



Technical Proposal

Fairfax County, Virginia

Technology Products, Services and Solutions

Submitted by:

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Solicitation No. 2000003549

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Glossary

Acronym	Definition
ACD	automatic call distribution
ACI	Application Centric Infrastructure
ACMA	Aruba Certified Mobility Associate
AD	Active Directory
AMI	advanced metering infrastructure
ASE	Accredited Solutions Expert
ATP	Accredited Technical Professional
AV	audio/video
AWS	Amazon Web Services
BAS	Building Automation Systems
BOM	bill of materials
BPA	Blanket Purchase Agreement
CARES	Coronavirus Aid, Relief, and Economic Security Act
CCDA	Cisco Certified Design Associate
CCDE	Cisco Certified Design Expert
CCDP	Cisco Certified Design Professional
CCIE	Cisco Certified Internetwork Expert
CCNA	Cisco Certified Network Associate
CCNP	Cisco Certified Network Professional
CCNP-V	Cisco Certified Network Professional - Voice
CEO	Chief Executive Officer
CHESS	Computer Hardware, Enterprise Software and Solutions
CIO-CS	Chief Information Officer – Commodities and Solutions
COE	Center of Excellence
COO	Chief Operating Officer
COOP	continuity of operations
COTS	commercial off-the-shelf
CPO	Chief Procurement Officer
CPOC	Customer Proof of Concept
CSC	Client Service Center
CSE	Consulting Sales Engineer
CSI	Continual Service Improvement
CTO	Chief Technology Officer
DaaS	Device-as-a-Service
DID	direct inward dialing
DM	DigitalMedia
DMC	Digital Media Certified
DNA	Digital Network Architecture

Acronym	Definition
DoD	Department of Defense
DVD	digital video discs
EA	Enterprise Agreement
ECSPA	EdgeConnect Sales Professional, Accredited
ECSSPA	EdgeConnect Solution Sales Professional, Accredited
ECSXA	EdgeConnect Sales Expert, Accredited
EUC	End User Services – Computing
EULA	end-user license agreement
EUS	End User Services
FAA	Federal Aviation Administration
FBI	Federal Bureau of Investigations
FCG	Fairfax County Government
FCPS	Fairfax County Public Schools
FEDRAMP	Federal Risk and Authorization Management Program
FSO	Facility Security Officer
FTE	full-time employee
GSA	General Services Administration
GWAC	Government Wide Acquisition Contracts
HPE	Hewlett Packard Enterprise
HPi	HP, Inc.
HR	Human Resources
HVAC	heating, ventilation and air-conditioning
IaaS	Infrastructure-as-a-Service
IDIQ	Indefinite Delivery/Indefinite Quantity
IRS	Internal Revenue Service
ISMS	Information Security Management System
ISO	International Organization for Standardization
ISR	Inside Sales Representative
IT	information technology
ITAM	IT Asset Management
ITES	Information Technology Enterprise Solutions
ITIL	Information Technology Infrastructure Library
ITISP	IT Infrastructure Services Program
ITSM	information technology service management
JNCDA	Design Associate
JNCIA	Junos Associate
LLC	limited liability corporation
LMR	land mobile radio
LOE	Level of Effort

Acronym	Definition
MBE	Minority Business Enterprise
MCDST	Microsoft Certified Desktop Support Technician
MCITP	Microsoft Certified IT Professional
MCP	Microsoft Certified Professional
MCSA	Microsoft Certified Systems Administrator
MCSE	Microsoft Certified Systems Engineer
MPLS	multi-protocol label switching
MSP	Managed Service Provider
NASA	National Aeronautics and Space Administration
NASP	NetApp Accredited Sales Professional
NIST	National Institute of Standards & Technology
NITAAC	National Institutes of Health Information Technology Acquisition and Assessment Center
OEM	original equipment manufacturer
OT	Operational Technology
PaaS	Platform-as-a-Service
PCNSE	Palo Alto Networks Certified Network Security Engineer
PDA	personal digital assistants
PgM	Program Manager
PII	personally identifiable information
PM	Project Manager
PMBOK	Program Management Body of Knowledge
PMI	Program Management Institute
PMO	Program Management Office
PPDIOO	Prepare, Plan, Design, Implement, Operate, and Optimize
PSE	Palo Alto Networks Systems Engineer
PSS	Professional Support Services
QA	quality assurance
RF	radio frequency
RFP	Request for Proposal
RFQ	Request for Quote
RPA	Robotic Process Automation
SaaS	Software-as-a-Service
SAN	Storage Area Network
SASE	Secure Access Service Edge
SCADA	Supervisory Control and Data Acquisition
SD-WAN	Software-defined Wide Area Network
SEWP	Solutions for Enterprise-Wide Procurement
SLA	service level agreement
SLED	State/Local/Education

Acronym	Definition
SME	subject matter expert
SOW	Statement of Work
SP	Service Provider
SPSP	Silver Peak SDWAN Professional
SPSX	Silver Peak SDWAN eXpert Certification
SRST	Survivable Remote Site Telephony
SSA	Social Security Administration
SSN	Social Security Number
TAG	Technical Assistance Group
TO	task order
UC	unified communications
UCaaS	Unified Communications as a Service
UCC	Unified Communications and Collaboration
UCCX	Unified Contact Center Express
UCM	Unified Communications Manager
VA	Department of Veterans Affairs
VAR	Value Added Reseller
VCP	VMware Certified Professional
VDC	Virtual Device Context
VDI	virtual desktop infrastructure
VITA	Virginia Information Technologies Agency
VM	Vulnerability Management
VoIP	Voice over Internet Protocol
VRF	virtual routing and forwarding
VSP	VMware Sales Professional
VTC	video teleconference
VTSP	VMware Technical Sales Professional
WAN	wide area network
XTP-E	XTP Systems Engineer
XTP-T	XTP Systems Technician

1 COVER LETTER (9.1)

April 3, 2023

County of Fairfax, Virginia
Department of Procurement and Material Management
12000 Government Center Parkway; Suite 427
Fairfax, VA 22035

Re: Request for Proposal (RFP) 2000003549 – Technology Products, Services and Solutions

To Yong Kim

Iron Bow Technologies, LLC (Iron Bow) is pleased to provide the attached documents in response to the aforementioned solicitation. Iron Bow is a recognized leader in providing enterprise original equipment manufacturers (OEM) solutions, hardware and software maintenance, enterprise agreement structuring and strategy, and logistics support. We have decades of experience in successfully managing complex, multi-technology service delivery engagements. We rely on our proven program management methodologies and significant past performances in managing large, complex, enterprise information technology (IT) programs. Iron Bow can and will deliver the most cost-effective, Service Level Agreement (SLA)-driven solution for Fairfax County and other GovMVMT customers. Iron Bow is capable of aligning technologies with our customers' desired business outcomes through a flexible, collaborative engagement model that encompasses planning and design phases to arrive at the final, secure end-to-end solutions.

Established in 1983, Iron Bow has been continuously engaged as a leading provider of enterprise IT solutions for government, healthcare, and commercial clients. We have successfully supported projects across a variety of focus areas—such as IT Modernization, Infrastructure Optimization, and Cyber Resiliency—that have proven important in the state, local, and educational (SLED) markets. Iron Bow is now a \$1.6 billion limited liability corporation (LLC) employing over 1,000 employees throughout the United States, abroad, and at our corporate headquarters in Herndon, Virginia. Iron Bow has decades of experience in successfully leveraging and maintaining large government procurement contract vehicles, including General Services Administration (GSA) IT Schedule 70, National Aeronautics and Space Administration (NASA) Solution for Enterprise-Wide Procurement (SEWP) V, National Institutes of Health Information Technology Acquisition and Assessment Center (NITAAC) Chief Information Officer – Commodities and Solutions (CIO-CS), and U.S. Army Information Technology Enterprise Solutions – 3 Hardware (ITES-3H). We are actively seeking to add this Fairfax County Technology Product, Service, and Solutions contract to our portfolio to fully round out our capabilities to not only sell products and services throughout our SLED markets but also to focus on attracting net new GovMVMT customers.

We have evolved from a traditional IT Value Added Reseller (VAR) to a Solution Provider with a portfolio of managed services, creative financial packaging, programmatic service contracts (e.g., outsourced helpdesk), and other offerings that span from end-user devices to collaboration technologies, network infrastructure, data center, and even cloud. To enable these services, Iron Bow maintains top-tier partnerships with hundreds of OEMs, with the ability to gain access to and sell thousands of others.

Per the requirements of RFP Section 9.1, we include the following information:

- Primary Point of Contact during negotiations:
Katie Barton, Senior Account Manager
Iron Bow Technologies, LLC

Email: Katie.Barton@ironbow.com

Direct: 540-664-2797

2121 Cooperative Way, Suite 500

Herndon, VA 20171

Corporate Tel: 800-338-8866

Corporate Fax: 703-745-1309

- Iron Bow Proposal Response—demonstrating the Iron Bow Team’s ability to satisfy Fairfax County and the GovMVMT contract requirements—we have included the following attachments:
 - Technical Proposal
 - ◆ Attachment 1—Iron Bow Financial Statement submitted as a separate document. We respectfully request that this document not be posted to the GovMVMT website. Because Iron Bow is a privately held firm, all financial information is CONFIDENTIAL & PROPRIETARY and not to be disseminated beyond the proposal evaluators.
 - Cost Proposal
 - Attachment A (A1-A8)
 - Attachment B
 - Attachment C
 - Attachment D (Exhibit A - Exhibit I)
 - Addenda 1-3

Iron Bow agrees with all the terms, conditions, and provisions outlined in the RFP and confirms that our proposal is valid for 300 days from the proposal due date.

If you have any questions or concerns, please contact me using the information provided above.

We appreciate the opportunity to continue our successful relationship with the County of Fairfax, Virginia and appreciate your consideration in this matter.

Regards,

Myron Shandruk

Myron Shandruk
Director, Contracts

2 OFFEROR PROFILE (9.2)

Name of firm submitting proposal	Iron Bow Technologies, LLC
Main office address, telephone number, fax number	2121 Cooperative Way Suite 500, Herndon, Virginia 20171 (800) 338-8866 703-745-1309
Primary contact email address and website address	Katie Barton Katie.Barton@ironbow.com www.ironbow.com
If a corporation, when and where incorporated	LLC created December 2007 (original company created 1983) in Virginia
List any dba's	N/A
List any appropriate Federal, State and Organization registration numbers	Tax Identification: 26-1615129 DUNS Number: 82-771-4507 Cage Code: 55RC1 SAM Number: Q2M4FYALZJ89
Number of years in business	40
Total number of employees	1053

3 PROPOSAL (9.3)

3.1 Products and Services Proposed

The Offeror shall provide a statement of all the products and services proposed, including conclusions and generalized recommendations. Proposals should be all-inclusive, detailing Offeror's best offer. Following is a framework and questions to guide your organizations suggested solution. Address the following as completely as possible for each component of the Project in Special Provisions, Paragraph 3, General Definition of Products and/or Services and Special Provisions, Paragraph 8, Program Requirements.

- Include a complete listing of products and services proposed in the same order as Special Provisions, Paragraph 3, General Definition of Products and/or Services.

Iron Bow is a trusted source for a vast array of information technology (IT) products and services for our customers, including:

Products – Iron Bow is directly and formally authorized as a reseller by over 200 major original equipment manufacturers OEMs. Many other OEMs do not require formal reseller authorization. Altogether, Iron Bow sold the products of over 1,200 unique OEMs last year. We have access to over 2,000 additional OEMs through our partnerships with 10 major IT distributors.

Professional Services – Our services are performed by experienced, OEM-certified engineers who support the full product lifecycle, from analysis and design through implementation and operational support.

Complex Solutions – Our staff is experienced in design, integration, deployment, and sustainment of complex multi-technology solutions that include computer systems, networking, unified communication (UC), Voice over Internet Protocol (VoIP), data center, wireless, audiovisual (AV), video teleconference (VTC), and security components.

Customer Success Center (CSC) – Our CSC provides our managed services and various help desk solutions. They support our Anything-as-a-Service (XaaS) offerings as well as our various cloud computing on down to our most basic of network managed services.

Iron Bow Technical Practice Areas

- Asset Management
- AV/VTC
- Cloud Computing
- Cyber Security
- Data Center
- Enterprise Mobility
- Network Infrastructure
- Networking
- Telephony
- Unified Communication and Collaboration
- Virtualization
- Visual Communications
- XaaS

Iron Bow has much experience delivering products and services similar to what we are proposing for this contract. The following are just some of the state, local, and commercial customers for which we have designed and deployed solutions for: Fairfax County, Virginia (remote workforce/laptops, network); Plant City, Florida (AV/VTC); Maryland-National Capital Park and Planning Commission (networking); Jackson Health System (AV/VTC); the Commonwealth of Virginia Information Technology Agency (VITA) (Device as a Service [DaaS]); Virginia Alcoholic Beverage Control Authority (DaaS); C2 Technologies (storage consolidation); DLA Piper (managed network services, wireless redesign, software-defined wide area network [SD-WAN]); Huntington Ingalls Industries (end-user device support, network); McCormick Company (AV/VTC); NHIC Corporation (security); The Queen's Health Systems (collaboration, telehealth); Frederick Community College (managed unified communications as a service [UCaaS]); Kaiser Permanente (telehealth); Airbus (program management, network); Navy Federal Credit Union (networking, datacenter, collaboration); MedStar Health (AV, VTC, wireless).

In addition to Iron Bow's native service delivery capabilities, we maintain partnerships with over 200 professional service subcontractors, allowing for a complete solution offering in every market segment. Many of these firms are small businesses, which helps Iron Bow meet government-defined small and

disadvantaged business subcontracting requirements. Our service delivery methodology ensures all implementation projects are managed consistently and with high quality regardless of whether the engineers are Iron Bow employees, subcontractors, or a combination of both.

Iron Bow offers equipment maintenance through OEM-branded warranty/maintenance SKUs for the products purchased under this contract, and via our own Iron Bow-branded maintenance support packages (Iron Bow Professional Support Services [PSS]). Regardless of the maintenance purchased, Iron Bow's CSC, located in Chantilly, Virginia, can also provide first-call support for all warranty issues.

3.1.1 Technology Products (3.1)

As shown in **Figure 1**, Iron Bow offers a wide range of the required technology products.

Figure 1: Iron Bow Experience Across Required Technology Products

Required Technology Products	SLED/Commercial	Federal Civilian	DoD
Desktops, Laptops, Tablets	✓	✓	✓
Servers, Storage Systems	✓	✓	✓
Ruggedized Devices	✓	✓	✓
Printers, Multifunction Printers, Scanners, Plotter	✓	✓	✓
Monitors, Projectors	✓	✓	✓
Video Conferencing Teleconferencing, Analog Phones, VoIP Phones, Conference Phones, Audiovisual Equipment (such as computer-video interfaces, switchers, matrix switchers, distribution amplifiers, video scalers, scan converters, processing devices Ethernet control interfaces and high-resolution cables), Video Cameras, Virtualization Products	✓	✓	✓
Instructional Equipment	✓	✓	✓
Security Equipment	✓	✓	✓
Cabling	✓	✓	✓
Modems	✓	✓	✓
Wired and Wireless Networking	✓	✓	✓
Data Network Products (to support server, storage and client applications such as routers and switches)	✓	✓	✓
Software	✓	✓	✓
Computer Accessories, Computer Components	✓	✓	✓
Power Protection, Data Protection	✓	✓	✓
Systems and Network Management Tools	✓	✓	✓
Database Products	✓	✓	✓
Data Center Facilities (racks, fire suppression, electrical, HVAC, generator, physical access controls, etc.)	✓	✓	✓
Other Technology Products	✓	✓	✓

3.1.2 Technology Services and Solutions (3.2)

As shown in **Figure 2**, Iron Bow offers a wide range of the required technology services and solutions.

Figure 2: Iron Bow Experience Across Required Technology Services and Solutions

Required Technology Services and Solutions	SLED/Commercial	Federal Civilian	DoD
Virtualization: Transform data center with virtualization to consolidate servers, reduce energy consumption, increase IT capacity, add system flexibility, and prepare for cloud computing.	✓	✓	✓
Information Security: Common security-related products, services and solutions including, but not be limited to, those that provide endpoint security, network security, intrusion detection and prevention, application security, email security, fraud detection, governance risk and compliance, vulnerability assessment, penetration testing, forensic, identity management, training and awareness, as well as any other product or service intended to support the defense, audit, security and privacy compliance, assessment, and/or protection of enterprise data and infrastructure.	✓	✓	✓
Physical Security: Security solutions seaports, airports, water and wastewater, transportation, critical infrastructure, perimeter defense, physical and logical access control, identity management, antiterrorism protection, automated alarms and alerts, integration with databases containing critical security information, cyber security and asset management, endpoint security and other network security and IT security.	✓		✓
Communications: Communication solutions to converge and share voice, data and video communications using a single, secure IP-based network.	✓	✓	✓
Radio Frequency (RF) Communications: RF Communications solutions designed for inbuilding communications enhancements relating to cellular and land mobile radio (LMR), Support of public safety and general County fleet communications requirements as it relates to vehicle upfitting and support of other third-party solutions.	✓		✓
Unified Communications and Collaboration (UCC): UCC video teleconferencing solutions that provide for critical infrastructure, emergency operations centers, command rooms, fusion centers, training rooms, and classrooms.	✓	✓	✓
Cloud: Cloud solutions for scalable computing and storage capacity and rapid self-provisioning computing capabilities. This may include, but is not limited to, Cloud Infrastructure as a Service (IaaS), Cloud Software as a Service (SaaS), Cloud Platform as a Service (PaaS) and Cloud UCaaS.	✓		✓
Infrastructure: Infrastructure solutions such as data center management, network modernization and migration, desktop virtualization, risk and	✓	✓	✓

Required Technology Services and Solutions	SLED/Commercial	Federal Civilian	DoD
vulnerability management, enterprise colocation, and IT service management.			
Data Management: Data management solutions which use technologies such as thin provisioning, de-duplication, and automated storage tiering to improve storage utilization.	✓	✓	✓
Visual Communications: Visual communications that integrate audio, video, voice, presentation capabilities, and automated chat services.	✓	✓	✓
Broadcast Studio: Broadcast studio solutions for staff that oversee communications and public broadcast efforts which provide integration (system design engineering), fabrication, budgeting, scheduling, engineering, architectural planning (technical grounding, power distribution and facility load requirements), and equipment specification (video, audio, network, and storage technologies).	✓		
Public Safety: Public safety solutions such as in-car video, body worn cameras, license plate recognition, mobile computing, city surveillance, digital evidence management, incident management, and aerial drone technologies/solutions.			
Building Automation Systems (BAS): BAS Solutions that can utilize LED lighting management and heating, ventilation and air-conditioning (HVAC).	✓		
Mobility: Mobility services to keep users connected, responsive and secure such as email protection, download prevention, containerize content on devices, self-destructing content, and content linked back to the user.	✓	✓	✓
Asset Management: Asset management solutions to identify and manage installed software, hardware and license entitlements.	✓	✓	✓
Data Protection: Data protection to protect, backup, recover and archive data and applications.	✓	✓	✓
Energy and Water Conservation: Energy and water conservation solutions to deploy advanced metering infrastructure (AMI) systems designed to measure, collect, analyze and monitor usage real time. Examples of projects include automated meter projects, SCADA (Supervisory Control and Data Acquisition) projects, and security projects.			
Financial Services: Financing options (such as lease and IT solutions offered as a service) and auditing of third-party IT service providers (e.g., telecommunication services).	✓	✓	✓
Other Services and Solutions: Services and solutions not listed above that may be proposed by Offeror.	✓	✓	✓

3.1.3 Cisco Products, Services and Solutions (3.3)

Iron Bow has provided a complete Cisco product offering as a part of the Technology Product, Services and Solutions Catalogue. The products included in this catalogue include, but are not limited to, application networking services products, blade switches, cloud and systems management, collaboration endpoints, conferencing, connected safety and security, customer collaboration, data center management and automation, data center switches, infrastructure software, interfaces and modules, networking software, optical networking, routers, security, servers, service exchange, storage networking, switches, unified communications, video, wireless, and any other products offered by Cisco.

Iron Bow has earned the Cisco Master Certification for Collaboration, Security, Data Center and Hybrid Cloud, and Cloud and Managed Services Provider. The Cisco Master Specialization recognizes partners with the greatest capability in a technology area or architecture. To achieve the Master Specialization, Iron Bow first achieved the advanced specialization in each technology, then met stringent requirements to demonstrate master-level capabilities and established a customer success track record in the following areas: selling skills and personnel investments, training, demonstration of our company's capabilities, and customer references to prove we deliver reputable practices. As a Master Specialized partner in all four technologies, we have demonstrated effective information technology service management (ITSM) processes across the Cisco lifecycle phases (prepare, plan, design, implement, operate, and optimize) following Information Technology Infrastructure Library (ITIL) best practices, which are comparable to International Organization for Standardization (ISO) 20000:2011. Specifically, we have met audit requirements in all the phases of ISO 20000:2011: Service Strategy, Service Design, Service Transition, Service Operations, and Continual Service Improvement (CSI). To protect the integrity and value of the Master Specialization, Cisco uses an on-site, third-party audit requirement to validate technical and services capabilities. Iron Bow, as a Master Specialized partner, demonstrated the activities outlined in **Figure 3** to achieve those benchmarks.

Figure 3: Iron Bow Cisco Master Audit Requirements

Cisco Master Audit Requirements	
Pre-Sales Requirements Support Lab Demonstration and Demand Generation Project Management Design Hiring and Internal Training Post-Implementation Customer Training	Service Transition Requirements Transition Planning and Support Change Management Release and Deployment Management Service Asset and Configuration Management Service Validation and Testing Service Evaluation Service Knowledge Management
Service Design Requirements Service Catalog Management Service Level Management Capacity Management Availability Management It Service Continuity/Disaster Recovery Information Security Management Hybrid IT 3rd Party Contracting ITIL Supplier Management	Service Operation Requirements Service Desk Function (Call/Contact Center) Request Fulfilment Event Management Incident Management Problem Management Access Management Onsite Response/Troubleshooting Remote Troubleshooting Access
Service Strategy Requirements IT Financial Management Service Portfolio Management Demand Management	Continual Service Improvement Requirements Service Improvement Service Measurement Service Reporting

We maintain Cisco Master status to ensure we adhere to industry best practices across each competency and deliver high-quality products and services while protecting Agencies' systems and information.

Iron Bow has maintained our Cisco Gold Partner status for over 20 years, and we hold many advanced certifications across a broad array of Cisco practice areas and product sets. Over the past five years, we have transacted more than \$1 billion in Cisco products and services. We hold the Master Data Center and Hybrid Cloud specializations and are a certified Cloud and Managed Service Provider. In addition, Iron Bow has been a Cisco Lifecycle Advisor partner for more than four years (i.e., since inception of the program).

Iron Bow has provided a complete Cisco services and solutions offering as a part of the Technology Product, Services and Solutions Catalogue. The services and solutions offering includes, but is not limited to, cloud and systems management services, collaboration services, collaboration endpoints services, conferencing services, data center and virtualization services, enterprise network services, routing services, security services, services for application networking services, storage networking services, switching services, unified communication services, unified computing services, video services, wireless services and any other services and solutions offered by Cisco.

3.1.4 HP Products, Services and Solutions (3.4)

Iron Bow has provided a complete Hewlett Packard Enterprise (HPE) and HP Inc. (HPi) product offering as a part of the Technology Product, Services and Solutions Catalogue. The products included in this catalogue include, but are not limited to, computers, networking, servers, software, and storage.

Iron Bow has provided a complete HPE/HPi services and solutions offering as a part of the Technology Product, Services and Solutions Catalogue. The services and solutions offering includes, but is not limited to, analytics and data management, applications services, business process services, data center, workload and cloud services, enterprise security services, IT financing and asset recovery services, mobility and workplace services, support services, technology consulting, computing services, big data solutions, cloud solutions, mobility solutions, security solutions, converged systems solutions, small and midsize organization solutions, total access education solutions, and any other services and solutions offered by HPE/HPi.

3.1.5 Dell Product, Services and Solutions (3.5)

Iron Bow has provided a complete Dell product offering as a part of the Technology Product, Services and Solutions Catalogue. The products included in this catalogue include, but are not limited to, laptops, notebooks, personal digital assistants (PDAs), desktops, workstations, thin clients, monitors, servers, accessories, battery back-up, power or surge, cables, data storage and drives, networking, digital imaging such as cameras and scanners, memory and system components, office equipment, sound and multimedia, telecommunications products, video monitors, cards and projectors, interactive whiteboards, digital video discs (DVDs), books, music and video. Iron Bow has also provided a complete Dell software offering including, but not limited to, information management, data protection, data center and cloud management, mobile workforce management, security, access control, platforms and any other software offered by Dell.

Iron Bow has provided a complete Dell services and solutions offering as a part of the Technology Product, Services and Solutions Catalogue. The services and solutions offering includes, but is not limited to, support services, application modernization, application services, business process outsourcing, digital business services, cloud-based services, information security services, financing and leasing, IT consulting, managed services, training services, cloud solutions, data center solutions, security solutions, big data, information and data management, mobility and security solutions and any other services and solutions offered by Dell.

3.1.6 Panasonic Product, Services and Solutions (3.6)

Iron Bow has provided a complete Panasonic product offering as a part of the Technology Product, Services and Solutions Catalogue. The products included in this catalogue include, but are not limited to, communications, security systems, personal computers, professional AV, terminals, soft module products, and recording media.

Iron Bow has provided a complete Panasonic services and solutions offering as a part of the Technology Product, Services and Solutions Catalogue. The services and solutions offering includes, but is not limited to, installation, product configurations, product support, warranties, insurance, railway industry solutions and any other services and solutions offered by Panasonic.

3.1.7 Veritas Products, Services and Solutions (3.7)

Iron Bow has provided a complete Veritas product offering as a part of the Technology Product, Services and Solutions Catalogue. The products included in this catalogue include, but are not limited to, backup exec, information fabric technology platform, InfoScale, storage foundation high availability, system recovery and any other offered by Veritas.

Iron Bow has provided a complete Veritas services and solutions offering as a part of the Technology Product, Services and Solutions Catalogue. The services and solutions offering includes, but is not limited to, consulting, education services, managed services, support services, appliance services, licensing, technical support training and certification, and any other services and solutions offered by Veritas.

3.1.8 VMware Products, Services and Solutions (3.8)

Iron Bow has provided a complete VMware product offering as a part of the Technology Product, Services and Solutions Catalogue. The products included in this catalogue include, but are not limited to, data center and cloud infrastructure, networking and security, storage and availability, hyper-converged infrastructure, data center and cloud management, personal desktop software, business mobility software, desktop and application virtualization software, enterprise mobility management software, and any other products offered by VMware.

Iron Bow has provided a complete VMware services and solutions offering as a part of the Technology Product, Services and Solutions Catalogue. The services and solutions offering includes, but is not limited to, cloud computing, software-defined data center, virtualization, business mobility, data center virtualization and hybrid cloud extensibility, streamlined and automated data center operations, application and infrastructure delivery automation, security controls native to infrastructure, high availability and resilient infrastructure, and any other services and solutions offered by VMware.

3.1.9 Apple Products, Services and Solutions (3.9)

Iron Bow has provided a complete Apple offering as a part of the Technology Product, Services and Solutions Catalogue. The products included in this catalogue include, but are not limited to, MacBook, MacBook Air, MacBook Pro, iMac, Mac Pro, Mac mini, iPad mini, iPad, watch, iPod, accessories for all products, apps, servers, music, support and any other products, services or solutions offered by Apple.

3.1.10 Google Products, Services and Solutions (3.10)

Iron Bow has provided a complete Google offering as a part of the Technology Product, Services and Solutions Catalogue. The products included in this catalogue include, but are not limited to, apps for work, Google Cloud, maps for work, search for work, Chrome for work, Android for work, Google business solutions and any other products, services and solutions offered by Google.

3.1.11 Amazon Web Services Products, Services and Solutions (3.11)

Iron Bow has provided a complete Amazon Web Services (AWS) product offering as a part of the Technology Product, Services and Solutions Catalogue. The products included in this catalogue include, but are not limited to, global compute, storage, database, analytics, application and deployment services to power web and mobile applications, data processing and warehousing, storage and archive, as well as any other products, services and solutions offered by AWS.

Iron Bow has provided a complete AWS services and solutions offering as a part of the Technology Product, Services and Solutions Catalogue. The services and solutions offering includes, but is not limited to, cloud-based solutions for websites, backup and recovery, archiving, disaster recovery, development and test, big data, high performance, databases, digital marketing, e-commerce, media and entertainment, mobile services, internet of things, enterprise IT, business applications, content delivery, health and any other solutions offered by AWS.

3.1.12 Microsoft Products, Services and Solutions (3.12)

Iron Bow has provided a complete Microsoft device offering as a part of the Technology Product, Services and Solutions Catalogue. The products included in this catalogue include, but are not limited to, Surface products, PC's and tablets, Xbox, Microsoft Surface Hub, accessories and any other devices offered by Microsoft. Iron Bow has also included a complete software and application offering including but not limited to, Office, Windows, other software and services such as Microsoft Security Essentials, Edge, OneDrive, Outlook, OneNote, Teams, Bing, Visual Studio, Visio, Project, and MSN, apps, games, downloads, Developer and IT Pro, Business and Enterprise such as cloud platform, data availability, business analytics, customer relationship management, Enterprise Mobility Suite, Enterprise resource and planning, business software and apps such as Microsoft Dynamics, Microsoft Power BI, Microsoft SQL Server, Windows Server, Microsoft System Center, Visual Studio, Microsoft Azure, Microsoft Social Engagement, Microsoft Intune, OneDrive for Business, Exchange Server, SharePoint and any other software and apps offered by Microsoft. Lumia Phones, Microsoft Band, and Microsoft Health have been discontinued; Microsoft HoloLens is no longer being produced or developed; and support ended for Windows Embedded in 2020.

Iron Bow has provided a complete Microsoft services and solutions offering as a part of the Technology Product, Services and Solutions Catalogue. The services and solutions offering includes, but is not limited to, support, licensing and any other services and solutions offered by Microsoft either directly or via the Azure cloud platform

3.1.13 NetApp Products, Services and Solutions (3.14)

Iron Bow has provided a complete NetApp product offering as a part of the Technology Product, Services and Solutions Catalogue. The products included in this catalogue include, but are not limited to, hybrid data storage, software and converged infrastructure, enterprise all-flash data storage, hardware and software for cloud storage and any other products, including standalone software offered by NetApp.

Iron Bow has provided a complete NetApp services and solutions offering as a part of the Technology Product, Services and Solutions Catalogue. The services and solutions offering includes, but is not limited to, complete offering of NetApp services and solutions to build a cloud-ready data center, accelerate enterprise application performance, protect, and recover data, strategy, design, deploy and transition, operations, training, certification, support and any other services and solutions offered by NetApp.

3.1.14 Other Products, Services and Solutions (3.15)

Iron Bow has provided 93 additional OEMs as a part of the Technology Product, Services and Solutions Catalogue.

- Adobe
- APC
- AMX
- Arista
- Aruba
- Asylon
- Ava security
- Avaya, Inc.
- Axis Communications
- Belkin International, Inc.
- Biamp
- Broadcom
- Canon
- Centegix
- Checkpoint Software
- CHIEF
- Ciena Corp.
- Cognyte software
- Cohesity, Inc.
- CommVault Systems
- CradlePoint, Inc.
- Crestron Electronics, Inc.
- CrowdStrike, Inc.
- Cylance
- DigiCert
- DocuSign
- Dynatrace
- Eaton Corp.
- Elasticsearch
- Equinix
- Extron Electronics
- F5
- Forcepoint
- Gallagher security
- Genetec
- Gigamon Systems, LLC
- Hanwha
- Hootsuite
- IBM
- Infoblox
- Intel Corp.
- Ixia
- Jabra Corp.
- Juniper
- Lenel S2
- Lexmark International
- LG Corp.
- Logitech
- McAfee
- Micro Focus
- Nutanix
- Nutanix, Inc.
- NVIDIA
- OpenText
- Palo Alto
- Pexip AS
- Pitney Bowes
- Planar Systems, Inc.
- Plantronics, Inc.
- Poly.
- Polycom, Inc.
- Pure Storage, Inc.
- Qognify
- Quest
- Red Hat
- RedSeal
- Red Sky
- Ricoh
- Riverbed Technology
- Rubrik
- Ruckus Wireless, Inc.
- Samsung Group
- Schneider Electric
- ServiceNow
- Sharp Corp.
- Silver Peak Systems, Inc.
- Skyline Advanced
- SMART Technologies
- SolarWinds
- Sole Source Technology
- Splunk, Inc.
- Symantec Corp
- Tenable
- Tripp Lite
- Twilio
- UI Path
- Varonis
- Veeam Software
- Veritas
- Western Digital Corp.
- Xerox
- Zoom Corp.
- Zscaler

3.2 Transition Plan

• Transition Plan: If applicable to the Product, Service or Solution, the Offeror shall prepare and submit to the County for approval a comprehensive and detailed Transition Plan, which describes in detail all tasks and resources associated with the transition of the Products, Services and Solutions to the Offeror with minimum disruption to the County's operations.

Iron Bow will work hand-in-hand with our dedicated program managers at GovMVMT to create a list of Chief Procurement Officers (CPOs) at all major accounts throughout the United States. We will then begin scheduling meetings with the CPOs to ensure they know about our master agreement and understand the advantages such a contract brings to them. Our nationally oriented account management teams will then continue educating all our Agency customers on the benefits of this new contract.

Iron Bow currently holds several cooperative contracts, including one for Montgomery College, IT Infrastructure Products, Software and Services, plus two OMNIA contracts. Iron Bow believes that the addition of this GovMVMT contract will fill out our desired portfolio of SLED contract vehicles and allow

us to continue attracting new customers, to not only Iron Bow, but to this GovMVMT Master Agreement in particular. The scope of products and services included within it ensures that Iron Bow has the tools we need to properly promote, position, and ultimately attract new customers to use this contract. As we have with other contract awards, we intend to promote this contract through press releases and our SLED page on our website. We will also be developing focus campaigns, marketing collateral, and outreach programs to help promote this contract.

We will educate our existing customers as to the benefits of this contract over others that they may be using and work with them to transition to it should the desire and fit be determined. We will ensure that this contract is properly represented in our materials and discussions at trade shows and conferences we attend. Iron Bow, through its several decades of doing business, has successfully promoted, onboarded, and/or transitioned customers onto new contract vehicles in both the federal and SLED spaces and will continue these efforts for this vehicle as well.

We also hold a contract with VITA whereby we provide DaaS to all its participating agencies. The End User Services, Computing Devices, and Hardware contract involves delivery and servicing of nearly 60,000 devices across 86 agencies throughout the state. This contract involved a very arduous transition from a previous contract of not only end users, but also systems, inventory, facilities, people, software packages, processes, etc. Iron Bow successfully completed this transition and was commended by VITA executive staff for the efficiency and accuracy of our execution and delivery without impacting end users.

In addition to the aforementioned methods, we also will work with our strategic manufacturers to ensure that our sales team is sharing and educating theirs on the merits of this contract vehicle and how it can benefit the partnership between Iron Bow and each respective manufacturer in their pursuit of selling into the SLED space. As with all our contract vehicles, we will continually assess our pipeline of activity and ensure we are properly positioning and promoting this GovMVMT contract to optimize its exposure.

I wanted to take a moment and thank all of you. What we pulled off the last three days was nothing short of wondrous! It was sheer will power, pivoting on a moment's notice and commitment from VITA and its partners to succeed in helping the transition of power. I'm so proud of everyone.

3.3 Product, Service, or Solution Plan

• Product, Service or Solution Plan: Submit a Plan (preferably in MS Project format) to describe, to the best of your ability what steps your organization will take to ensure, all times, tasks, and resources associated with the implementation of the Products, Service or Solution runs smoothly..

Iron Bow's approach for successful management of work for the GovMVMT Master Agreement is based on processes and procedures from the Project Management Institute (PMI) Project Management Body of Knowledge (PMBOK), ITIL best practices, and the ISO 9001:2015 framework. We incorporate service strategy, design, transition, and operations to ensure successful execution and management of professional services support. Our ISO 9001:2015 processes, continuous review of project activities, and capture of lessons learned facilitate improvement for Fairfax County as we move through the contract period of performance.

The IDIQ Service Center (**Figure 4**) supports the Project Management Office (PMO), establishes the framework for Task Order (TO) administration, and ensures the terms and conditions of each TO are met. Many contract vehicles also require ordering guides and web portals to facilitate ease of use for customers. The IDIQ Service Center establishes a portal that provides a link to all the documentation for each contract. This includes communication materials, status reports, deliverables, templates, TO proposals, awarded TO lists, and contact lists. The PgM also establishes an ordering guide and other literature to support customer ease of use. For each project or TO, a Project Plan is developed to address customer requirements and schedule to ensure times, tasks, and resources associated with the implementation are met.

The processes/tools available within the IDIQ Service Center enable the PMO to complete all necessary tasks for each TO. This includes contract administration and documentation, monthly or ad hoc status reporting, and compliance with contract terms.

Figure 4: Iron Bow IDIQ Service Center



To educate our salesforce, Iron Bow has provided a detailed 90-day plan in **Attachment D** beginning from award date of the Master Agreement describing the strategy to immediately implement the master agreement as our primary go-to market strategy for Agencies to supplier’s teams nationwide. **Figure 5** shows a high-level overview of this plan.

Figure 5: High-Level Overview of Iron Bow’s 90-Day Plan



FIRST 10 DAYS

Executive Buy-In

- Pro-actively obtain leadership buy-in
- Deliver contract briefing to leadership
- Work with GovMVMPT to ensure success of contract

FIRST 30 DAYS

Planning & Marketing Material Development

- Develop Master Agreement Guide
- Conduct SWOT Analysis
- Work with GovMVMPT to distribute and go-to-market

FIRST 60 DAYS

Master Agreement Training & Education

- Provide training to all sales engineering & operations teams
- Work with GovMVMPT to develop customized agenda
- Extend training to SLED, Commercial & Healthcare orgs

FIRST 90 DAYS

Proactive Outbound Communications

- Work with OEM partners to create end-user events
- Promote & Engage using Iron Bow’s significant social media presence
- Communications Team to collaborate with GovMVMPT on messaging and branding efforts

POST 90-DAYS

Effective Collaborative Environment

- Schedule semi-annual planning meetings
- Address opportunities, joint marketing activities, any issues and challenges, and lessons learned
- Ensure clear lines of communication among partners

TRANSITION

Dedicated Program Management

- Work with GovMVMPT to create Chief Procurement Offers (CPOs) throughout U.S.
- Provide continued education to all agency customers
- Leverage existing VIDA contract to positively position solutions and benefits of master agreement

TRAINING

Successful Training to Champion Agreement

- Engage stakeholders to serve as intermediaries and champions
- Create tools to ensure staff is aware of contracts available to them
- Continue to evolve to best support growth and continued success

3.4 Client Relationship Management

• Client Relationship Management: Describe the communications scheme that your organization will use to keep the County informed about the progression of the Product, Service or Solution.

3.4.1 Contract Management

Customer agencies will benefit from Iron Bow's experience managing federal, state, and local government contracts whose structure and function are very similar to this Technology Solutions contract. Iron Bow has proven performance directly relevant to the Technology Solutions program in terms of size, scope, and complexity. As a Prime contractor, Iron Bow successfully manages more than 15 active indefinite delivery, indefinite quantity (IDIQ) contracts, Government-wide Acquisition Contracts (GWACs), and blanket purchase agreements (BPAs) with high-volume deliveries of product orders to federal end users across a disparate geography. We leverage our experience in administration and management of these types of vehicles to develop the information, tools, and services needed to ensure this contract's success.

3.4.2 Nationwide Support

The Iron Bow Account Team has access to our national sales organization to market and support the contract to Agencies nationwide. Iron Bow is capable of providing all required services to any Agencies. We will leverage our experience supporting all 50 states and 3 territories. In addition, we maintain partnerships with over 200 professional service subcontractors, enabling a complete solution offering in every conceivable market segment. Significant buying power, worldwide support capabilities, and senior technical resources enable Iron Bow to hold the highest certifications with top-tier OEMs. We leverage our internal resources, in addition to our distributor and OEM partners, to ensure we can serve any Agency regardless of location.

3.4.3 Communication Plan

We enforce adherence to established processes and leverage a variety of communication and collaboration tools across all our project teams. Information is shared through our centralized repository of process knowledge, best practices, corporate metrics, project performance metrics, templates, company policies, and past project documentation.

In addition to aligning with PMI and ITIL, our PMO processes conform to our ISO 9001:2015 Quality Management System. This supports quality assurance (QA) for all projects, from assessment of project deliverable quality to auditing the progress and compliance of individual projects against objectives, deliverables, and processes. While based on a structured, iterative model, Iron Bow's framework is also flexible and facilitates a high level of communication and collaboration, minimizing project issues related to unforeseen risks.

3.5 Risk Management

• Risk Management: Describe the risks associated with the Product, Service or Solution Plan or associated Agreement. What contingencies have been built in to mitigate those risks?

Iron Bow draws on our experience delivering solutions spanning all technologies, expert engineering resources, adherence to ISO-based quality standards, and PMI-certified PMO to ensure all projects, regardless of size, are constantly monitored to mitigate risk quickly and cost effectively. This holistic approach combines all aspects of our organization to provide Participating Agencies dependable solutions for warranty service and technical support.

For example, Iron Bow was awarded a contract by the United States Census Bureau to read over 110,000 tapes stored in their data center, which had been collected over a period of 30-40 years. However, the Bureau was unsure which of these tapes contained personally identifiable information (PII) and had no means of reading the tapes since the technology to read them was antiquated and no longer manufactured.

To overcome this challenge, Iron Bow procured tape drive readers from all over world, some of which needed repair to function. The engineering team began reading the tapes but found that some were so old that the glue that held the magnetic media onto the tapes was deteriorated due to age and storage conditions. As a result, the tape would disintegrate during the read and destroy both the tape as well as the tape reading machine.

Iron Bow addressed this risk by 1-Developing a method to identify the tapes most likely to deteriorate based on a visual inspection, 2- Talked to experts in the tape industry and developed a way to do a one-time read by baking the tapes in an oven to warm up the glue enough to reattach itself to the tape media 3- Created a process to do these reads without destroying the tape drive readers 4- Immediately procured additional tape drive readers from around the world.

As an experienced provider of commercial off-the-shelf (COTS) hardware and software, Iron Bow has policies and procedures to mitigate any management problems that might occur. A representative sample of potential risks found during our performance of the Fairfax County, Virginia Technology Products, Services and Solutions contract is provided in **Figure 6**. Based on our experience, we have developed a tested and proven approach to ensure mitigation of impact to delivery.

Figure 6: Potential Contract Problems and Resolutions

Risk	Probability	Severity	Time Frame	Proposed Solution Approach Alternatives
Sales representative attempts to sell products not on the GovMVM T Master Agreement	Low	High	<24 Hrs	Iron Bow has automated system to prevent unauthorized contract sales. All items must be approved to be quoted. Regular sales training reinforces contract requirements and compliance.
Wrong part number, incomplete order, etc.	Low	Low	<24 Hrs	Automated item and pricing uploads occur in evening, enabling population of accurate part numbers and vendor updates for accurate orders.
Vendor discontinues product	Low	Moderate	<48 Hrs	Vendor item and price lists upload directly from vendor's database where applicable, enabling us to accurately track discontinued items. This prevents discontinued items from being ordered and automates the process for submitting discontinued items.
Reporting and payment of fees, protracted payment schedules, lack of accurate contractor records	Low	Moderate	<48 Hrs	Automated, reliable reporting tools will reduce frequency of errors. GovMVM T fees will be paid with first shipment to avoid incorrect or protracted payments.

4 OFFEROR QUALIFICATIONS AND EXPERIENCE (9.4)

9.4. OFFEROR QUALIFICATIONS AND EXPERIENCE:

1. The Offeror shall describe its qualifications and experience related to the programs and services proposed. Describe Offeror's ability to meet or exceed requirements in the Special Provisions, Paragraph 8, Program Requirements.

4.1 Program Requirements (Special Provisions, Paragraph 8)

4.1.1 Iron Bow Technologies (8.1)

8.1. Qualified Offerors may be authorized resellers of the Products, Services and Solutions listed in, paragraph 3, General Definition of Products and/or Services or direct manufacturers of the Products, Services and Solutions.

1. Offerors who are resellers must represent, sell and service the Products, Services and Solutions listed in, paragraph 3, General Definition of Products and/or Services or explain in detail how the products it does offer are able to satisfy the underlying requirement in a cost-effective manner. If the Contractor proposes a solution that will require the Fairfax County to execute a EULA, either as a signed agreement or as "clickwrap", with a software manufacturer, the Contractor shall, for each such software manufacturer, obtain the written consent of such software manufacturer to the terms and conditions of Fairfax County's "License Agreement Addendum" attached as Attachment C and provide a copy of each such consent with its proposal.

2. Offerors who are direct manufacturers or providers of a category of product, service or solution described in paragraph 3 may only respond with their Products, Services and Solutions in that category.

If we are proposing a software solution, and Fairfax County requires a end-user license agreement (EULA) on the GovMVMT Master Agreement, Iron Bow will provide a copy of the EULA with the proposal and/or quote. OEMs will not typically sign an agreement until they complete a sale because each agreement is different for each line of business and/or each product. Given that there many thousands of products, this would require OEMS to sign thousands of agreements

4.1.2 Partner Certification Levels (8.2)



8.2. Qualified Offerors of the following Products, Services and Solutions shall meet and provide proof of manufacturer partner certification level unless Offeror itself is a manufacturer of the Products, Services and Solutions:






1. Cisco Gold Certified Partner
2. HP Gold or Platinum partner
3. Dell Partner Direct Preferred or Premier Partner
4. Panasonic Authorized Reseller Partner
5. VMware Enterprise or Premier Partner
6. Microsoft Gold Certified Partner
7. Citrix Gold Solutions Advisor or Platinum Solutions Advisor
8. NetApp Platinum or Star Partner


The County also encourages each Offeror to furnish information on any certification from, or other business agreement with, a Manufacturer not shown in the above list but nevertheless involved in the provision of one or more of the items described in Special Provisions, Paragraph 3, General Definition of Products and/or Services.

Iron Bow has created lasting top-tier partnerships with hundreds of leading OEMs in information and communications technology, some key examples of which we list in **Figure 7**. Our partners' exceptional capabilities, combined with our certifications and partner levels, give us the added strength to develop and deliver high-quality, technology-agnostic, and environmentally responsible solutions at optimal discounts so we can fully support the County of Fairfax, Virginia's mission.

