. Orders can also be sent to their Account Representative or to the Customer Service Team.	Inside sales teams support the Technology Advisors that will be out in the field working directly with agencies without delaying orders. Proposals are sent to agencies via onsite or electronically. Either inside sales or the advisor can place the order for the agency,	Orders can be accepted via phone, fax, email, or Tierney Brothers' website.	Orders can be placed online via Zones' integrated eCommerce portal, ZonesConnect.
Online Ordering	No, but would be willing to work with CPC to place a catalog on Express.	No, but would be willing to work with CPC on online ordering.	Yes, and offers three (3) employees dedicated to working with online ordering. Also willing and able to provide punch out credentials for Express.	Yes, via ZonesConnect portal.
Delivery and Lead Time	Most orders will ship within 48 hours ARO. Agencies will be notified of back ordered items within seven (7) days of the order placement. Tracking can be provided.	Delivery varies on the type of equipment being purchased. Marco will pre-stage certain equipment before they take it out on site for installation. If equipment is in-stock,	Agencies placing an order will receive acknowledgement within one (1) business day. General receipt of order occurs within one (1) to two (2) weeks of placing the	Quote requests for core items will be sent to agency within four (4) business hours. Advanced systems within four (4) hours to provide timeline expectation. After order

		turnaround can be as quick as 7-10 days and may at times be closer to 30 days. Basic hardware items can be delivered within three (3) to four (4) days.	order. Tierney will notify the agency of any backordered items.	placement, 1 day to place product in shipment and an additional four (4) to seven (7) days for delivery.
Assessment, Design & Layout	CompView will meet with agency to determine the goal and how technology will be used. CompView will design a concept that meets the agency's needs. There is no cost for this, unless the agency requests line drawings of the design itself.	Marco's Technology Advisor will handle all assessments, design and layout for an agency. For more in-depth rooms the Advisor will engage with a Systems Engineer. All of this is done free of charge.	Tierney will provide full A/V design services free of charge to the customer. A sales representative will work with the Engineer to assess the customer requirements and needs onsite. A customer proposal will be provided to the customer for approval.	Zones has a dedicated specialist who can review and recommend products and services. Zones recommends a physical site survey to gather information necessary for the assessment and design. Zones charges for site requirements.
Subcontractors to Support Installation	Yes, CompView will use subcontractors to support the contract for installation.	Yes, Marco may use subcontractors to support the contract for installation.	Yes, Tierney may use subcontractors to support the contract for installation and/or programming.	Yes, Zones will use subcontractors to support the contract.
Current Contracts within CPC's Tri-State Area	Yes, University of Minnesota 12/16	Yes, State of MN, ND, SD Contract	Yes, State of Minnesota, University of Minnesota, GSA	Yes, National Joint Powers Alliance (Dell)
Contracts With Other Consortiums	Yes, OETC, TCPN, Univ. of Washington	Yes, E&I, NASPO ValuePoint, AEPA, MNSCU, NJPA	Yes, CESA (WI), Univ. of Wisconsin, Kentucky Purchasing Cooperative	Yes, BuyBoard, PEPPM, NCPA, TIPS/TAPS
Financials (2013 - 2015): K-12 Higher Ed City/County Nonprofits	\$3,183,608 \$4,668,501 \$151,229 \$40,019	\$26,832,545 \$20,713,784 \$23,553,582 \$13,477,614	\$28,833,624 \$7,770,030 \$6,068,418 \$458,401	Zones is a privately held company and considers financials as confidential.
Exceptions to the Terms and Conditions	None.	Multiple exceptions being requested, some are simply language changes.	Five (5) exceptions are being requested, including: additional shipping, a reduced administrative fee on Chromebooks, and discounts on products not yet released from the manufacturer.	Multiple exceptions to various sections of the RFP.

Pricing Schedule

Pricing Overview: this section of the Executive Summary is an overview of the pricing submitted by the qualified respondents.

