

**Obion County Board of Education  
2011 Microsoft OVS-ES Bid  
Specifications**

Obion County Schools will purchase a one-year Microsoft OVS-ES subscription agreement with the Professional Desktop and Core CAL Suite option based on 360 (FTE) employees.

Mfg. Part: 2UJ-00011

Bid Total for 360 FTE employees: \$49.96 each

Vendor: GovConnection

Address: 732 Milford Road

Merrimack, NH 03054

Phone: 800-800-0019 x75520

Signature: *Michelle Lamore*

E-mail: jstoltze@govconnection.com

Obion County Board of Education  
316 S. Third Street  
Union City, Tennessee 38261

April 18, 2011

GovConnection, Inc.  
732 Milford Road  
Merrimack, NH 03054  
[www.govconnection.com](http://www.govconnection.com)

**Subject: 2011 Microsoft OVS-ES Bid**

GovConnection is pleased to submit our solution to your 2011 Microsoft OVS-ES Bid request. As a *PC Connection* company (NASDAQ:PCCC), GovConnection has the financial strength, nationwide resources, and depth of experience to fully respond to all IFB requirements. GovConnection is a leader in developing and deploying technology nationally and internationally, with 17 years of experience serving Government and Education customers. We have attained industry leadership by adhering tenaciously to a high standard of quality – in our people, products, partnerships and technology.

Thank you for the opportunity to offer this bid. To place your order, or if you have any questions about this bid, please contact your Account Manager, Jamie Stoltze at:

Telephone: 1-800-800-0019 ext. 75520  
Fax: 1-603-683-0882  
E-mail: [jstoltze@govconnection.com](mailto:jstoltze@govconnection.com)

Sincerely,

A handwritten signature in cursive script that reads "Michelle Lawrence".

Michelle Lawrence  
Sr. Manager, Contracts  
**GovConnection, Inc.**



## Executive Summary

GovConnection is a K-12 Education market leader. Our contract portfolio includes hundreds of school districts nationwide who have come to recognize and rely upon our demonstrated excellence of service and close affinity for the needs of the K-12 Education Information Technology market.

As premier Reseller of IT products, GovConnection has demonstrated award-winning excellence for quality service and on-time delivery nationwide.

GovConnection is a wholly owned subsidiary of PC Connection, Inc., which was founded in 1982. The PC Connection family, a Fortune 1000 company, currently employs over 1,500 people and has revenues in excess of \$1 Billion. GovConnection's philosophy is to offer a "best value" solution with a focus on Public Institutional Customers. We have a team of specialists dedicated to understanding how to serve the public and education marketplace, by providing technology products and solutions with award-winning service. We not only sell it, we can:

- Customize it
- Support it
- Service it
- Ship it

GovConnection works closely with IT, Academic and Administrative Departments on website purchasing development, campus integration standards, marketing plans, and streamlining purchasing procedures. GovConnection offers robust product lines, expert marketing and maintains an award winning reputation for comprehensive service.

GovConnection has strong relationships with over 1,400 manufacturers, including the original equipment manufacturers (OEMs) IBM/Lenovo, Panasonic, Hewlett-Packard, Kingston Technologies, Samsung, Tripp Lite, Belkin, Targus and numerous others. Our partner alliances are leveraged through our multiple successful contracts. These relationships, coupled with best commercial practices for delivery developed in conjunction with PC Connection, ensure that GovConnection will be able to meet any stringent delivery requirements of our customer.

GovConnection has a 99% ship rate and will ship most in stock items the same day the order is received. We offer customers a broad range of delivery options ranging from standard overnight and second day delivery to ground, time definite and truckload services. GovConnection uses standard small package and LTL carriers such as UPS, FEDEX, Roadway and Yellow to deliver shipments. Most orders shipped ground are at no charge and would be routed "Ground Best Way" via these or other carriers. GovConnection also arranges specialized transportation services such as inside delivery, package removal and product set-up.

GovConnection has attained industry leadership by adhering tenaciously to a high standard of quality – in our people, products, partnerships and technology. Despite our continued growth, at a rate of 30% year-over-year for the past three (3) years, we have never lost sight of the core of our success – **customer satisfaction**.