Figure 7: List of Iron Bow Top-Tier OEM Partnerships

Partner	Specializations	Certifications
 <p>Gold Certified Partner</p>	<p>Specializations</p> <ul style="list-style-type: none"> • Environmental Sustainability • Full-Stack Observability Solution • Hybrid Work from Office Solution • Secure Access Service Edge Solution • Advanced Collaboration Architecture • Advanced Customer Experience • Advanced Data Center Architecture • Advanced Enterprise Networks Architecture • Advanced Service Provider (SP) Architecture Specialization • Advanced Security Architecture • Cisco Webex Calling with Calling Plan • Master Collaboration • Cisco Hyperflex • Master Data Center and Hybrid Cloud • Master Networking • Master Security • Cisco Unified Contact Center Express • Cisco Webex Contact Center • Collaboration SaaS <p>Designations</p> <ul style="list-style-type: none"> • Buying Models Commerce Certification • Enterprise Agreement (EA) Cisco Digital Network Architecture (DNA) - Switching Wireless Routing • Lifecycle Advisor for Enterprise Agreements • EA Data Center Application Centric Infrastructure (ACI) and HyperFlex • EA Data Center Cloud • EA MSP Cisco DNA Switching Wireless Routing • EA Meraki • EA Service Provider Network Agreement • EA Security choice • Secure Remote Work EA Authorization • Unified Communications Manager (UCM) Cloud for Government • UCM Cloud – Partner Connected • UCM Cloud-Customer Connected • US Federal Authorization 	<ul style="list-style-type: none"> • Cisco Certified Internetworking Expert (CCIE) • Cisco Certified Design Expert (CCDE) • Cisco Certified Design Professional (CCDP) • Cisco Certified Network Professional (CCNP) • CCNP Voice (CCNP-V) • Cisco Certified Design Associate (CCDA) • Cisco Certified Network Associate (CCNA) • Cisco Sales Expert
 <p>Platinum Certified Partner</p>	<ul style="list-style-type: none"> • Platinum Converged Infrastructure Specialist • Nimble Storage Specialist • Platinum Server Specialist • Platinum Storage Specialist • Platinum Services Specialist • Platinum Data Center Networking Specialist 	<ul style="list-style-type: none"> • Aruba Certified Mobility Associate (ACMA) V6.4 • Accredited Solutions Expert (ASE) Storage Solutions Architect V2 • Accredited Technical Professional (ATP) Storage Solutions V2 • Master ASE – Storage Solutions Architect V2 • Sales Certified – IT Business Conversations








Partner	Specializations	Certifications
		<ul style="list-style-type: none"> • Sales Certified – Aruba Products and Solutions • ASE – Server Solutions Architect V3 • ATP – Server Solutions V3 • Product Certified – Synergy Solutions • Sales Certified – Enterprise Solutions • 3PAR StoreServ Mid-Range Service and Solution Qualification (7xxx/8xxx) • CS700 Storage Sub-Qualification • Product Certified – OneView • StorageWorks Disk Systems Service • StoreFabric Service and Solution Qualification
 Platinum Certified Partner	<ul style="list-style-type: none"> • Gold Imaging & Printing Partner • Silver Supplies Partner • Managed Print • Services Sales • Services Delivery • Technical Production 	<ul style="list-style-type: none"> • Selling HP Personal Systems Services • Selling HP Printing Services
 Titanium	<p>Dell</p> <ul style="list-style-type: none"> • GSA Authorized Professional Services Partner <p>EMC</p> <ul style="list-style-type: none"> • Virtualization • Big Data • Backup, Recovery & Archive • Unified Storage • Enterprise Storage • Business Continuity 	<p>Dell</p> <ul style="list-style-type: none"> • Storage Specialist • Server Specialist • Client Solutions Specialist <p>EMC</p> <ul style="list-style-type: none"> • VBlock Certified • EMC System Engineering Accreditation • EMC Sales Accreditation • EMC Technical Architects & Implementation Engineers • Consolidate • Backup & Recovery • Advanced Consolidate
 Enterprise Solution Provider	<ul style="list-style-type: none"> • VSphere/Datacenter • Desktop Virtualization • Business Continuity • Network Virtualization • AirWatch 	<ul style="list-style-type: none"> • VMware Certified Professional (VCP) • VMware Technical Sales Professional (VTSP) • VMware Sales Professional (VSP)
 Select Consulting Partner	<ul style="list-style-type: none"> • Authorized Commercial Reseller • AWS Public Sector Partner: Government 	<ul style="list-style-type: none"> • AWS Certified Solutions Architect-Professional • AWS Certified DevOps Engineer - Professional • AWS Certified Developer-Associate • AWS Certified SysOps Administrator-Associate • AWS Certified Solutions Architect-Associate • AWS Certified Cloud Practitioner
 Gold Certified Partner	<ul style="list-style-type: none"> • Devices & Deployment 	<ul style="list-style-type: none"> • Microsoft Certified Professional (MCP) • Microsoft Certified Systems Administrator (MCSA) • Microsoft Certified Systems Engineer (MCSE)












Partner	Specializations	Certifications
		<ul style="list-style-type: none"> • Microsoft Certified IT Professional (MCITP) • Microsoft Certified Desktop Support Technician (MCDST)
	<ul style="list-style-type: none"> • FlexPod 	<ul style="list-style-type: none"> • NetApp Accredited Sales Professional (NASP) • NetApp Accredited Technical Sales Professional 100 • NetApp Keystone Subscription Services Certified • Integration Services Certified ONTAP Storage Area Network (SAN) • Integration Services Certified - ONTAP






Iron Bow is a fully authorized reseller in good standing for Panasonic products and services.

Iron Bow’s relationships with these top-tier OEMs require our professional services staff to maintain high levels of corporate specializations and individual employee certifications and also provide us reach-back to their subject matter experts (SMEs). The depth and breadth of our experience across OEMs and technologies shows our ability to provide a vendor-agnostic perspective across all technologies, not just some. **Figure 8** lists additional proposed OEMs Iron Bow engineers currently hold certifications with and Iron Bow’s current partner level, if applicable. Proof of partner level and certification status will be provided upon request.

Figure 8: Additional OEM Offerings with Partner Level and Certifications Obtained

OEM & Partner Level	Certifications
	<ul style="list-style-type: none"> • EdgeConnect Sales Professional, Accredited (ECSPA) • EdgeConnect Sales Expert, Accredited (ECSXA) • EdgeConnect Solution Sales Professional, Accredited (ECSSPA) • Silver Peak SDWAN Professional (SPSP) • Silver Peak SDWAN eXpert Certification (SPSX)
	<ul style="list-style-type: none"> • Arista Sales Accreditation - Sales Specialist Advocate" • Arista Technical Accreditation -Technical Specialist Advocate" • New Arista Cloud Engineer Level 3 • Arista Cloud Engineer Level 5
	<ul style="list-style-type: none"> • CommVault Sales Professional • CommVault Technical Sales Professional
	<ul style="list-style-type: none"> • Elastic Partner Sales Professional • Elastic Partner Sales Specialist
	<ul style="list-style-type: none"> • Forcepoint Sales Representative Level 1 • Forcepoint Sales Representative Level 2 • Forcepoint Pre-Sales Engineer Level 1 • Forcepoint Pre-Sales Engineer Level 2
	<ul style="list-style-type: none"> • Technical Sales • Sales
	<ul style="list-style-type: none"> • Google Cloud Sales Credential • Associate Cloud Engineer Certification

OEM & Partner Level	Certifications
	<ul style="list-style-type: none"> • Intel Optane Data Center • Edge AI Fundamentals • Cloud Fundamentals • Cloud Technical Professional • Cloud Business Professional • Selling IOT Solutions
	<ul style="list-style-type: none"> • Junos Associate (JNCIA) • Design Associate (JNCDA) • Using Pathfinder • Juniper Configurator Introduction • Juniper Cloud Labs-Introduction
	<ul style="list-style-type: none"> • Sales Training • Technical Training
	<ul style="list-style-type: none"> • AMPLIFY Security Fundamentals • Palo Alto Networks Certified Network Security Engineer (PCNSE) • Palo Alto Networks Systems Engineer (PSE): Secure Access Service Edge (SASE) – Professional • PSE: Strata – Professional
	<ul style="list-style-type: none"> • Data Protection Pre-Sales • Data Protection Sales
	<ul style="list-style-type: none"> • Red Hat Sales Specialist - IT Automation and Management • Red Hat Sales Engineer Specialist - Automation • Ansible Delivery • Red Hat Sales Engineer Specialist – Virtualization - Datacenter Infrastructure
	<ul style="list-style-type: none"> • RedSeal Platform Tour with Wayne Lloyd • RedSeal Test Drive • Essentials for RedSeal Platform
	<ul style="list-style-type: none"> • Tenable Certified Sales Associate - Operational Technology (OT) • Tenable Certified Sales Associate – Vulnerability Management (VM) • Tenable Certified Sales Engineer - OT • Tenable Certified Sales Engineer - VM
	<ul style="list-style-type: none"> • Sales Foundation • Pre-Sales Foundation • Robotic Process Automation (RPA) Business Analyst Foundation • RPA Developer Learning Plan • UiPath Certified Advanced RPA Developer • RPA Infrastructure Engineer Foundation
	<ul style="list-style-type: none"> • Varonis Sales Training • Varonis Sales Demo (Technical Training)
	<ul style="list-style-type: none"> • Zscaler Certified Assoc for Partners • Zscaler Certified Sales Professional • Zscaler Certified Sales Engineer • Zscaler Certified Cloud Administrator-Internet Access • Zscaler Certified Cloud Professional-Internet Access • Zscaler Certified Cloud Administrator-Private Access • Zscaler Certified Cloud Professional-Private Access • Zscaler Certified Zero Trust Architect

OEM & Partner Level	Certifications
Audio Visual OEMs	
	<ul style="list-style-type: none"> • Netlinx Programmer Cert • Netlinx Programmer Level 1 • Netlinx Programmer Level 2 • Designer Video & Control Level 1 • Designer Video & Control Level 2 • Technician Enova • ACE Envoya • ACE Design • ACE Install • ACE Control Expert • AMX Programming Cert
	<ul style="list-style-type: none"> • Tesira • Audia for Tech • VOIP
	<ul style="list-style-type: none"> • Digital Media Certified (DMC)-Technician • DMC-Designer • DMC-Engineer • DigitalMedia (DM)-NVX • DM-NVX-N • Commercial Design • Flex Room Certified
	<ul style="list-style-type: none"> • XTP Systems Technician (XTP-T) • XTP-T Online • A/V Associate • XTP Systems Engineer (XTP-E) • Digital AV Technologies v2 • Extron XTP Systems for Design Engineers • Extron Control Professional • Extron Control Associate • Configurable Control Systems • School of Emerging Technologies • School of Emerging Technologies 4K <ul style="list-style-type: none"> ○ Emerging Technologies ○ Control Associate ○ Control Professional ○ XTP-System Engineer
	<ul style="list-style-type: none"> • RealPresence Immersive Sales Certification ITPOS100 • Installed Voice Technical Certification IVOT200 • Installed Voice Sales Certification IVOS100 • RealPresence Clariti Sales Certification RPCOS100 • Headset Sales Expert (HEADSETSALES-XPT) • RPS-IT300

Our strategic approach to distribute products and services on the Technology Solutions Catalog includes long-standing agreements with numerous distribution partners, helping to ensure we are able to fulfill the requirements of participating agencies under this Master Agreement. Leveraging our distribution partners such as Synnex, Ingram Micro, ScanSource, Tech Data, Arrow, and the OEMs themselves enables Iron Bow to access and support the participating agencies product fulfillment requirements from hundreds of OEMs. Iron Bow is providing Letters of Authorization and distributor Line Cards in **Section 9** to demonstrate our authorization to sell products from each of the proposed manufacturers.

4.2 Manufacturing (8.3)

8.3 If Offeror is a manufacturer of the Products, Services and Solutions and has partner resellers/dealers/distributors that sell's manufacturer's Products, Services and Solutions, then the partner resellers/dealers/distributors must agree to the terms and conditions of this RFP and Offeror shall provide documentation of such.

Iron Bow is not a manufacturer of the proposed products.

4.3 Ability to Work with Multiple Entities (8.4)

8.4. Offeror must have the resources to work with multiple entities—e.g., individual Fairfax County Government (“FCG”) and/or Fairfax County Public Schools (“FCPS”) departments and agencies—at the same time.

Iron Bow has the resources available to work with individual Fairfax County Government, Fairfax County Public School departments and agencies, and/or participating agencies nationwide at the same time.

4.3.1 Iron Bow Expertise, Resources, and Capabilities (8.5)

8.5. Throughout the life of this contract, the successful Offeror(s) will maintain expertise, resources, and capabilities to perform the following:

Hardware, Software, Peripherals, and Accessories

1. Provide commercial hardware, software, peripherals and accessories as ordered under the task order;

Iron Bow’s vast experience performing under hardware fulfillment contracts has provided us with a number of lessons learned. To achieve maximum service levels regarding hardware, software, peripherals, and accessory fulfillment, a robust system must be in place that is both scalable and flexible from an ordering, tracking, and configuration management perspective. The Iron Bow Order Management System was developed as a complete product provisioning solution that emphasizes the unique requirements in product procurement contracts. The system has proven itself over the last 10 years. We continually re-evaluate capabilities, efficiencies, and system accuracy, taking into consideration technology improvements that may enhance our existing support features. A key module is the Iron Bow quote tool, an automated quoting system that enables easy, consistent, and secure creation and management of product quotes across all customer interaction channels. The quote tool is an internally customized application. The current iteration of the tool is built on the industry-proven Oracle EBS platform. Iron Bow Account Teams use the tool to generate product quotes for thousands of federal, SLED, and commercial customers annually. Contract information, such as approved catalog products, product compliance, and pricing, are loaded into the database and managed throughout the contract lifecycle.

Consulting, Assessment, Design, Integration, Installation, and Managed Services

2. Perform consulting, assessment, design, integration, installation, and managed Services and Solutions at the task order level;

Iron Bow’s engineering experts have hands-on experience with leading manufacturers and state-of-the-art technologies. We have gained extensive expertise in critical areas of IT lifecycle management, and have developed mature technical practices to support consulting, assessment, design, implementation, and management for network infrastructure, collaboration, data center architecture, continuity of operations (COOP), data management, client and mobile utilization and optimization, and cybersecurity.

Our professional technical staff includes systems, network, integration, and software engineers, along with support technicians, who specialize in planning, designing, and installing end-to-end IT solutions for diverse customer environments. As detailed in **Section 4.1.2**, Iron Bow maintains certifications and partnerships with a variety of IT OEMs to ensure our staff have all the skills needed to provide unbeatable service to our clients.

Professional, Technical Support, and Engineering Services and Solutions

3. Perform a wide range of professional, technical support and engineering services and solutions to support the mission and objectives of Fairfax County and Participating Public Agencies as authorized buyers of this contract;

Iron Bow will leverage our Center of Excellence (COE) lab and CSC in Chantilly, VA, to demonstrate and validate our technical solution. The COE is the physical laboratory environment where we can set up and test new technology. The CSC is where the technology can be demonstrated. These are both critical infrastructure tools that enable Iron Bow to:

- Achieve Cisco Master specializations for Cloud Builder, Collaboration, and Security Programs; and Advanced specializations for Collaboration, Data Center, Enterprise Networks, and Security Architecture
- Provide product demonstrations and support Level of Effort (LOE) development
- Create proof-of-concept scenarios for our clients
- Support post sales engineering activities, such as documentation and planning
- Get hands-on experience with new products and train for new skill sets

The COE comprises equipment from our major OEM partners, including those proposed on this contract (i.e., Cisco, VMware, Citrix). We also provide our client-facing onsite resources remote access through Cisco AnyConnect and Virtual Device Context (VDC) separation on the Nexus 7004 platform, enabling them to support their client programs in a sandbox environment. We are continuously adding new equipment to support evolving engineering initiatives.

Several of our subcontractor partners have lab facilities to supplement Iron Bow's COE and CSC and have access to Cisco's Customer Proof of Concept (CPOC) with classified capabilities.

Upon notification from Fairfax County and/or the Participating Public Agency, we will engage the COE Manager, designated Consulting Solutions Engineer (CSE), and internal participating agency account management team to prepare for the demonstration. Based on the requirements provided by Fairfax County and/or the Participating Public Agency, we will engage the appropriate vendors to obtain the test equipment requested. Upon receipt of demo equipment, our designated Program Manager (Pgm) coordinates directly with internal resources to schedule the logistics, including date, time, attendees, and agenda.

Maintenance and Ancillary Support

4. Provide maintenance support of the services and solutions;

5. Provide ancillary support (logistics support, etc.) relating to provisions of the Products, Services and Solutions listed in, paragraph 3, General Definition of Products, Services and Solutions;

Iron Bow offers equipment maintenance through OEM-branded warranty/maintenance SKUs for the products purchased under this contract and via our own Iron Bow-branded maintenance support packages (Iron Bow PSS). Regardless of the maintenance purchased, Iron Bow's CSC, located in Chantilly, Virginia, can also provide first-call support for all warranty issues. The CSC Team currently fields about 500,000 calls per year.

Iron Bow offers maintenance and warranty support that leverages key components of the traditional OEM-branded maintenance, including:

- Global, 24-hour access to our U.S.-based CSC for covered devices
- Advanced hardware replacement, including next-business day options
- Access to operating system software updates and upgrades
- 24-hour access to online technical resources accessible via web, email, or phone

- Support capabilities that provide product lifecycle information, service coverage, and alerts
- Proactive diagnostics and immediate alerts on devices enabled by our monitoring services
- Monitoring of equipment and hardware for a comprehensive view of the entire infrastructure
- Ability to complement PSS services with additional managed services customized to unique requirements

As with any of the other services requested under a task order, Iron Bow will review and provide a proposal in response to the participating Agency's specific request. Our maintenance proposal will show defined levels of service available and the associated prices for the Agency's consideration.

Project Management Support

6. Provide project management support for each deliverable under the contract; and

Our IDIQ Service Center is supported by multiple Iron Bow departments outlined in **Figure 9**. Each department contributes to the inputs and outputs required for a contract of this size and magnitude including, generating invoices, reviewing terms and conditions, auditing quality and performance, providing technical support, and developing technical and price proposals.

Figure 9: Iron Bow PMO Support Structure



Regardless of the composition of the technical team for any given customer project, all Iron Bow projects are run by a certified Project Manager (PM) and follow our Project Management Methodology and Service Delivery Methodology (SDM), which incorporate best practices from the PMI; Cisco's Prepare, Plan, Design, Implement, Operate, and Optimize (PPDIOO) approach; and ITIL, and serve as our governance structure, as depicted in **Figure 10**. These methodologies are supported by ISO 9001:2015-certified processes and procedures, as well as our ISO 27001:2013 Information Security Management System (ISMS). The SDM was designed to ensure that Iron Bow manages each project consistently and with complete customer satisfaction. While some simple services for some products can be ordered as a contract line item, most of our supporting professional services work is done by creating a Statement of Work (SOW), negotiating it to the customer's satisfaction, and then executing the project according to the SOW. These projects frequently require unique pricing and customer-specific terms.

Figure 10: Iron Bow Service Delivery Methodology



Contract Reporting

7. Provide project-specific and overall contract performance reporting, as required.

The Iron Bow Report Server is built on Reporting Workbench from Polaris for Oracle EBS. This is a powerful and robust reporting application for creating very simple to highly complex reports for our internal organizations and customers alike. Reporting Workbench provides access to real-time data and generates high-quality reports on catalog management, quoting, order management, supply chain, financial applications, and more. For dashboards, trending, and historical reporting, Iron Bow has implemented Oracle Business Intelligence and Analytics.

Our Report Server can be configured to automatically generate regular, customized reports in the specific format required to meet any of Fairfax County's reporting requirements, such as quarterly contract usage. In addition, Iron Bow can support Agencies throughout the contract lifecycle with fully customized report capabilities that can be provided on an ad hoc and/or on-demand basis. We have been requested to provide this level of support on many occasions and will extend this benefit to Fairfax County, if desired. Some examples of custom reporting requests we have supported are sales breakdown by number of orders received by month, number of orders shipped to a geographic area, and orders by Participating Agency.

4.3.2 Staff Experience (8.6)

Project Team

1. Offeror shall describe the credentials of staff and how they are certified and trained to provide the Products, Services and Solutions required in, paragraph 3, General Definition of Products, Services and Solutions.

Iron Bow's project team is comprised of the following dedicated staff:

- **Katie Barton, GovMVMT Account Manager** – Ms. Barton brings nearly 20 years of experience in the IT industry, including 15 years working with cooperative contracts, and will be managing and developing the GovMVMT Master Agreement. She works closely with a dedicated team that includes

a CSE, Inside Sales Representative (ISR), and post-sales order management to design, build, and manage delivery of hardware, software, and service solutions.

- **Kressa Stewart, ISR** – Ms. Stewart will work closely with Ms. Barton to build, track, and manage all hardware and service quotes under this contract. She has 18 years of IT industry experience in government sales, working with state, local, and federal customers. She brings many years of experience as an ISR, along with strong government procurement knowledge, contract experience, and customer communication skills.
- **Jonathon Black, CSE** – As the CSE and Pre-Sales Solutions Architect, Mr. Black will support the GovMVMt Master Agreement as the primary technical advisor for our Account Team. He will actively drive and manage technology and solution evaluations, as well as articulate technology and product positioning to both business and technical evaluators. Mr. Black will identify any technical issues to ensure complete customer satisfaction through all stages of solution development. He has been in the IT industry for 18 years and has been a solutions architect for the past 4 years.
- **Christopher Hawco, Order Management Representative** – Mr. Hawco will support the Account Manager and ISR by managing all orders to ensure timely delivery in accordance with contract requirements. He will work with suppliers to expedite product shipments and process returns as necessary.
- **Jodie Vaughn, Director of Contracts** – With over 20 years of experience in both prime contract and subcontract negotiations, management, and compliance, Ms. Vaughn leads a team of four professional contract administrators that manage all major IDIQ/GWAC awards for Iron Bow, including GSA, SEWP, CIO-CS, four Computer Hardware, Enterprise Software and Solutions (CHESS) contracts, and all other major awards. She works cross functionally to advise on contract procedures, scope, compliance, and pricing; interprets written contractual terms and conditions; coordinates and attends all program reviews; submits all sales reporting; and pays all contract-related fees.
- **Mary Gray, Senior Contracts Administrator** – With more than 15 years of experience, Ms. Gray manages the day-to-day operations for Iron Bow’s large contract vehicles.
- **Elliott Williams, Director, SLED Sales** – Mr. Williams brings over 30 years of sales leadership and operations experience within the IT, communications, and financial industries. As Director of SLED sales, he is responsible for the strategy, management, and delivery of IT solutions to various clients and industries such as the Commonwealth of Virginia; Fairfax County Virginia; Hernando County Public Schools, Florida. For this contract, he will serve as one of the escalation points for the County should it have issues with our onsite leadership team. To this end, his Account Manager, Katie Barton, will serve as Fairfax County’s Customer Success Manager who will stay engaged throughout the contract lifecycle with the OEMs and other partners to ensure the County’s needs continue to be met.

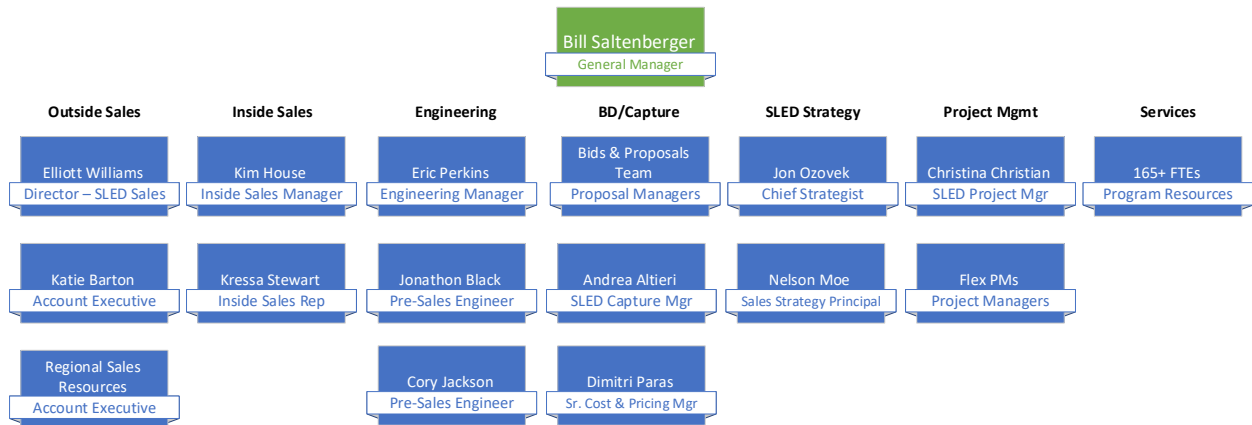
Iron Bow’s other organizational units—Finance, Professional Services, Contracts, and Human Resources (HR)—will provide critical resources to ensure COOP for our Fairfax County project team.

Proposed Staff

2. Offeror shall describe the number and type of staff its company proposes to service this contract, i.e., technical, service, training, executive support, etc. and its hiring practices for such positions.

Fairfax County will have a dedicated Account Team that includes an Account Manager, ISR, and CSE. The team will provide the core program support for the Agency. It will be supported by Iron Bow’s technology consultants to provide technical solutions for the Agency. **Figure 11** provides further detail on the SLED sales team.

Figure 11: SLED/Commercial Sales Team



Engineering Support

Our engineering teams have been strategically grouped to provide pre-sales, deployment, managed services, and SME support to our sales team and customers nationwide.

Advanced Technology Consultant Group: Providing subject matter expertise in their fields, these engineers are responsible for continuously identifying technology trends and adding the appropriate portfolio of products to support our competencies. The group includes 17 SMEs, eight of whom are CCIE’s, some holding dual and triple CCIE certifications in Data Center, Service Provider, Enterprise Infrastructure, Enterprise Wireless, and/or Security and four SMEs have received their CCIE 10-year Achievement certification. Of note: Mr. Greg Stemberger, a triple CCIE (Enterprise Infrastructure, Security, and Service Provider), is our Chief Technology Officer; Mr. Dan Klanderman is responsible for our Hosted Collaboration Solutions, including Cisco UCM Cloud; Mr. Kevin Finch leads our Cyber-Security practice; Mr. Steve Smith leads our Digital Transformation practice; and Mr. Eugene McCall leads our IT Modernization practice.

Solutions Architecture Group: This group leads design and architecture activities for our clients. Members are senior-level experts in their fields and are brought in to solve the most complex technology challenges. The group is managed by Mr. Joe Wu and team leads who align with our core competencies, including AV, Wireless, Collaboration, Security, Next Generation Networking, and Data Center. The team is comprised of 17 engineers, five of whom hold either dual or triple CCIE certifications in Voice, Route/Switch, Collaboration, Security, and/or Data Center.

Technical Assistance Group (TAG): Our TAG is responsible for assisting our sales teams with configuring everyday run-rate quotes. The team is made up of three engineers who all have strong Cisco backgrounds.

Consulting Sales Engineers (CSE): Aligned with each of our business units (Healthcare, SLED/Commercial, DoD, and Civilian), our CSEs are part of a 1:1 or 1:2 CSE-to-Account Manager team ratio. The CSE is responsible for all pre-sales activities, including initial customer meetings, identifying potential solutions, bill of materials (BOM) development, scope of work development, and management of transitional responsibilities when handing projects over to a delivery team. Five CSEs directly support the Commercial/SLED team.

Engagement (Delivery) Engineering Team: The team represents the talent responsible for implementation, configuration, and training for our customers. It includes 23 engineers and one manager.

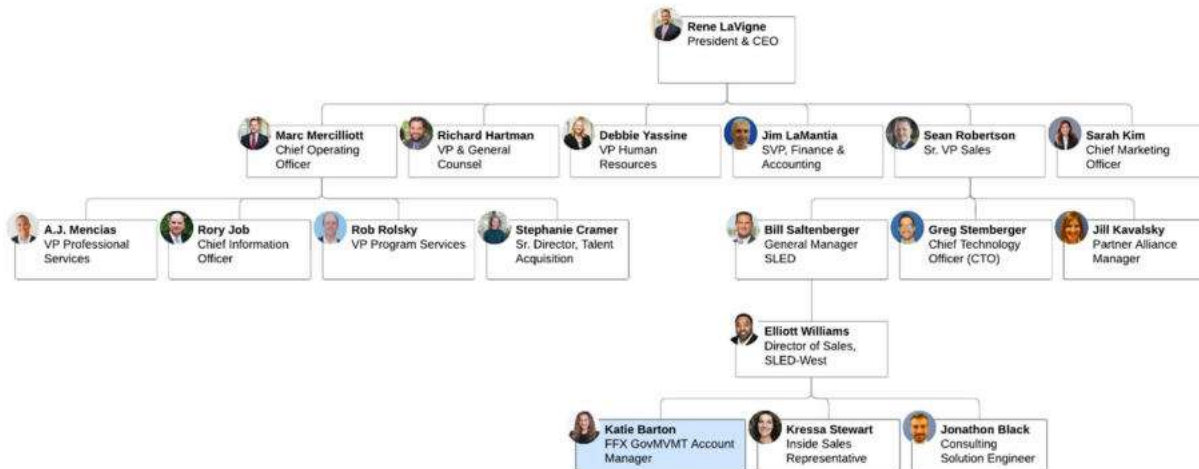
Cloud and Managed Services Team: Located in our CSC in Chantilly, Virginia, this team is responsible for product management, including product development and daily operations of our managed service

center and portfolio of offerings. Our CSC staff is composed of more than 120 Tiers 1–3 Help Desk engineers who manage our Telehealth, Cloud and Managed Services, and Warranty Services offerings. Nearly all these individuals have some level of Cisco certification, such as CCNA and CCNP.

Management Structure

Iron Bow’s executive, account, and key engineering leadership teams, outlined in **Figure 12**, provide the vision and expertise required to consistently deliver leading IT solutions and services that help customers excel in their missions. We use simple, well-defined interfaces to facilitate interaction throughout the organization, focusing on clear lines of communication and control.

Figure 12: Iron Bow Leadership Team



With the depth and breadth of requisite experience, our Executive Leadership Team provides strategic oversight in their areas of focus:

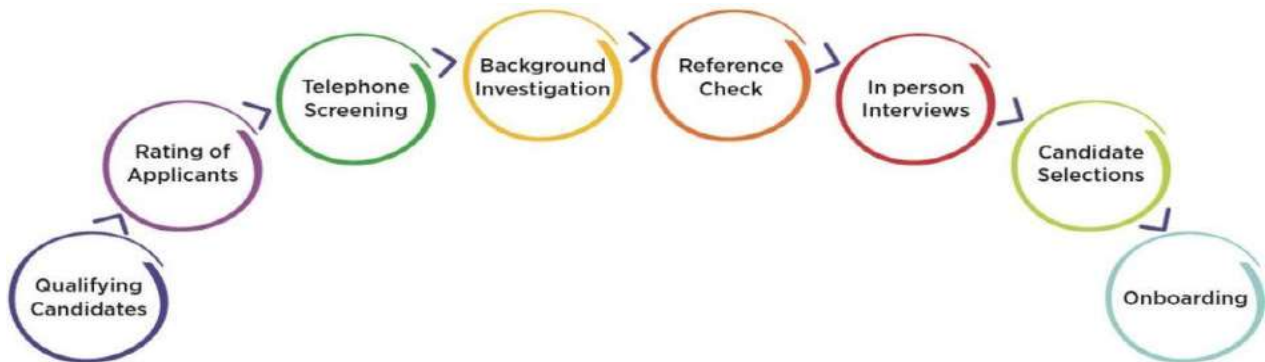
- President and **Chief Executive Officer (CEO)** Rene LaVigne is responsible for driving Iron Bow’s strategic initiatives to align with the dynamic technology landscape and customer requirements, while also creating a top workplace culture for our employees. His forward-thinking and motivation are behind the Iron Bow “customer first” culture that keeps us at the forefront of the IT industry.
- With more than 25 years of experience at leading IT solutions providers, **Chief Operating Officer (COO)** Marc Mercilliott is a versatile technology leader with expertise in large-scale IT operations and technology services. He designs and implements business strategies, sets comprehensive goals for performance and growth, oversees daily operations of the company, and evaluates performance by analyzing and interpreting data and metrics.
- **Chief Technology Officer (CTO)** Greg Stemberger is a highly experienced Network Architect and CCIE with more than 15 years of progressive experience designing/ troubleshooting both large scale enterprise and service provider networks. As CTO for Iron Bow, he oversees the organization’s technological needs as well as the company’s research and development efforts in order to help align investments and reach customer objectives.
- Our **Vice President of Professional Services**, AJ Mencias, is responsible for Iron Bow’s Customer Assurance Program, which focuses on engineering and program management to effectively meet our customers’ requirements.
- Our **Senior Vice President of Finance**, Jim LaMantia, performs effective risk management and plans and oversees our financial strategy. He performs a critical function, ensuring cash flow is appropriate for operational expenses. He also supervises all finance personnel in the execution of their duties and manages vendor relationships.

Iron Bow's other organizational units—Sales, Finance, Professional Services, Contracts, and HR—will provide critical resources to ensure COOP for our Fairfax County project team.

Hiring Practices

Iron Bow understands the importance of ongoing recruitment. We follow a recruitment process that for 40 years has enabled us to successfully find qualified candidates. The screening and hiring of personnel follow Iron Bow's 8-step process illustrated in **Figure 13** below. This consistent process ensures contract staff provided to the County are properly qualified. The steps include: 1) Qualifying Candidates, 2) Rating Applicants, 3) Telephone Screening, 4) Background Investigations Required, 5) Conducting Reference Checks, 6) Conducting In-person Interviews, 7) Selecting and Offering Jobs to Candidates; 8) Onboarding.

Figure 13: Iron Bow Screening and Onboarding Process



Qualifying Candidates. Candidates are first qualified by evaluating their resumes. Once a candidate meets general requirements, Iron Bow Recruiter works with the Hiring Manager, to further verify their levels of functional and technical expertise, against those required for the position.

- **Rating of Applicants.** The Recruiter and the Hiring Manager rank candidates against each labor category description based on their proven qualifications/certifications.
- **Telephone Screening.** Iron Bow's Recruiter and/or Hiring Manager conducts extensive telephone screening to verify and validate information. Many times, a second telephone screen is conducted with an Iron Bow SME to ascertain high-quality levels of functional and technical expertise and to see if the candidate may be a good fit within the contract environment.
- **Background Investigations.** Iron Bow's Recruiter coordinates with the HR Department in coordination with Iron Bow Facility Security Officer (FSO) conducts 100 percent background checks (including national fingerprint record checks and drug testing), criminal history investigations and related screening on all employees.
- **Reference Check.** Iron Bow requires at least three professional and two personal reference checks prior to employing program staff.
- **In person Interviews.** The Recruiter identifies and arranges in-person interviews for the most qualified candidates for each labor category. The Hiring Managers and/or SMEs ask behavioral or open-ended questions to ensure the candidate is a fit for the position and can demonstrate his/her leadership, technical skills and abilities. Attention is paid to any special factors required by the position, especially for customer-facing positions. These special factors may include empathy, patience, good listening skills, and customer-service oriented behavior.
- **Candidate Selections.** Iron Bow Hiring Manager selects the best candidate based on resume, screening, and technical interviews. After reaching the hiring decision, the Recruiter uses Oracle Recruit to obtain approvals and process a verbal offer, and then written offer. Any necessary contingencies are included in the offer letter, such as successfully completing all security or background investigations.

- **On-Boarding.** The Iron Bow onboarding process provides a seamless transition of personnel into Iron Bow organization. To facilitate the on-boarding process, we assign a mentor, and establish and maintain a training profile for the new hire.

Training Agency End-Users

3. Offeror shall describe its methodology for training Agency end users.

Iron Bow develops, reviews, and approves the content for required training as part of our planning process. This includes reviewing both Agency-specific policies and meeting with stakeholders to reach consensus on training content and delivery. Methods by which Iron Bow provides training include, but are not limited to:

- **Classroom style instructor-led training** – Instructor-led classes using the materials developed in the planning phase and provide hardcopy materials to the trainees.
- **Web-based training (instructor-led)** – Web-based, instructor-led classes using the materials developed in the planning phase to trainees.
- **Web-based training (self-paced)** – Based on the approved content developed during the planning phase, we may provide online content through a service such as Biz Library. Training modules are available for users to take at their own pace within established timeframes. Training is tracked in the portal, and notifications/reports are provided for missed or late training. Interactive lessons walk trainees through each content area and test them on their understanding at the end of each module.
- **Seminar style group demonstration** – We may hold brown bag lunches or other open forums to encourage discussion of common tasks.

Iron Bow consultants and SMEs follow Agency-specific policies to determine whether changes require modification to training or communication materials. These include manuals, presentations, “how-to” guides, web content, or other materials used to message security awareness.

Iron Bow Major Project Experience

4. Offeror shall describe its experience with managing major government projects.

Iron Bow has deep expertise in delivering enterprise IT solutions for high-volume, high-dollar hardware contracts. Our broad base of direct OEM relationships enables us to offer solutions to our SLED client base at extremely competitive prices while ensuring our technical personnel are some of the most educated and certified in the industry.

Iron Bow has contract performance experience directly relevant to the Fairfax County Technology Products, Services, and Solutions contract in terms of size, scope, and complexity. We hold current, prime IDIQ contracts with NASA, the Department of Veterans Affairs (VA), U.S. Army, GSA, NITAAC, Social Security Administration (SSA), Internal Revenue Service (IRS), Federal Aviation Administration (FAA), and Federal Bureau of Investigations (FBI), with ceiling values ranging from \$200 million to \$20 billion. Our significant investments in automation technology and PMI-based processes enable us to effectively respond to hundreds of Request for Quote (RFQ)/RFPs per month. Our ISO-certified delivery methodology ensures the resulting orders are accurate and delivered on time.

Process for Staff Assignment

5. Offeror shall describe its processes for assigning staff to specific projects, along with the credentials of the staff members. Offeror should include how it will involve the County to ensure projects are staffed to be successful.

Iron Bow will work with the County to staff projects with personnel who have the appropriate balance of education and training, extensive experience with the scope of work defined in the SOW, and a record of providing quality services/deliverables.

4.3.3 Customer Service (8.7)

1. Offeror's Approach: The County is focused on customer service with a philosophy to provide all customers with quality Products, Services and Solutions in a manner that is courteous, responsive, accessible, and seamless. The Products, Services and Solutions will be delivered with patience, understanding, good will and minimal regard for individual convenience. The selected Contractor will be expected to use these guidelines in 8.3. developing the proposed solution:

- Accessible, courteous, responsive and seamless customer service is of highest priority for the County;
- Accessible service means that citizens have easy access to the organization;
- Seamless customer service means that the Offeror's employees know what they are doing, that information is accurate, that they have a good understanding of how to get problems and decisions made, that they are trained and evaluated for the jobs they are doing;
- Customer service goals must be measurable and regularly evaluated; and
- Continuous improvements in customer service must be made in order to make County services accessible, responsive and as seamless as possible.

Customer First and Mutual Respect for all Members of our Community. Not just our motto, but words we live by in our daily interactions. This phrase encapsulates Iron Bow's approach with our customers, employees, and partners. Our key focus is ensuring our customers meet their goals and services are performed at a high-quality level.

To enable "Customer First," Iron Bow first and foremost invests in our employees. We understand that maintaining a base of employees who enjoy their environment and are excited to come to work each day results in a satisfied customer with results exceeding expectations. Our investment begins with multiple channels of consistent and transparent communication and includes clearly defined missions and objectives, celebration, and reward of individual or team success. We also offer charitable events, social gatherings, employee wellness, and many other programs designed for employee fulfillment. As an organization, we promote team unity and invest in processes, events, and trainings to enable the cohesion of teams. Finally, all employees participate in an annual review process as well as periodic meetings throughout the year to support development and achievement of their personal and professional goals.

Iron Bow's objective is to expand customer service to customer experience. Customer experience is the interactions and experiences Agencies have with Iron Bow's team throughout the entire process—from submission of this bid to contract closeout. Customer service is typically a single event and is a subset of customer experience. With over 1,000 employees, more than 80 percent are client-facing (see **Figure 15**).

Figure 15: Iron Bow Overview



Iron Bow’s greatest resource is our people. To ensure high-quality performance, we rely on our greatest resource. The combined talents and dedication of our employees make Iron Bow one of the strongest, most versatile solution providers in technical knowledge and innovation. The superior, specialized abilities of our employees range from in-depth and customer-specific services knowledge to advanced integration of complex systems. Our employees work constantly to advance their skills through individual and industry certifications. This is evidenced in the recognition illustrated in **Figure 16**, which Iron Bow continues to receive year-over-year within the industry.

Figure 16: Iron Bow Industry Recognition

2022 Industry Recognition	2021 Industry Recognition
<i>Business Wire</i> Recognized for Excellence in Client Solutions	Bloomberg Government Top 200 Federal Contractors
CRN Managed Service Provider (MSP) 500 List	CRN MSP 500: Security 100
CRN Solution Provider 500	CRN Tech Elite 250
CRN Tech Elite 250	CRN Solution Provider 500
Dell Technologies Federal Partner of the Year: Excellence in Client Solutions	Dell Technologies Federal Partner of the Year: Driving New Business
Intel Channel Partner of the Year	Intel U.S. Partner of the Year: Go-to-Market Solutions Provider
Intel Public Sector Solution of The Year	Ranked #70 of <i>Washington Business Journal</i> Largest Government Technology Contractors in Greater D.C.
Quest 2021 Federal Partner of the Year	
Ranked #25 of <i>Washington Business Journal's</i> Largest Government Tech Contractors	
<i>Washington Technology</i> Top 100	

Quotations

2. Quotations: Regardless of how a quotation, statement of work (SOW), or the like has been generated—e.g., electronically, manually, or some combination thereof—it shall contain, at a minimum, the below-listed information.

- The date on which it was generated
- The contract number assigned by the County
- List price of Products, Services and Solutions
- Percentage discount or other means by which a price may be reduced as mutually agreed upon in the contract
- Extended price

In addition, quotations submitted by successful Offerors shall not include additional terms and conditions (e.g., “Terms of Sale”) or references to external documents, websites, etc., that have not been previously agreed to by the County in writing. The County prefers quotations be valid for 60 days, and a quotation may have to be “refreshed” if it has expired.

Quotations provided to Fairfax County and/or Participating Public Agencies will include at a minimum:

- Generation Date
- GovMVMT Contract Number
- List price of Products, Services and Solutions
- Percentage discount
- Extended price

4.3.4 Financing Options (8.8)

Offeror should include any financing solutions and payment options available.

Iron Bow has extensive experience structuring and securing a variety of flexible and creative financing options. We have worked with states to construct flexible yet predictable DaaS pricing, as seen in our VITA End User Services (EUS) contract. We have worked with a wide variety of banking and financial institutions to not only secure the most attractive rates for our customers, but to also obtain various leasing and financing options. We have secured such financing options for our government, commercial, and healthcare customers across a wide variety of terms and requirements. We have also maintained long-term relationships with financial institutions, such as HP Financial Services, Dell Financial Services, Cisco Capital, and Key Bank to ensure that this flexibility in options remains consistent for our customers. Ultimately, it's important that Fairfax County understand that Iron Bow not only has access to these financing options but that we're leveraging them with our customers every year.

4.3.5 Reporting Requirements (8.9)

1. Monthly Reports: The Offeror shall furnish electronic monthly reports to the County, to include the following information:

- New product information;
- Price sheets showing price decreases on discontinued Products;
- Decreases on manufacturer's prices on Products still to be manufactured;
- System upgrades that are available;
- Current pricing and Product lists;
- Software stays in compliance with latest supported version; and
- Special sales or promotions.

As reporting needs may change during the term of the Agreement, the County and Participating Public Agency reserve the right to request changes to the timing and content of the reports as well as additional reports.

2. Quarterly Reports: The Offeror shall furnish electronic quarterly usage reports showing a summary of the ordering and/or history of the County for the previous quarter to the County. The report must show at a minimum, purchase order number, description, part number, serial number, quantity, order number, cost, order date, ship date, total quantity of each item ordered during the period, the reporting period. The County reserves the right to request additional information, if required, when reviewing such data.

3. Environmental Reporting Requirements: Upon request, the Offeror shall furnish periodic environmental impact reports (i.e., usage, disposal, environmental impact, energy efficiency, changes in manufacturing techniques, etc.) with respect to the Products, Services and Solutions.

Iron Bow has successfully managed and reported on TOs awarded through our IDIQ contracts. Our PGM provides oversight of all TOs from inception through completion; this includes contract and project-level reporting. Project-level reporting includes a Monthly TO Status Report that meets specific requirements. Contract-level reporting is completed with data collected through our IDIQ Service Center. This reporting is based on data captured over the course of the contract and stored in Iron Bow's internal systems.

Throughout the duration of the GovMVMT Master Agreement, Iron Bow will provide:

- **Monthly Reports** – Monthly reports including new product information; price sheets showing price decreases on discontinued products; decreases on manufacturer’s prices on products still to be manufactured; system upgrades that are available; current pricing and product lists; software stays in compliance with latest supported version; and special sales or promotions.
- **Quarterly Reports** – Electronic quarterly usage reports showing a summary/history of the County for the previous quarter including, but not limited to purchase order number, description, part number, serial number, quantity, order number, cost, order date, ship date, total quantity of each item ordered during the period, the reporting period. If additional information is requested, Iron Bow will provide ad-hoc reports, as required.
- **Environmental Reporting Requirements** – Periodic environmental impact reports upon request including usage, disposal, environmental impact, energy efficiency, changes in manufacturing techniques for the Products, Services, and Solutions sold on the Master Agreement.

4.3.6 Support and Maintenance (8.10)

Each Offeror must provide a complete maintenance and support plan including emergency and non-emergency intervals, as well as periodic routine schedules. Routine maintenance and associated costs must be quoted and shall include but not be limited to:

- Error or defect correction;
- Updates;
- Telephone assistance; and
- Service hours and response times.

As stated in the Maintenance and Ancillary Support section above, Iron Bow will provide a maintenance proposal to show defined levels of service available and the associated prices for the Agency’s consideration. This proposal will include, but is not limited to, error or defect correction, updates, telephone assistance, and service hours and response times.

Iron Bow’s support services are founded on ITIL best practices and are available 24x7x365. Iron Bow offers Tier 1–3 remote help desk support from our Help Desk Depot. Participating Agencies have the option of purchasing Tier 1–3 or just Tier 2–3 support in conjunction with the service.

Tier 1 (Call Center Operations)

Tier 1 offers the first line of customer support, addressing the most basic issues such as general inquiries, non-technical questions, password recovery, website navigation, and procedural “how-to” questions. For this support, we will troubleshoot and resolve problems for all users, maintain the information in the trouble ticket system, and continuously analyze closed tickets and trends to improve customer satisfaction. We will prioritize tickets (low, medium, high, critical) to help the help desk determine urgency and response time. Using best practices advocated by ITIL, we will meet the performance thresholds established for projects by providing a single entry point for users, restoring normal operations and service with minimal impact on users, and providing real-time ticket status. We will ensure most calls are resolved by Tier 1 personnel, with only unresolvable or complex calls being passed to Tier 2 or Tier 3.

Tier 2 (Desk Side Support)

At the Tier 2 level, more in-depth technical support is available. The Tier 2 technician will first review the issue and triage completed by Tier 1. Tier 2 will typically use advanced diagnostic tools as they review the issue, providing either remote or on-site troubleshooting at any customer location for impacted hardware and/or software. Support at Tier 2 will also include installing, monitoring, troubleshooting, replacing, and supporting virtual desktop infrastructure (VDI), end-user equipment (terminals, printers

and related consumables, multi-function devices and consumables, mobile devices, VTCs, scanners, VoIP phones, or thin clients), local and wide area networks, data storage systems, Active Directory (AD), and other third-party software. Designated VIPs at any location will receive white glove support in accordance with SOPs and related SLA. All moves, adds, changes, and deletion of hardware is coordinated and documented in IT Asset Management (ITAM). If resources are used from the Agency-furnished storage room, the inventory will be modified accordingly. Tier 2 resources will be mindful of maintaining good order in the storage room, coordinating with asset management personnel as needed to quickly retrieve items. Tier 2 resources will also be called on to provide customer assistance, and participate on new project testing and deployments of hardware/software.

Tier 3 (SME)

If an issue remains unresolved at Tier 2, we will escalate it to Tier 3, where it will be assigned to a SME or coordinated with third parties or other teams.