Question	CompView	Marco Technologies	Tierney Brothers	Zones
<i>State Multiplier (required):</i>	30% price increase for prevailing wage and/or Davis Bacon wage projects.	Willing and able to participate in prevailing wage projects.	22% price increase for prevailing wage and/or Davis Bacon wage projects.	Per follow-up, Zones does not believe prevailing wage will be required. If required, would work with CPC to take appropriate action.
<i>Category Discount (required):</i>	Discounts range from 5 to 55% off of manufacturer list price. CompView is offering 16 different manufacturer discount categories.	Discounts range from 2% to 55% off of manufacturer list price. Marco is offering 33 different manufacturer discount categories.	Discounts range from 1% to 48% off of manufacturer list price. Tierney is offering 94 different manufacturer discount categories.	Discounts range from 3% to 26.5% off of manufacturer list price. Zones is offering 40 different discount categories.
<i>Categories:</i>				
Epson	15-55%		2%	3-15%
Extron	35%	20-40%	33%	
Crestron	35%	10-30%	32%	5-18%
TightRope	10-15%	12%	10%	
Shure	15-28%	20-45%	28%	15%
Chief	25-35%	15-20%	25%	
DaLite	15-35%	10-25%	25%	9.5-18%
NEC	10-30%	10%	4-22%	5-26.5%
<i>Multimedia Solutions (required):</i>	CompView listed 70 products from various manufacturers/catalogs. This is a selection of the products they offer, not their entire lineup.	Marco listed 235 products from various manufacturers. This is a selection of the products they offer, not their entire lineup.	Tierney listed 562 products from various manufacturers.	Zones has listed thousands of products.
<i>Value Added Technology Solutions (optional):</i>	CompView is offering two products for wireless collaboration at 15 and 20% off list price.	Marco is offering 32 additional products that include mobile devices, mobile device carts, tablets, Chromebooks, extended warranties, and notebook computers.	Tierney is offering 130 plus products as value added technology under 14 categories with discounts ranging from 2% to 40%. Value added products include: A/V furniture/carts, Zspace virtual reality, Chromebooks, desktop	Zones has listed thousands of products.

			computers, laptops, poster printing, printer media and ink, and 3D printers and supplies.	
<i>Services: Design & Install (required):</i>	Designer Assessment, if requested by owner at discounted to \$105 per hour. All other assessment services are free of charge. Design services are discounted to \$75 to \$115 per hour depending on the design service requirements. Installation services range from \$60 to \$100 per hour dependent on the services required. Per diem rate of \$60 per day and mileage of \$.56 per mile. Per diem applies only to projects requiring an overnight stay, at that point, a hotel cost would also be required.	Assessment services are \$500 per project. Remote services are included as a free service. Design services have been discounted to \$125 per hour. Installation has been discounted to \$99 per hour (plus \$99 per travel hour) and \$125 for Crestron (plus \$125 per travel hour) design and configuration. Per diem rate of \$40 per day. *Additional discounts may be applied depending on the size and scope of the project.	Assessment services are free of charge. Design services are discounted to \$65 per hour. Installation services, depending on type of service required, are discounted to a rate of \$65-\$105 per hour. Per diem rate of \$80 per day and mileage charged at \$.55 per mile. Daily rate covers two-person installation crew and does not cover hotel charges, if applicable. Per diem charges do not apply for installations within a 60-mile radius of Minneapolis. *Additional discounts can apply for large projects, up to 10% off.	Assessment services have been discounted to \$325, while design services are free of charge. Installation services can also be provided and are discounted from \$45 to \$416.67 depending on the installation required. *Additional discounts can apply for large projects.
<i>Support Services: Warranty, Training, Maintenance (required):</i>	CompView offers extended warranties on services provided. Training services handled by the account executive are free of charge while technical training is discounted to \$105 per hour. Maintenance support (service technician) will bill at a discounted rate of \$70 per hour. Per diem rates noted above also apply.	Able to provide extended warranties, however, that is determined by the A/V product, size of sale and location. Training and maintenance services have been discounted to \$99 per hour. *Additional discounts may be applied depending on the size and scope of the project.	Extended warranty options are available, but range from a discounted rate based off of the MSRP of the product. Additional discounts can apply for orders over 500 units. Offer professional development training, along with three to seven-day implementation training. Prices range from \$799 for a half-day to \$5,499 for the seven-day implementation. Maintenance support is also discounted depending on	Extended warranties, training, and maintenance services are available, however, Zones did not provide pricing on any of the options. *Additional discounts can apply for large projects.

			the solution purchased and size of agency.	
<i>Volume Discounts (optional):</i>	No.	No.	Yes. Chromebook purchase of \$250,000 to \$1,000,000 receive an additional 2% off. SMART purchase of \$100,000 to \$500,000 receive an additional 5% off. Epson purchase of \$100,000 to \$500,000 receive an additional 1% off.	No.
<i>Scenario Classroom (required):</i>	Quoted cost, extended: \$201,530.75 (includes installation) Optional projectors: DLP: \$28,666.25/\$1,146.65 each Laser: \$40,400.78/\$1,616.03 each	Quoted cost, extended: \$251,574.33 (includes installation, less whiteboard cost per follow-up) Optional projectors: LCD: \$3,868.75 each Laser: \$4549.50 each	Quoted cost, extended: \$212,439.28 (includes installation) Optional projectors: DLP: \$939 each Laser: \$1,739 each Optional products: \$33,583.25	Quoted cost, extended: \$218,350.00 Add install (additional options) +\$50,694.50 \$269,047.50 installed *Did not quote other projectors as requested.
<i>Scenario Conference Center (required):</i>	Quoted cost, extended: \$85,454.43 Add optional products (bolded) should be added to project total to make the system work (85,454.43 + 17,888.59) \$103,343.02 Other Options: \$11,114.65	Quoted cost, extended: \$53,058.10 Add furniture (per follow-up) \$899 x 45 (\$40,455) and \$105 x 99 (\$9,450) \$102,962.10 Optional projectors: LCD: \$3,868.75 each Laser: \$4549.50 each	Quoted cost, extended: \$49,006.12 Optional projectors: DLP: \$939 each Laser: \$1,739 each Optional products: \$6,532.70	Quoted cost, extended: \$64,244.00 Add install (additional options) +\$2,864.56 \$67,108.56 *Did not quote other projectors as requested.