4.3.7 Representations and Warranties (8.11)

The Offeror represents, warrants, and covenants that:

1. The Products, Services and Solutions shall satisfy all requirements set forth in the Agreement, including but not limited to any Appendices;
2. All work performed by the Offeror and/or its subcontractors pursuant to the Agreement shall meet highest industry standards, and shall be performed in a professional and workmanlike manner by staff with the necessary skills, experience and knowledge;
3. Neither the Products, Services and Solutions nor any software or hardware provided by the Offeror under the Agreement will infringe or misappropriate any patent, copyright, trademark or trade secret rights of any third party;
4. The Offeror has taken and will continue to take precautions sufficient to ensure that it will not be prevented from performing all or part of its obligations under the Agreement by virtue of interruptions in the computer systems used by the Offeror;
5. All software and documentation provided by the Offeror or its subcontractors will have sufficient information and capabilities to enable the County to permit the public inspection and examination and to provide electronic copies of public records stored, manipulated or retrieved by the Products; and
6. All software and documentation provided by the Offeror or its subcontractors will have sufficient information to enable the County to create an index containing the following information with respect to each database used by the Products without extraordinary commitments of staff or resources: (i) annotated list of data fields: name, description, and restricted field indicator; (ii) description of the format or record layout; (iii) frequency with which the database is updated; (iv) list of any data fields to which public access is restricted; (v) description of each form in which the database can be copied or reproduced; (vi) title of the database; (vii) owner of the data; (viii) narrative description of the database; (ix) person creating the index; and (x) purpose of the database. The Offeror agrees that the information set forth in the preceding sentence constitutes a public record and may be disclosed by the County without the Offeror's consent.

Iron Bow represents, warrants, and covenants that:

- The products, services, and solutions satisfy the requirements in the Master Agreement, including but not limited to any Appendices.
- All work performed by Iron Bow and/or subcontractors will meet the highest industry standards and will be performed in a professional workmanlike manner by staff with the necessary skills, experience, and knowledge.
- The products, services, solutions, and software provided by Iron Bow under the Master Agreement will not infringe or misappropriate and patent, copyright, trademark, or trade secret rights of any third party.

- Iron Bow has taken and will continue to take sufficient precautions to ensure we will not be prevented from performing all or part of our obligations under the Master Agreement by virtue of interruptions in computer systems used by Iron Bow Technologies.
- All software and documentation provided by Iron Bow or our subcontractors will have sufficient information and capabilities to enable the County to permit the public inspection and examination and to provide electronic copies of public records stored, manipulated, or retrieved by the products.
- All software and documentation provided by Iron Bow or our subcontractors will have sufficient information to enable the County to create an index containing the following information:
 - Annotated list of data fields: name, description, and restricted field indicator
 - Description of the format or record layout
 - Frequency with which the database is updated
 - List of any data fields to which public access is restricted
 - Description of each form in which the database can be copied or reproduced
 - Title of the database
 - Owner of the data
 - Narrative description of the database
 - Person creating the index
 - Purpose of the database

4.3.8 Background Checks (8.12)

8.12. BACKGROUND CHECKS:

The Offeror will provide proof and results of background checks (e-mail or hard copy to an authorized Fairfax County representative) at the Offerors expense for Offeror and Offeror related personnel who work in a County owned/leased/rented facility. Background checks should be performed annually and include:

1. Social Security Number (SSN) – Trace and Verification
 2. US Department of Treasury – SDN List and OFAC Sanctions Program
 3. US Department of Justice – National Sex Offender Registry
 4. Criminal Records – Felony conviction in last ten (10) years
 5. Drug screening – Fairfax County is a Drug Free Zone.
2. Offeror shall identify and provide the same information for all subcontractors or joint venture partners and identify their role in your proposed solution.

Iron Bow performs background checks on ALL new hires, subcontractors, and consultants. We use a third party to verify background information in accordance with the Fair Credit Reporting Act and all state and federal laws and regulations. For internal positions, we can invoke additional security requirements based on the criticality of the position.

For all new contracts, Iron Bow conducts a gap assessment on policies to ensure we are in conformance with background check requirements. For example, upon being awarded our current VITA EUC contract, we conducted a comprehensive policy review to ensure our internal procedures we complied with VITA and CoV rules. After that review, Iron Bow established policies for all personnel, subcontractors, and consultants assigned to the EUC contract based on VITA's requirements. We will perform the same for Fairfax County's GovMVMT Master Agreement and update annually.

For the Fairfax County GovMVMT Master Agreement Iron Bow will provide, at a minimum, SSN – Trace and Verification, US Department of Treasury – SDN List and OFAC Sanctions Program, US Department of Justice – National Sex Offender Registry, Criminal Records – Felony conviction in last ten (10) years, and Drug screening – Fairfax County is a Drug Free Zone checks for all personnel, subcontractors, and consultants working in a county owned/leased/rented facility.

3. Offeror shall include copies of any applicable End User License Agreements (EULA) and Service Level Agreements (SLA). Offeror must be willing to negotiate the terms of its EULA and SLA. Copy(s) of signed Fairfax County License Addendum (Attachment C) documents,

If we are proposing a software solution, and Fairfax County requires a EULA on the GovMVMT Master Agreement, Iron Bow will provide a copy of the EULA with the proposal and/or quote.

The signed Fairfax County License Addendum (Attachment C) is provided as a separate attachment.

5 FINANCIAL STATEMENTS (9.5)

Iron Bow 2020 and 2021 Financial Statements submitted as a separate document. We respectfully request that this document not be posted to the GovMVMT website. Because Iron Bow is a privately held firm, all financial information is CONFIDENTIAL & PROPRIETARY and not to be disseminated beyond the proposal evaluators.

6 EXCEPTIONS TO THE RFP (9.6)

Iron Bow does not have any exceptions to the RFP.

7 COUNTY DOCUMENTS (9.7)

The following documents are included as separate attachments in our response:

- Attachment A (A1-A8)
- Attachment B
- Attachment C
- Attachment D (Exhibit A – Exhibit I)

8 REFERENCES (9.8)

8.1 Past Performance 1: VITA – DaaS

RFP Requirement	Iron Bow Response
a. Scope of services/contract description.	<p>Iron Bow is currently performing under a 9-year program (5 years with two 2-year options), valued at \$340 million, providing cradle to grave end-user device support for nearly 60,000 devices at over 2,100 sites covering 86 agencies and spanning 97 cities throughout the Commonwealth of Virginia.</p> <p>The End User Services – Computing (EUC) program is a component in the VITA's overall strategy to implement a new IT Infrastructure Services Program (ITISP). Iron Bow provides VITA with a managed service solution to acquire end-user devices and peripherals, field services and technical support, software services (distribution, client image engineering, patching, and updating), and hardware services (product selection and refresh and replacement). Iron Bow is responsible for maintaining an online catalog of all services and products available to VITA; catalog details include technical specifications, costs, inventory availability, delivery time, and options to enable end users to make an informed purchasing choice.</p> <p>We support city/state employees and on-site support contractors by aligning the appropriate service level to duties and objectives. The systems and processes employed in delivering the VITA program can readily scale up or down as customer demands require. Iron Bow's Help Desk, inventory management, and sparing solution was designed specifically around a modular construction that can be deployed to neighboring state, federal, or Department of Defense (DoD) environments.</p> <p>For successful delivery of the EUC devices and hardware, Iron Bow uses an approach that has the ITIL methodology at its foundation. Building on this, Iron Bow provides a multi-tier support level environment (e.g., VIP, Gold, Silver, Bronze) to deliver services customized to individual user needs. About 131 full-time employees (FTEs) deliver a comprehensive managed service solution with onsite support and 24/7/365 coverage options. Support levels can be reduced or enhanced based on evolving needs. We work collaboratively with VITA and their other as-a-service providers to coordinate continuous service improvement of provisioning our processes and policies.</p> <p>By thoroughly analyzing individual user needs, Iron Bow developed customized user profiles on which to base device configurations and service levels. This enables us to meet all aspects of service needs while mitigating unnecessary hardware and support costs. In addition, we have made significant investments in management systems and automation to reduce touch points and limit unnecessary headcount.</p>
b. Dollar value of contract.	\$340 million
c. Assigned project personnel.	Scott Lindsay, Program Director; Carlos Espinal, Senior Field Services Manager; John Lowery, Senior Field Services Manager; John Sharp, Solutions Engineering & Architecture Manager; Dana Parent, Dep. Program Manager; Leonard Harris, Quality Assurance & Catalog Manager; Bryan Brenegar, Project/Demand Manager (Acting)
Period of performance	September 14, 2018 – September 13, 2023

8.2 Past Performance 2: Maryland Judiciary – Cloud-Based UC Solution

RFP Requirement	Iron Bow Response
a. Scope of services/contract description.	<p>Customer Goals: The Maryland Judiciary (Judiciary)—the Judicial Branch of the Maryland State Government—is responsible for resolving all matters involving civil and criminal law in the State of Maryland. Maryland has a four-tiered court system consisting of the District Court of Maryland, Circuit Courts, the Court of Special Appeals, and the Court of Appeals. The Judiciary sought to:</p> <ul style="list-style-type: none"> • Modernize the voice and data communications systems with a cost-effective, cloud-based Telephony system solution for Judiciary locations within the Annapolis Area (Phase I) with future expansion capabilities statewide (Phase 2). • Provide a platform to leverage new voice and data applications including work from home and mobility for staff to be more productive and improve the user experience for State constituents. • Leverage the existing multi-protocol label switching (MPLS) networks, which provide redundant connections to each site to support the new telephony solution, and the public Internet for work-at-home situations. • Obtain a solution capable of expanding to the remaining Judiciary locations statewide. <p>Scope of Work: Iron Bow designed, configured, installed, and maintains a Federal Risk and Authorization Management Program (FedRAMP)-authorized UC solution—UCM Cloud—leveraging proven Cisco technology, the State of Maryland’s existing MPLS networks, and our industry-leading 24/7/365 managed services. We also provided dual connectivity to the Judiciary’s primary MPLS network (Verizon) and its backup MPLS network (State of Maryland MPLS) to enable the solution.</p> <p>Number of Users Supported: 789 users and ~1,000 devices (Phase 1); future addition of all Judiciary locations across the State of Maryland with the ability to scale to a potential of 8,000 stations/endpoints</p> <p>Number of Locations Supported: 8 locations (Annapolis) for Phase 1, with 55 potential future locations throughout the State of Maryland</p> <p>This end-to-end encrypted and FedRAMP-authorized solution is comprised of two core technologies:</p> <ul style="list-style-type: none"> • Cisco UCM provides Maryland Judiciary (Judiciary) employees with unified voice, video, instant messaging and presence, meeting, and mobility capabilities as well as call control and session management. • Cisco Unified Contact Center Express (UCCX) provides a secure and easy-to-deploy customer interaction management solution with call queuing and distribution of incoming calls destined for up to 400 agents. UCCX provides a multi-channel customer-care application environment for internal and external users to interface with the Judiciary. It unifies process workflows regardless of communication type (voice, data, web, and social media). <p>This solution meets and exceeds the customer’s requirements for mobility, scalability, robust security and FedRAMP compliance, interoperability, redundancy, upgrades and disaster recovery, a consumption-based pricing model (after Phase 1—Annapolis Campus), and enhanced reporting and analytics.</p> <p>The UCM Cloud solution:</p> <ul style="list-style-type: none"> • Integrates with the Judiciary’s Active Directory and Microsoft O365 applications as well as integrates (or replaces) a wide range of other third-party communication applications (e.g., Interactive Voice Response [IVR], Mass Notification System, ServiceNow Ticketing System, contact center applications, and voice messaging) • Supports the existing four-digit dialing plan for its Annapolis Campus • Allows the Judiciary to keep/port its current direct inward dialing (DID) • Uses emergency response capabilities to correctly route 911/E911 calls while also alerting onsite parties via multiple methods of communication • Complies with National Institute of Standards & Technology (NIST) 800-58 standards for Security over VoIP systems.

For connectivity, we extended the Judiciary's existing MPLS network to the UCM Cloud by bringing one dedicated MPLS circuit to each Equinix data center. The MPLS equipment is owned by Maryland Judiciary and peers directly with Iron Bow's equipment. That peering enables the UCM Cloud solution to be a part of Maryland Judiciary's wide area network (WAN) connection.

We also provided staff with five Cisco conference phone models and a range of services, including a robust training program for users, administrators, and operations staff and developing specific automatic call distribution (ACD) queues for the attorneys to accept inbound calls.

Our team included subcontractor Oneida Communications—a Maryland-based Minority Business Enterprise (MBE)—which conducted initial site and network assessments and network and cabling remediation before deployment and managed physical phone placement onsite at Judiciary offices during transition.

SLAs (if applicable): UCM Cloud provides redundancy via two data centers, in Silicon Valley and Dallas. Survivable Remote Site Telephony (SRST) adds automatic local telephony survivability during outages. SRST provides seamless transitions during failure and restoration. SLA of the service is 99.99% (99.999% with SRST). The architecture is based on FedRAMP security requirements. U.S. government-defined SLAs are used to resolve security events.

Iron Bow provides Tier 2 and Tier 3 support from Iron Bow's Virginia-based Client Service Center. Our support model follows a live 24/7/365 staffing model based on ITIL. The team includes Cisco-certified engineers with technical expertise to troubleshoot and resolve issues on all components of the UCM Cloud portfolio. Services are delivered remotely from the Iron Bow Client Service Center, located in Chantilly, Virginia.

Significant Achievements: To meet the customer's requirement for a multi-instance architecture to ensure a more secure environment allowing greater flexibility and control compared to a multi-tenant architecture, Iron Bow deployed multiway redundant, dedicated applications and architecture. In addition, transport/connectivity from the Judiciary to the UCM Cloud solution is on a dedicated virtual routing and forwarding (VRF) instance to further secure traffic.

Additionally, the customer's growth plans entail adding all Judiciary locations across the State of Maryland with the ability to scale to a potential of 8,000 stations/endpoints. Iron Bow deployed a UCM Cloud solution with a single cluster capacity of 40,000 endpoints, which exceeds the Judiciary's requirements. Multiple clusters may be grouped to increase capacity beyond 40,000 endpoints. The system is designed to have the ability to be ramped up or down to any specific needs of the Judiciary at any given moment. No matter how large the Judiciary may grow, the UCM Cloud solution can handle the capacity.

b. Dollar value of contract.	Base Year \$1,137,246.85 - executed Renewal Option #1 (Year 2) \$349,188.50 – PO in house/elected
c. Assigned project personnel.	Katie Barton, Senior Account Manager; Jonathon Black, Consulting Systems Engineer; Kressa Stewart, Inside Sales Representative
Period of performance	February 26, 2021 – February 25, 2026 (base year plus 4 renewal option years)

8.3 Past Performance 4: County of Fairfax (Virginia) – Hardware and Warranty

RFP Requirement	Iron Bow Response
a. Scope of services/contract description.	<p>Iron Bow has provided 2,500 Dell laptops and accessories in a project that, with added warranties and services, will extend 5 years. Fairfax County purchased the Dell equipment and services through us to meet COVID-related needs; that is, enabling employees across several departments to work from home.</p> <p>Iron Bow ensured the equipment—Latitude 7320 2-in-1 laptops, docking stations, and mini display ports—was provided to employees on time, and we ensure they continue to receive Dell support as purchased by the county. The support comes under the ProSupport Plus package, where Dell technicians will go to employees' homes as needed to service their equipment. Coverage is available for 5 years under the warranty and service provisions of the contract, which Iron Bow recommended to the county.</p> <p>Of note, the purchase was supported by the COVID-related federal Coronavirus Aid, Relief, and Economic Security Act (CARES) Act stimulus. Under very tight timelines, Iron Bow worked directly with Dell to properly coordinate delivery and installation by a specific deadline. Iron Bow also worked to provide Fairfax County IT representatives' end-user-facing instructions and device decals to assist new users in properly using the devices in an attempt to reduce the number of IT help desk tickets.</p> <p>That service is indicative of our relationships with both Dell and Fairfax County. We have been a Platinum partner with Dell since 1998 and know its offerings intimately. Our key staff have worked with the county for 15 years and know its technology needs, budgets, and forecasts as well. In fact, Iron Bow now primes all Dell business for the county.</p>
b. Dollar value of contract.	\$5 million
c. Assigned project personnel.	Katie Barton, Senior Account Manager; Jonathon Black, Consulting Systems Engineer; Kressa Stewart, Inside Sales Representative
Period of performance	August 1, 2021 – August 1, 2026

9 LETTERS OF AUTHORIZATION



Cisco Partner Program Role Letter

Date: March 7, 2023

To: Fairfax County Department of Procurement & Material Management
12000 Government Center Parkway, Suite 427
Fairfax, Virginia 22035-0013

**Bid Number
or Project
Name:** Technology Products, Services and Solutions, RFP 2000003549

Cisco Systems, Inc. ("**Cisco**") hereby confirms that, as of the date of this letter, IRON BOW TECHNOLOGIES is a Cisco authorized Gold Integrator partner and that Cisco and IRON BOW TECHNOLOGIES have entered into an agreement for the purchase and resale of Cisco products and/or services (the "**Agreement**").

This means that IRON BOW TECHNOLOGIES has complied with the Cisco partner program requirements and is duly authorized to purchase and resell Cisco products in USA as well as negotiate the terms and conditions of support and maintenance services on Cisco products, in accordance with the terms and conditions of such Agreement.

Please note that the present confirmation is not permanent, and that the status of Cisco's authorized partners are reviewed on a regular basis. This information is accurate as of the date appearing at the top of this certificate.

If you need any additional information, please do not hesitate to contact Stu Feddersen at sfedders@cisco.com or 408-895-2827.

A handwritten signature in blue ink, appearing to read "Brian Dulac".

Brian Dulac, Director, Finance

Cisco Systems, Inc.



HP Amplify Membership Certificate

Effective November 1, 2022 to October 31, 2023.

Company Legal Name: Iron Bow Technologies, LLC (3-HSGW-928)

Company DBA Name Iron Bow Technologies LLC

is a member of the HP Amplify Partner Program with the following designation(s):

HP Amplify Power Services Partner

Amplify Public Sector Network

HP Anyware Software Sales Offer

Managed Print Services

Print Lifecycle Services Specialist

Software Specialist

Amplify Software Commercial Specialist

LF Design Solutions

PS Lifecycle Services Specialist

Service Delivery Authorized Partner

Kobi Elbaz

SVP & General Manager, Global Channel Organization

Stephanie Dismore

Managing Director

North America

A  **AMPLIFY**TM
HP PARTNER PROGRAM



Hewlett Packard Enterprise

XXXXX
XXXXX
XXXXX
XXXXX

February 15, 2023

The purpose of this letter is to acknowledge Iron Bow Technologies, Inc. as a HPE Data Center and Aruba Partner in good standing. Headquarter location ID is 10223680 and Partner Pro ID is 1000654279.

Iron Bow Technologies, Inc. has met all the requirements of the HPE Partner Ready Program and is an authorized supplier of servers, storage, data center, Ezmeral software solutions and Aruba edge, wired and wireless networking products as well as all related maintenance and services.

Should you have any questions or require additional information, please contact me at robert.strelser@hpe.com.

Sincerely,

Robert Strelser
Director, Public Sector Channels and Alliances
Hewlett Packard Enterprise
robert.strelser@hpe.com
703-321-6187 (C)
12010 Sunset Hills Road
Third Floor
Reston, VA 20190

HP Inc.
501 Page Mill Road
Palo Alto, CA 94304
USA



hp.com

March 6, 2023

Iron Bow Technologies LLC
2121 Cooperative Wy, Ste 500
Herndon, Virginia, 20171

To whom it may concern:

Iron Bow Technologies LLC is an HP Authorized Partner in the US to resale to end user customers in the US. Print and supplies, BPS and CPS product lines are closed and managed by the HP US Qualified Distribution Network. Being an authorized partner does not mean you have automatic qualification to buy and sell print and supplies, and the services associated with them.

Iron Bow Technologies LLC holds the following additional authorizations:

- HP US Agent Addendum since 29-Oct-2009
- US Qualified Supplies Partner Program since 01-Nov-2014
- US Qualified Print Partner Program since 01-Nov-2015
- US Internal Purchase Program Addendum since 25-Oct-2015
- US Qualified BPS Partner Program since 09-May-2022

HP Point of Contact for Partner Authorization verification is listed below: hp.amspartnersupport@hp.com/1-844-305-6881 Opt. 2, 3 or 4

Customers can also locate or confirm partners through the HP Partner Locator at <http://www8.hp.com/us/en/store-finder/index.do>

Sincerely,

A handwritten signature in blue ink that reads "Diego Casal S.".

Diego Casal
HP Inc.
North American Contracts Manager



March 21, 2023

Iron Bow Technologies
2121 Cooperative Way, Suite 500
Herndon, VA 20171
United States

RE: Dell Technologies Partner Program - Authorized Reseller
Reseller: **Iron Bow Technologies**

This letter confirms that as of the date written above, Reseller identified above is currently an authorized reseller participating in the Dell Technologies Partner Program. This relationship authorizes Reseller to resell Dell and Dell EMC products and services to commercial end-users¹ in accordance with the Reseller Terms of Sale at www.dell.com/resellerterms or the EMC Channel Partner Reseller Agreement as applicable, and the Dell Technologies Partner Program Agreement.

Warm regards,

A handwritten signature in black ink that reads "Rola Dagher". The signature is written in a cursive style with a long horizontal flourish at the end.

Rola Dagher
Global Channel Chief

¹ This letter is not an authorization to resell Dell or Dell EMC products to Federal end-users or to end-users prohibited by the Dell Technologies Partner Program Agreement, the Dell Technologies Reseller Terms of Sale, Partner's existing EMC Channel Partner Reseller Agreement, or any reseller terms applicable to products from a Dell Technologies Strategically Aligned Business. Federal end-user means the United States Government or other entities as authorized in GSA Order ADM 4800.2 as amended or utilizing Dell IT assets in support of USG contracts and/or for internal use as a normal course of business.

February 21st, 2023

To whom it may concern:

The purpose of this letter is to confirm that IRON BOW TECHNOLOGIES headquartered in Herndon, VA 20171, is a fully authorized reseller in good standing for Panasonic Connect of North America, a Division of Panasonic Corporation of North America. This authorization allows IRON BOW TECHNOLOGIES to provide the Panasonic products and services in the following categories to customers throughout the United States.

- Computers and Tablets
- Rugged Handheld
- Visual Solutions
- Professional Audio
- Broadcast, Cinema and Professional Video Systems

IRON BOW TECHNOLOGIES's authorization number is P000898.

Please note that this letter does not serve as a Panasonic Letter of Supply (LoS) for GSA sales or as a Letter of Authorization (LoA) to support a specific Government procurement solicitation. For these requests, please get in touch with contracts@us.panasonic.com.

Sincerely,

A handwritten signature in black ink, appearing to read 'J. King', with a stylized flourish at the end.

Jamil King
Director, US Mobility Channel
Panasonic Connect



Veritas Technologies LLC
2625 Augustine Drive
Santa Clara, CA 95054

3/06/2023

To Whom It May Concern,

Subject: Confirmation of Veritas Partner Force Program Membership Enrollment

This serves to confirm that **Iron Bow Technologies** located at: 4800 Westfields Boulevard Suite 300, CHANTILLY, VA 20151 is a current member of the Veritas Partner Force Program (VPF).

Iron Bow Technologies has met the membership requirements of a Veritas Registered tier partner and is in good standing.

Iron Bow Technologies has rights to advertise its status as a partner under the VPF, provided that any such rights and obligations are carried out in accordance with, including but not limited to, the VPF Agreement entered between Veritas Technologies LLC and Iron Bow Technologies and any additional, applicable policies or guidelines contained.

Iron Bow Technologies is not prohibited from quoting and reselling Veritas products such as software, appliances, support, and professional services to public sector or commercial customers in the United States.

Confirmation is as of today's date, 3/06/2023

Sincerely,

A handwritten signature in black ink that reads "Heather Reid".

Heather Reid
Channel Operations and Programs Manager
Americas Channel Sales Operations
Veritas Technologies LLC
Heather.Reid@veritas.com



VMware, Inc.
3401 Hillview Avenue, Palo Alto, CA 94304

www.vmware.com

Iron Bow Technologies
2303 Dulles Station Blvd Ste 400
Herndon, VA, 20171-6353, UNITED STATES

RE: Public Tender - n/a

20-March-2023

MANUFACTURER'S AUTHORIZATION FORM
(VMware Partner Connect Partner – US Only)

VMware, Inc., a company organized and existing under the laws of Delaware, with its principal place of business at 3401 Hillview Avenue, Palo Alto, California 94304 (“**VMware**”) hereby confirms that, as of the date above, **Iron Bow Technologies**, with its principal place of business at **2121 COOPERATIVE WAY STE 500, HERNDON, VA, 20171, UNITED STATES**, (“**Partner**”) is a VMware authorized Partner Connect partner. VMware is a supplier and issuer of VMware equipment, and software licenses and provider of services, in the United States.

As a member of VMware’s Partner Connect Program, Partner is authorized to (a) resell VMware offerings; (b) acquire and utilize VMware’s software licenses to provide Partner-hosted services which Partner offers pursuant to Partner’s terms of service; and (c) acquire and utilize VMware’s cloud service offerings in support of Partner’s managed service offerings, which Partner offers pursuant to Partner’s terms of service.

Under the resell authorization, Partner is authorized to: (1) submit a bid which includes VMware equipment, licenses, and services and (2) if selected, purchase the VMware equipment, licenses, and services through a VMware authorized Distributor and resell such VMware equipment, licenses, and services in **UNITED STATES** as per the terms and conditions of the VMware Partner Connect Agreement between Partner and VMware.

When Partner is reselling VMware offerings, VMware shall (a) deliver the VMware equipment, licenses, and services to end user and (b) fulfill all associated warranty and support obligations subject to the applicable end user terms and conditions (<https://www.vmware.com/download/eula.html>) and the applicable Support and Subscription Terms and Conditions (<http://www.vmware.com/content/dam/digitalmarketing/vmware/en/pdf/support/vmware-support-terms-conditions.pdf>).

VMware, Inc.



Kaushik Ram
Senior Director, Global Partner Programs



January 25, 2023

Iron Bow Technologies LLC
2121 Cooperative Way
Suite 500
Herndon, VA 20171

Re: Authorization Status of Iron Bow Technologies LLC

Please accept this letter as verification that the entity named above is currently an Apple Authorized Reseller ("**Reseller**"), which includes authorization to sell Apple Products.

Reseller is also authorized to participate in the Apple Government Reseller Program.

Reseller's authorization is valid through April 30, 2025, unless the Agreement expires or is terminated earlier, or otherwise is shortened or extended by Apple in its sole discretion.

If there are any questions regarding their authorization, please email the US Contracts Operations team at contracts@apple.com.

Sincerely,

US Contracts Operations
Apple Inc.

Apple
One Apple Park Way
Cupertino, CA 95014

T 408 996-1010
F 408-996-0275
www.apple.com



Partner Certificate

Date of Issuance: 03/01/2023

Lauren Horton

Iron Bow Technologies, LLC

2303 DULLES STATION BLVD STE 100,
HERNDON,
VA,
201716354,
United States

Tender / Project: Fairfax County

This is to certify that Iron Bow Technologies, LLC (and its affiliates, if any) is a Google Cloud Partner with the current status as described below and in the Partner Directory for Google Cloud Partner Advantage:

Partner Level: Partner Level		
Product	Engagement Model	Partner Advantage Region
Chrome	Sell	• North America
Google Cloud Platform	Sell	• North America

Specialization/ Expertise/ Initiative	Specialization/ Expertise/ Initiatives Name
Specialization	
Initiative	
Expertise	



This certificate is valid until¹ 12/30/2023 .

-Google Cloud Partner Advantage

¹ Provided that partner is current with all the mandatory requirements of the program





Amazon Web Services, Inc. ▪ 410 Terry Avenue N. ▪ Seattle, WA 98109

March 1, 2023

Iron Bow Technologies
2121 Cooperative Way Suite 500
Herndon, VA 20171
United States

Re: Letter of Support for Cloud Service Delivery

To Whom It May Concern:

Amazon Web Services, Inc. (AWS) is very pleased to support Iron Bow Technologies in its efforts to assist Fairfax County for Cloud Service Delivery using the AWS Cloud. This letter confirms that Iron Bow Technologies is an AWS Partner Network (APN) AWS Select Partner in good standing.

AWS offers commercially available, web-scale computing services that help organizations avoid much of the heavy-lifting typically associated with launching and growing successful applications. These services are based on Amazon's own back-end technology infrastructure and incorporate over a decade and a half of experience building one of the world's most reliable, scalable, and cost-efficient web infrastructures. The use of AWS will provide you with access to expertise in large-scale distributed computing and operations and will enable your applications to be robust and scalable.

AWS values and appreciates the opportunity to support Iron Bow Technologies, and we look forward to a long and productive relationship. If you have any questions, or require additional information, please contact Garrett Murdoch, Partner Account Manager, at garmurd@amazon.com or (404) 514-0047.

Sincerely,

Amazon Web Services, Inc.

A handwritten signature in black ink, appearing to read "Shannon Lowther". The signature is written in a cursive, flowing style.

Shannon Lowther
Senior Manager, Worldwide Public Sector Contract Management



March 8, 2023

To whom it may concern,

This is to inform you that Iron Bow Technologies, LLC is an authorized Surface reseller in the United States. This authorization allows Iron Bow Technologies, LLC to purchase from an authorized distributor and resell all Surface devices and accessories to any commercial or public sector customer within the United States. Please contact me if there are any questions.


Joby Pearson

U.S. Distribution Sales Director - Surface

Microsoft Corporation | jopear@microsoft.com | (c) 206-226-6249



NetApp, Inc.

To Whom It May Concern:

This Partner Status Confirmation letter applies to the following company ("Partner"):

Iron Bow Technologies LLC
2121 Cooperative Way Ste 500
Herndon, Virginia, 20171, United States

We hereby confirm, by virtue of the partner agreement signed between Partner and NetApp, Inc. ("NetApp") ("Agreement"), that Partner is a Platinum level for the resale of NetApp products and services mainly in the following territory: United States

Partner Name:	Iron Bow Technologies LLC
Partner Address:	2121 Cooperative Way Ste 500 , Herndon, Virginia, 20171, United States
Partner level, Certification & Specializations Program details:	Platinum NetApp Keystone Subscription Services Certified, Integration Services Certified - ONTAP SAN, Integration Services Certified - ONTAP , FlexPod Specialized

NetApp is the data authority for hybrid cloud. We provide a full range of hybrid cloud data services that simplify management of applications and data across cloud and on-premises environments to accelerate digital transformation. Together with our partners, we empower global organizations to unleash the full potential of their data to expand customer touchpoints, foster greater innovation and optimize their operations. For more information, visit www.netapp.com. #DataDriven

This letter is valid for a period of 90 days commencing from the date of this Partner Certification Letter.

Sincerely,
NetApp Partner Program Team

Date: 14 Feb, 2023

March 9, 2023

To whom it may concern:

On behalf of Cohesity, Inc. ("Cohesity"), we are writing this letter to confirm that as of the above date, Iron Bow Technologies, LLC is a registered and authorized Reseller of Cohesity's products and services Worldwide (including federal).

If you desire additional information, please contact Steve Quinn by phone at 410-353-2762 or by e-mail at steve.quinn@cohesity.com.

Sincerely,

DocuSigned by:

406E2FA95F2D4E3...

Mark Davied

Senior Director, Global Partner Development

Certificate Of Completion

Envelope Id: 06518DEA7E214C31802F482487D17C1A	Status: Completed
Subject: Complete with DocuSign: Authorized Reseller Letter - Iron Bow Technologies, LLC Mar2023	
Source Envelope:	
Document Pages: 1	Signatures: 1
Certificate Pages: 5	Initials: 0
AutoNav: Enabled	Envelope Originator:
Envelope Stamping: Enabled	Pamela Tippins
Time Zone: (UTC-08:00) Pacific Time (US & Canada)	300 Park Ave
	San Jose, CA 95110
	pamela.tippins@cohesity.com
	IP Address: 47.198.86.193

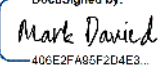
Record Tracking

Status: Original Mar 9, 2023 07:21	Holder: Pamela Tippins pamela.tippins@cohesity.com	Location: DocuSign
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Signer Events

Mark Davied
mark.davied@cohesity.com
Sr. Director, Global Channels
Cohesity
Security Level: Email, Account Authentication (None)

Signature

DocuSigned by:

406E2FA85F2D4E3...
Signature Adoption: Pre-selected Style
Using IP Address: 73.93.20.157

Timestamp

Sent: Mar 9, 2023 | 07:22
Viewed: Mar 9, 2023 | 07:23
Signed: Mar 9, 2023 | 07:24

Electronic Record and Signature Disclosure:

Accepted: Mar 9, 2023 | 07:23
ID: afccf404-f79c-4adf-9a82-01c8e78fd617

In Person Signer Events

Signature

Timestamp

Editor Delivery Events

Status

Timestamp

Agent Delivery Events

Status

Timestamp

Intermediary Delivery Events

Status

Timestamp

Certified Delivery Events

Status

Timestamp

Carbon Copy Events

Status

Timestamp

Cohesity Legal
Legal@cohesity.com
Security Level: Email, Account Authentication (None)

COPIED

Sent: Mar 9, 2023 | 07:22

Electronic Record and Signature Disclosure:

Accepted: Mar 8, 2023 | 07:09
ID: 5e78595a-c2d1-4880-b10f-406ceb3ea816

Trent Hassett
trent.hassett@cohesity.com
Security Level: Email, Account Authentication (None)

COPIED

Sent: Mar 9, 2023 | 07:24
Viewed: Mar 9, 2023 | 10:11

Electronic Record and Signature Disclosure:

Not Offered via DocuSign

Merril
5385f4ae-a620-45d6-b587-90aad6996e17@inbox-us.mail.datasite.com
Security Level: Email, Account Authentication (None)

COPIED

Sent: Mar 9, 2023 | 07:24

Carbon Copy Events	Status	Timestamp
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Electronic Record and Signature Disclosure:
Not Offered via DocuSign

Steve Quinn
steve.quinn@cohesity.com
Security Level: Email, Account Authentication
(None)

COPIED

Sent: Mar 9, 2023 | 07:24

Electronic Record and Signature Disclosure:
Not Offered via DocuSign

Witness Events	Signature	Timestamp
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Notary Events	Signature	Timestamp
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Envelope Summary Events	Status	Timestamps
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Envelope Sent	Hashed/Encrypted	Mar 9, 2023 07:22
Certified Delivered	Security Checked	Mar 9, 2023 07:23
Signing Complete	Security Checked	Mar 9, 2023 07:24
Completed	Security Checked	Mar 9, 2023 07:24

Payment Events	Status	Timestamps
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Electronic Record and Signature Disclosure
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ELECTRONIC RECORD AND SIGNATURE DISCLOSURE

From time to time, Cohesity Inc - Legal (we, us or Company) may be required by law to provide to you certain written notices or disclosures. Described below are the terms and conditions for providing to you such notices and disclosures electronically through the DocuSign system. Please read the information below carefully and thoroughly, and if you can access this information electronically to your satisfaction and agree to this Electronic Record and Signature Disclosure (ERSD), please confirm your agreement by selecting the check-box next to 'I agree to use electronic records and signatures' before clicking 'CONTINUE' within the DocuSign system.

Getting paper copies

At any time, you may request from us a paper copy of any record provided or made available electronically to you by us. You will have the ability to download and print documents we send to you through the DocuSign system during and immediately after the signing session and, if you elect to create a DocuSign account, you may access the documents for a limited period of time (usually 30 days) after such documents are first sent to you. After such time, if you wish for us to send you paper copies of any such documents from our office to you, you will be charged a \$0.00 per-page fee. You may request delivery of such paper copies from us by following the procedure described below.

Withdrawing your consent

If you decide to receive notices and disclosures from us electronically, you may at any time change your mind and tell us that thereafter you want to receive required notices and disclosures only in paper format. How you must inform us of your decision to receive future notices and disclosure in paper format and withdraw your consent to receive notices and disclosures electronically is described below.

Consequences of changing your mind

If you elect to receive required notices and disclosures only in paper format, it will slow the speed at which we can complete certain steps in transactions with you and delivering services to you because we will need first to send the required notices or disclosures to you in paper format, and then wait until we receive back from you your acknowledgment of your receipt of such paper notices or disclosures. Further, you will no longer be able to use the DocuSign system to receive required notices and consents electronically from us or to sign electronically documents from us.

All notices and disclosures will be sent to you electronically

Unless you tell us otherwise in accordance with the procedures described herein, we will provide electronically to you through the DocuSign system all required notices, disclosures, authorizations, acknowledgements, and other documents that are required to be provided or made available to you during the course of our relationship with you. To reduce the chance of you inadvertently not receiving any notice or disclosure, we prefer to provide all of the required notices and disclosures to you by the same method and to the same address that you have given us. Thus, you can receive all the disclosures and notices electronically or in paper format through the paper mail delivery system. If you do not agree with this process, please let us know as described below. Please also see the paragraph immediately above that describes the consequences of your electing not to receive delivery of the notices and disclosures electronically from us.

How to contact Cohesity Inc - Legal:

You may contact us to let us know of your changes as to how we may contact you electronically, to request paper copies of certain information from us, and to withdraw your prior consent to receive notices and disclosures electronically as follows:

To contact us by email send messages to: legal@cohesity.com

To advise Cohesity Inc - Legal of your new email address

To let us know of a change in your email address where we should send notices and disclosures electronically to you, you must send an email message to us at legal@cohesity.com and in the body of such request you must state: your previous email address, your new email address. We do not require any other information from you to change your email address.

If you created a DocuSign account, you may update it with your new email address through your account preferences.

To request paper copies from Cohesity Inc - Legal

To request delivery from us of paper copies of the notices and disclosures previously provided by us to you electronically, you must send us an email to legal@cohesity.com and in the body of such request you must state your email address, full name, mailing address, and telephone number. We will bill you for any fees at that time, if any.

To withdraw your consent with Cohesity Inc - Legal

To inform us that you no longer wish to receive future notices and disclosures in electronic format you may:

- i. decline to sign a document from within your signing session, and on the subsequent page, select the check-box indicating you wish to withdraw your consent, or you may;
- ii. send us an email to legal@cohesity.com and in the body of such request you must state your email, full name, mailing address, and telephone number. We do not need any other information from you to withdraw consent.. The consequences of your withdrawing consent for online documents will be that transactions may take a longer time to process..

Required hardware and software

The minimum system requirements for using the DocuSign system may change over time. The current system requirements are found here: <https://support.docusign.com/guides/signer-guide-signing-system-requirements>.

Acknowledging your access and consent to receive and sign documents electronically

To confirm to us that you can access this information electronically, which will be similar to other electronic notices and disclosures that we will provide to you, please confirm that you have read this ERSD, and (i) that you are able to print on paper or electronically save this ERSD for your future reference and access; or (ii) that you are able to email this ERSD to an email address where you will be able to print on paper or save it for your future reference and access. Further, if you consent to receiving notices and disclosures exclusively in electronic format as described herein, then select the check-box next to ‘I agree to use electronic records and signatures’ before clicking ‘CONTINUE’ within the DocuSign system.

By selecting the check-box next to ‘I agree to use electronic records and signatures’, you confirm that:

- You can access and read this Electronic Record and Signature Disclosure; and
- You can print on paper this Electronic Record and Signature Disclosure, or save or send this Electronic Record and Disclosure to a location where you can print it, for future reference and access; and
- Until or unless you notify Cohesity Inc - Legal as described above, you consent to receive exclusively through electronic means all notices, disclosures, authorizations, acknowledgements, and other documents that are required to be provided or made available to you by Cohesity Inc - Legal during the course of your relationship with Cohesity Inc - Legal.



April 6, 2021

Re: Letter of Authorization for Iron Bow Technologies

This letter confirms Iron Bow Technologies is currently an authorized reseller of F5 Government Solutions LLC ("F5") products and services in the United States. Iron Bow Technologies is a Silver Level Unity partner with F5, subject to the terms and conditions between F5 and Iron Bow Technologies regarding such relationship. Iron Bow Technologies is an independent contractor and has no authority to commit and/or bind F5 or its affiliates in any way.

Respectfully Submitted,

A handwritten signature in black ink that appears to read 'Peter Kersten'.

Peter Kersten
Regional Vice President, Federal Sales
12012 Sunset Hills Road
Reston, VA 20190



March 16, 2023

County of Fairfax
12000 Government Center Parkway
Fairfax, VA 22035

RE: Solicitation By County of Fairfax – RFP# 2000003549

Dear Sir/Madam;

This is to confirm that Iron Bow Technologies is an approved NVIDIA Partner Network (NPN) Solution Provider, or reseller. Iron Bow Technologies has signed with NVIDIA to resell products and solutions, to include hardware and software at the “Registered” level in North America.

Iron Bow Technologies is approved to resell NVIDIA products to service the SLED market.

Sincerely,

A handwritten signature in black ink, appearing to read "Tuan Vu", with a long, sweeping underline.

Tuan Vu
Partner Business Manager
NVIDIA Corporation

Date: **March 17, 2023**

RE: Letter of Authorization, **RFP # 2000003549**

To whom it may concern,

Genesys Cloud Services, Inc. hereby confirms that Iron Bow Technologies, LLC is an authorized Genesys channel partner with the ability to resell Genesys Cloud Services in the United States of America.

Sincerely,

Name: Monica Villegas 
Title: Managing Corporate Counsel



February 16, 2023

To Whom It May Concern:

On Behalf of the Global NextWave Partner Program team at Palo Alto Networks, this is to inform you the partnership between Palo Alto Networks, Inc. and:

Iron Bow Technologies, LLC

Herndon, VA

United States

At the time of this communication, **Iron Bow Technologies, LLC** is classified as a **Diamond Innovator** level partner in the Palo Alto Networks NextWave Partner Program and is in good standing.

Thank you,

A handwritten signature in black ink, appearing to read "Tom Evans", written in a cursive style.

Tom Evans
VP, Worldwide Channel Sales
Palo Alto Networks



Quest Software Public Sector Inc.
700 King Farm Blvd.
Suite 250
Rockville, Maryland 20850

February 17, 2023

Elizabeth Mulhern
Partner Alliance Manager- Zero Trust
Iron Bow Technologies, LLC
2121 Cooperative Way
Herndon, VA 20171

Elizabeth,

The purpose of this letter is to indicate that Iron Bow Technologies, LLC is an authorized Silver Partner authorized to resell Quest Software Inc. & One Identity products.

Sincerely,

Nancy Binnie

Quest Software Public Sector
nancy.binnie@Questpublicsector.com

February 21, 2023

ScanSource
Six Logue Court
Greenville, SC 29615

Re: Letter of Authorization – RFP Fairfax GovMVM

To Whom It May Concern,

This letter will confirm that ScanSource is a certified distributor of Everbridge's RedSky Solutions, for Iron Bow Technologies, for which it is a reseller.

Very truly yours,

A handwritten signature in black ink, appearing to read 'Phillip E. Huff'.

Phillip E. Huff
Chief Accounting Officer

Everbridge, Inc.

Schneider Electric IT USA, Inc.
70 Mechanic Street
Foxboro, MA 02035
Tel: 508-543-8750

Iron Bow Technologies
2121 Cooperative Way, Suite 500
Herndon, VA 20171

2/21/2023

To whom it may concern:

Schneider Electric IT USA, Inc. “formerly known as APC by Schneider Electric”, confirms that Iron Bow Technologies is an authorized reseller of APC products. This authorization demonstrates their knowledge of APC products and validates their expertise to design, deploy and maintain customer networks. Iron Bow Technologies is not authorized to perform services on behalf of APC.

Please contact me with any questions regarding this authorization.

Regards,



Samantha DeMagistris
Channel Programs Manager

HARMAN

400 Atlantic Street, 15th Floor
Stamford, CT 06901 USA
☎ +1.203.328.3501
🏠 +1.203.328.3951



20 January 2021

To Whom It May Concern:

This letter shall certify that Iron Bow Technologies (Account # 134262) is, as of the date of this letter, authorized by Harman Professional Solutions ("Harman Professional") to purchase from Harman Professional and resell those products under the following Harman Professional brands: AKG, AMX, BSS, CROWN, dbx, JBL PROFESSIONAL & JBL COMMERCIAL, LEXICON PRO, MARTIN, and SOUNDCRAFT.

Nothing herein shall be construed as any grant of authorization to Iron Bow Technologies to make any representations, warranties and/or covenants (or otherwise enter into any obligations or incur any liabilities) on behalf of Harman Professional.

This certification is conditioned upon to Iron Bow Technologies' maintenance of its status as a dealer in good standing with Harman Professional, and may be revoked at any time.

This certification is issued solely for purposes of Iron Bow Technologies' response to the RFP described as follows: "Audio Visual Products/Services and Audio Visual Production Services, (RFP) 2021-03" and for no other purpose.

Should you have questions or need anything further, please do not hesitate to contact me at any time.

Sincerely,

A handwritten signature in blue ink that reads "Sawyer Smith". The signature is fluid and cursive, with a large initial "S" and "S".

Sawyer Smith
Regional Sales Manager
Harman Professional Solutions

703-598-2253
sawyer.smith@harman.com



20 January 2021

Letter of Authorization: Iron Bow Technologies, LLC

To Whom It May Concern,

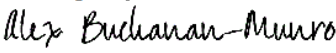
Biamp is an American manufacturer of hardware and software, spanning audio, video, paging, unified communications and networked media. Biamp is headquartered in Beaverton, OR. In one of our Oregon buildings, we manufacture most of our products. We are proud to be an American manufacturer, manufacturing in the USA.

This letter certifies that Iron Bow Technologies, LLC is one of our authorized dealers. Iron Bow Technologies, LLC is authorized to sell, install, configure, program, service and provide user training on our Devio, Nexia, TesiraFORTE, TesiraSERVER, speakers (formally Community and Apart Audio brands), sound masking (formally Cambridge Modena (formally HRT), Vocia, Crowd Mics lines.

Our requirement of Iron Bow Technologies, LLC is that they engage their Certified Programmer(s) (relevant to the platform of your interest) to your projects so that the projects are receiving trained expertise throughout its completion and in any remedial follow-up changes/tweaks. Drop shipments, box sales, and sales outside of the United States are not permissible.

Information regarding Biamp is available from our website: <http://www.biamp.com/>
Warranty information is available here: <https://www.biamp.com/biamp-warranty-information>

Kindest regards,

DocuSigned by:

ABD8CC088E4E47C...

Alex Buchanan-Munro
Chief Financial Officer

AUDIO. VIDEO. CONTROL.



9300 SW Gemini Drive
Beaverton, OR 97008 USA



1.503.641.7287
1.800.826.1457



biampinfo@biamp.com
biamp.com



January 20, 2021

To Whom It May Concern:

SUBJECT: DEALER AUTHORIZATION LETTER

This letter will certify that IRON BOW TECHNOLOGIES LLC is an authorized CRESTRON Dealer for the CRESTRON product line, in good standings, since October 4th, 2013.

As an authorized CRESTRON Dealer, IRON BOW TECHNOLOGIES LLC may represent themselves as such and is entitled to supply, install and service our products and have full warranty privileges.

If you have any questions, please contact us at our corporate office.

Sincerely,

A handwritten signature in cursive script that reads "Elizabeth Malleo".

Elizabeth Malleo
Manager, Client Relations
Crestron Electronics Inc.

Cc: Melissa Hamilton
Tony Menendez



June 16, 2021

To Whom It May Concern:

SUBJECT: DEALER AUTHORIZATION LETTER

This letter will certify that IRON BOW TECHNOLOGIES LLC is an authorized CRESTRON Dealer for the CRESTRON product line, in good standings, since October 4th, 2013.

As an authorized CRESTRON Dealer, IRON BOW TECHNOLOGIES LLC may represent themselves as such and is entitled to supply, install and service our products and have full warranty privileges.

If you have any questions, please contact us at our corporate office.

Sincerely,

A handwritten signature in cursive script that reads "Elizabeth Malleo".

Elizabeth Malleo
Manager, Client Relations
Crestron Electronics Inc.

Cc: Melissa Hamilton
Tony Menendez



345 Encinal Street
 Santa Cruz, CA 95060
 +1 (831) 426-5858

poly.com

Poly Partner Program Certification Status

As a valued Poly Partner, **Iron Bow Technologies** has been awarded **Gold** status and as such has access to resell a wide range of products with their acceptance in the Poly Partner Program. Products such as select voice and video products, enterprise headsets and their associated accessories and services.

Poly Partners are recognized within the industry for their sales acumen and technical expertise.

Iron Bow Technologies has completed valuable training that enables them access to resell an additional set of Poly products associated with the certifications listed below. These additional certifications are valid for **Iron Bow Technologies** in the below list of countries till the noted expiration date (if applicable) for as long as they sustain the certification requirements.

Countries: United States of America.

Company Doing Business As: (Apptis Tech)

Certification Name	Certification Expiration Date (If applicable)
Voice Endpoints	
Polycom Product Registration	
Video Endpoints	
Installed Voice Sales	
US Federal/NATO	04/08/2021
RealPresence Clariti	

For further information or questions about Poly Certification achievement, please contact **Iron Bow Technologies**.

Best Regards,

Nick Tidd

Vice President, Global Partner Organization

Last modified as of January 31, 2021. To confirm current program level, please reach out to **Iron Bow Technologies** for an updated letter.



1759 Wehrle Drive
Williamsville, NY 14221

DISTRIBUTOR AUTHORIZATION FORM

Date: *Tuesday, February 21, 2023*

End User:

Reseller: *IRON BOW TECHNOLOGIES LLC - Hardware & Software*
Street Address: *2121 COOPERATIVE WAY STE 500*
City, State & Zip Code: *HERNDON VA 20171-5346*

Contact Name: _____ Phone Number: _____
Email Address: _____ Fax Number: _____

Reseller is authorized to purchase, receive standard warranty support and to resell products from manufacturers listed below. This is not a commitment of product availability. Manufacturer's purchasing restrictions and authorizations may apply. For clarification as to depth and or requirements of manufacturer authorizations for Reseller account and upon ordering, Reseller should contact their Ingram Micro account representative.

Manufacturers:

See Attached pdf for reference of manufacturers.

GOVT AGENCIES: For confirming of product authorizations through *Ingram Micro, Inc.* , please contact:

publicsector_programs@ingrammicro.com
Public Sector Program Management Team



DISTRIBUTOR AUTHORIZATION FORM

Manufacturers:

22MILES	F5 - BIG	NETPATIBLES MEMORY
365 SERVICES	F5 - GOVERNMENT SOLUTIONS P&I	NETPATIBLES MEMORY
3D SYSTEMS	F5 - NGINX	NETSCOUT TRAINING/SERVICES
3DCONNEXION - COMPUTER ACCESSORIES	F5 RENEWALS	NETWITNESS
3M - OPTICAL SYSTEMS DIVISION	FELLOWES	NETX-IM UCC PROSUPPORT SERVICES
3M - WORKSPACE SOLUTIONS	FILEMAKER	NEXENTA
4E PROJECT/ACME MADE	FILEMAKER INC. ACADEMIC	NEXSAN
4XEM	FILEMAKER INC. ED VLA	NEXT LEVEL RACING
AAXA-PROJECTORS	FILEMAKER INC. VLA	NEXTIVITY
ABSEN INC	FINISAR - IMSOURCING	NORTONLIFELOCK
ABSOLUTE LICENSE	FIREEYE - HARDWARE	NS1
ACE FOR IOS	FIREEYE - SUB&SUPPORT	NUANCE - CORP LICENSING
ACE FOR MAC	FLUKE ELECTRONICS CORE	NUANCE - DRAGON MEDICAL BOX
ACER - CHROME ENTERPRISE	FLUKE ELECTRONICS CORE SERVICES	NUANCE - GOVT LICENSING
ACER - TABLETS	FLUKE IG	NUANCE DRAGON
ACER AMERICA - DESKTOPS	FOCUS TECHNOLOGY SOLUTIONS INC	NUTANIX
ACER AMERICA - DISPLAYS	FORCEPOINT - NETWORK SECURITY	NUTANIX - SM
ACER AMERICA - NOTEBOOKS	FORCEPOINT HARDWARE	NVIDIA
ACER AMERICA - OPTIONS	FORCEPOINT SERVICES	NVIDIA CUMULUS
ACER AMERICA - PROJECTORS	FORCEPOINT SOFTWARE	NVIDIA CUSTOM SERVICES
ACER- CHROME PRODUCTS	FORCEPOINT SUPPORT	NVIDIA DS ONLY
ACER CTO	FORTINET	NVIDIA GPU - IMSOURCING
ACER WARRANTIES & SERVICES	FORTINET	NVIDIA SERVICES
ACRONIS SUBSCRIPTION	FORTINET ACCESSORIES	NVIDIA SW
ACRONIS - ACCESS	FORTINET BUNDLE RENEWAL & SERVICES	NVIDIA TECHNOLOGIES
ACRONIS - FEDERAL ACCESS	FORTINET CO-TERM SERVICES	NZXT
ACRONIS - FEDERAL CONSUMER	FORTINET MID & HIGH END APPLIANCES	OEM SOURCING
ACRONIS - FEDERAL PHYSICAL	FORTINET NETWORK INFRASTRUCTURE	OEM SOURCING - CERTIFIED PRE-OWNED
ACRONIS - FEDERAL RENEWALS	FORTINET NFR	OFFICE DEPOT INC
ACRONIS - ON PREM	FORTINET SME PRODUCTS	OGIO - CASES
ACRONIS - RENEWALS	FORTINET TRAINING & PRO SERVICES	OM DIGITAL SOLUTIONS AMERICAS INC.
ACRONIS - VIRTUAL	FOXIT SOFTWARE	OMNITRON SYSTEMS
ACRONIS CLOUD	FRAMEWORKS SYSTEMS ENGINEERING	ONQ SOLUTIONS INC
ACRONIS CLOUD BACKUP	FREEWAVE ACCESSORY	OPENGEAR



DISTRIBUTOR AUTHORIZATION FORM

Manufacturers:

ACRONIS DRAAS	FREEWAVE DEMO	OPTOMA
ACRONIS INTERNATIONAL GMBH	FREEWAVE TECH	OPTOMA IFP
ACRONIS LA - CLOUD BACKUP	FREEWAVE WAVECONTACT	OPTOMA PROAV
ACRONIS TRUE IMAGE	FRONTIER COMPUTER CORP.	OPTOMA PROSCENE
ADDON	FRONTIER SECURE	ORION IMAGES
ADDON	FUJIFILM - FILM	OSM SOLUTIONS LLC
ADDON	FUJITSU - IMSOURCING	OTTERBOX
ADDON - PRIVATE	FUJITSU COMPUTER PRODUCTS	OTTERBOX - 10002972
ADDON ICCN-AO	FUJITSU CONSUMABLES	OVERLAND STORAGE
ADESSO	FUJITSU IMAGING (SCANNERS)	OVERLAND STORAGE STOCK
ADESSO - GYRATION	FULL CIRCLE MEDIA INC	PANASONIC ACCESSORIES
ADESSO - KODAK	GENOVATION	PANASONIC CTO
ADESSO - MY GEKO GEAR	GIGABYTE	PANASONIC FLAT PANEL DISPLAYS
ADESSO - POS	GIGABYTE - AMD	PANASONIC FLAT PANEL DISPLAYS BSTOC
ADOBE BOX	GIGABYTE - NVIDIA	PANASONIC HANDHELD
ADOBE CLOUD LA NEW	GIGABYTE BRIX	PANASONIC PANABOARDS
ADOBE CLOUD SERVICES	GIGABYTE SERVER	PANASONIC PRO-AV ACCESSORIES
ADOBE LGA	GLOBAL INDIRECT MARKETS LLC	PANASONIC PROJECTORS
ADOBE STUDENT TEACHER BOX	GOLDTOUCH	PANASONIC PROJECTORS - PRO AV
ADOBE VIP GOVT LICs	GOOGLE CHROME FOR EDU	PANASONIC SCANNERS
ADVANCED NETWORK MANAGEMENT INC	GOOGLE CHROME FOR WORK	PANASONIC TOUGH BOOKS
ADVANCETEC LA	GOOGLE CHROMEBOX FOR MEETINGS	PANASONIC TOUGHBOOK BUNDLES
ADVANTECH	GOOGLE G SUITE	PANASONIC WARRANTY
ADVANTECH (B+B SMARTWORX)	GOOGLE NEST	PANASONIC-SMALL APPLIANCES
ADVANTECH (B+B SMARTWORX)	GOOGLE VOICE (OFFLINE)	PANDUIT
ADVANTECH B+B DIRECT SHIP	GRANDSTREAM	PANDUIT - HARDWARE
ADVANTECH IOT	GRAPHTEC	PANORAMA ANTENNAS
AGENCY IM PARTNER PROMOTIONAL ITEMS	GRIFFIN	PANW SUBS CONSULT - LA
AGENCY INGRAM MICRO FOR PARTNERS	GUILLEMOT	PARSEC TECHNOLOGIES
AHEAD INC	GUMDROP CASES	PCXS
AHEAD INC	GUNNAR OPTIKS	PEERLESS -AV
AKRACING AMERICA	GVISION	PEERLESS INDUSTRIES
ALERT LOGIC CB	HANWHA TECHWIN AMERICA	PELICAN PRODUCTS- CASES
ALIENVAULT - LICENSING	HANWHA TECHWIN LA	PEPPERL+FUCHS INC
ALLIED - NET.COVER	HARMAN PRO	PERLE SYSTEMS



DISTRIBUTOR AUTHORIZATION FORM

Manufacturers:

ALLIED TELESIS BOX	HAUPPAUGE	PHILIPS - MONITORS
ALLIED TELESIS SECURITY	HAVIS	PLANAR DIRECT SHIP
ALOGIC	HAWKING	PLANAR DVLED
ALTRONIX	HEALTH AND WELLNESS	PLANAR STOCKING
ALURATEK INC	HGST - ENTERPRISE	PLANTRONICS ACCESSORIES
AMAZON WEB SERVICES	HGST - G-TECH	PLANTRONICS INC
AMBIR	HGST - G-TECH CERTIFIED	PLANTRONICS MOBILE
AMD	HGST - IMSOURCING	PLANTRONICS-SAAS
AMD - IMSOURCING	HGST KEPLER CTO	PLANTRONICS-SPECIAL
AMD (LA)	HGST - SINGLE	PLENOM AMERICAS
AMD PRO GRAPHICS	HGST - SSD	PLUGABLE TECHNOLOGIES
AMD SERVER BOX	HGST STORAGE PLATFORMS	PLURALSIGHT LLC
AMD SERVER TRAY	HID GLOBAL - FARGO ELECTRONICS	PLUSTEK TECHNOLOGY INC.
AMDDESKTOP TRAY	HID GLOBAL - FARGO ELECTRONICS	PNY MEMORY
AMER NETWORKS	HID GLOBAL - FARGO ELECTRONICS	PNY QUADRO
AMERICAN BATTERY	HID GLOBAL - FARGO ELECTRONICS	PNY VIDEO GRAPHICS
AMERICAN POWER (LA)	HID GLOBAL - IAM	POLY IMPLEMENTATION SERVICES
AMT	HID GLOBAL EAT BIOMETRIC	POLY LA
AMULET HOTKEY	HID GLOBAL EAT OMNIKEY	POLY PROSUMER
AMULET HOTKEY	HIGHPOINT TECHNOLOGIES	POLYCOM - REALPRESENCE PLATFORM
ANACAPA MICRO PRODUCTS INC	HONEYWELL ACCESSORIES	POLYCOM - SERVICE
ANKER	HONEYWELL IM GSA	POLYCOM - VIDEO
ANTSLE INC	HONEYWELL IM MOBILITY	POLYCOM - VOICE
ANYWHERE CART	HONEYWELL IM SOFTWARE	POLYCOM - VOIP
AOC	HONEYWELL LA - SERVICES	POLYCOM RPSS
AOM	HONEYWELL LA DM E-CLASS	POLYCOM VIDEO KIT SOLUTIONS
AOM HYNIX MEMORY	HONEYWELL LA DM I-CLASS	PORTSMITH
AOM SERVICES	HONEYWELL LA IM DESKTOP PRINTERS	PREMIER MOUNTS
AOPEN - SOLUTIONS	HONEYWELL LA IM MEDAL SERVICES	PRESIDIO NETWORKED SOLUTIONS GRP LL
APC SCHNEIDER ELECT IT DIRECT SHIP	HONEYWELL LA SERVICES	PRIMERA TECHNOLOGY (PRINTERS)
APC SCHNEIDER ELECTRIC IT CONTAINER	HONEYWELL LA STOCK MEDIA	PRINTRONIX/TALLYGENICOM SUPPLIES
APC SCHNEIDER ELECTRIC IT USA	HONEYWELL LATIN AMERICA	PROMISE - WARRANTY
APC SCHNEIDER ELECTRIC IT WARRANTY	HONEYWELL MEDIA	PROMISE TECHNOLOGY
APC SCHNEIDER ELECTRIC RACK AND ACC	HONEYWELL MOBILE PRINTERS	PROOFPOINT - HARDWARE
APG - EXW MN	HONEYWELL MOBILITY	PROOFPOINT - INFO GOVERNANCE



DISTRIBUTOR AUTHORIZATION FORM

Manufacturers:

APG - SEATTLE	HONEYWELL PRINTHEADS	PROOFPOINT - SECURITY
APPGATE CYBERSECURITY INC	HONEYWELL PRODUCT LINKS	PROOFPOINT ESSENTALS ANNUAL
APPLE	HONEYWELL SCANNING	PROOFPOINT MAINT/SUP/WARRANTY
APPLE - EOL SYSTEMS	HONEYWELL SERVICES	PTC MATHCAD
APPLE - SYSTEMS	HONEYWELL SOFTWARE MAINTENANCE	QIRX USA
APPLE BEATS	HONEYWELL SOTI	QNAP
APPLE CTO SYSTEMS	HONEYWELL SPARE PARTS	QNAP WARRANTIES
APPLE CTO SYSTEMS - STOCK	HONEYWELL STATIONARY PRINTERS	QUANTA COMPUTER USA
APPLE DEP	HP DEMO PROGRAM	QUANTELA
APPLE IPADS	HP DESKTOP EXCESS	QUANTUM
APPLE IPHONE	HP INC - PSG LICENSING	QUEST CONNECTORS SRVS TRAIN BYOL
APPLE OPTIONS	HP INC. - CHROMEBOOKS	QUEST DM PERPETUAL
APPLE TV & HOMEPODS	HP INC. - CTO	QUEST DM PERPETUAL RENEWAL
APPLE WATCH	HP INC. - DESK JETS	QUEST SUBSCRIPTION
APPLE WIRELESS ACCESSORIES	HP INC. - INK SAP	QVS
APPLECARE OS SERVICES	HP INC. - IOT	RACKMOUNT.IT
APPLECARE WARRANTY	HP INC. - IPG CAREPACKS	RAIN DESIGN
APPOSITE	HP INC. - IPG MFP	RAISE 3D
APPVIEWX	HP INC. - LASER ACCESSORIES	RAM MOUNTS
APRICORN MASS STORAGE	HP INC. - LASER JET TONERS	RANCHER FEDERAL SUSE PRODUCT
AQUEDUCT TECHNOLOGIES INC	HP INC. - LASER JETS	RARITAN - POWER
ARBOR NETWORKS	HP INC. - LF CAREPACKS	RARITAN COMPUTER
ARCSERVE	HP INC. - LF INK	RARITAN POWER IQ
ARCSERVE - APPLIANCES	HP INC. - NSB DESKTOPS	RAYDIANT
ARCSERVE - MSP	HP INC. - NSB DISPLAYS	RAZER - GAMING PERIPHERALS
ARCSERVE - RENEWALS	HP INC. - NSB MOBILE WKS	RAZER - GAMING SYSTEMS
ARH DEVELOPMENT INC	HP INC. - NSB NOTEBOOKS	REALWEAR
AROZZI	HP INC. - NSB OPTIONS	REALWEAR HEADSETS
ARROE	HP INC. - NSB THINCLIENTS	RED BOX VOICE
ARROW GLOBAL SERVICES	HP INC. - NSB WORKSTATIONS	RED HAT - MULTI YEAR
ARTISAN POWER - IMSOURCING	HP INC. - OFFICEJET PRO/ENT X	RED HAT ENTERPRISE LINUX
ASUS - AMD	HP INC. - PLOTTERS	RED HAT MIDDLEWARE
ASUS - CHROMEBOOK	HP INC. - POS - SMARTBUY PERI	RED HAT OPENSIFT
ASUS - COMPONENTS	HP INC. - POS- CTO BDL	RED HAT VIRTUALIZATION
ASUS - DISPLAY	HP INC. - POS- NON SMARTBUY	REMARKETED EXTENDED WARRANTY



DISTRIBUTOR AUTHORIZATION FORM

Manufacturers:

ASUS - GAMING NOTEBOOK	HP INC. - POS- SMARTBUY	RETROSPECT - LICENSING
ASUS - MOTHERBOARDS	HP INC. - POS- SVS WRNTY	RICOH - A3 SUPPLIES
ASUS - NOTEBOOK ACCESSORIES	HP INC. - PPS LICENSING	RICOH PROJECTORS
ASUS - NOTEBOOKS	HP INC. - PSG CAREPACKS	RICOH SUPPLIES
ASUS - SERVER	HP INC. - SB DESKTOP DISPLAYS	RITTAL
ASUS - SFF	HP INC. - SB DESKTOP OPTIONS	ROCSTOR
ASUS - SYSTEMS	HP INC. - SB DESKTOPS	ROON LABS LLC
ASUS - TABLETS	HP INC. - SB MOBILE WKS	ROYAL SOVEREIGN INTERNATIONAL INC
ASUS - VGA NVIDIA	HP INC. - SB NOTEBOOK OPTIONS	RSA - IAM SECURID HW/SW
ASUS - WARRANTY	HP INC. - SB NOTEBOOKS	RSC LABS
ASUSTOR	HP INC. - SB THINCLIENTS	RUBRIK
AT&T	HP INC. - SB WORKSTATION DISPLAYS	RUBRIK GO
ATEN TECHNOLOGIES	HP INC. - SB WORKSTATION OPTIONS	SABRENT
ATEN TECHNOLOGY - ETAIL	HP INC. - SB WORKSTATIONS	SALAMANDER DESIGNS
ATLASIED	HP INC. - SCANNERS	SAMSUNG - AV ACCESSORIES
ATOS IT SOLUTIONS AND SERVICES INC	HP REMARKETING - NOTEBOOKS EXCESS	SAMSUNG - CONSUMER B-STOCK
ATTO TECHNOLOGY	HP REMARKETING - NOTEBOOKS RF	SAMSUNG - CONSUMER PC
AUDIO TECHNICA	HPE - ARUBA CARE AND SERVICES	SAMSUNG - CONSUMER TABLETS
AUDIO TECHNICA - PRO SOUND	HPE - ARUBA INSTANT	SAMSUNG - CONSUMER TV
AUDIO VIDEO FURNITURE	HPE - ARUBA LICENSING/SOFTWARE	SAMSUNG - IMS CPO
AUTODESK OPEN	HPE - ARUBA NON-INSTANT	SAMSUNG - IMSOURCING
AUTODESK VAR COMMERCIAL API	HPE - ARUBA SWITCHING	SAMSUNG - KNOX SOLUTIONS
AVEPOINT	HPE - ARUBA TOP OF RACK	SAMSUNG - MAGICINFO
AVER INFORMATION	HPE - BCS	SAMSUNG - SD MEMORY
AVERMEDIA	HPE - BLADE OPTIONS	SAMSUNG - TABLET ACCESSORIES
AVF GROUP INC.	HPE - BUSINESS CLASS STORAGE	SAMSUNG - TV RAC
AVG GOV	HPE - CERTIFIED GENUINE PARTS	SAMSUNG - UNLOCKED PHONES B2C
AVG LICENSE	HPE - CTO ARUBA	SAMSUNG BUSINESS SERVICES
AVI SYSTEMS INC	HPE - CTO SERVER	SAMSUNG COMMERCIAL HOSPITALITY LCD
AVNET	HPE - DAY1 ARUBA	SAMSUNG COMMERCIAL INFORMATION SYS
AWINGU INC	HPE - GREENLAKE	SAMSUNG COMMERCIAL LARGE FORMAT
AXIOM	HPE - IMSOURCING	SAMSUNG COMMERCIAL MEMORY
AXIOM	HPE - MEDIA 7A	SAMSUNG COMMERCIAL NOTEBOOKS
AXIOM (INACTIVE VENDOR CODE)	HPE - MOONSHOT	SAMSUNG COMMERCIAL TABLET
AXIS 2N PRODUCTS	HPE - NIMBLE BTO	SAMSUNG COMMERCIAL WARRANTY/SERVICE



DISTRIBUTOR AUTHORIZATION FORM

Manufacturers:

AXIS COMMUNICATION INC	HPE - PROLIANT SERVERS	SAMSUNG COMMERICAL PRO AV
AXIS ELICENSING	HPE - REMARKETED	SAMSUNG DIRECT VIEW LED
AXIS LA	HPE - SERVER OPTIONS	SAMSUNG MOBILE WARRANTIES
BANG AND OLUFSEN AMERICA INC	HPE - SERVER SMART BUY	SAMSUNG OUTDOOR DVLED
BARCO	HPE - SERVICES CONTRACTS	SAMSUNG- UNLOCKED PHONES B2B
BATTERY TECHNOLOGY INC.	HPE - SERVICES CTO	SAMSUNG.COM - CONSUMER TV
BCE NEXXIA	HPE - SILVER PEAK	SAMSUNG-DAV
BEC TECHNOLOGIES	HPE - SILVER PEAK HW	SANDISK LA
BELKIN	HPE - SUPPORT SERVICES	SANGOMA
BELKIN - CABLES	HPE - SVC AUTOMATION ARUBA	SAPPHIRE
BELKIN - POWER	HPE - SVC AUTOMATION HYBRID	SCREENBEAM
BELKIN - VERTICAL	HPE - VISTA	SDAS CISCO
BELKIN MOBILE	HPE - WLAN	SEAGATE CLIENT SSD
BELKIN-KVM	HPE ISS ELECTRONIC LICs	SEAGATE CLIENT SSD SINGLE
BENQ BES PROJECTORS	HPE LA ARUBA SWITCHING	SEAGATE - DATA RECOVERY
BENQ CDP PROJECTORS	HPE LA ARUBA WLAN	SEAGATE - DESKTOP
BENQ ESPORTS PRODUCTS	HPE LA COMPUTE	SEAGATE - DESKTOP SINGLE
BENQ IFP DISPLAYS	HPE LA COMPUTE OPG-CTO	SEAGATE - ENTERPRISE
BENQ LCD MONITORS	HPE LA STORAGE	SEAGATE - ENTERPRISE SINGLE
BEYONDTRUST	HPE SOURCING	SEAGATE - IMS CPO
BEYONDTRUST - LA	HPE SOURCING - CERTIFIED PRE-OWNED	SEAGATE - IMSOURCING
BINARY DEFENSE	HPI - REMARKETED	SEAGATE - MOBILE
BITDEFENDER	HPI - RPB CERTIFIED PARTS	SEAGATE - MOBILE SINGLE
BITDEFENDER SUPPORT	HPI SOURCING - CERTIFIED PRE-OWNED	SEAGATE - NAS
BIXOLON	HPI SOURCING - NEW	SEAGATE - NAS SINGLE
BLACK BOX CORPORATION	HTC LA	SEAGATE - RETAIL
BLACK BOX DIRECT SHIP	HUDDLY	SEAGATE - SSD
BLANCCO	HW - SILVER PEAK SUBSCRIPTION	SEAGATE - SSD-SINGLE
BLUE MICROPHONE	HYCU 3-YEAR SUPPORT	SEAGATE - STORAGE SYSTEM
BLUEJEANS	HYCU INC	SEAGATE - VIDEO
BLUEJEANS	HYCU TRADE LIC SUPPORT	SEAGATE - VIDEO SINGLE
BMG	HYNIX - IMSOURCING	SEAGATE LACIE
BOSCH PRO AUDIO	HYUNDAI LATAM	SEH TECHNOLOGY
BOSCH SECURITY AL	HYUNDAI TECHNOLOGY	SEIKO INSTRUMENTS HW
BOSCH SECURITY VIDEO	HYUNDAI TECHNOLOGY	SEIKO INSTRUMENTS LABELS



DISTRIBUTOR AUTHORIZATION FORM

Manufacturers:

BOSE - HOME AV	IBM - BRANDED VMWARE	SENNHEISER
BOSSTAB	IBM - IMS CPO	SENTINELONE
BRAINBOXES	IBM - POWER SYSTEM	SERVER TECHNOLOGY INC
BRANDED LOGISTICS	IBM - SERVICEELITE CONTRACTS	SHARP ELECT - LARGE FORMAT DISPLAYS
BRAWN CONSULTING	IBM EDGE	SHARP PROSUMER
BRENTHAVEN	IBM LABOR PSS	SHARP WARRANTIES
BRETFORD MANUFACTURING	IBM PRIME BIDDER	SHI INTERNATIONAL CORP
BRIGHTSIGN	IBM SAAS OTHER	SHUTTLE COMPUTER
BROADCOM - IMSOURCING	IBM SOFTWARE NL CLOUD	SIERRA WIRELESS
BROTHER - KOFAX	IBM SOFTWARE NL IOT	SIERRA WIRELESS ANTENNAS
BROTHER INT L (SUPPLIES)	IBM SOFTWARE NL OTHER	SIGNAGELIVE
BROTHER INTERNATIONAL	IBM SOFTWARE NL SECURITY	SIIG
BROTHER INTL (LABELS)	IBM SOFTWARE NL STERLING	SILEX TECHNOLOGY
BROTHER INTL (PRINTERS)	IBM SOFTWARE NL STORAGE	SIMPLEAR
BROTHER INTL (PTOUCH)	IBM SOFTWARE S&S CLOUD	SIMPLY NUC INC.
BROTHER MOBILE - MEDIA	IBM SOFTWARE S&S IOT	SKULLCANDY - HEADPHONES
BROTHER MOBILE SOLUTIONS	IBM SOFTWARE S&S OTHER	SKYHIGH SECURITY SUBSCR UC GHE
BROTHER MOBILE SOLUTIONS - MEDIA	IBM SOFTWARE S&S SECURITY	SMART
BROTHER MOBILE SOLUTIONS - TD2000	IBM SOFTWARE S&S STERLING	SMART EDUCATION
BROTHER MPRINT HARDWARE	IBM SOFTWARE S&S STORAGE	SMART EDUCATION SERVICES
BROTHER PJ6 HARDWARE	IBM SOURCING - CPO	SMART NETWORK
BROTHER RJ4 HARDWARE	IBM TSS ON E-CONFIG	SMOOTH TALKER
BROTHER WARRANTY AND PRINTER MOUNTS	IBM-GARS	SOCKET MOBILE
BRYDGE TECHNOLOGIES	IBOSS	SOCKET MOBILE - ACCESSORIES
BUDDY PLATFORM	ICY DOCK	SOFTCAT PLC US BRANCH
BUFFALO AMERICAS - CONSUMER NAS	IDENTIV	SOFTCHOICE CORP
BUFFALO AMERICAS - DAS	IGEL AMERICA SERVICES	SOLIDIGM CLIENT SSD
BUFFALO AMERICAS - NETWORKING	IGEL AMERICA SVC 2	SOLIDIGM ENTERPRISE SSD
BUFFALO AMERICAS INC	IGEL SOFTWARE	SONICWALL - EXTRAS
BUSLINK MEDIA	IM CHOICE ADVANTAGE - GOVED	SONICWALL - HARDWARE
C2G	IM CHOICE ADVANTAGE - TECH SUPPORT	SONICWALL - NSA HARDWARE
C2G - AV LINE	IM EXPERT SERVICES	SONICWALL - NSA LICENSING
CALDIGIT - OPEN SOURCE	IM ITAD SERVICES	SONICWALL - SECAAS LICENSE
CALIFONE	IM LINK US	SONICWALL - SOFTWARE
CAM IMPORTS	IM PRO SERVICES - FORCEPOINT	SONICWALL MSSP



DISTRIBUTOR AUTHORIZATION FORM

Manufacturers:

CANON	IM PRO SERVICES - UI PATH	SONICWALL NFR AND HA PRODUCTS
CANON - ACCESSORIES	IM SDAS	SONICWALL SECAAS HARDWARE
CANON - INK SUPPLIES	IMSOURCING	SONNET TECHNOLOGIES
CANON - SOHO AND INK	IMSOURCING - DS	SOPHOS - MSP CONNECT
CANON IVY	IMSOURCING CPO	SOPHOS MM ENT NON UTM
CANON LASER - CONSUMABLES	IMTC - TBI	SOPHOS MM ENT UTM
CANON USA - SCANNERS	INCIPIO	SOPHOS PRO SERVICES
CANON WARRANTIES	INCIPIO-INCASE	SOPHOS SMB NON UTM
CANON-PHOTO VIDEO	INFOCUS MANAGED	SOPHOS SMB UTM
CARE4D	INFOCUS WARRANTY	SOPHOS SMB UTM HARDWARE
CASE LOGIC-PERSONAL & PORTABLE	INFORTREND	SOUNDCORE - ANKER
CELLULAR SALES OF KNOXVILLE	INFRAGISTICS	SOURCING & CPO
CENVEO - I	INGRAM - CPO SYSTEMS DS	SOURCING PROSERVICES
CHANNELWORKS	INGRAM - OPEN SOURCE	SPACEPOLE INC AN ERGONOMIC SOLUTION
CHANNELWORKS HDW	INGRAM AUTO PILOT	SPARKLE POWER
CHECK POINT	INGRAM CPO - IE	SPRACHT
CHECK POINT FWAAS	INGRAM CPO - JS	SPS
CHECK POINT LTD	INGRAM CPO - JS	SPS - ENS
CHECK POINT LTD	INGRAM CPO - OPTIONS DS	SPS - IDTECH
CHECK POINT-SMALL APPLIANCE	INGRAM MEXICO	SPS - INGENICO
CHERRY	INGRAM MICRO CONTENT CREATION SERVI	SPS - INGENICO I
CHERRY DESKTOP	INGRAM MICRO GLOBAL IOT GLOBAL SERV	SPS - MAGTEK
CHERRY NRNC	INGRAM MICRO GLOBAL TRAINING	SPS - PAX
CHIEF	INGRAM MICRO ITALY - LUXOTTICA	SPS - SERVICES
CISCO - ADVANCE SERVICES - TRANSACT	INGRAM MICRO SERVICES LLC	SPS - SPACEPOLE
CISCO - CCW LEARNING CREDITS	INGRAM MICRO TRAINING - CISCO	SPS - VERIFONE
CISCO - CCW MULTI YEAR	INGRAM MICRO TRAINING - F5	STAR I
CISCO - CISCO CCW SERVICES	INGRAM MICRO TRAINING - JUNIPER	STAR MICRONICS
CISCO - CLOUD CENTER	INGRAM MICRO TRAINING - MICROSOFT	STAR MICRONICS NC_NR
CISCO - CMX ANNUITY	INGRAM MICRO TRAINING - OTHER	STAR MICRONICS-SVC
CISCO - DATA CENTER	INGRAM MICRO TRAINING - PALO ALTO	STARTECH.COM
CISCO - DNA RENEWAL CCWR	INGRAM MICRO TRAINING - SONICWALL	STEELCASE
CISCO - EDELIVERY	INGRAM MICRO TRAINING - SOPHOS	STEELSERIES
CISCO - EDELIVERY BORDERLESS NTRWRKS	INGRAM MICRO TRAINING - VMWARE	STELLAR CYBER
CISCO - EDELIVERY DATA CENTER	INGRAM MICRO TRAINING VEEAM	STM GOODS



DISTRIBUTOR AUTHORIZATION FORM

Manufacturers:

CISCO - HARDWARE SUPPORT	INGRAM MICRO UCCPROSUPPORT POLYCO	STORAGECRAFT
CISCO - HDS	INNOVATION FIRST / RACK SOLUTIONS	STORIX
CISCO - HW APP NETWRK SERVICES	INNOVATIVE	SUBEX
CISCO - HW CABLES AND TRANSCEIVERS	INSEEGO SOFTWARE	SUPERMICRO
CISCO - HW DATA CENTER SWITCHING	INSIGHT DIRECT USA INC	SUPERMICRO - AMD MBD
CISCO - HW DIRECT SHIP	INTEGRATION SERVICES	SUPERMICRO - COMPONENTS
CISCO - HW GATEWAYS AND ACCESS SVRS	INTEGRATION SERVICES	SUPERMICRO - MOTHERBOARDS
CISCO - HW HIGH END ROUTERS	INTEL	SUSE - CONSULT & TRAINING
CISCO - HW NETWORK MGMT/IOS	INTEL - DESKTOP TRAY CPU	SUSE - LINUX ENT DESKTOP
CISCO - HW NEXUS	INTEL - ESG	SUSE - LINUX ENT SERVER
CISCO - HW OPTICAL NETWORKING	INTEL - IMS CPO	SUSE - MANAGER
CISCO - HW PHYSICAL SEC (SYPIXX)	INTEL - IMSOURCING	SUSE - STORAGE PRODUCTS
CISCO - HW REFURB	INTEL - NETWORKING	SUSE NEUVECTOR
CISCO - HW RELICENSING	INTEL - OPTANE CLIENT	SUSE-CAAS
CISCO - HW ROUTERS - HR	INTEL - OPTANE ENTERPRISE	SUSE-CLOUD
CISCO - HW ROUTERS L/M	INTEL - SERVER CPU	SUSE-LINUX POINT OF SERVICE
CISCO - HW SECURITY	INTEL - SERVER CPU -TRAY	SUSE-TECH SUPPORT US
CISCO - HW SERVICE EXCHANGE	INTEL - SPARES/ACCESSORIES	SUSE-VLA
CISCO - HW STORAGE	INTEL ARC GRAPHICS	SYNOLOGY
CISCO - HW SWITCHES CHS	INTEL -EXP (LA)	SYNOLOGY - DRIVES KITTING
CISCO - HW SWITCHES DT	INTEL L9 CONFIG	TANGENT
CISCO HW TANDBERG VIDEO	INTEL NUC	TAOGLAS USA
CISCO - HW UC RESTRICTED	INTEL RAID	TARGUS
CISCO - HW UNIFIED COMM	INTEL SERVER LA	TDS OPERATING INC
CISCO HW VIDEO	INTEL- WHITEBOOK	TEAMVIEWER
CISCO - HW VIDEO CONTENT DELIVERY	INTELLIFLASH BY DDN	TECHNAXX
CISCO - HW WIRELESS	INTERMEDIA	TEKLYNX
CISCO - HW WIRELESS REFURB	INTUIT	TELECOM BROKERAGE INC
CISCO - IRONPORT SERVICE	INTUIT - DCPOS	TENABLE
CISCO - MERAKI	INTUIT IPP	TENABLE - SECURITY CENTER
CISCO - MERAKI GO	IOGEAR	TENABLE - SERVICES
CISCO - PROAV	IOSAFE	TENABLE AD
CISCO - PURE	IOSAFE DIRECT SHIP	TENABLE TRAINING
CISCO - PURE SERVICES 1YR	I-PRO	TENDA TECHNOLOGY
CISCO - PURE SERVICES 2YR	IPVIDEO	TEST VENDOR NUMBER 2



DISTRIBUTOR AUTHORIZATION FORM

Manufacturers:

CISCO - PURE SERVICES 3YR	IPVIDEO SERVICES & WARRANTY	TEST VENDOR NUMBER 6
CISCO - SOURCEFIRE	IPVIDEO VIEWSCAN	THE JOY FACTORY
CISCO - SV - SMART CARE TAKE OVER	IQ PRINT MANAGEMENT	TIBCO SOFTWARE
CISCO - SV DIRECT SHIP	IRIS	TMS
CISCO - SV PACKAGE SERVICES	ISG - IMSOURCING	TOPAZ SYSTEMS
CISCO - SV PROMO	ISG COMPELLENT RENEWALS	TOPSELLER LENOVO DCG BTO SERVER
CISCO - SV SMS-3	ISTORAGE	TOSHIBA - IMSOURCING
CISCO - TAKEOVER ENTERPRISE SKUS	IT1SOURCE LLC	TP LINK
CISCO - TAKEOVER SMS DOLLAR BASED	IVANTI	TRANSCEND
CISCO - UCS	IVANTI MAINTENANCE	TRANSCEND LAT
CISCO - UCS BTO	IVANTI SCBU - LI	TRANSITION NETWORKS
CISCO - WEBEX ANNUITY	IVANTI SCBU- MA	TRAXX SOLUTIONS LLC
CISCO ANNUITY - ALGOSEC	IXSYSTEMS	TRELLIX HARDWARE GSA
CISCO ANNUITY - AMP	J5 CREATE - IMSOURCING	TRELLIX HARDWARE SUPPORT GHE
CISCO ANNUITY - APPSPACE	JABRA ACCESSORIES	TRELLIX HARDWARE SUPPORT GSA
CISCO ANNUITY - CALABRIO	JABRA BLUEPARROTT	TRELLIX LIC SUPPORT GHE
CISCO ANNUITY - COHESITY	JABRA BUSINESS	TRELLIX PREMIUM SUP&SVS CORP
CISCO ANNUITY DUO SECURITY	JABRA CONSUMER	TRELLIX PREMIUM SUPP&SVC GHE
CISCO ANNUITY - HASHICORP TERRAFORM	JABRA VIDEO	TRELLIX PREMIUM SUPP&SVC GSA
CISCO ANNUITY - IDENTITY SERVICE EN	JABRA VXI	TRELLIX SUBSCR LIC CORP
CISCO ANNUITY - IMAGICLE	JAMF SOFTWARE	TRELLIX SUBSCRIPTION LIC GHE
CISCO ANNUITY - IOT FND	JAMF SOFTWARE	TRELLIX SUBSCRIPTION LIC GSA
CISCO ANNUITY - IOT OPERATIONS DASH	JAMF-WANDERA	TREND MICRO - ACAD / GOVT
CISCO ANNUITY - MANAGED DETECTION	JUNIPER - CONFIGURATIONS	TREND MICRO - BOX
CISCO ANNUITY - SECURITY ANALYTICS	JUNIPER 500/5000	TREND MICRO - DEEP SECURITY
CISCO ANNUITY - TALOS INCIDENT RESP	JUNIPER APAC SUPPORT	TREND MICRO - HARDWARE APPLIANCE
CISCO ANNUITY - VERINT SAAS AGENT	JUNIPER AUSTRALIA SUPPORT	TREND MICRO - LICENSING
CISCO ANNUITY - ZOOM	JUNIPER CERTIFIED PRE OWNED	TREND MICRO - MDR
CISCO ANNUITY-THOUSAND EYES	JUNIPER CONTENT SUBS AND FUNK SBR	TREND MICRO - MSP
CISCO APPS DYNAMIC	JUNIPER CTP	TREND MICRO - PREMIUM SUPPORT
CISCO BE4K ANNUITY	JUNIPER EMEA SUPPORT	TREND MICRO MAINTENANCE
CISCO CCW SERVICES	JUNIPER ENTERPRISE ROUTING	TREND MICRO TIPPINGPOINT HARDWAR
CISCO CES ANNUITY	JUNIPER EX SERIES SWITCHING	TREND MICRO TIPPINGPOINT MAINTEN
CISCO CLOUD CENTER ANNUITY	JUNIPER FIREWALL VPN	TREND MICRO WORRY FREE NEW
CISCO CLOUDLOCK	JUNIPER H/E SW SRX BRANCH SRX LIC	TREND MICRO WORRY FREE RNWL



DISTRIBUTOR AUTHORIZATION FORM

Manufacturers:

CISCO COMMVault	JUNIPER IDP	TREND MICRO-ENT SUB NEW
CISCO DIGITAL MEDIA	JUNIPER NETWORKING	TREND MICRO-ENT SUB RNW
CISCO EA 2.0	JUNIPER NEW SUPPORT	TREND MICRO-WF SUB NEW
CISCO EA 3.0	JUNIPER PAR SERVICES	TREND MICRO-WF SUB RNW
CISCO HW-ENERGYWISE	JUNIPER PRO SERVICES	TREND NETWORKS
CISCO IC3000 ANNUITY	JUNIPER RENEWALS	TRENDNET - BUSINESS CLASS
CISCO INDUSTRIAL NETWORK DIRECTOR	JUNIPER ROW SERVICES	TRIPP LITE BY EATON CONNECTIVITY
CISCO INTERSIGHT	JUNIPER SECURE ACCESS LICENSING	TRIPP LITE BY EATON KEYSpan
CISCO KINETIC	JUNIPER SOURCING	TRIPP LITE BY EATON MASTER-POWER
CISCO LA - SERVICES	JUNIPER UK SUPPORT	TRIPP LITE BY EATON PRO AV
CISCO REDSKY ANNUITY	JUNIPER-SM TRANSITION VC	TSITOUCH LLC
CISCO REFURB SMALL BUSINESS	KANGURU SOLUTIONS	TWELVE SOUTH
CISCO SMALL BUSINESS 1	KANTEK	UAG
CISCO SMALL BUSINESS 2	KANTO LIVING	UBIQUITI - NETWORKS
CISCO SMALL BUSINESS 3	KASPERSKY - BOX	UBIQUITI - US
CISCO SMARTNET PSS - TAKEOVER	KASPERSKY - LIC/MAINT	ULTIMATE EARS
CISCO SMARTNET PSS SHARED SUPPORT	KEMP - DS	URBAN FACTORY
CISCO SPARK	KEMP - DS DEAL REGISTRATION	US ROBOTICS - ACCESSORIES
CISCO SPARK BOARDS	KEMP - SUPPORT	US ROBOTICS - BRANDED DESKTOP
CISCO SPLA SECURITY	KEMP TECHNOLOGIES	V7 - DRAM / SSD EIA
CISCO STEALTHWATCH	KENSINGTON TECHNOLOGY - SECURITY	V7 AUDIO
CISCO SVCS TANDBERG	KENSINGTON TECHNOLOGY GROUP	V7 CHARGE CART
CISCO SVS - CCW CX SERVICES	KINGSTON	V7 INTERACTIVE FLAT PANELS
CISCO TETRATION ANNUITY	KINGSTON - IMSOURCING	V7 KEYBOARDS & MICE
CISCO UMBRELLA (OPEN DNS)	KINGSTON - VALUE RAM	V7 LCD MONITORS
CISCO VEEAM	KINGSTON DIGITAL MEDIA LA	V7 MEMORY
CISCO-IRONPRT SRCEFire HPRFLEX SUB	KINGSTON ENTERPRISE SSD	V7 MOBILITY ACCESSORIES
CISCO-SCANSafe CCW	KINGSTON MOBILE	V7 MOUNTS AND STANDS
CITRIX - CSP	KINGSTON SSD	V7 NETWORKING
CITRIX - ESSENTIALS XENSERVer	KINGSTON TECHNOLOGY COMPANY	V7 NOTEBOOK CARRYING CASES
CITRIX - MISC	KINGSTON TECHNOLOGY DT & NOTEBOOKS	V7 POWER
CITRIX - NETSCALER	KINGSTON TECHNOLOGY FLASH	V7 PROJECTOR LAMPS
CITRIX LA	KINGSTON TECHNOLOGY SERVER	V7 RACKS
CITRIX SUBSCRIPTION SERVICES	KOAMTAC	V7 SCREEN FILTERS
CITRIX WANSCALER	KOAMTAC DIRECT SHIP	V7 TONER



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Manufacturers:

CITRIX XENDESKTOP	KODAK - EMA SERVICES	V7 UPS
CLEARBLADE	KODAK SCANNERS	V7 WARRANTY AND SERVICES
CLEARONE	KODAK SERVICES	V7-BATTERIES
CLEARONE	KOFAX	V7-CABLES
CLOUDCHECKR	KOFAX DOCUMENT IMAGING - BOX	V7G-REFURBISH
CLOUDHOUSE TECHNOLOGIES LIMITED	KOFAX DOCUMENT IMAGING - LICS	VADDIO
CLUB 3D	KOFAX POS	VCORE TECNOLOGY PARTNERS
CODI	KONFTEL	VEEAM - CLOUD
COFENSE	KONTAKT.IO	VEEAM APPLIANCES
COFENSE MSSP	KOSS-HEADPHONES	VEEAM GSA
COMNET	LANTRONIX	VEEAM HOSTING
COMPREHENSIVE CONNECTIVITY COMPANY	LANTRONIX DEVICE NETWORKING	VEEAM INTERNAL USE
COMQI INC	LANTRONIX SERVICES	VEEAM MIGRATION
CONDUSIV TECHNOLOGIES LICENSING	LAPLINK SOFTWARE INC.	VEEAM SOFTWARE
CONFIG 6	LEGRAND - CCB	VEEAM SOFTWARE - RNWL
CONNECTWISE	LEGRAND - CUSTOM CCB	VEEAM SUBSCRIPTION
CONTEX	LEGRAND - DATA	VEEAM SUBSCRIPTION RENEWALS
CONTINENTAL RESOURCES INC	LEGRAND - OPTICS	VEEAM SUPPORT
CONTOUR DESIGN INC.	LENOVO - CORPORATE MONITORS	VELOCLOUD NETWORKS LLC.
COOLER MASTER USA	LENOVO - DESKTOP OPTIONS	VERBATIM CORPORATION
COREL	LENOVO - IMS CPO	VERITAS BACKUPEX - RENEW
COREL - ACADEMIC PRODUCT	LENOVO - IMSOURCING	VERITAS BACKUPEX NEW
COREL - GOVT	LENOVO - NOTEBOOKS AND DESKTOPS	VERITAS- BOX
COREL - LICENSES	LENOVO - OPEN SOURCE	VERITAS BUYING PROGRAMS - NEW
COREL LICENSING ACADEMIC	LENOVO - THINKPAD OPTIONS ACCES	VERITAS BUYING PROGRAMS - RENEWAL
COREL LICENSING COMMERCIAL	LENOVO - TOPSELLER MONITORS	VERITAS EXSP
CORNELIS NETWORKS	LENOVO - TOPSELLER VELOCITY	VERITAS HARDWARE
CORSAIR - ELGATO	LENOVO (HK)	VERITAS- HOSTED SERVICES
CORSAIR CONTAINER	LENOVO CHROME	VERITAS INSTALLMENTS/SFAS
CORSAIR VALUE SELECT	LENOVO CONSUMER	VERITAS SPECIAL PROGRAMS
CORSAIR XMS	LENOVO CONSUMER TABLETS	VERITAS VSPP
CP TECHNOLOGIES	LENOVO CTO THINKSTATIONS	VERIZON WIRELESS
CRADLEPOINT	LENOVO CUSTOM TP AND DT	VERTIV - ENERGY STORAGE
CRADLEPOINT - WARRANTIES	LENOVO DCG - OPEN SOURCE	VERTIV - THERMAL
CRADLEPOINT BUNDLES	LENOVO DCG BTO STORAGE	VERTIV- AC POWER