Recommendation

Based on the qualified vendors' responses, it is the recommendation to invite all four (4) respondents in for a formal presentation. This formal presentation will showcase more detail about the company and their products, customer service, and value-adds than what is implied through the details of their response. From the respondents' presentations, an intent to award should be made no later than Wednesday, November 23, 2016.

November 23, 2016

Marco Technologies, LLC.
Attn: Brenda Wall
807 East Century Avenue
Bismarck, ND 58503

Award Decision, RFP # 17.3 – Interactive Technology Solutions

Dear Brenda Wall:

The Cooperative Purchasing Connection (CPC), using the weighted criteria outlined in the Request for Proposal (RFP), have completed their review of the proposals received. Evaluation criteria included qualifications and experience, quality and variety of product selection, pricing, services and support, and ease of ordering.

We are pleased to announce that your proposal received the recommendation for award for North Dakota. This decision is subject to approval of the North Dakota Educators Service Cooperatives Board of Directors and the successful negotiation of a mutually acceptable contract.

I will be contacting you in the near future to finalize a contract for the awarded goods and/or services. Thank you for submitting your proposal; the Cooperative Purchasing Connection looks forward to working with Marco Technologies, LLC.

Regards,



Lisa M. Truax | Bid & Contract Facilitator
Cooperative Purchasing Connection

Enclosure:
Performance Bond Requirements

November 23, 2016

Tierney Brothers, Inc.
Attn: Rob Gag, CEO
3300 University Avenue SE
Minneapolis, MN 55414

Award Decision, RFP # 17.3 – Interactive Technology Solutions

Dear Rob Gag:

The Cooperative Purchasing Connection (CPC), using the weighted criteria outlined in the Request for Proposal (RFP), have completed their review of the proposals received. Evaluation criteria included qualifications and experience, quality and variety of product selection, pricing, services and support, and ease of ordering.

We are pleased to announce that your proposal received the recommendation for award for Minnesota, North Dakota, and South Dakota. This decision is subject to approval of the Cooperative Purchasing Connection and the North Dakota Educators Service Cooperatives Boards of Directors and the successful negotiation of a mutually acceptable contract.

I will be contacting you in the near future to finalize a contract for the awarded goods and/or services. Thank you for submitting your proposal; the Cooperative Purchasing Connection looks forward to working with Tierney Brothers, Inc.

Regards,



Lisa M. Truax | Bid & Contract Facilitator
Cooperative Purchasing Connection

Enclosure:
Performance Bond Requirements

CC: Bruce Hoffman, Vice President of Sales
Melissa Spears, K12 Regional Manager

November 23, 2016

CompView
Attn: Deb Foley, Account Manager
10035 SW Artic Drive
Beaverton, OR 97005

Award Decision, RFP # 17.3 – Interactive Technology Solutions

Dear Deb Foley:

The Cooperative Purchasing Connection (CPC) would like to thank you for your time, effort, and interest in supplying a response for Request for Proposal (RFP) 17.3 – Interactive Technology Solutions.

The cooperative purchasing team, using the weighted criteria outlined in the RFP documents, have completed their review of the proposals received. Evaluation criteria included qualifications and experience, quality and variety of product selection, pricing, services and support, and ease of ordering. The cooperative purchasing team has decided to reject your proposal.

We want to thank you for your proposal, taking the time to present in-person to our purchasing team, and the interest in this RFP. CPC will look forward to your participation in future RFP's for similar engagements.

Should you have any questions about this matter, please feel free to contact me.

Regards,



Lisa M. Truax | Bid & Contract Facilitator
Cooperative Purchasing Connection

CC: Dave Ewing, General Manager

November 23, 2016

Zones

Attn: Wilson Garcia, General Manager

1102 15th Street SW, Suite 102

Auburn, WA 98001

Award Decision, RFP # 17.3 – Interactive Technology Solutions

Dear Wilson Garcia:

The Cooperative Purchasing Connection (CPC) would like to thank you for your time, effort, and interest in supplying a response for Request for Proposal (RFP) 17.3 – Interactive Technology Solutions.