DISTRIBUTOR AUTHORIZATION FORM

Manufacturers:

CRADLEPOINT UPGRADES AND RENEWALS	LENOVO DCG CUSTOM (SIDA)	VERTIV- CTO
CRESTRON	LENOVO DCG CUSTOM SERVER	VERTIV- DELL OEM
CRITICAL START	LENOVO DCG CUSTOM STORAGE	VERTIV- DELL OEM WARRANTY
CRU	LENOVO DCG CUSTOM STORAGE(SIDA)	VERTIV- DIGITAL ECOSYSTEM
CRUCIAL/MICRON - IMSOURCING	LENOVO DCG FOD LICENSES	VERTIV- EDGE THERMAL
CTA DIGITAL INC.	LENOVO DCG HYPERCONVERGED	VERTIV- GEIST- BTO
CTL	LENOVO DCG MS ROK	VERTIV LA
CUSTOM	LENOVO DCG NETWORKING	VERTIV SERVICES
CUSTOM AMERICA DI	LENOVO DCG SERVER OPTIONS	VERTIV-1 PHASE UPS
CUSTOM AMERICA INC.	LENOVO DCG SERVER SW	VERTIV-IT SYSTEMS
CUSTOM AMERICA OEM	LENOVO DCG SERVERS	VERTIV-IT SYSTEMS
CYBER ACOUSTICS	LENOVO DCG SOURCING	VERTIV-RACK PDU
CYBERDATA	LENOVO DCG SOURCING CERTIFIED PREOW	VERTIV-RACKS
CYBERPOWER	LENOVO DCG THINKSYSTEM SERVICES	VIAVI - NPMD
CYBERPOWER WARRANTIES	LENOVO DCG VMWARE SW	VICTRA REVERSE LOGISTICS
DA-LITE	LENOVO DEMO PROGRAM	VIDEO STORAGE SOLUTIONS
DASCOM	LENOVO ENTERPRISE LA	VIEWSONIC LA
DATALOCKER	LENOVO IDEAPAD AND IDEACENTRE	VIEWSONIC PROAV DISPLAYS
DATALOCKER DIRECTSHIP	LENOVO RETAIL OPTIONS	VIEWSONIC PROAV PROJECTORS
DATALOGIC BIOPTICS	LENOVO SERVICES	VIEWSONIC PROJECTORS
DATALOGIC HEALTH CARE	LENOVO SMART HUB	VIEWSONIC SF DISPLAYS
DATALOGIC HH GENERAL	LENOVO- SOFTWARE	VIEWSONIC UCC
DATALOGIC HH INDUSTRIAL	LENOVO SPARE PARTS	VIEWSONIC VA
DATALOGIC MOBILE	LENOVO THINKREALITY	VIEWZ
DATALOGIC OEM	LENOVO TOPSELLER DT	VINPOWER DIGITAL DIRECTSHIP
DATALOGIC PRESENTATION	LENOVO TOPSELLER PREMIUM	VISION SYSTEMS - GEOVISION
DATALOGIC SERVICES	LENOVO TOPSELLER WORKSTATION	VISIONEER (SCANNERS)
DATALOGIC SINGLE PLANE	LEVITON	VISIONTEK
DATALOGIC SOFTWARE	LEXMARK - BPD SUPPLIES	VISIONTEK
DATALOGIC STORE AUTOMATION	LEXMARK - SERVICES	VISUALLIVE
DATALOGIC USA	LEXMARK PARTS	VIVITEK
DATARAM	LEXMARK PRINTERS	VIVITEK
DATASTOR	LEXMARK SOLUTIONS	VIZIO
DATAVOSS CORPORATION	LG - NETWORK ATTACHED STORAGE	VMWARE - FEDERAL
DB COMPUTER SOLUTIONS INC	LG COMMERCIAL LFD	VMWARE - FEDERAL PSO



DISTRIBUTOR AUTHORIZATION FORM

Manufacturers:

DEJERO INC. CORPORATION	LG COMMERCIAL TV	VMWARE - FEDERAL RENEWAL
DELL - IMS CPO	LG DVLED	VMWARE - LICENSING
DELL - IMSOURCING	LG ELECTRONICS	VMWARE - VCHS
DELL - RECERTIFIED	LG ELECTRONICS USA INC	VMWARE FEDERAL CLOUD
DELL CHROMEBOOKS	LG HOSPITALITY	VMWARE LICENSING - EUC
DELL CSG CTO	LG IT SOLUTIONS	VMWARE LICENSING - VSAN
DELL CSG FEDERAL	LG WARRANTIES	VMWARE PROF SERVICE
DELL CSG SERVICE WARRANTIES	LIMINEX INC. - GOGUARDIAN	VMWARE RENEWAL
DELL EMC FEDERAL NETWORKING CTO	LINKSYS - COMMERCIAL	VMWARE VSPP
DELL EMC FEDERAL SERVER CTO	LINKSYS - CONSUMER	VMWARE-PCC RENEWALS
DELL EMC FEDERAL STORAGE CTO (DELL)	LINKSYS LA	VPN DYNAMICS
DELL EMC FEDERAL STORAGE CTO (EMC)	LITMUS AUTOMATION INC.	VST
DELL EMC SERVER CTO	LIVEVAULT	VTECH
DELL EMC SERVER TAILORMADE	LOGITECH - COMPUTER ACCESSORIES	WACOM
DELL EMC STORAGE A	LOGITECH - WARRANTIES	WARKENTINE INC
DELL EMC STORAGE CTO	LOGITECH BUNDLES	WATCHGUARD - RENEWALS
DELL ENTERPRISE ACCESSORIES	LOGITECH GAMING	WATCHGUARD - VIRTUAL SOLUTIONS
DELL ESG WARRANTIES	LOGITECH SELECT	WATCHGUARD ENDPOINT
DELL LATITUDE	LOGITECH VC	WATCHGUARD EXCLUDED HARDWARE
DELL MONITORS	LONE STAR PACKAGING	WATCHGUARD SERVICES
DELL NETWORKING	LOOKOUT	WATCHGUARD SOHO & SOFTWARE
DELL OPTIPLEX	LUXUL	WATCHGUARD TECHNOLOGIES INC
DELL PERIPHERALS	MACALLY PERIPHERALS	WATCHGUARD XTM HARDWARE
DELL PRECISION	MAD CATZ	WATCHGUARD XTM LICENSING
DELL PRINTER ACCESSORIES	MAGTEK NR	WD - IMS CPO
DELL PROJECTORS	MAKERBOT	WD-ENTERPRISE
DELL SERVERS	MAKERBOT ACC	WDT - INFINIFLASH
DELL SOURCING - CERTIFIED PRE-OWNED	MANDIANT INC	WDT - OEM DESKTOP SSD
DELL SOURCING - NEW	MARSHALL ELECTRONICS	WDT - OEM ENTERPRISE SSD
DELL THIN CLIENT HARDWARE	MAX CASES	WDT - RETAIL FLASH CARDS
DIALOGIC HARDWARE	MAXELL	WDT - RETAIL FLASH USB
DIALOGIC SERVICES	MCAFFEE RETAIL BOX	WDT - RETAIL MOBILE
DIAMOND MULTIMEDIA	MEDIAPLACE	WDT - RETAIL MP3
DIGI INTERNATIONAL	MEDIVIS	WDT - RETAIL SOLID STATE DRIVE
DIGI INTL - IM	MESMERIZE MEDIA HOLDING LLC	WEBTRENDS - LICENSING



DISTRIBUTOR AUTHORIZATION FORM

Manufacturers:

DIRECT COMMUNICATION SOLUTIONS	METROPOLITAN VACUUM CLEANER CO	WEIGH-TRONIX
DISTINOW	MICRON SEMICONDUCTOR PRODUCTS INC	WELL KNOWN BRAND INC.
DISTINOW - COREKINECT	MICRON SEMICONDUCTOR PRODUCTS INC	WENGER BY GROUP III
DISTINOW - SVA	MICRON SEMICONDUCTOR PRODUCTS INC	WESTERN DIGITAL - AV
DISTINOW CONSIGNMENT	MICRON SEMICONDUCTOR PRODUCTS INC	WESTERN DIGITAL - AV SINGLE
DISTINOW-IOMNISCIENT	MICRONET	WESTERN DIGITAL - CONTENT SOLUTIONS
DISTINOW-NUIX	MICROSOFT	WESTERN DIGITAL - CSDCARD
D-LINK BUSINESS PRODUCTS SOLUTIONS	MICROSOFT - IMSOURCING	WESTERN DIGITAL - CSSD
D-LINK CLOUD	MICROSOFT - OPEN VALUE OFFICE365 E	WESTERN DIGITAL - DESKTOP
D-LINK SERVICE & MAINTENANCE	MICROSOFT SURFACE HUB	WESTERN DIGITAL - IMSOURCING
D-LINK SYSTEMS INC	MICROSOFT- AZURE CSP TRADITIONAL	WESTERN DIGITAL - STORAGE SOLUTIONS
DOCUSIGN	MICROSOFT DYNAMICS	WESTERN DIGITAL LA-AV & DESKTOP
DOCUSIGN RENEWALS	MICROSOFT- ESD	WESTERN DIGITAL LA-MOBILE & SSD
DRAGON DPA	MICROSOFT HARDWARE	WESTERN DIGITAL-DESKTOP SINGLE
DROBO- PROMARK	MICROSOFT HUB WARRANTY	WESTERN DIGITAL-ENTERPRISE
DROPBOX	MICROSOFT- IMSOURCING	WESTERN DIGITAL-ENTERPRISE SINGLE
DUN & BRADSTREET	MICROSOFT MENTOR MEDIA	WESTERN DIGITAL-MOBILE
DUVOICE	MICROSOFT OEM ROYALTIES	WESTERN DIGITAL-MOBILE SINGLE
DXS - EUPP - ASSESS TO SELL	MICROSOFT OFFICE PKC	WILSON ELECTRONICS
DXS - EUPP - DEPLOY SERV	MICROSOFT SCHOOL AGREEMENT	WORKSPOT
DXS - EUPP - IM LINK	MICROSOFT SURFACE	WORRYFREE GADGETS
DYMO	MICROSOFT SURFACE ACCESSORIES	XEBEC
DYMO CORPORATION	MICROSOFT SURFACE WARRANTY	XEROX
DYNASCAN TECHNOLOGY	MICROSOFT TAA	XEROX - COLOR PRINTERS
EATON	MICROSOFT XBOX	XEROX - MONO PRINTERS
EATON - SERVICES	MIDDLE ATLANTIC	XEROX A3
EATON-CTO	MIDLAND-2 WAY RADIOS	XEROX A3 SWAP
EC LINE	MILESTONE SYSTEMS	XEROX A4 CONFIGS
EDGE MEMORY	MILESTONE SYSTEMS - HARDWARE	XEROX ESERVICES
EFOLDER	MILESTONE SYSTEMS - LICENSING	XEROX LP
E-FOLDER HW	MILESTONE SYSTEMS-25	XEROX SUPPLIES
EIZO INC	MILESTONE SYSTEMS-30	XEROX SUPPLIES A3
EIZO PHYSICAL SECURITY	MILESTONE SYSTEMS-35	XILINX INC
ELITE SCREENS DIRECTSHIP	MIMECAST	YAMAHA UNIFIED COMMUNICATIONS
ELO - ALL-IN-ONE SYSTEMS	MIMECAST-ANNUAL SUBSCRIPTIONS	YEALINK



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Manufacturers:

ELO - OPEN FRAME	MINUTEMAN POWER	YEALINK - HEADSETS/USB
ELO - TOUCHSCREENS	MIST RENEWALS	YEALINK - MS
ELO- ACCESSORIES	MIST SYSTEMS	YEALINK - VIDEO
ELO -HANDHELDS	MIST SYSTEMS BUNDLES	YUBICO
ELO NCNR	MIST SYSTEMS EX HW	ZAGG
ELO TOUCHSCREENS (LA)	MIST SYSTEMS SW LICS	ZCOVER
ELO WARRANTIES & SERVICES	MIXCDER	ZEBRA - IMSOURCING
EMERSON	MODIUS INC.	ZEBRA - LATIN AMERICA LABELS DESKTO
ENERGIZER-BATTERIES	MONITOREAL LIMITED	ZEBRA - PRINT X1
ENET - OPTICS	MONNIT	ZEBRA AIT HEALTHCARE H1
ENET CABLES	MOPHIE	ZEBRA AIT HEALTHCARE H2
ENET OTHER NETWORK PRODUCTS	MOPHIE CUSTOM ORDERS	ZEBRA B STOCK
ENGENIUS	MOREDIRECT INC	ZEBRA ENTERPRISE ADC-A4
ENVIROKLENZ	MORPHEUS 360	ZEBRA ENTERPRISE ADC-A5
EP HOLDINGS INC	MOSYLE CORPORATION	ZEBRA ENTERPRISE HC- H7
EPADLINK	MOTIVAIR	ZEBRA ENTERPRISE HEALTHCARE H1
EPOS	MOTOROLA	ZEBRA ENTERPRISE HEALTHCARE H3
EPOS	MOTOROLA	ZEBRA ENTERPRISE MC-A7
EPSON	MOTOROLA SOLUTIONS INC	ZEBRA ENTERPRISE MCD D/S-A1
EPSON - CLOSED PRINTERS AND INK	MOTOROLA VZW	ZEBRA ENTERPRISE MCD-A1
EPSON - DOT MATRIX	MS CSP AZURE PLAN	ZEBRA ENTERPRISE ONECARE-Z1
EPSON - EXTENDED SERVICE PLAN	MS LA OPEN BUSINESS	ZEBRA ENTERPRISE RFID-R1
EPSON - OPEN PRINTERS AND INK	MS LA OPEN VALUE	ZEBRA ENTERPRISE SELECTIVE HD A8
EPSON - PHOTO IMAGING	MS LA OPEN VALUE SUSCRPTION	ZEBRA ENTERPRISE SVCS-Z3
EPSON - PRO IMAGING	MS- OV2.0 ANNUITY OPTION	ZEBRA ENTERPRISE-X1
EPSON - PRO IMAGING CONSUMABLES	MS- OV2.0 FULL PAY OPTION	ZEBRA EVM AFTERMARKET ACCESS Z7
EPSON - PRO IMAGING MEDIA	MS SPLA	ZEBRA EVM DPM A3
EPSON - PROJECTOR ACC & HOME ENT	MSI - AMD	ZEBRA EVM PER INCIDENT Z4
EPSON - PROJECTORS	MSI - COMPONENTS	ZEBRA EVM XPLORE TABLETS
EPSON - SUPERTANK PRINTERS AND INK	MSI - MONITORS	ZEBRA INDUSTRIAL ADC - A6
EPSON (SS-MET)	MSI - NVIDIA	ZEBRA PRINT - CUSTOM HARDWARE
EPSON LA - SUPPLIES	MSI - SYSTEMS	ZEBRA PRINT - CUSTOM MEDIA
EPSON POS	MSI - WARRANTY	ZEBRA PRINT A1 - DIFFERENTIATED
EPSON POS	MVATION WORLDWIDE INC	ZEBRA PRINT A2- DIFFERENTIATED HD
ERGO DESKTOP	MYDEVICES	ZEBRA PRINT A3 -XTRA DIFFERENTIATED



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Manufacturers:

ERGOGUYS	N2GRATE GOVERNMENT TECH SOLUTIONS	ZEBRA PRINT A5 - LEVEL
ERGOTECH	NANEZ MFG	ZEBRA PRINT C1-CARD HIGHEND PRINTER
ERGOTECH	NAVORI INC	ZEBRA PRINT C2-MIDTIER CARD PRINTER
ERGOTRON CARTS/ACCESSORIES	NCOMPUTING GLOBAL INC	ZEBRA PRINT C3 - HIGH CARD SUPPLIES
ERGOTRON DESK	NEC DISPLAY SOLUTION -LARGE FORMAT	ZEBRA PRINT C4 - MED CARD SUPPLIES
ERGOTRON MOUNTS	NEC DISPLAYS	ZEBRA PRINT C5 - LOW CARD SUPPLIES
ERGOTRON RE	NEC DVLED SOLUTIONS	ZEBRA PRINT E1 - PRINT & APPLY
ERGOTRON SERVICES	NEC PROJECTORS	ZEBRA PRINT R1 - RFID
ERGOTRON WORKSTATION / CHARGING	NEC PROJECTORS PROAV	ZEBRA PRINT S1 - SUPPLIES
ESENTIRE	NEC WARRANTIES AND SERVICES	ZEBRA PRINT S2 - WRISTBANDS
ESET - INITIAL	NETALLY ALLYCARE SUPPORT	ZEBRA PRINT W1 - CARD SOFTWARE
ESET - RENEWALS	NETALLY HH TOOLS	ZEBRA PRINT Z1 - ZEBRA ONECARE
ESET PROFESSIONAL SERVICES	NETGEAR - BASIC CBU	ZEBRA PRINT Z2 - ZASP
EVGA NVIDIA	NETGEAR BUSINESS CLASS	ZEBRA PRINT Z3-PROFESSIONAL SERVICE
EVOLIS	NETGEAR CONSUMER	ZEBRA RFID SUPPLIES
EXACQ TECHNOLOGIES	NETGEAR SERVICES	ZOOM VIDEO
EXAGRID	NETPATIBLES	ZOTAC
EXAGRID - RENEWALS	NETPATIBLES- DS	ZOTAC NVIDIA
		ZYXEL
		ZYXEL -LICENSING



March 29, 2023

To Whom It May Concern:

Please be advised that Iron Bow Technologies, LLC (“Reseller”) and Carahsoft Technology Corp. (“Carahsoft”) have entered into an agreement whereas Reseller is authorized to quote, receive orders, and invoice on behalf of Carahsoft for its GSA Schedule Contract #47QSWA18D008F (“Contract”). This agreement applies to Adobe, Arista Networks, Axway, Inc., Ciena, EMC, Druva, F5 Networks, Inc., Mandiant, Inc., Forgerock, Gigamon, Liquidware Labs, McAfee Public Sector LLC, Nutanix, Inc., Palo Alto Networks, Proofpoint, Inc., Qmulos LLC, Splunk, Inc., Symantec Corporation, Tenable Public Sector, Tintri, Veritas, and VMware, Inc. products and is effective for the life of the Contract.

The Contract is effective from August 22, 2018 through August 21, 2028.

Ordering Information:

Carahsoft Technology Corp. (UEID DT8KJHZXVJH5)
c/o Iron Bow Technologies, LLC
2121 Cooperative Way, Suite 500
Herndon, VA 20171

Carahsoft is the GSA schedule holder. Carahsoft’s Contract number must be noted on any GSA purchase order.
















Please feel free to contact us at contracts@carahsoft.com with any questions you may have.

Sincerely,

A handwritten signature in cursive script that reads "Kristina Smith".

Kristina Smith
Contracts Director
Carahsoft Technology Corp.

Carahsoft Technology Corp. is The Trusted Government IT Solutions Provider®, supporting Federal, State and Local Government agencies and Education and Healthcare organizations. As the Master Government Aggregator® for our vendor and reseller partners, we deliver solutions for Cybersecurity, MultiCloud, DevSecOps, Big Data, Artificial Intelligence, Open Source, Customer Experience and more.

	VMware is the global leader in virtualization and cloud computing solutions from desktop to datacenter. All 15 cabinet level agencies, military services, numerous DoD agencies, and many other federal agencies rely on VMware to avoid IT infrastructure costs, ensure continuity of operations and provide secure endpoints.	888-6VMWARE 888-686-9273
	Amazon Web Services provides a highly reliable, scalable, low-cost infrastructure platform in the cloud that powers hundreds of thousands of businesses in 190 countries around the world. With data center locations in the U.S., Europe, Brazil, Singapore, Japan, and Australia, customers across all industries are taking advantage of the low-cost, agile, flexible, and secure solutions that AWS offers.	888-662-2724
	Symantec enables government agencies to have confidence in their IT infrastructure. Helping agencies protect and manage mission-critical information and interactions, Symantec delivers software and services that address risks to security, availability, compliance and performance.	877-GOV-SYMC 877-468-7962
	Palo Alto Networks is the next-generation security company maintaining trust in the digital age by helping organizations prevent cyber breaches. Palo Alto Networks' security platform safely enables applications, users and content, empowering government agencies to securely and efficiently move their missions forward.	855-6NEXTGN 855-663-9846
	Veritas Technologies is the global leader in enterprise backup and data recovery solutions. Agencies and organizations rely on the Veritas Enterprise Data Services Platform to automate enterprise data protection, ensure 24/7 availability of mission-critical and citizen-facing applications, and provide the insights needed to comply with evolving data regulations.	866-837-4827
	Splunk Inc. is the market leader in analyzing machine data to deliver Operational Intelligence for security, IT and the business. Splunk® software provides the enterprise machine data fabric that drives digital transformation. More than 13,000 customers in over 110 countries use Splunk solutions in the cloud and on-premises.	855-3-SPLUNK 855-377-5865
	Trellix is a global company redefining the future of cybersecurity. Trellix's security experts, along with an extensive partner ecosystem, accelerate technology innovation through machine learning and automation to empower over 40,000 business and government customers.	855-462-2333
	Dell is a leader in enabling government agencies to transform their operations and deliver IT as a service. Through innovative products and services, Dell accelerates the journey to cloud computing, helping IT departments store, manage, protect and analyze information in a more agile, trusted and cost-efficient way.	866-DELL-2-GO 866-335-5246
	F5 Networks helps government organizations create an agile IT infrastructure that aligns with mission-critical demands. With F5 solutions in place, organizations gain strategic points of control wherever information is exchanged, from client devices and the network to application servers, data storage and everything in between.	877-95-F5GOV 877-953-5468
	Red Hat understands that government agencies demand performance, transparency and value—and that's exactly what Red Hat offers. As the standard for Linux in governments, Red Hat's cloud, virtualization, storage and platform solutions bring freedom, collaboration and the power of open source to all government agencies.	877-RHAT-GOV 877-742-8468
	Adobe revolutionizes how agencies engage with ideas and information, transforming and extending government services to provide a richer, more productive, and trusted experience with constituents, personnel, and the military. Adobe helps government deliver information to the edge – anytime, anywhere, and through any medium.	877-99ADOBE 877-992-3623
	Salesforce is the enterprise cloud computing leader dedicated to helping companies and government agencies transform into connected organizations through social and mobile technologies. Since launching its first service in 2000, Salesforce's list of over 150,000 customers spans nearly every industry worldwide.	877-SFDC-007 877-733-2007
	Google Cloud is a trusted technology leader who understands how to help agencies transition from legacy architectures and utilize their data to fuel true mission success. Google Cloud provides cloud-native infrastructure with layered security, machine learning and analytics at web-scale to rapidly innovate and advance agency goals.	844-55-GOOGLE 844-554-6645
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COMPLEMENTARY SOLUTIONS

VMWARE	10iG Technology, Arista, ClearCube, HYCu, Hytrust, Imprivata, Ivanti, Lightbend, Liquidware, NCS, Nutanix, Puppet, Rubrik, Teradici
SPLUNK	AcAlvio, Corelight, Cynerio, Discovered Intelligence, Exiger, Expanse, Infinidat, PencilData, Qmulos, RedFactor, Rhondos, SMS 360, Syncsort, Vectra
SAP	Acsis, Adobe, Apex, Apigee, Ariba, BMC, ClockWork, Cloudera, Datawatch, Dassian, Dell Technologies, GB&Smith, GoSecure, Greenlight Technologies, LC, Micro Focus Government Solutions, NimbleStorage, NoteShark, NS2, NS2 Labs, Onapsis, PingIdentity, Precise, Progress, Red Hat, Resilient, SAP, SAP + Qualtrics, SAP Concur, SAP SuccessFactors, VMware, Volume Integration
SERVICENOW	3CLogic, Apptio, Bravium, Dtech Apps, MobiChord, Mobile Reach, NNT, Nuvolo, Pagerduty, Platcore, Stave, Uxstorm

SOLUTION VERTICALS

MULTICLOUD	Accela, Accellion, Acquia, Adobe, Akamai, Alfresco, AWS, Anaplan, Anchore, Apptio, Aqua, Axway, Backblaze, BlackBerry, Box, Brightcove, C3.ai, CIS, CloudBees, CloudBolt, CloudCheckr, Commvault, Confluent, DarkOwl, Databricks, Dell Technologies, Denodo, Digital.ai, DocuSign, Druva, Elastic, EDB, Exterro, Genesys, GitLab, Google Cloud, Granicus, greymatter.io, GroundWork, HashiCorp, Hootsuite, Jive, Kion, LinkedIn Learning, Lookout, Micro Focus Government Solutions, Microsoft, MongoDB, Neustar, New Relic, Nutanix, Okta, OSISoft, Outsystems, Proofpoint, QTS, Qualtrics, Qualys, Rackspace, Red Hat, Salesforce, SAP NS2, Saviynt, Secureworks, ServiceNow, Slack, SmartSheet, Software AG, Sonatype, Splunk, SwiftStack, Symantec, Teradici, Terra Pixel, ThreatConnect, Trellix, Trustwave, Twilio, Tyler Technologies, Virtu, Virtustream, VMware, Voyager Labs, Zscaler
CYBERSECURITY	Accellion, Agari, Akamai, ALTR, Anchore, Anomali, Aqua, Aquera, Armis, Attivo Networks, AvePoint, Bastille, Bayshore Networks, BeyondTrust, BlackBag, BlackBerry, BlackBerry Cyclance, Blancco, Blinkly, CertiPath, Cloud Cover, Cofense, Conceal, Contrast Security, CyberArk, Dataguise, DataLocker, Digital Guardian, Druva, Dtex, Eclipsium, Entrust, Exabeam, Exterro, F5, Fidelis, FlashPoint, Forcepoint, Forescout, ForgeRock, Fornetix, Fortinet, Forward, Gigamon, GlobalScape, GoSecure, HashiCorp, HID, iBoss, Identity Automation, Imperva, Information Security, Infoblox, Inspired eLearning, IronNet, Keeper, Kion, Lookout, MediGate, Micro Focus, Mosse Security, Netskope, Neustar, Nlyte, Okta, OSISoft, PaloAlto Networks, Ping Identity, ProofPoint, Qualys, RackTop, Radiant Logic, RangeForce, Rapid7, Recorded Future, RiskSense, RSA, SANS, Saviynt, Secureworks, Securoix, SentinelOne, SkyBoxSecurity, SolarWinds, Sonatype, Splunk, Stealthbits Technologies, Symantec, Tempered Networks, Tenable, Thales, ThreatConnect, ThreatLocker, ThreatQuotient, Trillex, Trend Micro, Trusona, Trustwave, Tufin, Venafi, Veracode, Waterfall, White Canyon, Zeva, Zimpeium, Zscaler
OPEN SOURCE	Acquia, Alfresco, Anchore, CloudBees, Cloudera, Cockroach Labs, Confluent, Databricks, Ekahau, Elastic, EDB, ForgeRock, GitLab, GroundWork, H2O.ai, HashiCorp, Hitachi, Liferay, Lucidworks, Liquibase, Mattermost, MongoDB, Neo4j, Red Hat, Red Hat 3scale API Management, Red Hat Advanced Cluster Management, Red Hat Ceph Storage, Red Hat CodeReady Studio, Red Hat CodeReady Workspaces, Red Hat Decision Manager, Red Hat Enterprise Linux, Red Hat Gluster Storage, Red Hat Hyperconverged Infrastructure, Red Hat Integration, Red Hat Insights, Red Hat Integration, Red Hat JBoss, Red Hat Mobile App Platform, Red Hat OpenShift, Red Hat OpenShift Data Foundation, Red Hat OpenStack, Red Hat Process Automation Manager, Red Hat Quay, Red Hat Runtimes, Red Hat Satellite, Red Hat Smart Management, Red Hat Storage, Red Hat Virtualization, Sonatype, Zimbra
AI & MACHINE LEARNING	ABBY, Adobe, AWS, Alteryx, Basis Technology, BlackBerry, C3.ai, CalypsoAI, Chooch.ai, ClarifAI, Cloudera, Collibra, CORAS, CornerstoneAI, CrowdAI, CVEDIA, Databricks, DataRobot, Deep Labs, Dell Technologies, Delphix, Deltek, Denodo, Eightfold.AI, Google, H2O.AI, Heavy.AI, HPE, Informatica, IronNet, Kinetica, Kofax, Labelbox, Liqid, Micro Focus Government Solutions, Microsoft, Microsoft Azure, Microway, Modzy, NNData, Nuance, Nutanix, NVIDIA, NVIDIA Networking, Ocident, piXlogic, Red Hat, Rescale, Run.ai, Salesforce, SAP, SAP NS2, Senzing, SFL Scientific, Snowflake, Splunk, Tableau, Tendor Networks, Titan Technologies, UiPath, Vast Data, Veritone
MOBILITY & TELEWORK	10ziG, BlackBerry, Blancco, Blue Cedar, ClearCube, Deep Instinct, HYCU, Isec, Liferay, Liquidware, Lookout, MongoDB, NowSecure, Nutanix, Red Hat, Slack, Splunk, Swyft, Teradici, VMware
5G SOLUTIONS	AWS, CalChip, CID, Ciena, CTS, Dell Technologies, F5, Geoverse, Infinera, Intel, JMA, MantisNet, Nokia, PaloAlto, Red Hat, Ruckus, SAP, Telia Carrier, VMware
CX & ENGAGEMENT	Accela, Acquia, Adobe, Akamai, Alfresco, Atlassian, Box, Conga, Copado, Decision Lens, Delphix, DocuSign, ForgeRock, Genesys, Google Cloud, Granicus, Hootsuite, Jumio, Liferay, LinkedIn, Microsoft, Mural, New Relic, Nintex, Nuance, Okta, Qualtrics XM, Red Hat, Salesforce, ServiceNow, Skedulo, Slack, Software AG, Sprinklr, Tableau, Talkdesk, Tyler Technologies, WalkMe, Yext, Zoom
IN-Q-TEL SOLUTIONS	Anomali, Apigee, Apptio, ArchSight, Basis Technology, Boundless, Box, Bromium, CipherCloud, Cloudant, Cloudera, Contrast, Cylance, Databricks, DataRobot, Delphix, Digital Reasoning, Endeca, Finch Computing, Frame, Fusion-IO, geoiQ, GitLab, Hytrust, Ike, Immersive Wisdom, Initiate, Kofax, Language Weaver, Local Motion, Lookout, Lucidworks, memSQL, MetaCarta, Micro Focus Government Solutions, Mocana, Mongo DB, MotionDSP, NarrativeScience, Nicira, NovoDynamics, Okta, OmniSci, Optiolabs, Paxata, Pindrop, piXlogic, Platfora, Recorded Future, ReversingLabs, SDL, SilverTail, SitScape, Skytree, Socrata, Software Government Solutions, Sonatype, Tenable, Teradici, Terrago, Thetus Corp.
LAW ENFORCEMENT	ADF Solutions, Adobe, Airgility, Airversity, Authentic8, AWS, Axon, BlackBerry, Blackswift, Blueforce Development, Cellebrite, Chainalysis, Commvault, Conceal, Darkowl, Dedrone, ElSight, Envisage, Flashpoint, Ghost Robotics, Google Cloud, Icaros, ikeGPS, Informatica, Inspired Flight, Juniper Unmanned, Lightsense, Magnet Forensics, Mark43, Measure, Microsoft, NTrepid, Nuance, NVIDIA, Okta, piXlogic, PrecisionHawk, Qii.AI, Recorded Future, Red Hat, Reveal, SAFR, Salesforce, SkyX, Software AG, Sonim, Tableau, TransUnion, Trimble, VELARY, Veritone, Vidizmo, Vintra, VIQ, Voyager Labs, Wickr
FEDRAMP SOLUTIONS	Accellion, AchieveIT, Acquia, Adobe, Akamai, Apptio, Armis, AvePoint, AWS, Axway, BlackBerry, BMC, Boomi, Box, Broadcom, Centrifry, CloudCheckr, Cofense, Collibra, Contegix, Decision Lens, Dell Technologies, DocuSign, Druva, Eightfold.ai, Elastic, Exterro, FM:Systems, Forcepoint, Google Cloud, Granicus, Hootsuite, IBM, Infoblox, Informatica, IronNet, Ivanti, Lookout, Micro Focus Government Solutions, Microsoft, MuleSoft, Netskope, New Relic, Nintex, Nuance, Nutanix, Okta, Orock, PaloAlto, Proofpoint, Qualtrics, Qualys, Rackspace, RSA, SailPoint, Salesforce, SAP NS2, Saviynt, ServiceNow, Slack, SmartSheet, Snowflake, Socrata, Software AG, Splunk, Tenable, Trellix, Veritone, Virtu, Virtustream, VMware, Vyopta, Zoom, Zscaler
GEOSPATIAL	Accela, Bentley, CompassCom, CompassData, Digital Map, e-PlanSoft, FM:Systems, GeoNorth, Icaros, ikeGPS, Intermap, MapBox, Spire, Terra Pixel, TomTom, Trimble, Vehicle Tracking Solutions
HEALTHCARE	Adobe, BeyondTrust, BlackBerry, CA Technologies, Cloudera, Collibra, Databricks, Dell Technologies, F5, Gigamon, Google Cloud, Granicus, HPE, Imprivata, Infoblox, Ivanti, Kofax, Micro Focus Government Solutions, MuleSoft, NCS, New Relic, Nuance, Nutanix, Nuvolo, Okta, piXlogic, Red Hat, Salesforce, Samsung, SAP, SentinelOne, ServiceNow, Snowflake, Splunk, Symantec, Tableau, Trend Micro, Veritas, VMware, Zscaler

CARASOFT CONTRACT VEHICLES

GSA SCHEDULE	47QSWA18D008F, GS-35F-0119Y
SEWP V	Group A Other Than Small: NNG15SC03B, Group D Other Than Small: NNG15SC27B
ESI BPA CONTRACTS	Adobe: N00104-09-A-ZF31, N00104-12-A-ZF31, NNX13AA89Z, HSHQDC-13-A-00039; CollabNet: HC1028-11-A-0100; Micro Focus Government Solutions: N00104-13-A-ZF46; Intel: W5P1J-15-D-0008; IronKey: HSTS05-12-A-MED002; Red Hat Linux: HC1028-14-A-0002; SAP: N00104-08-A-ZF43 ServiceNow: N00104-13-A-ZF47; Splunk: DE-IM0000789; Symantec: N00104-13-A-ZF45; VMware/Dell: W91QUZ-09-A-0003; ForeScout: #N66001-18-A-0005

Immix Line Card: <https://www.immixgroup.com/partners/line-card/all-brands/>

- A10
- Actifio
- Actuate
- Adobe
- Aerohive Networks
- Ai Squared
- Sitecues
- AINS
- Allied Telecom
- Allot
- Communications
- Avast!
- Apcon
- Apica
- AppDynamics
- Appian
- Appistry
- Apposite
- Technologies
- ASG Technologies
- ATADATA
- Attachmate
- Attivo Networks
- Authentic8
- Avizia
- AWEB Supply
- Axeda
- Bantu
- Barracuda
- BeyondTrust
- Big Bang LLC
- Bios IT
- Bivio Networks
- Blackboard
- BlackRidge
- Technology
- Blue Prism
- Bluecat
- BMC
- Brandes Associates
- (AET division)
- BravoSolution
- BT
- Cambium
- Networks
- Carbon Black.
- Catbird
- Centrifify
- ChargePoint
- Check Point
- Checkmarx
- Chef
- Chief Technologies
- Cisco
- Cisco Jabber
- Cisco Webex
- Citrix Online
- Citrix
- CloudOne
- Cloudpath
- Code42
- Cohesity
- Commvault
- Conflict Kinetics
- Convergys
- Corero
- Coupa
- CSG Invotas
- Cumulus
- CyberPower
- CyberSponse
- Cyphort
- Cyviz
- Cyxtera
- Damballa
- Dassault Systèmes
- Dataguide
- Data Iku
- Dataram
- Decision Lens
- Dell EMC
- Delta Bravo!
- Digital Fuel
- Discover.com
- Docker
- Document Agility
- DUO
- Dynatrace
- Eccentex
- Egenera
- Elastic
- Elemental
- Technologies
- EMC- Greenplum
- Software
- EMC- Isilon
- Systems
- Emerson
- Enterpoid Divide
- Equifax
- Expert Choice
- Expert System
- Exterro
- Extreme
- Faro
- Faronics
- Feeney Wireless
- Fidelis
- FireEye
- Firemon
- Flecera
- Forcepoint
- Forescout
- Fortinet
- Freedom Scientific
- Fujitsu
- Gigamon

- GitLab
- Globalscape
- Good Technology
- Guidance Software
- Gurukul
- HackerOne
- Haivision
- HashiCorp
- HBGary, Inc.
- Hewlett Packard Enterprise
- Hexis Cyber Solutions
- HireVue
- Hitachi Data Systems
- Hitachi Vantara Federal
- Hortonworks
- Hypori
- IBM
- iCONNECT
- iDaptive LLC
- Index Engines
- Infinera
- Infinisource
- Infocyte
- Infor
- InfoReliance
- Information Builders
- Inquest
- ITKO
- Intercede
- Ivanti
- Ixia
- IxReveal, Inc. (uReveal)
- Kabot Systems
- Kaseya
- KBZ
- Kemp
- Klas Telecom
- Kony
- Kronos
- Lancopé
- LogRhythm
- LookingGlass
- Lumeta
- Magnet Forensics
- Mandiant
- MapR
- MariaDB
- MarkLogic
- McAfee
- Mellanox Technologies
- MemSQL
- Mesosphere
- Messaging Architects
- Metafile Information Systems
- MetricStream
- Micro Focus
- Micro Focus Government Solutions
- MicroPact
- Microsoft Fast
- M*Modal
- Mobile Armor
- MobileGuard
- MobileIron
- MRV
- MSC Software
- Multivista
- Napatech
- NEC
- NEC Unified Solutions, Inc.
- Nehemiah Security
- NetApp
- NETSCOUT Systems
- Netskope
- NNT Workplace Solutions
- Nexenta
- Nexidia
- Norse Federal
- Northrop Grumman Mission Systems
- NowSecure
- Nuix
- Nutanix
- One Identity
- OnWire
- OpenGov
- Oracle
- ORock Technologies
- Ostrato
- Oversight
- Palo Alto Networks
- Pantheon
- Pega
- Permuta Technologies
- Phantom Cyber Corporation
- Pitney Bowes
- Pivot3
- Planview
- Plateau Software
- Plexxi
- Pragma Systems
- PrimeKey
- Procore
- Proofpoint
- PTC
- Pulse Secure

- Puppet
- Pure Storage
- Qlik
- Qualtrics
- Qualys
- Rally Software
- RapidRatings
- Recorded Future
- Red Hat
- RedSeal
- Reflex
- Relativity
- RES
- RightNow
- Riverbed
- RSA
- Ruckus
- SafeLogic
- SailPoint
- SAP NS2
- SAP
- Scalr
- SDL Government
- Seceon
- Secure Channels
- SecureLogix
- SecurityFirst
- SentinelOne
- Serena
- Servigistics
- Shape
- Sharp
- Siemens
- Silver Peak
- SmartBear
- Snowflake
- Software AG
- SolidFire
- Sourcefire
- Space-Time Insight
- Spirent
- SquirrelWERKZ
- StackRox
- Sungard
Availability
Services
- SunView Software
- Super Micro
Computer
- SyferLock
- Symantec
- SyncDog
- Sysdig
- Tableau
- Tanium
- Tenable
- Teradata
Corporation
- ThreatConnect
- ThreatQuotient
- Thunderhead, Inc.
- Thursby Software
- Thycotic
- TIBCO
- Trend Micro
- Twistlock
- Unitrends
- Upland
- Uplogix
- V5 Systems
- Varonis
- Vbrick Systems
- Vectra
- Veeam Software
- Veriato
- Verint
- Veritas
- VideoBank
- ViewTech Solution
- Virtual Instruments
- Vound
- WANDisco
- WindTalker
- Workiva
- Wynyard Group
- X1
- Xirrus
- Yubico
- ZeroFox
- ZyLAB

February 9, 2023

Re: TD SYNEX Corporation Relationship with Iron Bow Technologies

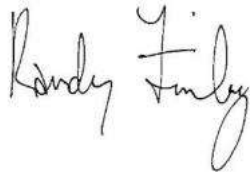
Effective: December 15, 2022 – August 30, 2030

To Whom It May Concern:

TD SYNEX Corporation ("TD SYNEX") is submitting this letter to confirm its relationship with Iron Bow Technologies. TD SYNEX is a publicly-traded corporation (NYSE: SNX). This letter will confirm Iron Bow Technologies is authorized to purchase approved products as listed in Exhibit A, attached hereto from TD SYNEX and has the authority to resell such products to federal end users, including the US Department of Defense.

The information in this letter is current as of the date hereof only. The statements included in this letter are based upon information known to TD SYNEX as of the date of this letter and TD SYNEX assumes no obligation to update information contained in this letter. Please feel free to contact the undersigned if you have any questions or concerns.

Sincerely,



Randy Finley
Senior Director
Public Sector Business Development

TD SYNEX Corporation
39 Pelham Ridge Drive
Greenville, South Carolina 29615
(510) 402-7058
randy.finley@tdsynnex.com

Exhibit A

6FUSION USA, INC
7SIGNAL SOLUTIONS INC
ABBYY USA
ABBYY USA SOFTWARE HOUSE, INC
ABSOLUTE SOFTWARE
ACTIFIO, INC.
ACTIVIDENTITY
ACT-ON SOFTWARE, INC
ADREM SOFTWARE, INC
ALIVE STUDIOS, LLC
ALTAIR ENGINEERING
ALTARO LIMITED
AMERICAN TELECONFERENCING SERV
APPVIEWX, INC
ARXSCAN INC
ASPECT SOFTWARE, INC
ARISTA NETWORKS
ASSIST, LLC
AUSLOGICS LABS PTY LTD
AUTHLOGICS PART OF CURVE GROUP
BAE SYSTEMS
BLUEFORCE DEVELOPMENT CORPORATION
BOOZ ALLEN HAMILTON, INC
BUSINESS CONTINUITY TECHNOLOGIES
CALERO SOFTWARE, LLC
CARBONITE INC
CARBONITE, INC
CELESTIX NETWORKS, INC
CERTES NETWORKS, INC
COREL
CPR TOOLS INC
CRITICAL START LLC
CROSSTEC CORPORATION
CYBERLINK
CYREN INC
DATAMOTION, INC
DEVOLUTIONS INC

DIGICERT, INC
DIGITAL GUARDIAN INC
DOCKER, INC
DP SOLUTIONS, INC
DYNAMIC SYSTEMS INC.
EJ-TECHNOLOGIES QMBH
EMATHSMASER LIMITED
ERWIN, INC
ESET LLC
EXCELERO, INC
EXTENSIS
FHOOSH INC
FILEWAVE USA, INC
FLEXERA SOFTWARE, LLC
FORTRA
HAYES SOFTWARE SYSTEMS
HYPERSOCKET SOFTWARE LIMITED
IDAPTIVE INC
IDERA, INC
IGEL TECHNOLOGY
INCISIVE SOFTWARE CORPORATION
INFINITE GROUP, INC
INTELLIGENT ID
ISI TELEMAGEMENT SOLUTIONS
JETBRAINS
JUSTSYSTEMS CANADA, INC
KOM SOFTWARE INC
MAGIX SOFTWARE
MAGIX SOFTWARE
MAXTRAK
MEDM INC
MICROSOFT
MICROSOFT
MICROSOFT CORPORATION
MOBISYSTEMS INC
MOONDROP ENTERTAINMENT LLC
MOONWALK UNIVERSAL PTY LTD
MUTARE SOFTWARE
NETSPARKER LTD
NETSURION

NEVERWARE, INC
NICELABEL
NITRO SOFTWARE INC
NOVASTOR
OPEN-E
PAESSLER AG
PARAGON
PARAGON SOFTWARE GROUP CORP
PC MATIC
PERPETUUM SOFTWARE LLC
PHOTOSHELTER, INC
POLICY MEDICAL INC
POSDATA, INC, A DIVISION OF CONTROL SOLUTIONS
PRADEO INC
QUARK
RED HAT
RED HAT INC
RED HAT INC (ROYALTY)
REFLEXION NETWORKS
RETROSPECT, INC
RF IDEAS
SAPIEN TECHNOLOGIES, INC
SCM MICROSYSTEMS
SCOPESTACK CORP.
SECPOD LTD PVT
SITCH AI LLC
SOUNDTRAP AB
SPIKES, INC
SSH COMMUNICATIONS SECURITY, I
STEM FUSE, LLC
STORAGECRAFT TECHNOLOGY CORPORATION
SUNLIGHT.IO
SUPERCOM, INC
SWIFTPAGE ACT LLC
SWIMLANE, LLC
SYNACOR, INC.
SYNTELA CONFERENCING
SYSTRAN SOFTWARE INC
TANDESA LLC
TIDEBREAK, INC

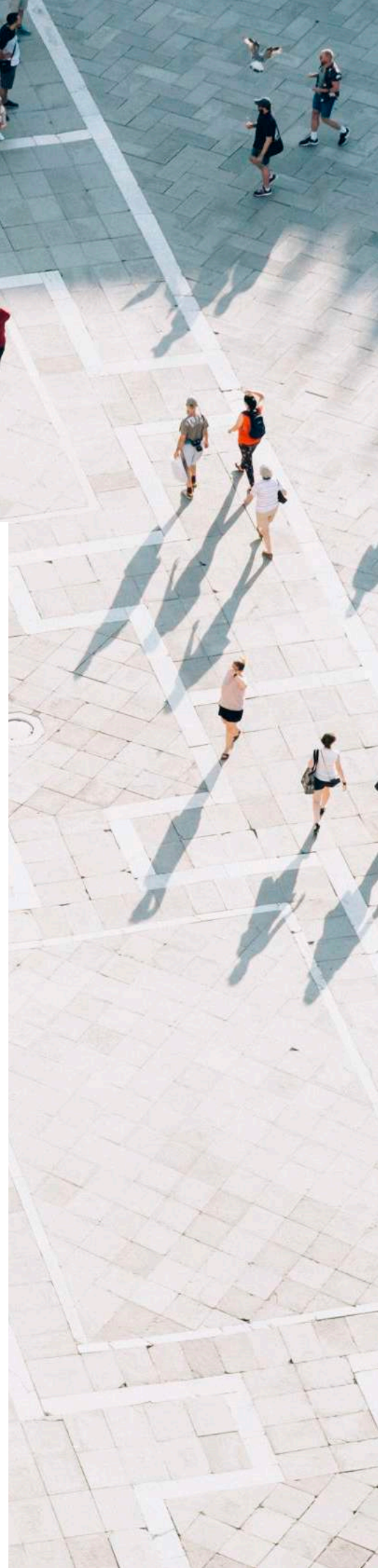
TOOLFARM.COM, INC
TOTAL COMPUTING SOLUTIONS, LLC
TRIMBLE NAVIGATION, LTD
UNIXIS, INC
WOLTERS KLUWER HEALTH
WORTH AVE. GROUP, LLC
XMEDIUS SOLUTIONS INC
ZIFTEN TECHNOLOGY, INC



North America Line Card

Enterprise Computing
Solutions

ARROW

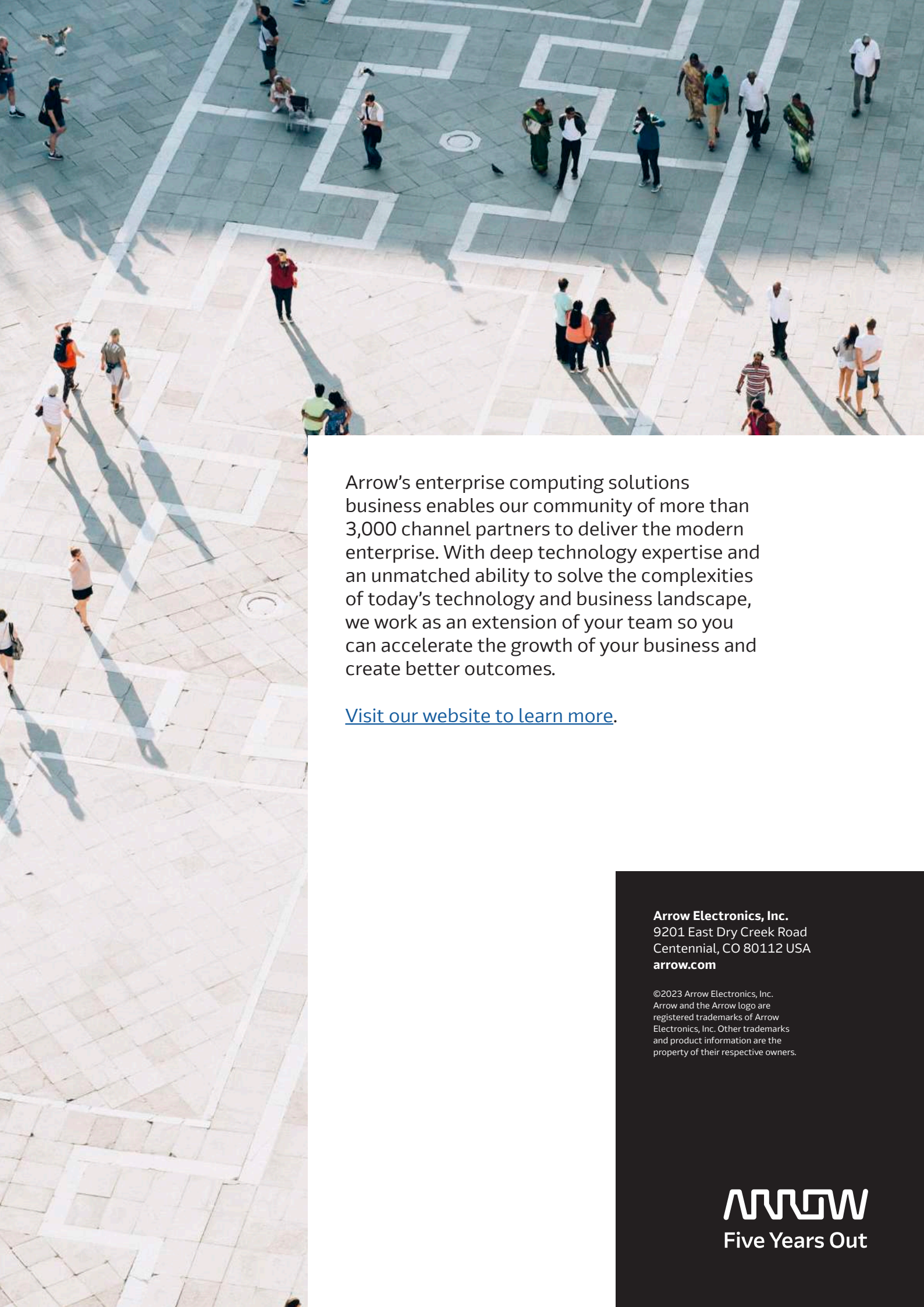


*** Sold in both Canada and the United States**

	Analytics	Artificial Intelligence (AI)	Cloud	Compute	Data Intelligence	DevOps	Edge Computing	Networking	Security	Storage	Virtualization
A10 Networks*			•						•		
Actifo			•		•					•	•
AirGap*								•	•		
Alcatel-Lucent Enterprise			•		•			•			
Alibaba Cloud			•								
Allot*								•	•		
Alteryx*	•				•						
Amazon Web Services (AWS)	•		•		•			•	•	•	•
Aparavi*	•		•		•						
AppGuard*			•						•		
Arista Networks*			•					•	•		
Aruba Networks			•						•		
Barracuda*			•		•			•	•	•	
BitTitan*			•		•						
Breqwatr*			•		•			•		•	
Catalogic Software					•					•	
CCX					•			•			
Check Point									•		
Citrix*	•		•					•	•		•
Cleondris	•		•		•				•	•	
CloudBees*			•			•					
CloudGenera	•		•								•
Cobalt Iron			•		•				•		
Commvault*			•		•				•	•	
Compellon	•		•								
ComputerVault*				•							•
ConnectWise			•						•		
Core Scientific	•	•	•				•				
Cortado			•								•
CRITICALSTART									•		
CTERA*			•		•				•	•	
Cyren			•		•				•		
Dataram					•					•	
Dbvisit	•				•				•	•	
DDN	•				•					•	
Dell Technologies*	•		•	•	•			•	•	•	
Difenda*									•		
Digitate, a Tata Consultancy Services Venture	•				•		•				
DocuSign, Inc.			•								
Domino Data Lab	•					•					
Droplet Computing			•			•	•		•		
Druva*			•								
Emerson	•		•		•			•			•
ENET Solutions			•	•			•	•		•	
Equinix*			•					•			
ES Cyber*									•		
ExaGrid*										•	
Exium*							•	•	•		
First Health Advisory	•		•		•			•	•		
Forcepoint*			•						•		
Forescout*					•			•	•		
Fujitsu			•							•	
Gemini Data	•		•		•				•	•	•
Gigamon*			•		•			•	•	•	•
Google Cloud	•		•		•		•	•	•		
Guidance Software (now OpenText)			•		•			•	•	•	•
HackerOne									•		
Harness			•			•					
Hewlett Packard Enterprise*	•	•	•	•	•	•	•	•	•	•	•
Hitachi Vantara		•	•					•	•	•	•
HiveIO			•							•	•
HYCU*			•		•				•	•	•
IBM*	•		•			•	•		•	•	•
IGEL*			•							•	•
Infinidat*			•		•					•	
Information Builders	•		•		•						
Inseeqo*			•					•			
Intel	•		•				•		•	•	•
Intwine Connect					•		•	•			•
Keysight Technologies*	•		•						•		•

*** Sold in both Canada and the United States**

	Analytics	Artificial Intelligence (AI)	Cloud	Compute	Data Intelligence	DevOps	Edge Computing	Networking	Security	Storage	Virtualization
Kingston	•		•		•			•	•	•	•
Lakeside Software	•				•			•			•
Lenovo			•	•			•			•	•
Liquid			•		•		•	•		•	
Mavenir	•		•								
Medigate							•		•		
Megaport*			•					•	•	•	
Mellanox	•		•				•	•	•	•	
MemVerge	•		•				•			•	•
Metallix*					•				•		
Micro Focus*			•		•	•			•		
Microsoft*	•		•			•			•		
Modzy*	•	•		•	•		•				
Morpheus Data*			•			•	•				•
Nasuni*	•		•							•	
NetApp*			•		•					•	•
Netreo*	•	•	•		•	•		•			
NewCloud			•		•			•	•		
Nexsan			•		•				•	•	
Nokia*	•						•	•			
Nutanix*			•		•					•	•
NVIDIA*	•	•	•		•	•	•			•	•
Object First										•	
Oracle*	•		•		•	•			•	•	•
Palo Alto Networks*			•					•	•		•
Park Place Technologies	•							•		•	•
PKWARE*			•		•				•		•
Pluribus Networks								•	•		
Precisely	•		•		•			•	•		
Privaty									•		
ProLion*	•				•				•		
Qlik	•				•						
Quantum*	•				•					•	
Quest*	•		•		•				•	•	•
QuSecure	•		•					•	•	•	
Qumulos*	•				•				•		
Qumulo			•		•					•	
Radware*			•		•				•		
Red Hat*			•			•	•				
Riverbed*			•		•				•		
RSA*									•		
Rubrik*			•		•				•	•	
Schneider Electric IT Corporation			•		•			•			
Secureworks*									•		
SecurID									•		
Skybox Security*			•					•	•		
Splunk*	•		•		•	•			•		
StarWind*				•			•		•	•	•
StorMagic*			•				•		•	•	•
StrataCloud			•								
Stratus Technologies			•				•				•
Supermicro*			•				•	•		•	•
Symantec									•		
Synopsys*						•			•		
Tanium*			•				•		•		
TCS Digital Software & Solutions	•				•						
Teradici*			•		•			•			•
Thales eSecurity*									•		
Toshiba*					•				•	•	
Trend Micro*			•					•	•		
Turbonomic		•	•		•						•
Vade*			•						•		
Veeam*			•		•						•
Versa			•						•		
Vyasa	•	•	•	•	•			•	•		
Virtuozzo	•		•		•		•	•	•	•	•
WALLIX*	•		•			•	•		•		
WebScale Networks*	•		•	•		•	•		•	•	•
Western Digital			•		•					•	
Yellowbrick Data	•		•		•						
Zettaset			•		•				•	•	•
Zylo	•		•								



Arrow's enterprise computing solutions business enables our community of more than 3,000 channel partners to deliver the modern enterprise. With deep technology expertise and an unmatched ability to solve the complexities of today's technology and business landscape, we work as an extension of your team so you can accelerate the growth of your business and create better outcomes.

[Visit our website to learn more.](#)

Arrow Electronics, Inc.
9201 East Dry Creek Road
Centennial, CO 80112 USA
arrow.com

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Electronics, Inc. Other trademarks
and product information are the
property of their respective owners.

ARROW
Five Years Out

WestconGroup is a value-added distributor of category-leading unified communications, network infrastructure, data center and security solutions with a global network of specialty resellers. The company goes to market under the Comstor and Westcon brands. Our teams create unique programs and provide exceptional financial and technical support to accelerate the business of our partners. WestconGroup sells products and services to resellers, systems integrators and service providers.

From global logistics and flexible customized financing solutions to pre-sales, technical and engineering assistance, we work with our partners to respond with agility and speed to changing market conditions so they can achieve the fastest time to revenue. We have deep expertise in the following areas and technologies: Networking and Data Center (including Avaya, Cisco, Juniper Networks, Netapp and VMWare); Unified Communications and Collaboration (including Avaya, Cisco, Polycom and SMART Technologies); and Security (including Blue Coat, Check Point, Cisco, F5 Networks, FireEye, Fortinet, HP, Juniper Networks, Palo Alto Networks). A portfolio of best-in-class products, services and solutions are offered to interoperate with and complement each other.

Our Comstor brand is the recognized leader in the value-added distribution of Cisco networking, collaboration, security and data center solutions. It is a “single vendor” distribution channel that operates in parallel to other Westcon branded offerings. We believe that the success of our Comstor business derives from this pure play approach and our collaboration with Cisco to address the market opportunities and the market challenges that exist in each of the countries we operate in.

The following pages show product availability by WestconGroup office location. As part of our Global Deployment Solutions, we can ship many of these products to most countries around the world. Please contact your local Account Representative for more information.

Our office locations and telephone numbers are listed on the last page








For changes/updates to this Vendor Line Card,
please contact: [Annemieke Pot](mailto:Annemieke.Pot@westcongroup.com) Tel: +31 30 2489 299
or email: annemieke.pot@westcongroup.com

Westcon®**Comstor®**









Vendor	Availability by Country	
	Canada	United States
AdvaTel	X	X
APC	X	X
Ascom	X	X
AudioCodes	X	X
Avaya	X	X
Avizia	X	X
AVST	X	X
AVTEQ	X	X
Blue Coat Systems	X	X
Bogen Communications	X	X
CALERO (prev. Veramark)	X	X
CCX Corporation	X	X
Check Point Software Tech.	X	X
Ciena	X	X
Cisco	X	X
Cisco Meraki		X
Cisco Sourcefire	X	X
Cistera Networks	X	X
Citel	X	X
Collab9		X
Computer Instruments	X	X
Duvoice	X	X
Eaton	X	X
Ericsson	X	X
F5	X	X
Faction (previously Peak)		X
FireEye	X	X
FireMon	X	X
Fujitsu	X	X
Genband	X	X
GPNP		X
Gridless Power	X	X
Guidance Software	X	X
HP Enterprise Security	X	X
ICI		X

Vendor	Availability by Country	
	Canada	United States
Ingate	X	X
ITS Telecom		X
Jabra (a division of GN Netcom)	X	X
Juniper Networks	X	X
Logitech		X
Magic on Hold	X	X
Media5	X	X
Meru Networks	X	X
Metropolis Technologies	X	X
Microsemi	X	X
Multi-Tech Systems	X	X
Mutare Software		X
Napatech	X	X
NICE Systems	X	X
Novus	X	X
Oracle	X	X
Palo Alto Networks	X	X
Polycom	X	X
Radware	X	X
RedSky		X
SafeNet	X	X
Sagemcom	X	X
SecureLogix	X	X
Simplivity	X	X
SMART Technologies	X	X
Sonus	X	X
Spectralink	X	X
Telstrat	X	X
TIBCO LogLogic	X	X
Tripwire	X	X
Trisys		X
Verint	X	X
VFI		X
Vocalcom	X	X
VSS Monitoring	X	X







Networking Solutions

 <p>AVAYA The Power of We™</p> <p>Communications and data solutions, IP Telephony, Unified Communications, Contact Centers and communications-enabled business applications.</p>	 <p>Secure cloud-based communication solution delivered under a user-based subscription model.</p>
 <p>Fiber-optical cables, wire harnesses, SCSI cables, custom cable assemblies, terminators and enclosures.</p>	 <p>Enterprise-class Infrastructure-as-a-Service (IaaS) cloud services.</p>
 <p>Networking equipment, software and services for service providers and enterprises.</p>	 <p>Provides high quality remanufactured systems to authorized distribution networks.</p>
 <p>Routing, Switching, IP Communications, Network Security, Wireless LAN, Storage Area Networking, Home Networking, Video Systems, Application Networking Services.</p>	

Data Center Solutions

 <p>Power availability, cooling, and enclosures.</p>	 <p>Application delivery networking, application security, application optimization-acceleration, and application availability hardware solutions.</p>
 <p>AVAYA The Power of We™</p> <p>Communications and data solutions, IP Telephony, Unified Communications, Contact Centers and communications-enabled business applications.</p>	 <p>Server and storage solutions.</p>
 <p>Fiber-optical cables, wire harnesses, SCSI cables, custom cable assemblies, terminators and enclosures.</p>	 <p>Routing platforms, Session Border Controllers, secure data center acceleration, WAN acceleration, and network and endpoint security solutions.</p>
 <p>Routing, Switching, IP Communications, Network Security, Wireless LAN, Storage Area Networking, Home Networking, Video Systems, Application Networking Services.</p>	 <p>Only SimpliVity hyperconverged infrastructure delivers the enterprise-class performance, protection, and resiliency that you require, with the cloud economics your business demands.</p>












Unified Communications and Collaboration Solutions

 <p>Unified communications, telephony, Soft Operator Consoles and contact centre solutions.</p>	 <p>AVAYA The Power of We™</p> <p>Communications and data solutions, IP Telephony, Unified Communications, Contact Centers and communications-enabled business applications.</p>
 <p>Durable wireless handsets and flexible VoIP Gateways.</p>	 <p>Video conferencing solutions.</p>
 <p>Analog, digital, telephone adapters, and VoIP Gateways.</p>	 <p>Unified messaging communications solutions including voice / unified messaging, speech-enabled applications, automated attendant, hands-free mobile worker access, and call processing (IVR).</p>












Unified Communications and Collaboration Solutions

 <p>Video consoles specifically designed for audio visual and videoconferencing needs.</p>	 <p>Unified applications for IP telephony: billing, IP Fax Server, unified messaging, audio/video conferencing, IVR, queueing and others.</p>
 <p>Telephone paging, public address, intercommunications, and music-on-hold systems.</p>	 <p>SIP-capable enterprise firewalls and SIParators.</p>
 <p>Network infrastructure and VOIP security.</p>	 <p>Wireless communications, cellular, access control, voicemail, auto attendant and music on hold solutions.</p>
 <p>Web based call accounting and telemanagement software for traditional PBXs, VoIP switches, or a combination of both.</p>	 <p>Hands-free communications solutions for contact center, office and mobile markets.</p>
 <p>Routing, Switching, IP Communications, Network Security, Wireless LAN, Storage Area Networking, Home Networking, Video Systems, Application Networking Services.</p>	 <p>Personal computer and tablets accessories including webcams, headsets, speakers and more.</p>
 <p>Convergence application platforms and unified communications applications for IP telephony.</p>	 <p>Message and music on hold solutions.</p>
 <p>SIP handset gateways, PBX gateways, VoIP Gateways, and Mobile Gateways.</p>	 <p>VoIP access devices, VoIP gateways and solutions.</p>
 <p>Self-Service IVR, messaging, fax, CTI and Web telephony solutions.</p>	 <p>Wireless infrastructure solutions for business-critical applications including toll-quality voice and high-capacity data.</p>
 <p>Messaging systems, voicemail, automated attendant, wake up call, PMS interface, inbound/outbound fax, fax on demand, and unified messaging.</p>	 <p>Office and hotel call accounting and call management solutions.</p>
 <p>Feature-rich voice and data platforms, indoor and outdoor Wi-Fi solutions and Wireless Fiber to connect and expand enterprise networks.</p>	 <p>Voice and data communication equipment, modems, remote access servers (RAS), VPN gateway routers/ firewall, and Voice over IP (VoIP) gateways</p>
 <p>NUViA is a comprehensive, Unified Communications suite for service providers and enterprises with flexible, cloud-based options. QUANTIX provides cutting edge security, session management, and policy control solutions.</p>	 <p>Messaging suite of software applications to improve voicemail and IVR.</p>
 <p>Telecommunications, computer telephony and laptop computers.</p>	 <p>Intelligent real-time network adapters for network traffic analysis, packet capture and application off-loading.</p>
 <p>Rugged, intelligent, mobile, all-in-one power.</p>	 <p>Comprehensive performance management (call recording) and interaction analytics solutions.</p>
 <p>Camera wall and ceiling mount equipment.</p>	 <p>Session border control solutions.</p>
	 <p>Unified collaboration solutions for voice, video, data and the web.</p>




Unified Communications and Collaboration Solutions

 <p>E911 solutions integrate with phone systems to automatically provide precise, up-to-date, life-saving location information to emergency responders.</p>	 <p>Comprehensive multi-lingual contact center solutions & business call recording products, including the Engage Contact Center Suite.</p>
 <p>Broadband terminals, convergence and energy solutions.</p>	 <p>Call accounting, employee productivity, and resource management solutions.</p>
 <p>Enterprise voice/UC policy enforcement and ROI intelligence.</p>	 <p>Powerful recording, quality, and transaction management solutions for contact centers staffed by 10 to 150 agents.</p>
 <p>Visual collaboration solutions and turnkey Lync Room Systems that integrate audio, video, and data through interactive displays, powerful collaboration software, HD video cameras, microphones, speakers and room control consoles.</p>	 <p>Furniture specifically designed for audio visual and videoconferencing needs.</p>
 <p>VoIP gateways designed for traditional, IP-PBX and hybrid enterprise environments, and service providers deploying VoIP-based services.</p>	 <p>Call center software.</p>
 <p>Wireless communication solutions.</p>	




Security Solutions

 <p>Secure Web communications and business application delivery appliances. WAN and VoIP application discovery, monitoring, management, and optimization (shaping) solutions.</p>	<p>F I R E M A N Enterprise security management.</p>
 <p>Unified security products for perimeter, internal, Web, endpoint security, corporate networks and applications, remote employees, branch offices and partner extranets.</p>	 <p>Cybersecurity and compliance solutions, including Security Information and Event Management solutions, for business and government agencies.</p>
 <p>Routing, Switching, IP Communications, Network Security, Wireless LAN, Storage Area Networking, Home Networking, Video Systems, Application Networking Services.</p>	 <p>Routing platforms, Session Border Controllers, secure data center acceleration, WAN acceleration, and network and endpoint security solutions.</p>
 <p>Intelligent cybersecurity solution and intrusion prevention system.</p>	 <p>Enterprise network firewalls.</p>
 <p>Application delivery networking, application security, application optimization-acceleration, and application availability hardware solutions.</p>	 <p>Application delivery switches, security device load balancing, and network security solutions.</p>
 <p>The FireEye Threat Prevention Platform provides real-time, dynamic threat protection without the use of signatures to protect across the primary threat vectors, including Web, email, and files.</p>	 <p>Conduct computer investigations of any kind, including intellectual property theft, incident response, compliance auditing and responding to e-discovery requests-all while maintaining the forensic integrity of the data</p>

Security Solutions

 <p>THE DATA PROTECTION COMPANY</p>	<p>Software Digital Rights Management (DRM) and USB-based authentication solutions, and enterprise secure content management.</p>		<p>Change management and configuration auditing solutions for compliance and risk management.</p>
<p>TIBCO LogLogic®</p>	<p>A comprehensive suite of log, change, database and security event management products.</p>		<p>Network intelligence optimization solutions.</p>

Network Power & Cooling

	<p>Power availability, cooling, and enclosures.</p>		<p>Power over Ethernet midspans and injectors.</p>
 <p>Powering Business Worldwide</p>	<p>UPS power surge protectors, UPS power systems, UPS power system analysis, and UPS power system protection solutions.</p>		

Please contact WestconGroup for specific product information as availability may vary by country, region or other restriction.

All of the information contained herein is confidential and proprietary to WestconGroup, Inc., its subsidiaries, affiliates and suppliers and should not be shared, disclosed or otherwise disseminated to a third party without Westcon's prior written approval.

As a point of reference, the above is a list of vendors whose product WestconGroup, Inc. and/or its subsidiaries and affiliates (collectively "Westcon") are currently able to deliver into various countries and regions throughout the world, subject to each vendor's requirements, limitations or approvals, as appropriate. The list is only current as of the date of this document and may be modified, updated, revised or otherwise changed by Westcon at any time, without notice, at its sole and absolute discretion. Further, Westcon makes no representations or warranties as to the current, future or continued availability of product from such vendors or the right to source product for any specific country or region.

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Westcon®

Comstor®

Africa

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Cameroon
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Tel: +254 20 420 1000
Tel: +254 20 375 1117/9
Mauritius
Tel: +230 210 1200
Tel: +230 498 8910
Morocco
Tel: +212 5 22 23 47 50
Namibia
Tel: +264 61 387 900
Nigeria
Tel: +234 1 791 4578
Tanzania
Tel: +255 22 215 0512
Zambia
Tel: +260 211 256 414
Basingstoke (UK satellite)
Tel: +44 125 634 5525
Borehamwood (UK satellite)
Tel: +44 208 207 6171

Argentina

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Australia

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Canberra
Tel: +61 2 6248 9159
Melbourne
Tel: +61 3 8866 0333
Perth
Tel: +61 8 9389 4475
Sydney
Tel: +61 2 9432 1000

Austria

Vienna
Tel: +43 2236 864444

Belgium

Vilvoorde
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Tel: +32 2 401 6050
Tel: +32 2 461 01 70

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Tel: +55 11 5186 4300
Tel: +55 11 2050 7900

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Toronto
Tel: +905 287 2680

Chile

Santiago
Tel: +56 2 233 4073

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Tel: +86 10 57846439
Shanghai
Tel: +86 21 6260 6856
Shenzhen
Tel: +86 755 2362 5286

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Tel: +571 745 0180
Tel: +571 589 6120

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Tel: +420 224 267 311

Denmark

Copenhagen
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Finland

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Tel: +358 9 756 82 330

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Paris
Tel: +33 1 72 28 4000
Toulouse
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Mönchengladbach
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Munich
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Paderborn
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Tel: +39 039 60722 1

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Tel: + 52 55 5062 4600
Monterrey
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Tel: +31 30 602 5400
Tel: +31 30 248 9592

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Wellington
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Norway

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Peru

Lima
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Philippines

Makati City
Tel: +63 2 869 1262

Poland

Warsaw
Tel: +48 22 575 72 20

Portugal

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Tel: +351 210 310 210
Tel: +351 210 310 230

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Tel: +966 1 2915740

Singapore

Tel: +65 6286 8186
Tel: +65 6424 8442

South Africa

Cape Town
Tel: +27 21 405 3700
Durban
Tel: +27 31 512 4000
Johannesburg
Tel: +27 11 848 9000
Port Elizabeth
Tel: +27 41 360 7068

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Barcelona
Tel: 34 93 363 72 60
Madrid
Tel: +34 91 419 6100

Sweden

Malmö
Tel: +46 40 650 82 00
Stockholm
Tel: +46 8 5055 1600

Switzerland

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Tel: +41 32 624 18 80
Kloten
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Izmir
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Tel: +971 4 8839888

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Cirencester
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Crawley
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Slough
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Chantilly, Virginia
Tel: +1 703 345 5100
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Tel: +1 630 355 8200
Fort Lauderdale, Florida
Tel: +954 485 3900
Louisville, Colorado
Tel: +1 303 566 2600
Tel: +1 303 222 4747
Miami, Florida
Tel: +1 305 261 1434
Omaha, Nebraska
Tel: +1 877 642 7750
Tarrytown, New York
Tel: +1 914 829 7000

Venezuela

Caracas
Tel: +58 212 907 5050

Vietnam

Hanoi
Tel: +84 4 3 533 3355
Ho Chi Minh City
Tel: +84 8 38 222 580

Gold Star Partners



Audio Visual & VTC

AKG
Altinex
Atlas-IED
Atlona
Audio-technica
AUDIX
AVTEQ
BARCO
BIAMP
Blackbox
Brightsign
C2G
Chief
Christie Digital
Cisco
Clear One
Crown Audio
Da-Lite
Denon Professional
Draper
Epson
ELO
Evertz
FSR
HARMAN Professional
HuddleCam HD
Hitachi
JBL
JVC
Kanex Pro
Kramer
LG
Listen Technologies
MediaSite
Middle Atlantic
NEC
Optoma
Panasonic
Peerless AV
PEXIP
Philips
Polycom
Premier Mounts
Purelink
QSC
Radio Design Labs (RDL)
Revolabs
Samsung
Sennheiser
Sharp Electronics
SONY (Projectors/Monitors)
Stewart Filmscreens
Surgex
Thinklogical
Tripp-Lite
VDO360
Videxio
Viewsonic
VFI
Vidyo
Zeevee

Commercial/ SLED/ Civilian/ Healthcare AV/VTC Specialist

Jeff Tillery
443.702.6021
jeff.tillery@ironbow.com

Federal DOD AV/VTC Specialist

Steve Garcia
703.615.3600
steve.garcia@ironbow.com

For Iron Bow General Inquiries:

avt@ironbow.com

07 November, 2019

To:

Iron Bow Technologies, LLC
2303 Dulles Station Boulevard
Herndon, VA 20171

Subject: Manufacturers Authorization Letter

To Whom It May Concern:

We, Commvault Systems, Inc. (“Commvault”)
1 CommVault Way, Tinton Falls, NJ 07724

Who are established and reputed “manufacturers/developers” of Commvault software (the “Software”) do hereby certify that Iron Bow Technologies, LLC (“Reseller”) is authorized to resell Commvault software and the accompanying services, pursuant to the terms of our Partner Advantage Program Agreement which is currently valid and ongoing. As of the date of this letter, Reseller is a Gold-Federal Tier Level Partner authorized to act as a reseller of the full line of Commvault products within: United States. Reseller is not authorized to negotiate or agree to any terms or conditions on behalf of Commvault.

When supplied through Reseller, these products are subject to the terms of Commvault’s end user license and limited warranty agreement and standard warranty and support terms for the contractual period in accordance with our published support policy available at: <https://ma.commvault.com/support>

Commvault agrees to supply support services which may include Software upgrades, security patches, known fixes, workarounds and bug fixes, as and when available, and assure the availability of support services for the product whilst under an active maintenance agreement.

Yours faithfully,



Rick Fairweather
Vice President, Channel Sales
214782



August 2, 2019

To Whom It My Concern:

This letter is to confirm that Iron Bow is an authorized Federal reseller in Forcepoint's channel program. They are authorized to sell all Forcepoint products and services and, can add our products to contracts they are priming.

If there are any questions, please feel free to contact me.

Thank you.

Rebecca Porter
Senior Manager – Forcepoint Global Channels
FORCEPOINT FEDERAL LLC
T 703-994-7642
Email: Rporter@forcepoint.com



FAIRFAX COUNTY

DEPARTMENT OF PROCUREMENT & MATERIAL MANAGEMENT

12000 GOVERNMENT CENTER PARKWAY, SUITE 427
FAIRFAX, VIRGINIA 22035-0013

VIRGINIA

TELEPHONE: (703) 324-3201 FAX: (703) 324-3228 TTY: 711

ISSUE DATE: February 13, 2023	REQUEST FOR PROPOSAL NUMBER: RFP 2000003549	TITLE: Technology Products, Services and Solutions
DEPARTMENT: Information Technology	DUE DATE/TIME: March 24, 2023 @ 2:00 p.m.	CONTRACT SPECIALIST: Yong Kim, 703-324-3217 or yong.kim@fairfaxcounty.gov

Proposals - In accordance with the following and in compliance with all terms and conditions, unless otherwise noted, the undersigned offers and agrees, if the proposal is accepted, to furnish items or services for which prices are quoted, delivered or furnished to designated points within the time specified. It is understood and agreed that with respect to all terms and conditions accepted by Fairfax County the items or services offered and accompanying attachments shall constitute a contract.

Note: Fairfax County does not discriminate against faith-based organizations in accordance with the *Code of Virginia*, § 2.2-4343.1 or against a bidder or offeror because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment in the performance of its procurement activity.

NAME AND ADDRESS OF FIRM:

<u>Iron Bow Technologies, LLC</u>	Telephone/Fax No.:	<u>703-657-7948 / 703-745-1309</u>
<u>2121 Cooperative Way</u>	E-Mail Address:	<u>Myron.Shandruk@ironbow.com</u>
<u>Suite 500</u>	Federal Employer Identification No or	<u>26-1615129</u>
<u>Herndon, VA 20171</u>	Federal Social Security No. (Sole Proprietor)	_____
	Payment Terms will be Net 30 Days unless a prompt payment discount is offered. Prompt Payment Discount:	<u> </u> % for payment within <u> </u> days/net <u> </u> days
	State Corporation Commission (SCC) Identification No.	_____

By signing this proposal, Offeror certifies, acknowledges, understands, and agrees to be bound by the conditions set forth in the General Conditions and Instructions to Bidders as described in Appendix A, the Certification Regarding Ethics in Public Contracting Attachment A6, by any other relevant certifications set forth in Attachment A1-A8, and the Affirmation of Legally Required Contract Terms set forth in Attachment B.

<u>Myron Shandruk</u>	<u>29 Mar 2023</u>
Vendor Legally Authorized Signature	Date
<u>Myron Shandruk</u>	<u>Director, Contracts</u>
Print Name	Title

Sealed proposals subject to terms and conditions of this Request for Proposal will be received by the Fairfax County Purchasing Agent by way of upload to Fairfax County's procurement portal at <https://fairfaxcounty.bonfirehub.com> until the date/time specified above.

AN EQUAL OPPORTUNITY PURCHASING ORGANIZATION



OFFEROR DATA SHEET

NAME OF OFFEROR: Iron Bow Technologies, LLC

ADDRESS: 2121 Cooperative Way, Suite 500
Herndon, VA 20171

E-MAIL ADDRESS: Myron.Shandruk@ironbow.com

Name and e-mail addresses of both service and fiscal representatives (Key Personnel) who would handle this account.

Service Representative: Katie Barton

Telephone Number: (540) 664-2797

E-Mail Address: Katie.Barton@ironbow.com

Fiscal Representative: Jim LaMantia

Telephone Number: (703) 279-3096

E-Mail Address: Jim.lamantia@ironbow.com

Payment Address, if different from above:

P.O. Box 826474

Philadelphia, PA 19182-6474

Purchase Order Address, if different from above:

VIRGINIA STATE CORPORATION COMMISSION (SCC)
REGISTRATION INFORMATION

The offeror:

is a corporation or other business entity with the following SCC identification number:
S2445197 **-OR-**

is not a corporation, limited liability company, limited partnership, registered limited liability partnership, or business trust **-OR-**

is an out-of-state business entity that does not regularly and continuously maintain as part of its ordinary and customary business any employees, agents, offices, facilities, or inventories in Virginia (not counting any employees or agents in Virginia who merely solicit orders that require acceptance outside Virginia before they become contracts, and not counting any incidental presence of the offeror in Virginia that is needed in order to assemble, maintain, and repair goods in accordance with the contracts by which such goods were sold and shipped into Virginia from bidder's out-of-state location) **-OR-**

is an out-of-state business entity that is including with this bid/proposal an opinion of legal counsel which accurately and completely discloses the undersigned bidder's current contacts with Virginia and describes why those contacts do not constitute the transaction of business in Virginia within the meaning of § 13.1-757 or other similar provisions in Titles 13.1 or 50 of the Code of Virginia.

check the following box if you have not checked any of the foregoing options but currently have pending before the SCC an application for authority to transact business in the Commonwealth of Virginia and wish to be considered for a waiver to allow you to submit the SCC identification number after the due date for proposals.

**Request for Protection of Trade Secrets or Proprietary Information Pursuant to
Article 2, Section 5.C.3 of the Purchasing Resolution and Va. Code Ann.
§ 2.2-4342(F)**

Request for Protection of Trade Secrets or Proprietary Information Pursuant to Article 2, Section 5.C.3 of the Purchasing Resolution and Va. Code Ann. § 2.2 4342(F)

This form is provided as a courtesy to assist vendors desiring to protect trade secrets and proprietary information from disclosure under the Virginia Freedom of Information Act. In order to receive protection, you must (a) invoke the protection prior to or upon submission of the data or other materials, (b) identify the data or other materials to be protected, and (c) state the reason(s) why protection is necessary. Each of these requirements must be met with respect to the particular information for which protection is sought.

- a) Submission of this form with or without other reference to Article 2, Section 5.C.3 of the Purchasing Resolution or Va. Code Ann. § 2.2-4342(F) shall satisfy the invocation requirement with respect to data or other materials clearly identified herein.
- b) Identify the specific data or other material for which protection is sought. Suggested forms of designation include: listing the Proposal Section, Tab, or Page numbers; attaching to this form a copy of the table of contents from your Proposal with the relevant trade secret or proprietary contents highlighted; or identifying herein a document stamp used within the Proposal to designate the relevant materials (e.g. "all portions of the Proposal marked "Proprietary" or "Trade Secret"). NOTE: The classification of an entire proposal document, line item prices, and/or total proposal prices as proprietary or trade secrets is not acceptable.
- c) For each distinct section of data or other information identified in response to paragraph b), above, state the reason(s) why protection is necessary. NOTE: Your explanation must do more than simply stating the materials are "proprietary," or "trade secrets," or "not publicly available." You may attach additional sheets to this form as needed.

Use of this form does not guarantee protection. It is incumbent upon each vendor to meet the prerequisites for protection of their trade secrets or proprietary information. Provision of this form does not constitute legal advice; you are encouraged to consult with your legal counsel prior to designation of materials for protection.

DATA/MATERIAL TO BE PROTECTED	SECTION NO., & PAGE NO.	REASON WHY PROTECTION IS NECESSARY
Annual Sales	Attachment D Section 1.2.2, pg 7	Iron Bow is a privately held firm, all financial information is confidential & proprietary
Public Agency Sales	Attachment D Section 1.2.2, pg 8	Iron Bow is a privately held firm, all financial information is confidential & proprietary
Financial Statements	Attachment 1	Iron Bow is a privately held firm, all financial information is confidential & proprietary
Customer Contact Information	Attachment A8	Customer contact information is proprietary and not to be disseminated beyond the proposal evaluators

BUSINESS, PROFESSIONAL AND OCCUPATIONAL LICENSE

All firms located or operating in Fairfax County must obtain a Business, Professional and Occupational License (BPOL) as required by Chapter 4, Article 7, of the Code of the County of Fairfax, Virginia. In order for the Department of Tax Administration to determine your BPOL requirement prior to contract award, it is necessary for you to provide the following information:

- If you currently have a Fairfax County business license, please submit a copy with your proposal.
- Do you have an office in:

Virginia	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No
Fairfax County	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No
- Date business began/will begin work in Fairfax County October 1983 as Apptis, the predecessor to Iron Bow

A detailed description of the business activity that will take place in Fairfax County. If business is located outside of Fairfax County, give the percentage of work actually to be done in the County

Iron Bow Technologies, LLC operates its Corporate Headquarters in Herndon, VA and a call center in Chantilly, VA.

Myron Shandruk
Signature

28 Mar 2023
Date

Complete and return this form or a copy of your current Fairfax County Business License with your proposal.

Iron Bow Technologies, LLC
Vendor Name: County of Fairfax, VA
Address: IB-Fairfax1

Check Num: 66970
Vendor Num: 20390
Total Amount: \$ 13,798.00

<u>Invoice Number</u>	<u>Invoice Description</u>	<u>Inv Date</u>	<u>Invoice Amt</u>	<u>Disc Amt</u>	<u>Amount Paid</u>
RC-02/22/2023-1	2023 BPOL-Jan-Dec 2022-Servi	22-Feb-23	13,798.00	.00	13,798.00

THIS CHECK IS PROTECTED BY A VOID PANTOGRAPH, MICROPRINT SIGNATURE LINE AND A HEAT SENSITIVE PADLOCK ICON. ADDITIONAL SECURITY FEATURES ARE LISTED ON BACK.

IRON BOW
TECHNOLOGIES

Iron Bow Technologies
2121 Cooperative Way
Suite 500
Herndon VA 20171

Bank United

63-9291/670

Check Number: 66970

Date: Feb 24, 2023

PAY Thirteen Thousand Seven Hundred Ninety-Eight Dollars And Zero Cents*****

AMOUNT \$ 13,798.00

TO County of Fairfax, VA
THE Department of Tax Administration
ORDER PO Box 10201
OF Fairfax, VA 22035-0201

David J. M...

Void if not cashed within 180 days

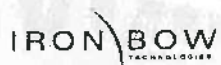
⑈066970⑈ ⑆067092912⑆ 9854901612⑈

Iron Bow Technologies, LLC
Vendor Name: County of Fairfax, VA
Address: IB-Fairfax1

Check Num: 66969
Vendor Num: 20390
Total Amount: \$ 60,995.52

<u>Invoice Number</u>	<u>Invoice Description</u>	<u>Inv Date</u>	<u>Invoice Amt</u>	<u>Disc Amt</u>	<u>Amount Paid</u>
RC-02/22/2023	2023 BPOL-Jan-Dec 2022-Servi	22-Feb-23	60,995.52	.00	60,995.52

THIS CHECK IS PROTECTED BY A VOID PANTOGRAPH, MICROPRINT SIGNATURE LINE AND A HEAT SENSITIVE PADLOCK ICON. ADDITIONAL SECURITY FEATURES ARE LISTED ON BACK.



Iron Bow Technologies
2121 Cooperative Way
Suite 500
Herndon VA 20171

Bank United

63-9291/670

Check Number: 66969

Date: Feb 24, 2023

PAY Sixty Thousand Nine Hundred Ninety-Five Dollars And Fifty-Two Cents*****

AMOUNT	\$ 60,995.52
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TO THE ORDER OF County of Fairfax, VA
Department of Tax Administration
PO Box 10201
Fairfax, VA 22035-0201

Void if not cashed within 180 days



⑈066969⑈ ⑆067092912⑆ 9854901612⑈



FAIRFAX COUNTY DEPARTMENT OF TAX ADMINISTRATION

2023 Renewal Application for Business, Professional & Occupational License (BPOL)

Account: 000-10-8918 Federal ID: 26-1615129 Ordinance: 47222-01 NAICS: 423430

Classification: WHOLESALER MERCHANT Area: Form: 8TA-NE

Business Name IRON BOW TECHNOLOGIES LLC / IRON BOW TECHNOLOGIES LLC

Mailing Address 2121 COOPERATIVE WY 500 HERNDON VA 20171-5346

Location Address 2121 COOPERATIVE WY 500 HERNDON VA 20171-5346

To report a change of address or to close a business in Fairfax County, submit the appropriate business e-form on our website: <https://www.fairfaxcounty.gov/taxes/business/business-forms>

COMPLETE THE FOLLOWING & SUBMIT THE ENTIRE APPLICATION WITH YOUR PAYMENT

Contact Person: **Jim LaMantia** Phone# **703 - 279 - 3000**

Does the business operate from leased premises within Fairfax County? YES NO

If you answered yes to the above question, include the premises owner(s) name Cooperative Way Metro Owner LLC

Annual Rent:\$ 1,336,477 Address of Owner: 2121 Cooperative way, Herndon, VA

ENTER GROSS AND CALCULATE TAX AMOUNT

1. Enter actual 2022 gross Sales **1. 239,519,713.55**

2. Enter **exclusions** as allowed by BPOL ordinance. Complete the BPOL Exclusion Worksheet and attach all required documentation. See back for additional instructions. **2. 232,257,607.42**

3. Subtract line 2 from line 1. Enter the result on line 3. **3. 7,262,106.13**

4. If line 3 is \$100,001 or more, multiply amount on line 3 by .0019. Otherwise refer to the BPOL Fee Table on the back of this application to determine amount to be paid. This is the **AMOUNT DUE BY MARCH 1, 2023. PAY THIS AMOUNT.** **4. 13,798.00**

5. **LATE FILING PENALTY: IF PAYING AFTER MARCH 1, 2023, multiply line 4 by 0.10 and PAY THIS AMOUNT.** **5.**

Pursuant to the Code of Virginia Section § 58.1-11 it is a Class 1 misdemeanor for any person to willfully subscribe to inaccurate information as true and accurate on this application.

Signature: James A LaMantia Print Name/Position: Jim LaMantia, VP

Date: 02/17/2023 Email: tax@ironbow.com Phone: 703-279-3000

IRON BOW TECHNOLOGIES LLC
IRON BOW TECHNOLOGIES LLC
2121 COOPERATIVE WY 500
HERNDON VA 20171-5346

FILE & PAY ONLINE BY MARCH 1, 2023

Scan Me! 

WWW.FAIRFAXCOUNTY.GOV/BPOL

For Office Use	Date Received
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FAIRFAX COUNTY DEPARTMENT OF TAX ADMINISTRATION

2023 Renewal Application for Business, Professional & Occupational License (BPOL)

Account: 000-10-8918 **Federal ID:** 26-1615129 **Ordinance:** 47230-00 **NAICS:** 423430

Classification: WHOLESALE MERCHANT **Area:** **Form:** 8TA-NE

Business Name	IRON BOW TECHNOLOGIES LLC / IRON BOW TECHNOLOGIES LLC		
Mailing Address	2121 COOPERATIVE WY 500 HERNDON VA 20171-5346		
Location Address	2121 COOPERATIVE WY 500 HERNDON VA	20171-5346	

To report a change of address or to close a business in Fairfax County, submit the appropriate business e-form on our website: <https://www.fairfaxcounty.gov/taxes/business/business-forms>

COMPLETE THE FOLLOWING & SUBMIT THE ENTIRE APPLICATION WITH YOUR PAYMENT

Contact Person: **Jim LaMantia** | Phone# **703 - 279 - 3000**

Does the business operate from leased premises within Fairfax County? YES NO

If you answered yes to the above question, include the premises owner(s) name **Cooperative Way Metro Owner LLC**

Annual Rent:\$ **1,336,477** Address of Owner: **2121 Cooperative way, Herndon, VA**

ENTER GROSS PURCHASES AND CALCULATE TAX AMOUNT

1. Enter actual 2022 gross purchases.	1. 1,330,078,918.25
2. Enter exclusions as allowed by BPOL ordinance. Complete the BPOL Exclusion Worksheet and attach all required documentation. See back for additional instructions.	2. 1,177,590,125.74
3. Subtract line 2 from line 1. Enter the result on line 3.	3. 152,488,792.51
4. If line 3 is \$100,001 or more, multiply amount on line 3 by .0004. Otherwise refer to the BPOL Fee Table on the back of this application to determine amount to be paid. This is the AMOUNT DUE BY MARCH 1, 2023. PAY THIS AMOUNT.	4. 60,995.52
5. LATE FILING PENALTY: IF PAYING AFTER MARCH 1, 2023, multiply line 4 by .10 and PAY THIS AMOUNT.	5.

Pursuant to the Code of Virginia Section § 58.1-11 it is a Class 1 misdemeanor for any person to willfully subscribe inaccurate information as true and accurate on this application.

Signature: James A LaMantia Print Name/Position: Jim LaMantia, VP

Date: 2/21/2023 Email: tax@ironbow.com Phone: 703-279-3000

IRON BOW TECHNOLOGIES LLC
IRON BOW TECHNOLOGIES LLC
2121 COOPERATIVE WY 500
HERNDON VA 20171-5346

FILE & PAY ONLINE BY MARCH 1, 2023



WWW.FAIRFAXCOUNTY.GOV/BPOL

For Office Use | Date Received |

FAIRFAX COUNTY DEPARTMENT OF TAX ADMINISTRATION

2023 Renewal Application for Business, Professional & Occupational License (BPOL)

IMPORTANT INFORMATION

- Business, Professional & Occupational License (BPOL) is a file and pay tax due March 1. You must return the entire application form along with your payment in the provided envelope. To avoid delays, file/pay your application on our website: www.fairfaxcounty.gov/bpol. Electronic check is free of charge and credit card will incur a service fee.
- Make checks payable to, **County of Fairfax** and mail application/payment to: **Department of Tax Administration P.O. Box 10203 Fairfax, VA 22035**
- Applications/payments postmarked by March 1 will be processed as on-time. Applications are subject to audit pursuant to Code of Virginia §58.1-3109.
- Follow the directions on each line of the form to determine the amount due. Gross receipts should be reported on a calendar year basis using the cash method of accounting. Your gross receipts are the whole, entire, total gross receipts attributable to the licensable activity without deductions.
- If your receipts are \$100,000 or less, please review the Fee Table at the bottom of the page to determine your tax liability.
- If you are a wholesale merchant, you will report your gross purchases, which is the total of all goods, wares and merchandise received for sale at each definite place of wholesale business, including all costs incurred in the manufacture or acquisition of property of any nature or description.
- If your business has closed or moved out of Fairfax County, you must submit the online Business Closure Form on our website: <https://www.fairfaxcounty.gov/taxes/business/business-forms>

EXCLUSIONS

SCAN ME 



Expenses are not an allowable exclusion for most businesses. To claim an exclusion, submit the Exclusion Worksheet listed on our website www.fairfaxcounty.gov/taxes/business or by scanning the following QR Code.

Failure to submit the worksheet and supporting documentation will result in the denial of the exclusion. The burden of proof to substantiate exclusion eligibility is on the taxpayers. The Department of Tax Administration will not provide tax advice on potential allowable exclusions.

BPOL FEE TABLE

Gross Receipts	Fee Amount
\$0- \$10,000	\$0
\$10,001- \$50,000	\$30 (Non-Proratable)
\$50,001- \$100,000	\$50 (Non-Proratable)
\$100,001+	See Rates Table

CONTACT INFORMATION

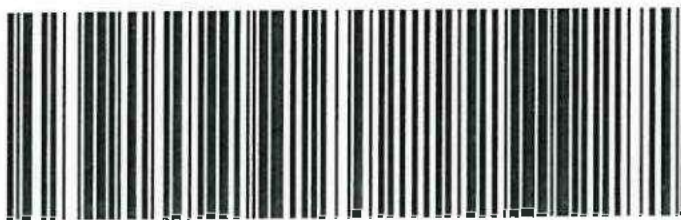
Department of Tax Administration
 Personal Property Division
 12000 Government Center Parkway Suite 223
 Fairfax, VA 22035
Phone: 703-222-8234, option 4 (TTY 711)
Fax: 703-324-3500
Email: dtappdbusiness@fairfaxcounty.gov
Customer Service Call Center & Walk-In:
 Monday to Friday
 8:00 a.m. to 4:30 p.m.
Website: www.fairfaxcounty.gov/taxes/business.