The cooperative purchasing team, using the weighted criteria outlined in the RFP documents, have completed their review of the proposals received. Evaluation criteria included qualifications and experience, quality and variety of product selection, pricing, services and support, and ease of ordering. The cooperative purchasing team has decided to reject your proposal.

We want to thank you for your proposal, taking the time to present in-person to our purchasing team and the interest in this RFP. CPC will look forward to your participation in future RFP's for similar engagements.

Should you have any questions about this matter, please feel free to contact me.

Regards,



Lisa M. Truax | Bid & Contract Facilitator
Cooperative Purchasing Connection

CC: Luke Zeman, Director of Sales
Derrick Graf, Sales Manager

November 23, 2016

Audio Resource Group
Attn: Rick Allerdings
405 Main Ave West, Unit 4G
West Fargo, ND 58078

Request for Proposal # 17.3 – Interactive Technology Solutions

Dear Audio Resource Group:

The Cooperative Purchasing Connection (CPC) would like to thank you for your time, effort, and interest in supplying a response for RFP 17.3 – Interactive Technology Solutions.

However, in accordance with the RFP guidelines and the statutes pertaining to competitive bidding requirements, the proposal submitted has been rejected because of the following reason(s):

1. Failure to complete and utilize Form C – Pricing Schedule.
2. Failure to sign and date Form H – Proposal Checklist.

We want to thank you for your proposal and your interest in this RFP, and look forward to your participation in future RFPs for similar engagements.

Should you have any questions about this matter, please feel free to contact me.

Sincerely,



Lisa M. Truax | Bid & Contract Facilitator
Lakes Country Service Cooperative
1001 E. Mount Faith Avenue, Fergus Falls MN, 56537

Form G – Contract Offer & Award

OFFER TO BE COMPLETED BY VENDOR

In compliance with the Request for Proposal, the undersigned warrants that I/we have examined the Instructions to Respondents and Technical Specifications, and being familiar with all of the conditions surrounding the proposed projects, hereby offer and agree to furnish all professional services in compliance with all terms, conditions, specifications and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance of this proposal.

The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to the Cooperative Purchasing Connection as stated in the evaluation section, will be a consideration in making the award.


This contract offer and award binds said vendor to all terms and conditions stated in the proposal until a contract has been signed by both parties.

Company Name: Marco Technologies, LLC

Address: 807 Century Avenue

City: Bismarck State: ND Zip: 58503

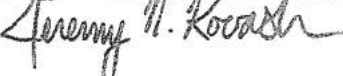
Contract Contact Person: Brenda Wall

Authorized Signature: 

Printed Name: Jonathan Warrey, COO

ACCEPTANCE OF OFFER AND CONTRACT AWARD TO BE COMPLETED ONLY BY THE COOPERATIVE PURCHASING CONNECTION

Contract Term: It is the Cooperative Purchasing Connection's intent to award a contract for Interactive Technology Solutions. The contract term may be renewed annually, up to three (3) additional terms.


CPC Authorized Signature

17.3 – ITS
Contract Number

Awarded this 23rd day of November, 2016.

Form G – Contract Offer & Award

OFFER TO BE COMPLETED BY VENDOR

In compliance with the Request for Proposal, the undersigned warrants that I/we have examined the Instructions to Respondents and Technical Specifications, and being familiar with all of the conditions surrounding the proposed projects, hereby offer and agree to furnish all professional services in compliance with all terms, conditions, specifications and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance of this proposal.

The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to the Cooperative Purchasing Connection as stated in the evaluation section, will be a consideration in making the award.

This contract offer and award binds said vendor to all terms and conditions stated in the proposal until a contract has been signed by both parties.

Company Name: Tierney Brothers, Inc.

Address: 3300 University Avenue SE

City: Minneapolis State: MN Zip: 55414

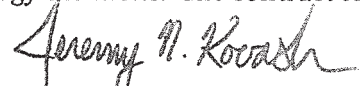
Contract Contact Person: Melissa Spears melissaspears@tierneybrothers.com 612-800-5114

Authorized Signature: 

Printed Name: Michael Tierney, Director of Operations

ACCEPTANCE OF OFFER AND CONTRACT AWARD TO BE COMPLETED ONLY BY THE COOPERATIVE PURCHASING CONNECTION

Contract Term: It is the Cooperative Purchasing Connection's intent to award a contract for Interactive Technology Solutions. The contract term may be renewed annually, up to three (3) additional terms.


CPC Authorized Signature

17.3 – ITS
Contract Number

Awarded this 23rd day of November, 2016.