RATES FOR GROSS RECEIPTS \$100,001+

Business Category	Tax
Wholesale Merchants (Based on Gross Purchases)	\$0.04 per \$100
Builders and Developers	\$0.05 per \$100
Contractors	\$0.11 per \$100
Retail Merchants	\$0.17 per \$100
Business Service, Money Lender	\$0.19 per \$100
Personal Service, Repair Service	\$0.19 per \$100
Telephone Companies	\$0.24 per \$100
Amusements, Hotels/Motels	\$0.26 per \$100
Renting By Owner	\$0.26 per \$100
Consultants, Professionals, Specialized Services & Real Estate Brokers	\$0.31 per \$100
Research and Development (certain federally funded prime contractors pay \$.03, others pay \$.31)	\$0.31 per \$100

2/29/23, 11:38 AM

FedEx Ship Manager - Print Your Label(s)

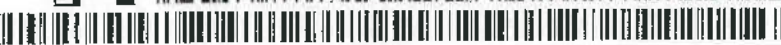
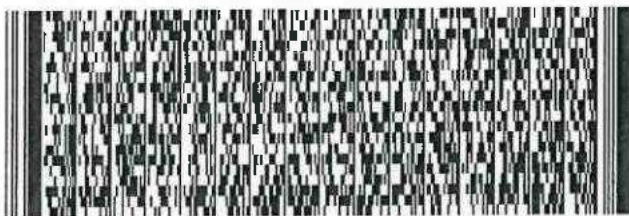


19 BCBA

22035 IAD VA-US

TRK# 7714 2758 1853

WED - 01 MAR 10:30A
PRIORITY OVERNIGHT



INV (703) 222-8234
PO FAIRFAX VA 22035
REF JIM WAZUKA

TO DEPT. OF TAX ADMINISTRATION
COUNTY OF FAIRFAX
12000 GOVERNMENT CENTER PARKWAY

581 J76982J-E2D

ORIGIN ID BCBA
JIM WAZUKA
SUITE 500
HERNDON, VA 20171
UNITED STATES US

SHIP DATE: 28FEB23
ACTWGT: 1.00 LB
CAD: 105332669/INVT 4580

BILL SENDER

Align bottom of peel-and-stick air bill or pouch here.

CERTIFICATION REGARDING DEBARMENT OR SUSPENSION

In compliance with contracts and grants agreements applicable under the U.S. Federal Awards Program, the following certification is required by all offerors submitting a proposal in response to this Request for Proposal:

1. The Offeror certifies, to the best of its knowledge and belief, that neither the Offeror nor its Principals are suspended, debarred, proposed for debarment, or declared ineligible for the award of contracts from the United States federal government procurement or nonprocurement programs, or are listed in the *List of Parties Excluded from Federal Procurement and Nonprocurement Programs* issued by the General Services Administration.
2. "Principals," for the purposes of this certification, means officers, directors, owners, partners, and persons having primary management or supervisory responsibilities within a business entity (e.g., general manager, plant manager, head of a subsidiary, division, or business segment, and similar positions).
3. The Offeror shall provide immediate written notice to the Fairfax County Purchasing Agent if, at any time prior to award, the Offeror learns that this certification was erroneous when submitted or has become erroneous by reason of changed circumstances.
4. This certification is a material representation of fact upon which reliance will be placed when making the award. If it is later determined that the Offeror rendered an erroneous certification, in addition to other remedies available to Fairfax County government, the Fairfax County Purchasing Agent may terminate the contract resulting from this solicitation for default.

Printed Name of Representative:

Myron Shandruk

Signature/Date:

Myron Shandruk / 28 Mar 2023

Company Name: Iron Bow Technologies, LLC

Address: 2121 Cooperative Way, Suite 500

City/State/Zip: Herndon, VA 20171

TIN No: 26-1615129

Certification Regarding Ethics in Public Contracting

In submitting this proposal, and signing below, Offeror certifies the following in connection with a bid, proposal, or contract:

Check one:

1. I have not given any payment, loan, subscription, advance, deposit of money, services or anything of more than nominal or minimal value to any public employee or official have official responsibility for a procurement transaction.

2. I have given a payment, loan, subscription, advance, deposit of money, services or anything of more than nominal or minimal value to a public employee or official have official responsibility for a procurement transaction, but I received consideration in substantially equal or greater value in exchange.

If 2 is selected, please complete the following:

Recipient: _____

Date of Gift: _____

Description of the gift and its value:

Description of the consideration received in exchange and its value:

Printed Name of Offeror Representative: Myron Shandruk
Signature/Date: Myron Shandruk / 28 Mar 2023
Company Name: Iron Bow Technologies, LLC
Company Address: 2121 Cooperative Way, Suite 500
City/State/Zip: Herndon, VA 20171

This certification supplements but does not replace the requirements set forth in paragraph 59 (OFFICIALS NOT TO BENEFIT) of the General Conditions and Instructions to Bidders included in this solicitation

FAIRFAX COUNTY'S BUSINESS CLASSIFICATION SCHEDULE

PLEASE CLASSIFY YOUR BUSINESS/ORGANIZATION BY MARKING IN STEP 1. STEP 2 IS OPTIONAL.
This designation is requested of all businesses/organizations including publicly traded corporations, non-profits, employment services organizations, government organizations, partnerships, sole proprietorships, etc. Fairfax County does not certify business classifications nor does it establish preferences or set-asides for specific classifications.

Examples:

- A small, Asian women-owned business would mark "Small" in Step 1, then "Women-Owned" and "Minority- Owned" in Step 2
- A small, service-disabled veteran and women-owned business would mark "Small" in Step 1, then "Women- Owned" and "Service-Disabled Veteran-Owned" in Step 2
- A government agency/public body would ONLY mark "Government/Public Body" in Step 1

NAME OF BUSINESS: Iron Bow Technologies **LAST 4 DIGITS OF TIN/EIN:** 5129

Step 1: Please indicate the classification of your business/organization. Select ONLY one (1) option.

Micro Small Large Non-Profit Government/Public Body Employment Services Organization

Step 2 (OPTIONAL): Please indicate what type of ownership your business/organization consists of.

You may choose MORE than one (1) option.

Women-Owned Minority-Owned Service-Disabled Veteran-Owned

DEFINITIONS

Micro Business/Organization - "Micro business" means a business that has no more than twenty-five (25) employees AND no more than \$3 million in average annual revenue over the prior three-year period.

Small Business/Organization - "Small business" means a business that is at least 51% independently owned and controlled by one or more individuals who are U.S. citizens or legal resident aliens, and together with affiliates, has 250 or fewer employees, or average annual gross receipts of \$10 million or less averaged over the previous three years. One or more of these individual owners shall control both the management and daily business operations of the small business.

Minority-Owned Business - is a business that is at least 51% owned by one or more minority individuals or in the case of a corporation, partnership or limited liability company, or other entity, at least 51% of the equity ownership interest in the corporation, partnership or limited company or other entity is owned by one or more minority individuals and both the management and daily business operations are controlled by one or more minority individuals. Such individuals shall include Asian American, African American, Hispanic American, Native American, Eskimo, or Aleut.

Women-Owned Business - a business that is at least 51% owned by one or more women who are U.S. citizens or legal resident aliens, or in the case of a corporation, partnership or limited company or other entity, at least 51% of the equity ownership interest is owned by one or more women who are U.S. citizens or legal resident aliens, and both the management and daily business operations are controlled by one or more women who are U.S. citizens or legal resident aliens.

Service-Disabled Veteran - means a veteran who (i) served on active duty in the United States military ground, naval, or air service, (ii) was discharged or released under conditions other than dishonorable, and (iii) has a service - connected disability rating fixed by the United States Department of Veterans Affairs.

Service-Disabled Veteran-Owned Business - is a business that is at least 51 percent owned by one or more service -disabled veterans or, in the case of a corporation, partnership, or limited liability company or other entity, at least 51 percent of the equity ownership interest in the corporation, partnership, or limited liability company or other entity is owned by one or more individuals who are service-disabled veterans and both the management and daily business operations are controlled by one or more individuals who are service-disabled veterans.

Employment Services Organization - a private non-profit, state, or local government institution that provides employment opportunities for individuals who are developmentally, physically, or mentally impaired, to prepare for gainful work in the general economy. These services may include physical rehabilitation, training in basic work and life skills (e.g., how to apply for a job, attendance, personal grooming, and handling money), training on specific job skills, and providing work experience.

Provide 3 references, preferably public agencies, where Products or Services have been performed in the last 12 months. If additional space is required, provide on a separate sheet.

Reference 1:

Company Name: Virginia Information Technologies Agency Phone: (804) 968-0114
Contact: Vernard Brown Email: Vernard.Brown@vita.virginia.gov
Title: Service Owner Address: 11751 Meadowville Lane
Chester, VA 23836

Description of technology products and solutions provided:

Iron Bow is currently performing under a 9-year program (5 years with two 2-year options) , valued at \$340 million, providing cradle to grave end-user device support for nearly 60,000 devices at over 2,100 sites covering 86 agencies and spanning 97 cities throughout the Commonwealth of Virginia.

Additional information is provided in Iron Bow's Technical Proposal

Contract Award Date: September 14, 2018 Completion Date: September 13, 2023

Initial Contract Amount: \$ 340,000,000.00 Final Contract Amount: \$ 177,789,859.04 through March 2023

Reference 2:

Company Name: Maryland Judiciary Phone: (410) 260-6508
Contact: Steve Maruca Email: steven.maruca@mdcourts.gov
Title: Project Manager Address: 187 Harry S. Truman Parkway
Annapolis, MD 21401

Description of technology products and solutions provided:

Iron Bow designed, configured, installed, and maintains a Federal Risk and Authorization Management Program (FedRAMP)-authorized UC solution UCM Cloud leveraging proven Cisco technology, the State of Maryland's existing MPLS networks, and our industry-leading 24/7/365 managed services. We also provided dual connectivity to the Judiciary's primary MPLS network (Verizon) and its backup MPLS network (State of Maryland MPLS) to enable the solution. Additional information is provided in Iron Bow's Technical Proposal

Contract Award Date: February 26, 2021 Completion Date: February 25, 2026

Initial Contract Amount: \$ 1,137,246.85 - Base year Final Contract Amount: \$ 1,486,435.35 through 2/25/23

Reference 3:

Company Name: County of Fairfax, Virginia Phone: (703) 324-3667
Contact: Jeff Porter Email: Jeffrey.Porter@fairfaxcounty.gov
Title: IT Platform Technology Address: 12000 Government Center Parkway, #427
Fairfax, VA 22035

Description of technology products and solutions provided:

Iron Bow has provided 2,500 Dell laptops and accessories in a project that, with added warranties and services, will extend 5 years. Fairfax County purchased the Dell equipment and services through us to meet COVID-related needs; that is, enabling employees across several departments to work from home.

Additional information is provided in Iron Bow's Technical Proposal

Contract Award Date: August 1, 2021 Completion Date: August 1, 2026

Initial Contract Amount: \$ 5,000,000.00 Final Contract Amount: \$ 5,000,000.00

AFFIRMATION OF LEGALLY REQUIRED CONTRACT TERMS

BY SIGNING THIS AFFIRMATION, THE OFFEROR REPRESENTS THAT IT UNDERSTANDS THAT THE FOLLOWING CONTRACT TERMS ARE REQUIRED BY LAW AND CANNOT BE VARIED, REVISED, AMENDED, CHANGED, OR OTHERWISE NEGOTIATED:

1. Funding: The obligation of the County to pay compensation due the Contractor under the contract or any other payment obligations under any contract awarded pursuant to this contract is subject to appropriations by the Fairfax County Board of Supervisors to satisfy payment of such obligations. The County's obligations to make payments during subsequent fiscal years are dependent upon the same action. If such an appropriation is not made for any fiscal year, the contract shall terminate effective at the end of the fiscal year for which funds were appropriated and the County will not be obligated to make any payments under the contract beyond the amount appropriated for payment obligations under the contract. The County will provide the Contractor with written notice of non-appropriation of funds within thirty (30) calendar days after action is completed by the Board of Supervisors. However, the County's failure to provide such notice will not extend the contract into a fiscal year in which sufficient funds have not been appropriated.
2. Non-discrimination-During the performance of this contract, the Contractor agrees as follows:
 - a. The Contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, national origin, age, disability, or other basis prohibited by state law relating to discrimination in employment, except where there is a bona fide occupational qualification reasonably necessary to the normal operation of the Contractor. The Contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this non-discrimination clause.
 - b. The Contractor, in all solicitations or advertisements for employees placed by or on behalf of the Contractor, will state that such Contractor is an equal opportunity employer.
 - c. Notices, advertisements and solicitations placed in accordance with federal law, rule or regulation shall be deemed sufficient for the purpose of meeting the requirements of this section.
 - d. The Contractor will include the provisions of the foregoing paragraphs a, b, and c above in every subcontract or purchase order of over \$10,000 so that the provisions will be binding upon each subcontractor or vendor.
 - e. Contractor shall, throughout the term of this contract, comply with the Human Rights Ordinance, Chapter 11 of the Code of the County of Fairfax, Virginia, as reenacted or amended. Contractor shall further require that all of its subcontractors will comply with the Human Rights Ordinance, Chapter 11 of the Code of the County of Fairfax, Virginia, as reenacted or amended.

AFFIRMATION OF LEGALLY REQUIRED CONTRACT TERMS

3. Authorization to Conduct Business in the Commonwealth: A contractor organized as a stock or nonstock corporation, limited liability company, business trust, or limited partnership or registered as a registered limited liability partnership shall be authorized to transact business in the Commonwealth as a domestic or foreign business entity if so required by Title 13.1 or Title 50 of the Code of Virginia or as otherwise required by law. Any business entity described above that enters into a contract with a Fairfax County pursuant to the Fairfax County Purchasing Resolution shall not allow its existence to lapse or its certificate of authority or registration to transact business in the Commonwealth, if so required under Title 13.1 or Title 50, to be revoked or cancelled at any time during the term of the contract. Fairfax County may void any contract with a business entity if the business entity fails to remain in compliance with the provisions of this section.
4. No Indemnification by the County. The parties agree that under applicable law the County cannot indemnify or defend the Contractor. To the extent any promise or term contained in this Contract, including any exhibits, attachments, or other documents incorporated by reference therein, includes an indemnification or obligation to defend by the County, that promise or term is stricken from this Contract and of no effect.
5. Contractual Disputes:
 - a. Any dispute concerning a question of fact as a result of a contract with the County which is not disposed of by agreement shall be decided by the Purchasing Agent, who shall reduce her decision to writing and mail or otherwise forward a copy to the Contractor within ninety (90) days. The decision of the Purchasing Agent shall be final and conclusive unless the Contractor appeals within six (6) months of the date of the final written decision by instituting legal action as provided in the Code of Virginia. A Contractor may not institute legal action, prior to receipt of the Purchasing Agent's decision on the claim, unless the Purchasing Agent fails to render such decision within the time specified.
 - b. Contractual claims, whether for money or other relief, shall be submitted in writing no later than sixty days after final payment; however, written notice of the Contractor's intention to file such claim shall have been given at the time of the occurrence or beginning of the work upon which the claim is based. Nothing herein shall preclude a contract from requiring submission of an invoice for final payment within a certain time after completion and acceptance of the work or acceptance of the goods. Pendency of claims shall not delay payment of amounts agreed due in the final payment.

AFFIRMATION OF LEGALLY REQUIRED CONTRACT TERMS

6. Drug Free Workplace: During the performance of a contract, the Contractor agrees to (i) provide a drug-free workplace for the Contractor's employees; (ii) post in conspicuous places, available to employees and applicants for employment, a statement notifying employees that the unlawful manufacture, sale, distribution, dispensation, possession, or use of a controlled substance or marijuana is prohibited in the Contractor's workplace and specifying the actions that will be taken against employees for violations of such prohibition; (iii) state in all solicitations or advertisements for employees placed by or on behalf of the Contractor that the Contractor maintains a drug-free workplace; and (iv) include the provisions of the foregoing clauses in every subcontract of over \$10,000, so that the provisions will be binding upon each subcontractor or vendor. For the purposes of this section, "drug-free workplace" means a site for the performance of work done in conjunction with a specific contract awarded to a Contractor in accordance with this section, the employees of whom are prohibited from engaging in the unlawful manufacture, sale, distribution, dispensation, possession or use of any controlled substance or marijuana during the performance of the contract.
7. Immigration Reform and Control Act: Contractor agrees that it does not, and shall not during the performance of the contract for goods and services in the Commonwealth, knowingly employ an unauthorized alien as defined in the Federal Immigration Reform and Control Act of 1986.
8. Audit of Records: The parties agree that County or its agent must have access to and the right to examine any books, documents, papers, and records of the Contractor involving transactions related to the Contract or compliance with any clauses thereunder, for a period of three (3) years after final payment. The contractor must include this requirement in all subcontracts related to this Contract.
9. Prohibition on the Use of Certain Products and Services. Fairfax County may not use, whether directly or through work with or on behalf of another public body, any hardware, software, or services that have been prohibited by the U.S. Department of Homeland Security for use on federal systems.
10. Venue. Venue for any claim under a contract or arising out of an order is exclusively in the state courts of Fairfax County, Virginia or the United States District Court for the Eastern District of Virginia, Alexandria Division.

AFFIRMATION OF LEGALLY REQUIRED CONTRACT TERMS

Signature/Date: Myron Shandruk / 03 Mar 2023

Printed Name/Title: Myron Shandruk / Director, Contracts

Company Name: Iron Bow Technologies, LLC

LICENSE AGREEMENT ADDENDUM

Fairfax County ("the County") and Iron Bow Technologies, LLC ("Supplier"), a business incorporated in Delaware, F.E.I.N. 26-1615129, having its principal place of business at 2121 Cooperative Way, Suite 500, Herndon, VA, 20171, are this day entering into a contract and, for their mutual convenience, the parties are using the standard form contract(s) ("[TBD]") provided by Supplier.

This Addendum, duly executed by the parties, is attached to and made a part of Supplier's standard form contract(s). Together these documents govern the use of any and all products or agreements whether or not specifically referenced in the order document.

The term "contract" means the Supplier's standard form contract(s) and any and all exhibits and attachments thereto, and any additional terms and conditions incorporated or referenced therein. The term(s) "Customer," "You," and/or "you," as used in the contract mean, as applicable, Fairfax County, or any of its officers, directors, agents or employees.

Supplier's standard form contract is, with the exceptions noted in this Addendum, acceptable to the County. But certain standard clauses that may appear in, or be incorporated by reference into, Supplier's standard form contract cannot be accepted by the County. In consideration of the convenience of using the standard form contract and this Addendum without the necessity of specifically negotiating a separate contract document, the parties specifically agree that none of the following terms has any effect or is enforceable against the County or any of its officers, directors, employees or agents, even if that term or provision appears in the attached Supplier's standard form contract(s),

1. Requiring the application of the law of any state other than the Commonwealth of Virginia in interpreting or enforcing the contract or requiring or permitting that any dispute under the contract be resolved in any court other than a circuit court of the Commonwealth of Virginia;
2. Requiring any total or partial compensation or payment for unperformed services, anticipated profit, or liquidated damages by the County, or its officers, directors, employees or agents if the contract is terminated before its ordinary period;
3. Imposing any interest charge(s) contrary to that specified by § 2.2-4352 of the Code of Virginia;
4. Requiring the County to maintain any type of insurance either for the benefit of the County or for Supplier's benefit;
5. Granting Supplier a security interest in property of the County, the Commonwealth, or any of their officers, directors, employees or agents;
6. Requiring the County or any of its officers, directors, employees or agents to indemnify or to hold harmless Supplier for any act or omission;
7. Limiting or adding to the time period within which claims can be made or actions can be brought (Reference Code of Virginia §8.01 et seq.);
8. Permitting approval of any settlement in any claim arising under the contract and in which the County or any of its officers, directors, employees or agents is a named party without the County's written consent;
9. Binding the County or any of its officers, directors, employees or agents to any arbitration or to the decision of any arbitration board, commission, panel or other entity;
10. Obligating the County, or any of its officers, directors, employees or agents, to pay costs of collection or attorney's fees;
11. Requiring any dispute resolution procedure(s) other than those set forth in the Fairfax County Purchasing Resolution and the Code of Virginia;

12. Requiring the County to limit its rights or waive its remedies at law or in equity, including the right to a trial by jury;
13. Bestowing any right or incurring any obligation that is beyond the duly granted authority of the undersigned representative of the County to bestow or incur on behalf of the County.
14. Establishing a presumption of severe or irreparable harm to Supplier by the actions or inactions of the County;
15. Requiring the County to agree to third-party terms and conditions.
16. Permitting Supplier to assign, subcontract, delegate or otherwise convey the contract, or any of its rights and obligations thereunder, to any entity without the prior written consent of the County except as follows: Supplier may assign all or any of its rights and obligations to: a third party as a result of a merger or acquisition or sale of all or substantially all of its assets to such third party provided assignee agrees in writing to be bound by the terms and conditions set forth in the contract and provided such third party is a U.S.-based entity or maintains a registered agent and, if necessary, a certification of authority to do business in Virginia; or to an affiliate of Supplier, provided Supplier remains liable for affiliate's compliance with the terms and conditions set forth in this Contract;
17. Not complying with the contractual provisions in Articles 3 and 5 of the Fairfax County Purchasing Resolution, which are incorporated by reference.
18. Enforcing the United Nations Convention on Contracts for the International Sale of Goods and all other laws and international treaties or conventions relating to the sale of goods. They are expressly disclaimed. UCITA shall apply to this contract only to the extent required by [§ 59.1-501.15](#) of the Code of Virginia;
19. Not complying with all applicable federal, state, and local laws, regulations, and ordinances;
20. Requiring that the County waive any immunity to which it is entitled by law;
21. Requiring that the County, which is tax exempt, be responsible for payment of any taxes, duties, or penalties;
22. Requiring or construing that any provision in this contract conveys any rights or interest in County data to Supplier;
23. Obligating the County beyond approved and appropriated funding. All payment obligations under the contract are subject appropriations by the Fairfax County Board of Supervisors for this purpose. In the event of non-appropriation of funds for the items under this contract, the County may terminate, in whole or in part, the contract or any order, for those goods or services for which funds have not been appropriated. This may extend to the renewal of maintenance services for only some of the licenses granted by Supplier. Written notice will be provided to the Supplier as soon as possible after legislative action is completed. There shall be no time limit for termination due to termination for lack of appropriations;
24. Permitting unilateral modification of the contract by Supplier;
25. Requiring or stating that the terms of the Supplier's standard form contract shall prevail over the terms of this addendum in the event of conflict;
26. Renewing or extending the contract beyond the initial term or automatically continuing the contract period from term to term;
27. Defining "perpetual" license rights to have any meaning other than license rights that exist in perpetuity unless otherwise terminated in accordance with the applicable provisions of the contract;
28. Permitting modification or replacement of the contract pursuant to any new release, update or upgrade of Software or subsequent renewal of maintenance. If Supplier provides an update or upgrade subject to additional payment, the County shall have the right to reject such update or upgrade;

29. Requiring purchase of a new release, update, or upgrade of Software or subsequent renewal of maintenance in order for the County to receive or maintain the benefits of Supplier's indemnification of the County against any claims of infringement on any third-party intellectual property rights;
30. Granting Supplier or an agent of Supplier the unilateral right to audit or examine the books, records, or accounts of the County;

The parties further agree as follows:

31. If, pursuant to Title 13.1 or Title 50 of the Code of Virginia, Supplier is required to obtain a certificate of authority to transact business in Virginia, Supplier represents and warrants that it is so authorized. If Supplier is not a U.S.-based entity, Supplier maintains a registered agent and a certification of authority to do business in Virginia.
32. Supplier warrants that it is the owner of the Software or otherwise has the right to grant to the County the license to use the Software granted hereunder without violating or infringing any law, rule, regulation, copyright, patent, trade secret or other proprietary right of any third party.
33. Supplier agrees to indemnify, defend and hold harmless the County or its officers, directors, agents and employees ("County's Indemnified Parties") from and against any and all third party claims, demands, proceedings, suits and actions, including any related liabilities, obligations, losses, damages, fines, judgments, settlements, expenses (including attorneys' and accountants' fees and disbursements) and costs (each, a "Claim" and collectively, "Claims"), incurred by, borne by or asserted against any of County's Indemnified Parties to the extent such Claims in any way relate to, arise out of or result from: (i) any intentional or willful conduct or negligence of any employee or subcontractor of Supplier, (ii) any act or omission of any employee or subcontractor of Supplier, (iii) breach of any representation, warranty or covenant of Supplier contained herein, (iv) any defect in the Software, or (v) any actual or alleged infringement or misappropriation of any third party's intellectual property rights by any of the Software. Selection and approval of counsel and approval of any settlement shall be accomplished in accordance with all applicable laws, rules and regulations. In all cases the selection and approval of counsel and approval of any settlement shall be satisfactory to the County against whom the claim has been asserted.
34. The County may rely on independent contractors, acting on behalf of the County, to perform functions requiring the use of and access to the Supplier's Software. Nothing in the Supplier's standard form contract shall limit such third parties from using or accessing the Software in order to perform such functions. If any invention, work of authorship, or confidential information is developed exclusively by an employee, consultant, or third-party contractor or subcontractor of the County during the performance of Services by Supplier, Supplier shall have no ownership claim to such invention, work of authorship, or confidential information.
35. Any travel expenses incurred by Supplier in the course of performing the services must be pre-approved by the County and shall be reimbursed at the then-current per diem rates used by the federal government.
36. Supplier will comply with all applicable laws regarding safeguarding and protection of personally identifiable information made available through this contract. Supplier must report to the County all breaches that result in exposure of the County's data or other incidents compromising the security of the County's data. For purposes of this section "County data" means data that the Supplier accesses, stores, or hosts pursuant to this contract and includes "personal information" defined by Virginia Code § 18.2-186.6 or "medical information" defined by Virginia Code § 32.1-127.1:05. Such reports must be made to the County immediately upon discovery of the breach and no later than three days from when Supplier discovered the breach. The requirements of this paragraph are in addition to and do not relieve Supplier of its obligation to comply with any requirements imposed by law regarding data breaches. If any notices to individuals or third parties are required by applicable law due to a data breach, the parties will cooperate to ensure that such notice is timely provided. If Supplier experiences a breach of protected health information governed under HIPAA, or substance use

disorder information governed under 42 CFR Part 2, the terms of any Business Associate or Qualified Service Organization Agreement between the parties will control.

37. All information technology, which is purchased or upgraded by the County under this contract, must comply with the following access standards from the date of purchase or upgrade until the expiration of the Contract:
- A. Effective, interactive control and use of the technology (including the operating system), applications programs, and format of the data presented, shall be readily achievable by nonvisual means;
 - B. the technology equipped for nonvisual access shall be compatible with information technology used by other individuals with whom the blind or visually impaired individual interacts;
 - C. Nonvisual access technology shall be integrated into networks used to share communications among employees, program participants, and the public; and
 - D. The technology for nonvisual access shall have the capability of providing equivalent access by nonvisual means to telecommunications or other interconnected network services used by persons who are not blind or visually impaired. A covered entity may stipulate additional specifications in any procurement.
 - E. Compliance with the nonvisual access standards set out this Section is not required if the Purchasing Agent determines that (i) the information technology is not available with nonvisual access because the essential elements of the information technology are visual and (ii) nonvisual equivalence is not available.

This contract, consisting of this Fairfax County License Agreement Addendum and the Supplier's standard form contract(s), constitute the entire agreement between the parties and may not be waived or modified except by written agreement between the parties.

IN WITNESS WHEREOF, the parties have caused this contract to be duly executed as of the last date set forth below by the undersigned authorized representatives of the parties, intending thereby to be legally bound.

Iron Bow Technologies, LLC

Fairfax County

By: Myron Shandruk
(Signature)

By: _____
(Signature)

Name: Myron Shandruk
(Print)

Name: _____
(Print)

Title: Director, Contracts

Title: Director/County Purchasing Agent

Date: 03 Mar 2023

Date: _____



Attachment D (Exhibit A – Exhibit I)

County of Fairfax, Virginia

Technology Products, Services and Solutions

Submitted by:

Iron Bow Technologies, LLC
2121 Cooperative Way
Suite 500
Herndon, VA 20171

Solicitation No. 2000003549

Iron Bow Points of Contact:

Katie Barton
Katie.Barton@ironbow.com, (540) 664-2797

Submitted to:

Yong Kim, CPPB, Contract Specialist III
(703) 324-3217
Yong.kim@fairfaxcounty.gov

CAGE CODE 55RC1
DUNS NUMBER 82-771-4507
TAX IDENTIFICATION 26-1615129

Date Submitted: April 3, 2023

This proposal includes data that shall not be disclosed outside the Government and shall not be duplicated, used, or disclosed – in whole or in part – for any purpose other than to evaluate this proposal. If, however, a contract is awarded to this offeror as a result of – or in connection with – the submission of this data, the Government shall have the right to duplicate, use, or disclose the data to the extent provided in the resulting contract. This restriction does not limit the Government's right to use information contained in this data if it is obtained from another source without restriction. The data in this restriction is contained in the entirety of this proposal.

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Glossary

Acronym	Definition
ADMC	Army Desktop and Mobile Computing
AES	Advanced Encryption Standard
AI	Artificial Intelligence
AM	Account Manager
AP	access point
API	application programming interface
AV	audio/video
AWS	Amazon Web Services
B2B	business-to-business
B2C	business-to-consumer
BOM	bill of materials
BPA	Blanket Purchase Agreement
CaaS	communications as a service
CCIE	Cisco Certified Internetwork Expert
CCNA	Cisco Certified Network Associate
CCNP	Cisco Certified Network Professional
CEH	Certified Ethical Hacker
CEO	Chief Executive Officer
CEVN	Clinical Enterprise Videoconferencing Network
CHESS	Computer Hardware, Enterprise Software and Solutions
CIO-CS	Chief Information Officer – Commodities and Solutions
CISA	Certified Information Systems Auditor
CISSP	Certified Information Systems Security Professional
CLIN	Contract Line Item Number
CONUS	continental United States
COO	Chief Operating Officer
COOP	continuity of operations
CPO	Chief Procurement Officer
CSC	Client Service Center
CSE	Consulting Sales Engineer
CTO	Chief Technology Officer
DaaS	Device-as-a-Service
DBaaS	database as a service
DBE	Disadvantaged Business Enterprise
DoD	Department of Defense
DOS	Department of State
DRaaS	disaster recovery as a service
EBS	Oracle E-Business Suite

Acronym	Definition
EDI	electronic data interchange
e-ICU	electronic Intensive Care Unit
EITaaS	Enterprise IT as a Service
EMR	electronic medical record
EMS	energy management system
EOL	end-of-life
EOS	end-of-service
EPA	Environmental Protection Agency
EPEAT	Electronic Product Environmental Assessment Tool
ERP	Enterprise Resource Planning
FAA	Federal Aviation Administration
FAQ	frequently asked questions
FDA	Food and Drug Administration
FEDRAMP	Federal Risk and Authorization Management Program
FIPS	Federal Information Processing Standards
GCC	Government Community Cloud
GIAC	Global Information Assurance Certification
GPEN	GIAC Penetration Tester
GSA	General Services Administration
GWAC	Government Wide Acquisition Contracts
GXPEN	GIAC Exploit Researcher and Advanced Penetration Tester
HCS-D	Hosted Collaboration Solutions for Defense
HDMI	High-Definition Multimedia Interface
HIPAA	Health Insurance Portability and Accountability Act
HR	Human Resources
HUB	Historically Underutilized Business
HUBZone	Historically Underutilized Business Zone Enterprise
IaaS	Infrastructure-as-a-Service
IDIQ	Indefinite Delivery/Indefinite Quantity
IL5	Impact Level 5
IoT	Internet of things
ISO	International Organization for Standardization
ISR	Inside Sales Representative
IT	information technology
ITES	Information Technology Enterprise Solutions
ITIL	Information Technology Infrastructure Library
JITC	Joint Interoperability Test Center
MaaS	monitoring as a service
MBE	Minority Business Enterprise

Acronym	Definition
MS	Microsoft
MSSP	Managed Security Service Provider
NaaS	network as a service
NASA	National Aeronautics and Space Administration
NIGP	National Institute of Governmental Purchasing, Inc.
NIH	National Institutes of Health
ODBC	Open Database Connectivity
OEM	original equipment manufacturer
OSCP	Offensive Security Certified Professional
PaaS	Platform-as-a-Service
PMBOK	Program Management Body of Knowledge
PMI	Program Management Institute
PMO	Program Management Office
PR	Public Relations
RF	radio frequency
RFP	Request for Proposal
RISC	Risk Identification and Site Criticality
RMA	Return Merchandise Authorization
SaaS	Software-as-a-Service
SAM	System for Award Management
SAVES	Strategic Sourcing for the Acquisition of Various Equipment and Supplies
SBA	Small Business Administration
SBE	Small Business Enterprise
SBLO	Small Business Liaison Office
SDB	Small Disadvantaged Business
SDVBE	Service-Disabled Veteran's Business Enterprise
SDVOSB	Service Disabled Veteran Owned Small Business
SD-WAN	Software-defined Wide Area Network
SEM	Search Engine Marketing
SEO	Search Engine Optimization
SEWP	Solutions for Enterprise-Wide Procurement
SLA	service level agreement
SLED	State/Local/Education
SME	subject matter expert
SMO	Social Media Optimization
SOW	Statement of Work
StaaS	storage as a service
SW	software
SWOT	strengths, weakness, opportunities, and threats

Acronym	Definition
TAG	Technical Assistance Group
TLS	Transport Layer Security
UC	unified communications
UCaaS	Unified Communications as a Service
UCM	Unified Communications Manager
USAF	U.S. Air Force
USDA	U.S. Department of Agriculture
VA	Department of Veterans Affairs
VBE	Veteran Business Enterprise
VDI	virtual desktop infrastructure
VITA	Virginia Information Technologies Agency
VOSB	Veteran Owned Small Business
VTC	video teleconference
WBE	Women Business Enterprise
WOSB	Woman-Owned Small Business
XaaS	Anything as a Service
XML	Extensible Markup Language

1 ATTACHMENT D – SECTION 1 AND EXHIBIT A – EXHIBIT I**1.1 Exhibit A – Questionnaire for National Consideration**

1. Will the pricing for all Products and/or Services offered be equal to or better than any other pricing options it offers to Participating Public Agencies nationally?

Yes No

2. Does your company have the ability to provide service to any Participating Public Agencies in all 50 states?

Yes *No

(*If no, identify the states where you do not have the ability to provide service to Participating Agencies.)

3. Does your company have a national sales force, dealer network or distributor with the ability to call on Participating Public Agencies in at least 35 states?

Yes *No

(*If no, identify the states where you have the ability to call on Participating Public Agencies.)

4. Will your company assign a dedicated Senior Management level Account Manager to support the resulting GovMVMT contract?

Yes No

5. Does your company maintain records of your overall Participating Public Agencies' sales that you can and will share with GovMVMT to monitor contract implementation progress?

Yes No

6. Does your company have the ability to provide electronic and ecommerce ordering and billing?

Yes No

7. Will the GovMVMT contract be your lead public offering to Participating Public Agencies?

Yes No

8. Check which applies for your company sales last year in the United States:

Sales between \$0 - \$25 Million

Sales greater than \$25 Million to \$50 Million

Sales greater than \$50 Million to \$100 Million

Sales greater than \$100 Million

1.2 Exhibit B – Supplier Response

1.2.1 National Commitments (A)

1. Please provide a written narrative of your understanding and acceptance of the Supplier Representations and Covenants in Section 1 of this Attachment.

Iron Bow Technologies (Iron Bow) has read, understands, and accepts the Supplier Representations and Covenants in Section 1 of Attachment D in Request for Proposal (RFP) #2000003549 for Technology Products, Services and Solutions.

1.2.2 Company (B)

Iron Bow Technologies, LLC

1. Provide a brief history and description of Supplier, including Supplier's experience in providing similar products and services.

Iron Bow was founded in 1983 and has 40 years of experience delivering professional services and technology solutions to federal, state, and local governments and commercial clients. We have gained extensive expertise in critical areas of information technology (IT) lifecycle management, and developed mature technical practices to support design, implementation, and management efforts for network infrastructure, computer systems, collaboration, data center architecture, Continuity of Operations (COOP), data management, audio/video (AV), client and mobile utilization and optimization, and cyber security. Iron Bow possesses those skillsets while maintaining the highest level of corporate certifications with many original equipment manufacturers (OEMs). Our performance has provided us extensive knowledge of the overall technology environment as well as issues encountered in daily operations.

Eighty-five percent of Iron Bow's recurring \$1.6 billion annual business is with the government sector. We deliver products, services, and solutions to the government similar to those we are proposing for this contract.

The following are just some of the customers for which Iron Bow has deployed products and services:

- **State, Local, and Commercial:** Fairfax County, Virginia (remote workforce/laptops, network); Plant City, Florida (AV/video teleconferencing [VTC]); Commonwealth of Virginia (Device-as-a-Service [DaaS]); Maryland-National Capital Park and Planning Commission (networking); Sarasota County, Florida (AV/VTC); C2 Technologies (storage consolidation); DLA Piper (managed network services, wireless redesign, Software-defined Wide Area Network [SD-WAN]); Huntington Ingalls Industries (end-user device support, network); McCormick Company (AV/VTC); NHIC Corporation (security); The Queen's Health Systems (collaboration, telehealth); Frederick Community College (managed Unified Communications as a Service [UCaaS]); Kaiser Permanente (telehealth); Airbus (program management, network); Navy Federal Credit Union (networking, data center, collaboration); MedStar Health (AV, VTC, wireless).
- **Federal Civilian Agencies:** Department of Veterans Affairs (VA) (products, services, support, and development for the past 10 years); Department of Justice / Federal Bureau of Investigation (end-user devices, storage, printers, unified communications [UC], help desk); Internal Revenue Service (compute/store, collaboration, networking); Administrative Office of the U.S. Courts (Layer 1 / physical plant, networking, security, collaboration); Department of Homeland Security / U.S. Coast Guard (end-user device provisioning, deployment, maintenance); Department of Labor (collaboration, networking); National Institutes of Health (NIH) (optical network, collaboration); Social Security Administration (end-user device provisioning and maintenance); Federal Aviation Administration (FAA) (collaboration/VTC, hardware commodity procurement, asset management/installation); Department of State (DOS) (security, collaboration/VTC, networking); Equal Employment

Opportunity Commission (IT help desk); U.S. Tax Court (security, data center, collaboration, managed VoIP, networking).

- **Department of Defense (DoD):** Air Force District of Washington (networking, cloud, storage, collaboration); Air Combat Command (virtual desktop infrastructure [VDI], collaboration); Army National Guard (networking); Army Corps of Engineers (communication kits, hardware provisioning and deployment); Pacific Air Forces (collaboration); Space and Naval Warfare Systems Command (networking, security); Army and Air Force Enterprise (Enterprise IT as a service [EITaaS]); U.S. Air Force (USAF) (Windows 10 migration); USAF Europe (VDI, networking); U.S. Naval Ships Mercy and Comfort (on-board technical engineering support, data center, security, networking); Defense Threat Reduction Agency (data analytics); Defense Language Institute (wireless, VDI); Aberdeen Proving Ground (wireless, AV, VTC); Defense Health Agency (telehealth).

Sales Organization

2. Provide the total number and location of sales persons employed by your company in the United States.

Iron Bow's sales organization is 231-strong nationwide. This includes a total of 46 outside or externally facing Account Managers (AMs), who are supported by 43 Inside Sales Representatives (ISRs). AMs are also supported by our 33 pre-sales Consulting Sales Engineers (CSEs). Our five Sales Managers and 15 Directors round out the total sales organization. **Figure 1** outlines the number of sales representatives and their location within the United States.

Figure 1: Iron Bow Sales Representative Locations

Number of Sales Representatives	City	State
1	Fairhope	AL
1	Madison	AL
1	Vestavia Hills	AL
1	Bentonville	AR
2	Gilbert	AZ
1	Green Valley	AZ
1	Mesa	AZ
1	Sierra Vista	AZ
1	Huntington Beach	CA
1	Larkspur	CA
1	San Diego	CA
1	Temecula	CA
1	Arvada	CO
1	Denver	CO
1	Highlands Ranch	CO
1	Littleton	CO
1	Cornwall Bridge	CT
1	New Canaan	CT
1	Lewes	DE
1	Millsboro	DE
1	Newark	DE
1	Bradenton	FL
1	Cape Coral	FL
1	Fort Myers	FL
1	Homestead	FL
1	Inverness	FL
1	Land O' Lakes	FL
1	Lithia	FL
1	Melbourne	FL

Number of Sales Representatives	City	State
1	Miami	FL
1	Odessa	FL
3	Saint Petersburg	FL
1	Santa Rosa Beach	FL
3	Tampa	FL
1	Trinity	FL
1	Carpentersville	IL
2	Chicago	IL
1	O'Fallon	IL
1	Indianapolis	IN
1	Fort Campbell	KY
1	Mandeville	LA
1	Plymouth	MA
1	Westford	MA
5	Annapolis	MD
1	Cooksville	MD
1	Damascus	MD
2	Davidsonville	MD
1	Easton	MD
2	Edgewater	MD
1	Ellicott City	MD
1	Gambrills	MD
1	Germantown	MD
1	Grasonville	MD
1	Linthicum Heights	MD
1	Lothian	MD
2	Mount Airy	MD
1	Odenton	MD
1	Pasadena	MD
1	Potomac	MD
1	Rockville	MD
1	Severna Park	MD
1	Upper Marlboro	MD
1	Inkster	MI
1	Three Rivers	MI
1	Moscow Mills	MO
1	Oakville	MO
1	University City	MO
1	Livingston	MT
1	Clayton	NC
1	Elon	NC
1	Mooresville	NC
1	Raeford	NC
1	Rolesville	NC
1	Wake Forest	NC
1	Waxhaw	NC
1	Whitsett	NC
1	Omaha	NE
1	Intervale	NH
1	Londonderry	NH
1	Las Vegas	NV
1	Hopewell Junction	NY

Number of Sales Representatives	City	State
1	Lancaster	NY
1	Bowling Green	OH
1	Cleveland Heights	OH
1	Columbus	OH
1	Portland	OR
1	Murrysville	PA
1	Philadelphia	PA
1	Reading	PA
1	Sligo	PA
1	Chapin	SC
1	North Charleston	SC
1	Birchwood	TN
1	Knoxville	TN
1	Murfreesboro	TN
1	Belton	TX
1	Boerne	TX
1	Houston	TX
1	Leander	TX
1	Lewisville	TX
1	Pflugerville	TX
1	Round Rock	TX
2	San Antonio	TX
1	Tomball	TX
2	Aldie	VA
3	Alexandria	VA
4	Ashburn	VA
2	Beaeton	VA
5	Bristow	VA
1	Chantilly	VA
1	Culpeper	VA
3	Fairfax	VA
1	Fredericksburg	VA
1	Gainesville	VA
1	Glen Allen	VA
2	Haymarket	VA
3	Herndon	VA
1	Hopewell	VA
3	Leesburg	VA
2	Manassas	VA
2	Purcellville	VA
1	Quinton	VA
1	Reston	VA
1	Roanoke	VA
1	Round Hill	VA
2	Stafford	VA
5	Sterling	VA
1	Strasburg	VA
1	Upperville	VA
1	Vienna	VA
7	Virginia Beach	VA
2	Warrenton	VA
2	Woodbridge	VA

Number of Sales Representatives	City	State
1	Covington	WA
1	Duvall	WA
1	Edgewood	WA
1	Kennewick	WA
1	Nine Mile Falls	WA
1	Renton	WA
1	Appleton	WI
1	Charles Town	WV
2	Honolulu	HI
6	Chantilly (Client Service Center [CSC])	VA
14	Herndon (Headquarters)	VA
10	Largo (Remote Sales/Engineering Office)	MD
7	Kent (Remote Sales/Engineering Office)	WA

Marketing Approach

3. Please provide a narrative of how these sales people would be used to market the contract to eligible agencies across the country. Please describe what you have in place today and your future plans, if you were awarded the contract.

Iron Bow can provide all required services to partner agencies nationwide. We will leverage our experience supporting all 50 states and three U.S. territories, as well as 12 countries in South America, Africa, Europe, and Asia. Our sales staff resides in Alabama, Arkansas, Arizona, California, Colorado, Connecticut, Delaware, Florida, Illinois, Indiana, Kentucky, Louisiana, Massachusetts, Maryland, Michigan, Missouri, North Carolina, Nebraska, New Hampshire, Nevada, New York, Ohio, Pennsylvania, South Carolina, Tennessee, Texas, Virginia, Washington, and Hawaii and will be able to assist partner agencies with their purchase needs. We also have a presence in Guam and the Republic of Korea and are continually expanding to additional locations as the business demands it.

Support Centers

4. Provide the number and location of support centers.

Iron Bow has six corporate office locations; addresses and phone numbers are provided in **Figure 2**. Note that these corporate offices house more than just sales personnel. We also leverage the distribution facilities detailed in **Section 1.2.3, Distribution Facilities**.

Figure 2: Iron Bow Locations

Location	Address	Phone
Virginia – Headquarters	2121 Cooperative Way, Suite 500, Herndon, VA 20171	(703) 279-3000 (800) 338-8866
Virginia – Program Management Office (PMO), Test and Integration Lab	14370 Sullyfield Road, Suites A and B, Chantilly, VA 20151	(703) 279-3000
Washington – Remote Sales/Engineering Office	20415 72nd Avenue South, Suite 410, Kent, WA 98032	(253) 867-1800
Virginia – 24/7/365 CSC	3635 Concorde Parkway, Suite 700, Chantilly, VA 20151	(703) 279-3000
Hawaii – Remote Sales/Engineering Office	737 Bishop Street, Suite 2040 Honolulu, HI 96813	(800) 338-8866
Maryland – Remote Sales/Engineering Office	1401 Mercantile Lane, Suite 300 Largo, MD 20774	(240) 487-1400

Annual Sales

5. Provide company annual sales for the three previous fiscal years in the United States. Sales reporting should be segmented into the following categories:

Iron Bow's annual sales for 2020, 2021, and 2022 are provided in **Figure 3**.

Figure 3: Iron Bow Total Annual Sales

Supplier Annual Sales in the United States For 2020, 2021, and 2022			
Segment	2022	2021	2020
Cities	\$741,851.98	\$415,178.81	\$806.65
Counties	\$3,511,874.94	\$6,943,523.77	\$1,531,865.98
K-12 (Public/Private)	\$1,146,511.17	\$331,772.68	\$0
Higher Education (Public/Private)	\$8,452,970.37	\$6,317,798.56	\$2,641,209.72
States	\$36,908,106.90	\$32,143,567.96	\$32,221,936.91
Other Public Sector and Nonprofits	\$6,694,774.83	\$12,244,808.08	\$8,390,167.81
Federal	\$780,140,417.27	\$645,340,671.12	\$473,735,328.77
Private Sector	\$677,262,478.83	\$538,447,104.19	\$406,813,680.67
Total Supplier Sales	\$1,514,858,986.29	\$1,242,184,425.17	\$925,334,996.51

Annual Sales for Proposed Products and Services

6. For the proposed products and services included in the scope of your response, provide annual sales for the last three fiscal years in the United States. Sales reporting should be segmented into the following categories:

Iron Bow's annual sales for 2020, 2021, and 2022 for the proposed products and services are provided in **Figure 4**.

Figure 4: Iron Bow Total Sales for Proposed Products and Services

Supplier Annual Sales in the United States For 2020, 2021, and 2022			
Segment	2022	2021	2020
Cities	\$741,851.98	\$415,178.81	\$806.65
Counties	\$3,511,874.94	\$6,943,523.77	\$1,531,865.98
K-12 (Public/Private)	\$1,146,511.17	\$331,772.68	\$0
Higher Education (Public/Private)	\$8,452,970.37	\$6,317,798.56	\$2,641,209.72
States	\$36,908,106.90	\$32,143,567.96	\$32,221,936.91
Other Public Sector and Nonprofits	\$6,694,774.83	\$12,244,808.08	\$8,390,167.81
Federal	\$780,140,417.27	\$645,340,671.12	\$473,735,328.77
Private Sector	\$677,262,478.83	\$538,447,104.19	\$406,813,680.67
Total Supplier Sales	\$1,514,858,986.29	\$1,242,184,425.17	\$925,334,996.51

Public Agency Sales

7. Provide a list of your company's ten largest public agency customers, including contact information.

Figure 5 is a list of Iron Bow's top 10 Public Agency customers, along with the estimated total purchases for Fiscal Year 2021 and 2022.

Figure 5: Public Agency Sales

Public Agency Customer	Total Purchases for FY22	Key Contact
Virginia Information Technologies Agency (VITA)	\$63,000,000.00	Available upon request
Fairfax County Government, Virginia	\$6,900,000.00	Tanesha Sherrod, Procurement & Accounts Payable Manager, Tanehsa.Sherrod@fairfaxcounty.gov , 703-324-4012
County of Prince William, Virginia	\$3,200,000.00	Ryan Justus, Procurement Officer, gjustus@pwcgov.org , 703.792.6773
University of Maryland Medical System	\$3,500,000.00	John Pazdersky, Buyer, 443-462-3428, jpazdersky@umm.edu
Maryland Judiciary Administrative Office of Court	\$1,500,000.00	Karen Hoang, Procurement Officer, Karen.Hoang@mdcourts.gov , 410-260-1582
The School Board of Hernando County, Florida	\$1,500,000.00	Jill Renihan, Director of Safe Schools, renihan_j@hcsb.k12.fl.us , 352 797-7233
Orange County Government, Florida	\$1,100,00.00	Pamela Chance, Information Systems & Services Division, Pamela.Chance@ocfl.net , 407-836-5252
State of North Carolina	\$880,000.00	Stephanie Yoder, NCDIT, stephanie.yoder@nc.gov , 919-754-6298
Santa Rosa County Schools, Florida	\$525,000.00	Ricky Wallace, Enterprise Network Administrator, WallaceR@santarosa.k12.fl.us , 850-983-5150
City of Bradenton, Florida	\$320,000.00	Mike Terracciano, Technology Administrator, Michael.Terracciano@cityofbradenton.com , 941-932-9342

Green Initiatives

8. Describe any green or environmental initiatives or policies.

Iron Bow is often required to provide products that comply with environmental standards such as Energy Star and the Electronic Product Environmental Assessment Tool (EPEAT). In addition to these national standards, Iron Bow has supported California's Electronic Waste Recycling Act of 2003 by providing compliant products to customers there.

As a solution provider, we identify products that comply with our customers' environmental requirements. We also capture and maintain this information, such as Energy Star compliance or EPEAT certification levels, in our central database system. We can provide this data to customers as part of the ordering/purchasing process and can provide contract reporting that shows purchases of environmentally sound products.

According to the U.S. Environmental Protection Agency (EPA), the largest contributor to greenhouse gas emissions is transportation. Iron Bow supports telework, reducing the number of cars on the road and thus reducing fossil fuel consumption and greenhouse gas emissions. Our headquarters building in Herndon, Virginia, has an automated energy management system (EMS) to turn off lights and adjust temperature in unoccupied areas, reducing energy use. Recycling bins and water bottle filling stations are located throughout the office, reducing the amount of waste sent to landfills.

Diversity Programs

9. Describe any diversity programs or partners Supplier does business with and how Participating Public Agencies may use diverse partners through the Master Agreement. Indicate how, if at all, pricing changes when using the diversity program. If there are any diversity programs, provide a listing of diversity alliances and a copy of their certifications.

Iron Bow is committed to providing an equitable opportunity for small business, Small Disadvantaged Business (SDB), Woman Owned Small Business (WOSB), Historically Underutilized Business Zone (HUBZone), Veteran Owned Small Business (VOSB), and Service-Disabled Veteran Owned Small Business (SDVOSB) concerns to participate in subcontracting opportunities on our contracts. We continually seek to add diverse suppliers and subcontractors. This is demonstrated by our Individual Subcontracting Reports and Summary Subcontracting Reports, which Iron Bow is required to provide on several of our governmentwide acquisition contracts (GWACs).

Iron Bow's subcontracting program is intended to use existing, as well as develop new relationships, with small business concerns to meet the small business goals of our clients. Our outreach efforts include:

- Contacting minority and small business trade associations
- Contacting business development organizations
- Requesting sources from System for Award Management (SAM) and the Small Business Administration (SBA)
- Attending small and minority business trade fairs and procurement conferences

Internal efforts to guide and encourage purchasing personnel include:

- Presenting workshops, seminars, and training programs to sales and program management personnel
- Establishing, maintaining, and encouraging use of small business, SDB, WOSB, HUBZone, VOSB, and SDVOSB concern source lists, guides, and other data for soliciting partners
- Monitoring activities to evaluate compliance with participation and subcontracting plans

Iron Bow has established a Small Business Liaison Office (SBLO) that is responsible for promoting use of small business, SDB, WOSB, HUBZone, VOSB, and SDVOSB concerns. The SBLO coordinates events for staff to reinforce the requirements regarding utilization of small businesses and opportunities to work with Iron Bow. The SBLO maintains a list of small business, SDB, WOSB, HUBZone, VOSB, and SDVOSB concerns in our Oracle database. These are available to all Iron Bow staff for review when seeking partners. Members of the SBLO meet personally with representatives of small businesses that have the potential to do business with Iron Bow. This one-on-one contact is more meaningful than simply providing information on a website and allows us to solidify long-term relationships more readily with small business partners.

Discounts off product and categories do not change when we partner with a small business.

Supplier Classification

10. Indicate if Supplier holds any of the below certifications in any classified areas and include proof of such certification in your response:

Iron Bow is a large business. Our socio-economic status for each diversity category requested is provided in **Figure 6**.

Figure 6: Iron Bow Socio-Economic Status

Socio-Economic Category	Certification – Yes or No?
Minority Women Business Enterprise (MBE or WBE)	No
Small Business Enterprise (SBE) or Disadvantaged Business (DBE)	No
Historically Underutilized Business (HUB)	No
Historically Underutilized Business Zone Enterprise (HUBZone)	No
Veteran Business Enterprise (VBE)	No
Service-Disabled Veteran's Business Enterprise (SDVBE)	No

Affirmative Action Policy

11. Please describe any Affirmative Action Policy your company has in place.

It is both the policy and practice of Iron Bow to provide equal opportunity in employment to all applicants and employees and to abide by all laws pertaining to fair employment practices.

Our policy prohibits discrimination based on race, color, creed, sex, age, religion, national origin, handicap, disability, marital status, veteran status, or any other factor protected by applicable law. This policy applies to terms, conditions, and privileges of employment, including, but limited to recruitment, hiring, compensation, benefits, transfers, promotions, training, education, social programs, discipline, layoffs, and termination. Iron Bow's policy of non-discriminatory employment practices includes, but is not limited to, the following:

- Employ those applicants who possess the necessary skills, education, and experience without discrimination.
- Promote, upgrade, transfer, demote, recruit, advertise, or solicit for employment without discrimination.
- Train during employment, and select for training and apprenticeship programs, without discrimination.
- Establish rates of pay, terms and conditions, or privileges of employment without discrimination.
- All employees are expected to not aid, abet, compel, coerce or conspire to discharge, or cause another employee to resign because of discrimination.

1.2.3 Order Processing and Distribution (C)

Normal Order Processing Procedure

1. Describe your company's normal order processing procedure from point of customer contact through delivery and billing.
2. In what formats do you accept orders (telephone, ecommerce, etc.)?
3. Please describe your single system or platform for all phases of ordering, processing, delivery and billing.
4. Please state your normal payment terms and any quick-pay incentives available to Participating Public Agencies.
5. State which forms of ordering allow the use of a procurement card and the accepted banking (credit card) affiliation.

The Iron Bow Order Management System was developed as a complete product provisioning solution with an emphasis on the unique support requirements inherent in product procurement contracts. The system has been proven over the last 10 years to achieve these goals. We continually re-evaluate capabilities, efficiencies, and system accuracy, taking into consideration technology improvements that may enhance our existing support features.

Iron Bow Quote Tool

Central to any project is a reliable, accurate quoting tool. Our quote tool is an internally customized, automated quoting system that enables easy, consistent, and secure creation and management of customer quotes across all creation and management of customer quotes. Integrated into Iron Bow in 2013, the current iteration of the tool is built on the industry-proven Oracle E-Business Suite (EBS) platform. Iron Bow account teams use this tool to generate product quotes for thousands of federal, state, local, and commercial customers annually. As part of the quote tool, contract information, such as approved catalog products, product compliance, and pricing, is loaded into the database and managed throughout the contract lifecycle.

The Iron Bow Account Team will use the quote tool to support Participating Agencies. The team will develop solutions, or validation, and quotes as requested. The team can be reached by phone or email. Contact information will be provided to the Agency upon award.

eCommerce / Shopping Cart Capabilities

Iron Bow's eCommerce system capabilities are based on the Oracle iStore platform. iStore is an electronic commerce application that enables us to build, manage, and personalize powerful, global, and scalable internet storefronts. Iron Bow has seamlessly integrated iStore with Oracle's Enterprise Resource Planning (ERP) applications to create powerful internet store sites for selling products and services in a secure and personalized environment. Our iStore supports both business-to-business (B2B) and business-to-consumer (B2C) selling models. We currently support multiple federal customers with unique storefronts built on the iStore platform.

Order Placement

Oracle EBS serves as the primary mechanism for placing and entering orders completely and accurately. Iron Bow accepts all forms of purchase orders. Means of ordering include, but are not limited to, fax, email (with attachments in one of the prescribed formats), and paper copies (via U.S. mail or private courier), as well as electronic data interface (EDI).

Order Tracking

Iron Bow has implemented iSupport and Install-Base as additional modules within our instance of EBS to provide a web-based interface where our Account Team or authorized customer buyers can access and review tracking numbers and delivery status.

by Iron Bow uses secure connections to our vendors, OEMs, and logistics partners, to track orders from receipt to delivery and add them to the database. Agencies will be able to access up-to-date information on the status of all orders by either contacting the team or via the customer portals.

Credit Card Orders

Iron Bow currently accepts credit card orders via phone or the web portal in our iStore module, and can extend this support to the participating Public Agency, if applicable. Purchasing thresholds can be set as desired. Orders will be screened and only accepted when found to be in accordance with the order requirements established by the Agency for credit card use.

Additionally, we will capture all purchase information necessary to provide the Agency with full and detailed reporting of credit card use, if requested. This automation will help limit any errors that may occur from human intervention.

Order Modifications

Should the need arise for order modifications or delivery change requests, Iron Bow will follow our International Organization for Standardization (ISO)-certified change management process that is based on Program Management Institute (PMI) Program Management Body of Knowledge (PMBOK) best practices. This process focuses on controlling changes to the baseline order to ensure order delivery success, and provides all parties with a recorded trail of changes made to the baseline order or delivery schedule. Once a change is proposed, we review it and assess its impact on current order status. Alignment of the proposed change with delivery objectives is validated and either approved or rejected, and the decision is communicated to all affected stakeholders. Adjustments reflecting the changes are then made to the order.

Order Invoicing

Once equipment has been delivered and accepted at the customer site, invoices will be exported from the system in accordance with contract terms and submitted to the Agency for payment. Iron Bow accepts all methods of payment. Credit card fees incurred are not directly passed on to customers. Typical payment terms are Net 30 days.

Nationwide Distribution

6. Describe how your company proposes to distribute the Products and Services nationwide.

Headquartered in Herndon, Virginia, Iron Bow maintains sales and engineering offices across the continental United States and the Pacific Rim that support customers around the world. Our strategic approach to distribute products and services on the Technology Products, Services, and Solutions Catalog includes long-standing agreements with numerous distribution partners, helping to ensure we can fulfill the requirements of participating agencies under this Master Agreement. We leverage our distribution partners such as Synnex, Ingram Micro, ScanSource, Tech Data, and the OEMs themselves to support product fulfillment requirements. Having numerous options to secure constrained products ensures timelier delivery and can result in cost savings for Agencies by leveraging promotions offered by our partners.

Processing, Handling, and Shipping

7. Identify all other companies that will be involved in the processing, handling or shipping of the Products and Services to the end user.

Items in the Technology Products, Services, and Solutions Catalog that require shipping will be shipped directly from one of our OEMs or distribution facilities listed in **Section 1.2.3, Distribution Facilities**. Standard shipping will not be charged to the Agency unless it has unique delivery requirements (e.g., inside delivery).

Master Agreement Pricing Compliance

8. Describe how Participating Public Agencies are ensured they will receive the Master Agreement pricing with your company's distribution channels, such as direct ordering, retail or in-store locations, distributors, etc. Describe how Participating Public Agencies verify and audit pricing to ensure its compliance with the Master Agreement.

Participating Agencies can verify they are receiving accurate contract pricing and have the flexibility to purchase according to actual need by using Iron Bow's quoting and order management process. The participating Agency will receive the best possible price, never exceeding the proposed contract price, using Iron Bow's core order management business system, which consists of:

- **Oracle EBS** – Provides data on catalog, contract, project, order, supply chain, and financial management, and our quote tool, within one database.
- **Oracle iStore** – Provides secure, web-based access to EBS functionality for authorized Agency personnel, including contract-specific catalog browsing.
- **Iron Bow Service Desk** – Provides toll-free customer support and trouble ticketing.

Agencies will receive an integrated data repository for all contract activity with Iron Bow's order management system. Our Account Team uses EBS for all quoting, ordering, tracking, and reporting activities. In addition, secure web portals can be opened to provide contract-limited customer access to iStore and the Iron Bow Service Desk, as required. All quotes and orders are captured in EBS and can be linked to Iron Bow. As a result, all order and delivery tracking and all contract reporting are based on the full scope of all contract activities regardless of the originating source.

As detailed in the **Normal Ordering Processing Procedure** section above, contract information, such as approved catalog products, product compliance, and pricing, are loaded into the EBS database and managed throughout the contract lifecycle to ensure pricing compliance with the Master Agreement.

Distribution Facilities

9. Provide the number, size and location of your company's distribution facilities, warehouses and retail network, as applicable.

Iron Bow uses the following distribution partners as part of our business model:

- **Synnex:** Distributes over 30,000 technology products from 300 of the world's leading and emerging manufacturers and provides complete solutions to more than 20,000 resellers and retail customers in the U.S., Canada, and Japan. Synnex has warehouses in Northern and Southern California, Texas, Mississippi, Illinois, Ohio, Virginia, and New Jersey.
- **Ingram Micro:** Represents more than 1,700 suppliers/OEMs with nearly 200 logistics centers worldwide. In the U.S., major offices include Miami, Florida; Annapolis Junction, Maryland; Williamsville, New York; Plainfield, Indiana; Scottsdale, Arizona; and Irvine, California.
- **ScanSource:** Has headquarters in Greenville, South Carolina, and 48 locations in North America, Latin America, and Europe. This includes 26 locations in North America alone.
- **ImmixGroup, Inc.:** Has a partner ecosystem that includes more than 300 manufacturers and 1,200 solution partners.
- **Tech Data:** One of the world's largest technology distributors. They help OEMs bring their products to market and offer a wide range of technical and business support services.
- **Polaris:** A leading provider of logistics and related services whose prime vertical markets are in healthcare logistics, federal government project support, aerospace and defense, and retail and consumer logistics.
- **Sealing Technologies:** A leader in cutting edge research, products, engineering, and integration services in the Internet of Things (IoT), Edge, Machine Learning, Artificial Intelligence (AI) and Cloud Industries.

Customized Reporting

10. Describe your ability to provide customized reports (i.e. commodity histories, purchase histories by department, etc.) for each Participating Public Agency.

The Iron Bow Report Server is built on Reporting Workbench from Polaris for Oracle EBS. This is a powerful and robust reporting application for creating very simple to highly complex reports for our internal organizations and customers alike. Reporting Workbench provides access to real-time data and generates high-quality reports on catalog management, quoting, order management, supply chain, financial applications, and more. For dashboards, trending, and historical reporting, Iron Bow has implemented Oracle Business Intelligence and Analytics.

Our Report Server can be configured to automatically generate regular, customized reports in the specific format required to meet any reporting requirements. In addition, Iron Bow can support Agencies throughout the contract lifecycle with fully customized report capabilities that can be provided on an ad hoc, on-demand basis. We have been requested to provide this level of support on many occasions and will extend this benefit to Fairfax County and GovMVMT, if desired. Some examples of custom reporting requests we have supported are sales breakdown by Contract Line Item Number (CLIN), number of orders received by month, number of orders shipped to a geographic area, and orders by Participating Agency.

The Report Server captures dozens of data points by fully integrating with the various support modules (e.g., EBS, quote tool, iStore, IronCare Ticketing, catalog management tool). Information is captured automatically between the various subsystems, eliminating the potential for cross-system data entry errors. Reports can be generated based on specific fields, and customized filters can be applied to gather multiple data sets and value ranges. With this ability, Iron Bow can provide customers a broad range of insights

into contract performance and metrics. As mentioned, our Report Server architecture has great flexibility, enabling easy addition of data fields at customer request. For example, we do not normally track the environmental status of a product beyond EPEAT or Energy Star compliance, but additional fields could be added to support the Agency's specific environmental requirements.

eCommerce Capabilities

11. Describe your company's ecommerce capabilities:

- a. Include details about your company's ability to create punch out sites and accept orders electronically.
- b. Provide detail on your company's ability to integrate with a Public Agency's ERP/purchasing system (Oracle, SAP, Jaggaer, etc.). Please include some details about the resources you have in place to support these integrations.

Iron Bow has decades of experience supporting customer eCommerce requirements. We continuously seek ways to optimize EDI and Extensible Markup Language (XML) technologies for interfacing with customers, subcontractors, suppliers, and manufacturers. We currently have EDI established with our primary distribution partners, such as Synnex, Tech Data, and Ingram Micro, as well as many of our top tier OEMs. In addition, we host several existing eCommerce sites tailored to customer-unique purchasing requirements.

With our managed EDI solution, we ensure customers and partners remain well informed. Iron Bow maintains a customized and secure portal that provides full visibility to customer EDI and other systems. We provide a high-level overview of customer transactions within our systems as well as the ability to search and report on an individual or group of transactions. We offer complete transparency for our customers, with the ability to view the entire lifecycle of a transaction from Purchase Order, to Ship Notice, to Invoice.

The Iron Bow MIS team is composed of subject matter experts (SMEs) who not only understand the business requirements but also have deep knowledge of how to optimize the investments made in EBS to meet those requirements. We enable customers to use nearly all communications protocols and channels. We will translate your inbound and outbound EDI data, supporting virtually any type of file, including EDI, XML, flat files, delimited and fixed length, and even direct integration with Open Database Connectivity (ODBC) compliant data sources. We will map customer data requirements to the customer's internal system. We can support integration to most ERP and accounting systems, including Costpoint, Oracle, JD Edwards, NetSuite, and SAP.

1.2.4 Sales and Marketing (D)

1. Provide a detailed ninety-day plan beginning from award date of the Master Agreement describing the strategy to immediately implement the Master Agreement as Supplier's preferred go-to market strategy for Public Agencies to Supplier's teams nationwide, including, but not limited to:

- a. Executive leadership endorsement and sponsorship of the award as the Supplier's go-to market strategy within the first 10 days.

- b. Training and education of Supplier's national sales force with participation from the Supplier's executive leadership, along with the GovMVMt team within the first 90 days.

2. Provide a detailed 90-day plan beginning from award date of the Master Agreement describing the strategy to market the Master Agreement to current Participating Public Agencies, existing Public Agency customers of Supplier, as well as to prospective Public Agencies nationwide immediately upon award, including, but not limited to:

- a. Creation and distribution of a co-branded press release to trade publications.

- b. Announcement, Master Agreement details and contact information published on the Provider's website within the first 90 days.

- c. Commitment to attendance and participation with GovMVMt at national (i.e. NIGP Annual Forum, etc.), regional (i.e. Regional NIGP Chapter meetings, Regional Summits, etc.) and provider-specific trade shows, conferences and meetings throughout the term of the Master Agreement.

- d. Commitment to attend, exhibit and participate at the NIGP Annual Forum in an area reserved by GovMVMT for partner providers. Booth space will be purchased and staffed by Supplier.
- e. Design and publication of national and regional advertising in trade publications throughout the term of the Master Agreement.
- f. Ongoing marketing and promotion of the Master Agreement throughout its term (case studies, collateral pieces, presentations, promotions, etc.)
- g. Dedicated GovMVMT internet web-based homepage on Supplier’s website with:
 - GovMVMT standard logo;
 - Copy of original Request for Proposal, including all addenda;
 - Copy of Master Agreement all amendments between Lead Public Agency and Supplier;
 - Marketing Materials;
 - Electronic link to GovMVMT website including the online registration page;
 - A dedicated toll-free number and email address for GovMVMT.

90-Day Plan

To educate our salesforce, Iron Bow has provided a detailed 90-day plan beginning from award date of the Master Agreement describing the strategy to immediately implement the master agreement as our primary go-to market strategy for Agencies to supplier’s teams nationwide.

Figure 7 shows a high-level overview of this plan, which we describe in the following sub-sections.

Figure 7: High-Level Overview of Iron Bow’s 90-Day Plan



FIRST 10 DAYS Executive Buy-In

- Pro-actively obtain leadership buy-in
- Deliver contract briefing to leadership
- Work with GovMVMT to ensure success of contract

FIRST 30 DAYS Planning & Marketing Material Development

- Develop Master Agreement Guide
- Conduct SWOT Analysis
- Work with GovMVMT to distribute and go-to-market

FIRST 60 DAYS Master Agreement Training & Education

- Provide training to all sales engineering & operations teams
- Work with GovMVMT to develop customized agenda
- Extend training to SLED, Commercial & Healthcare orgs

FIRST 90 DAYS Proactive Outbound Communications

- Work with OEM partners to create end-user events
- Promote & Engage using Iron Bow’s significant social media presence
- Communications Team to collaborate with GovMVMT on messaging and branding efforts

POST 90-DAYS Effective Collaborative Environment

- Schedule semi-annual planning meetings
- Address opportunities, joint marketing activities, any issues and challenges, and lessons learned
- Ensure clear lines of communication among partners

TRANSITION Dedicated Program Management

- Work with GovMVMT to create Chief Procurement Offers (CPOs) throughout U.S.
- Provide continued education to all agency customers
- Leverage existing VIDA contract to positively position solutions and benefits of master agreement

TRAINING Successful Training to Champion Agreement

- Engage stakeholders to serve as intermediaries and champions
- Create tools to ensure staff is aware of contracts available to them
- Continue to evolve to best support growth and continued success

First 10 Days – Executive Buy-In

As part of our proposal development process, Iron Bow proactively obtains leadership’s buy-in to pursue a contract of this type and size. The executive team welcomes the opportunity to market our tailored

offering to the public sector through the GovMVMT Master Agreement. Upon award, Iron Bow's Transition Tiger Team, which includes resources from Sales, Marketing, Partner Alliance, PMO, Engineering, and our Managed Services departments, will deliver a contract briefing to our executive leadership outlining the 30-, 60-, 90-Day Marketing Plan in addition to our concept of operations for managing a contract of this size and importance. The transition team will work hand-in-hand with GovMVMT and our OEM partners to ensure the success of the contract.

First 30 Days – Planning and Marketing Material Development

During the first 30 days, several planning activities occur concurrently and will all be managed by our Transition Tiger Team.

Our PMO works with our Contracts and Legal Department to develop a Master Agreement Guide. The guide includes high-level, pertinent contract information for our end users. It includes sales and delivery point-of-contact information, and details of the contract parameters (i.e., period of performance, list of authorized users, and payment terms). The guide also includes ordering and invoicing instructions with a link to the product/service catalog. We will market the Master Agreement on Ironbow.com and social media outlets, posting relevant past performance and links to contract-specific usage and ordering guides and other custom-developed collateral to support the end-user community.

Sales and Marketing collaborate to perform a strengths, weaknesses, opportunities, and threats (SWOT) analysis and competitor analysis to tailor our messaging to our target audience. We will work with GovMVMT to define and document a list of top public sector clients. This information is incorporated into our marketing and training materials.

Our Marketing Team develops a press release in conjunction with GovMVMT. The press release is placed on our external corporate website and relevant trade publications. In addition, the team works with Sales, Engineering, and GovMVMT to develop, publish, and distribute co-branded marketing materials. These materials include items such as white papers, brochures, and postcards.

Our Sales and Operations teams establish the mechanisms by which end users will place orders, receive status, and pay invoices. They support our sales teams and customers to ensure information is timely, relevant, and consistent, and answer questions relating to their services. The teams also work with customers on return merchandise authorization (RMA) requests, missing information requests, and software licensing.

First 60 Days – Master Agreement Training and Education

To ensure our sales force and support teams understand the terms, conditions, value, strategy, and construct of the contract, Iron Bow prepares a training for Sales, Engineering, and Operations. The purpose of the training is to provide information on contract background, period of performance, authorized users, terms and conditions of use, scope of services, pricing construct, reporting requirements, EBS configuration, and any other topics of relevance to the roles leveraging it.

We will work with GovMVMT to develop a customized agenda to provide training to our sales engineering, and operations teams. We extend this training to all AMs in our State/Local/Education (SLED), commercial, and healthcare organizations. We conduct both live (web) and self-paced training that is available to all new employees and business units. All contract training documents and links to the prerecorded trainings are contained on an internal SLED SharePoint site.

First 90 Days – Proactive Outbound Communications

Iron Bow takes a proactive, multipronged approach to marketing demand generation. Seventy percent of potential customers perform research online before reaching out to a sales representative. We will seek to work with our OEM partners on planning and hosting end-user facing events such as web-based and/or

in-person technology briefings, executive roundtable discussions, webinars, solution-oriented public events, trade shows, and other state-run technology forums, conferences, and events.

Iron Bow has a robust social media program that in the past year garnered 62,914 LinkedIn page views, 27,217 LinkedIn unique visitors, 1,498 LinkedIn custom button links; and drove 42,800 Twitter impressions. Iron Bow's website has received 932,321 page views in the past year. Iron Bow's TechSource is a blog about the issues facing the government and industry today and the technologies being adopted to help overcome them. Our TechSource blog has received 30,042 visits in the past year, and a total of 430,302 visits since its inception (<https://ironbow.com/techsource/>). Our new resource library contains 12 thought leadership pieces developed by our SMEs (<https://ironbow.com/resource>).

Our proactive public relations (PR) program will assist our sales force in building relationships with media outlets/reporters for GovMVMT education users. Our Communications Team will assist with development and publication of press releases, technical white papers, media pitching, and engagement around product/solution announcements. We will also increase Iron Bow's exposure by targeting top publications read by our customers. Finally, we will leverage any opportunity to increase participation in speaking opportunities, positioning our top SMEs to evangelize the solutions we can provide on the master agreement.

We commit to ensuring this Master Agreement is properly positioned in the market and given ample opportunity to grow and succeed through a broad and diverse marketing program. We will consistently work with GovMVMT on refining content, messaging, advertising, and branding efforts to ensure we are in line with and/or exceeding expectations.

Post – 90 Days

To achieve an effective collaborative environment, Iron Bow's AM schedules semi-annual planning meetings. These meetings will focus on pending opportunities, joint marketing activities, any issues being experienced by the team, and lessons learned. We will support subcontractor participation in all open discussions to ensure issues are raised early and resolved promptly. This approach ensures clear lines of communication among our partners and encourages process improvement.

To support the GovMVMT contract, our Partner Alliances group establishes and manages the relationships with strategic OEM partners, enabling Iron Bow to resell their products and services and driving the tactical and long-term strategies based around them. Our large purchase volume drives our relationships with our OEM supplier partners, and we are in a strong position to deliver products before other vendors can do so, even in the event of industry wide supply constraints.

In addition to the executive sponsors listed in our proposal, AM Katie Barton will be dedicated to the Fairfax County GovMVMT contract. We also have dedicated regional AMs to work with other Participating Agencies. The AM will be the dedicated point of contact for the life of individual contracts and purchase orders. Once an Agency joins the contract, Ms. Barton will assist with the procurement and management of services and equipment in a cost-effective manner, working with individual agencies to analyze and recommend specific configurations and solutions. She will work proactively with GovMVMT and their Director of Partner Development to drive all aspects of sales, marketing, contracting, training, operations, and support.

Our sales staff has developed working relationships with agencies in their respective regions, and as part of the education and training process, we inform them they do not have to release competitive solicitations to purchase services and equipment but can buy directly via the GovMVMT contract.

Iron Bow will attend and participate with GovMVMT at national, regional, and provider-specific trade shows, conferences, and meetings throughout the term of the Master Agreement. We will purchase booth space to attend, exhibit, and participate at the National Institute of Governmental Purchasing, Inc. (NIGP) Annual Forum.

The Iron Bow Marketing Department will work with GovMVMT to create the national and regional materials/programs to publicize the Master Agreement to the appropriate end users. Current marketing strategies include radio and print advertising, joint telemarketing campaigns, marketing via local area sports franchises, and the development and distribution of customized sales collateral. We currently use direct mailers, seminars, and webinars to promote the latest technology to our clients. Direct mailers can be sent to Agencies that showcase available products and benefits of the Master Agreement. We can also issue the mailers as products are refreshed or added to the Master Agreement. The Marketing Department holds regular seminars and webinars on the newest and most popular technologies we provide. Public Agencies will be able to take full advantage of these marketing services.

Dedicated Web -Based Homepage

Iron Bow will create a dedicated GovMVMT internet web-based homepage on the Iron Bow website with the following information:

- GovMVMT standard logo
- Copy of original RFP, including all addenda
- Copy of Master Agreement all amendments between Lead Public Agency and Supplier
- Marketing Materials
- Electronic link to GovMVMT website including the online registration page
- A dedicated toll-free number and email address for GovMVMT

Transition Plan

3. Describe how Provider will transition any existing Public Agency customers' accounts to the Master Agreement available nationally through GovMVMT. Include a list of current cooperative contracts (regional and national) Supplier holds and describe how the Master Agreement will be positioned among the other cooperative agreements.

Iron Bow will work hand-in-hand with our dedicated program managers at GovMVMT to create a list of Chief Procurement Officers (CPOs) at all major accounts throughout the United States. We will then begin scheduling meetings with the CPOs to ensure they know about our GovMVMT Master Agreement and understand the advantages such a contract brings to them. Our nationally oriented account management teams will then continue educating all our Agency customers on the benefits of this new contract.

Iron Bow currently holds several cooperative contracts, including Montgomery College, IT Infrastructure Products, Software and Services, plus two OMNIA contracts. Iron Bow believes that the addition of this GovMVMT contract will fill out our desired portfolio of SLED contract vehicles and allow us to continue attracting new customers to not only Iron Bow but this GovMVMT contract in particular. The scope of products and services included within it ensures that Iron Bow has the tools we need to properly promote, position, and ultimately attract new customers to use this contract. As we have with other contract awards, we intend to promote this contract through press releases and on our SLED webpage. We will also be developing focus campaigns, marketing collateral, and outreach programs to help promote this contract.

We will also ensure that we educate our existing customers as to the benefits of this contract over others that they may be using and work with them to transition to it should the desire and fit be determined. We will ensure that this contract is accurately represented in our materials and discussions at trade shows and conferences we attend. Iron Bow, through its several decades of doing business, has successfully promoted, onboarded, and/or transitioned customers onto new contract vehicles in both the federal and SLED spaces and will continue these efforts for this vehicle as well.

We also hold a contract with VITA whereby we provide DaaS to its participating agencies in the Commonwealth of Virginia. The End User Services, Computing Devices, and Hardware contract involves delivery and servicing of nearly 60,000 devices across 86 agencies throughout the state. This contract involved a substantial transition from a previous contract of not only end users, but also systems,

inventory, facilities, people, software packages, and processes. Iron Bow successfully completed this transition and was commended by VITA executive staff for the efficiency and accuracy of our execution and delivery without impacting end users.

In addition to the aforementioned methods, we will work with our strategic manufacturers to ensure that our sales force is sharing and educating theirs on the merits of this contract vehicle and how it can benefit the partnership between Iron Bow and each respective manufacturer in their pursuit of selling into the SLED space. As with all our contract vehicles, we will continually assess our pipeline of activity and ensure we are properly positioning and promoting this GovMVMT contract to optimize its exposure.

Iron Bow Logo

4. Acknowledge Supplier agrees to provide its logo(s) to GovMVMT and agrees to provide permission for reproduction of such logo in marketing communications and promotions. Acknowledge that use of GovMVMT logo will require permission for reproduction as well.

Iron Bow will provide our logo and permission for its reproduction to GovMVMT for marketing communications and promotions. A request for the material along with file requirements can be sent to our Account Team at any time post-award. The team will provide GovMVMT with any organizational marketing material requested.

With permission, we would be happy to advertise the GovMVMT logo on this site. We acknowledge that permission is required to use the GovMVMT logo in promotional and marketing material. Iron Bow advertises current clients who request to be advertised on our webpage, www.ironbow.com.

Proactive Direct Sales

5. Confirm Supplier will be proactive in direct sales of Supplier's Products and Services to Public Agencies nationwide and the timely follow up to leads established by GovMVMT. All sales materials are to use the GovMVMT logo. At a minimum, the Supplier's sales initiatives should communicate:

- a. Master Agreement was competitively solicited and publicly awarded by a Lead Public Agency
- b. Pricing Equal to or better than Supplier's Best available government pricing
- c. No cost to participate
- d. Non-exclusive

Iron Bow leverages a variety of traditional and digital outreach tactics to engage agencies using effective messages, materials, and channels to use the master agreement for solution sales. External outreach to the agencies includes digital outreach, PR activities, and content creation and distribution. Digital outreach blends website development and enhancement, social media engagement, online advertising, and GovMVMT publications. All outreach programs Iron Bow uses for this Master Agreement will display the GovMVMT logo. Advantages will be communicated to Public Agencies nationwide and will include, at a minimum, that the master agreement is:

- Solicited and publicly awarded by a Principal Procurement Agency
- Offers best pricing to Public Agencies
- Free to participate
- Non-exclusive

Sales Training

6. Confirm Supplier will train its national sales force on the Master Agreement. At a minimum, sales training should include:
- Key features of Master Agreement
 - Working knowledge of the solicitation process
 - Awareness of the range of Public Agencies that can utilize the Master Agreement through GovMVM T
 - Knowledge of benefits of the use of cooperative contracts

Successfully training internal audiences requires engaging stakeholders to serve as intermediaries and champions, promoting the changes through internal communication channels and outreach products, and delivering timely training. Iron Bow creates the tools needed to ensure staff is aware of the contracts available to them, comfortable using them, and capable of promoting them to others.

To ensure proper promotion of the master agreement, Iron Bow trains our national sales force in several ways. Some examples of training methods are outlined in **Figure 8**.

Figure 8: Examples of Iron Bow Training Methods

Training Type	Description
Master Agreement Literature	We will provide GovMVM T' Master Agreement literature, including key features and benefits, that can be distributed to Agencies and the national salesforce.
Lunch and Learn	We hold regular lunch-and-learn briefings to provide information to the sales team that includes the solicitation process, new contract features, and technology trainings.
Contracts One-on-One	Our Contracts Team members often lead sessions directly with new employees and interested AMs in a one-on-one setting to discuss the range of Agencies that can use the master agreement.
GovMVM T	Working in conjunction with GovMVM T, we set up live and self-paced training sessions available to SLED, commercial, and healthcare teams to discuss how to market the contract to customers, who can use it, and features and benefits to Agencies.
Weekly Sales Meeting	We hold weekly sales meetings via Webex to discuss issues, progress, and contract status.
Contracts Guide	We develop a Contract Guide for our national salesforce available on our internal Sales intranet.

Key Resource Contact Information

7. Provide the name, title, email and phone number for the person(s) who will be responsible for:
- Executive Support
 - Sales
 - Sales Support
 - Marketing
 - Financial Reporting
 - Accounts Payable
 - Contracts

Key resources and their contact information are provided in **Figure 9**.

Figure 9: Key Resource Contact Information

Department	Contact Information
Highest Level Executive Sales Support	Bill Saltenberger, SLED / Commercial General Manager Bill.Saltenberger@ironbow.com (703) 279-3060

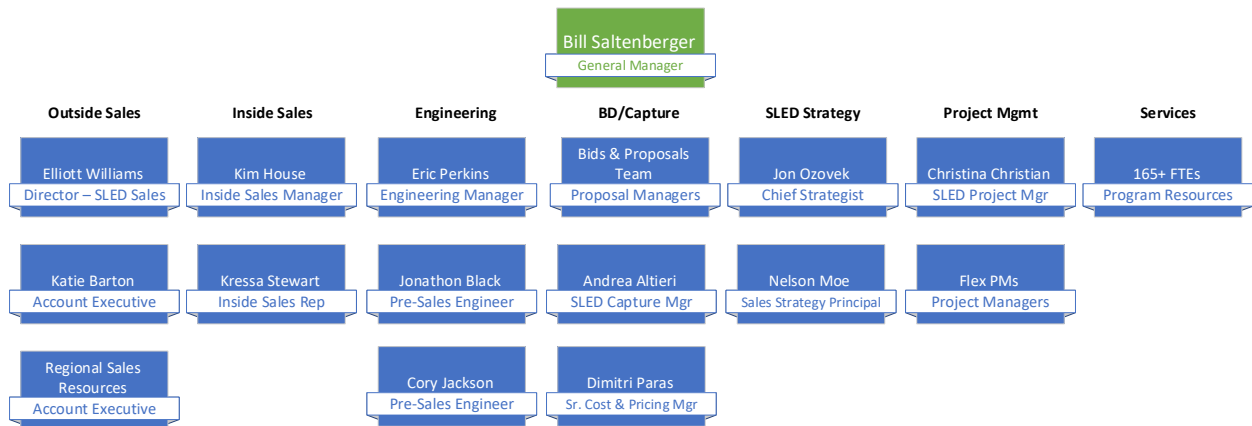
Department	Contact Information
Executive Support	Elliott Williams, Director, SLED Sales Elliott.Williams@ironbow.com (703) 657-7949
Sales	Katie Barton, Senior Account Manager Katie.Barton@ironbow.com (703) 234-5665
Sales Support	Kressa Stewart, Inside Sales Representative Kressa.Stewart@ironbow.com (703) 293-6782
Marketing	Sarah Kim, Director, Marketing Sarah.Kim@ironbow.com (703) 420-8743
Financial Reporting	James Mockus, Senior Manager, Business Operations James.Mockus@ironbow.com (240) 487-1432
Accounts Payable	Stephanie Hudson, Accounts Payable Manager Stephanie.Hudson@ironbow.com (703)293-2346
Contracts	Jodie Vaughn, Senior Contracts Manager Jodie.Vaughn@ironbow.com (703) 674-5283

Iron Bow National Sales Team

8. Describe how Supplier's national sales force is structured, including contact information for the highest level executive responsible for the sales team.

GovMVMT will have a dedicated Account Team that includes an AM, ISR, and CSE. The team will provide the core program support for the Agency. It will be supported by Iron Bow's technology consultants to provide technical solutions for the Agency. **Figure 10** provides further detail on the SLED sales team, contact information for key resources, including the highest level executive responsible for the sales team can be found in **Figure 9**.

Figure 10: SLED/Commercial Sales Team



Engineering Support

Our engineering teams have been strategically grouped to provide pre-sales, deployment, managed services, and SME support to our sales team and customers nationwide.

Advanced Technology Consultant Group: Providing subject matter expertise in their fields, these engineers are responsible for continuously identifying technology trends and adding the appropriate portfolio of products to support our competencies. The group includes 17 SMEs, eight of whom are Cisco Certified Internetwork Experts (CCIE), some holding dual and triple CCIE certifications in Data Center, Service Provider, Enterprise Infrastructure, Enterprise Wireless, and/or Security and four SMEs have received their CCIE 10-year Achievement certification. Of note: Mr. Greg Stemberger, a triple CCIE (Enterprise Infrastructure, Security, and Service Provider), is our Chief Technology Officer; Mr. Dan Klanderman is responsible for our Hosted Collaboration Solutions, including Cisco Unified Communications Manager (UCM) Cloud; Mr. Kevin Finch leads our Cyber-Security practice; Mr. Steve Smith leads our Digital Transformation practice; and Mr. Eugene McCall leads our IT Modernization practice.

Solutions Architecture Group: This group leads design and architecture activities for our clients. Members are senior-level experts in their fields and are brought in to solve the most complex technology challenges. The group is managed by Mr. Joe Wu and team leads who align with our core competencies, including AV, Wireless, Collaboration, Security, Next Generation Networking, and Data Center. The team is comprised of 17 engineers, five of whom hold either dual or triple CCIE certifications in Voice, Route/Switch, Collaboration, Security, and/or Data Center.

Technical Assistance Group (TAG): Our TAG is responsible for assisting our sales teams with configuring everyday run-rate quotes. The team is made up of three engineers who all have strong Cisco backgrounds.

Consulting Sales Engineers (CSE): Aligned with each of our business units (Healthcare, SLED/Commercial, DoD, and Civilian), our CSEs are part of a 1:1 or 1:2 CSE-to-AM team ratio. The CSE is responsible for all pre-sales activities, including initial customer meetings, identifying potential solutions, bill of materials (BOM) development, scope of work development, and management of transitional responsibilities when handing projects over to a delivery team. Five CSEs directly support the Commercial/SLED team.

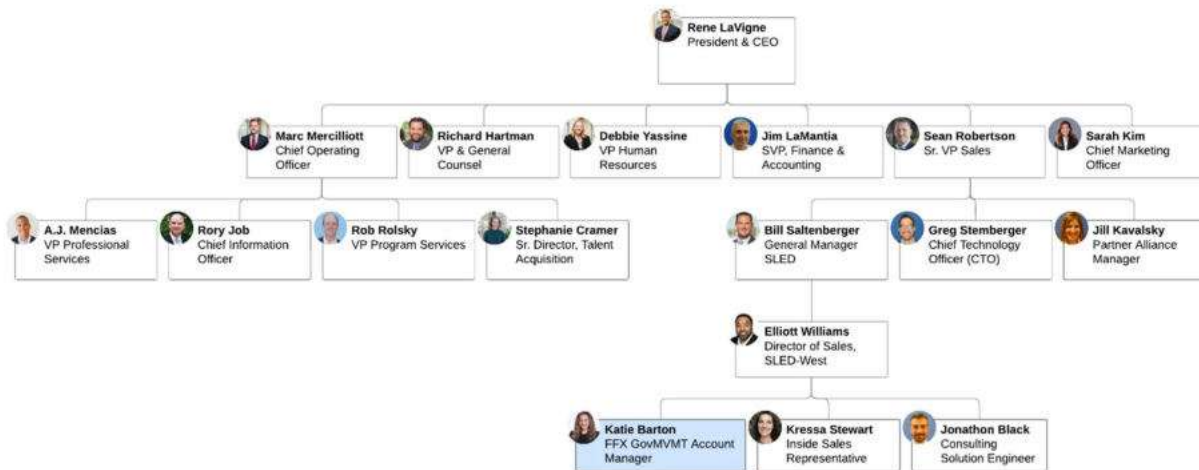
Engagement (Delivery) Engineering Team: The team represents the talent responsible for implementation, configuration, and training for our customers. It includes 23 engineers and one manager.

Cloud and Managed Services Team: Located in our CSC in Chantilly, Virginia, this team is responsible for product management, including product development and daily operations of our managed service center and portfolio of offerings. Our CSC staff is composed of more than 120 Tiers 1–3 Help Desk engineers who manage our Telehealth, Cloud and Managed Services, and Warranty Services offerings. Nearly all these individuals have some level of Cisco certification, such as Cisco Certified Network Associate (CCNA) and Cisco Certified Network Professional (CCNP).

Management Structure

Iron Bow's executive, account, and key engineering leadership teams, outlined in **Figure 11**, provide the vision and expertise required to consistently deliver leading IT solutions and services that help customers excel in their missions. We use simple, well-defined interfaces to facilitate interaction throughout the organization, focusing on clear lines of communication and control.

Figure 11: Iron Bow Leadership Team



With the depth and breadth of requisite experience, our Executive Leadership Team provides strategic oversight in their areas of focus:

- President and **Chief Executive Officer (CEO)** Rene LaVigne is responsible for driving Iron Bow’s strategic initiatives to align with the dynamic technology landscape and customer requirements, while also creating a top workplace culture for our employees. His forward-thinking and motivation are behind the Iron Bow “customer first” culture that keeps us at the forefront of the IT industry.
- With more than 25 years of experience at leading IT solutions providers, **Chief Operating Officer (COO)** Marc Mercilliott is a versatile technology leader with expertise in large-scale IT operations and technology services. He designs and implements business strategies, sets comprehensive goals for performance and growth, oversees daily operations of the company, and evaluates performance by analyzing and interpreting data and metrics.
- **Chief Technology Officer (CTO)** Greg Stemberger is a highly experienced Network Architect and CCIE with more than 15 years of progressive experience designing/ troubleshooting both large scale enterprise and service provider networks. As CTO for Iron Bow, he oversees the organization’s technological needs as well as the company’s research and development efforts in order to help align investments and reach customer objectives.
- Our **Vice President of Professional Services**, AJ Mencias, is responsible for Iron Bow’s Customer Assurance Program, which focuses on engineering and program management to effectively meet our customers’ requirements.
- Our **Senior Vice President of Finance and Accounting**, Jim LaMantia, performs effective risk management and plans and oversees our financial strategy. The Senior Vice President of Finance and Accounting is a critical function, ensuring cash flow is appropriate for operational expenses. He also supervises all finance personnel in the execution of their duties and manages vendor relationships.

Iron Bow’s other organizational units—Sales, Finance, Professional Services, Contracts, and Human Resources (HR)—will provide critical resources to ensure COOP for our GovMVMT project team.

National Program Implementation and Expansion

9. Explain how your company’s sales team will work with the GovMVMT team to implement, grow and service the national program.

Upon contract award, the Iron Bow Marketing Department will work with GovMVMT to create the materials/programs to publicize the Master Agreement to the appropriate end users. Current marketing

strategies include radio and print advertising, joint telemarketing campaigns, marketing via local area sports franchises, and development and distribution of customized sales collateral. We currently use techniques such as direct mailers, seminars, and webinars to promote the latest technology to our clients. Direct mailers can be sent to Public Agencies that showcase available products and benefits of the Master Agreement. We can also issue the mailers as products are refreshed or added to the Master Agreement. The Marketing Department holds regular seminars and webinars on the newest and most popular technologies we provide. Public Agencies will be able to take full advantage of these marketing services. Additional details on our social media reach, PR program, training, and positioning can be found in **Section 1.2.4, First 90 Days**.

Iron Bow takes these types of contracts very seriously. We ensure all our commercial, SLED, and healthcare sales teams are aware of the contracts, understand the marketing that supports them, where to continue pushing them, and provide them the necessary training and continuing education to be successful. In addition, we continually work with our sales teams to develop stronger marketing strategies in the markets where they work based on their direct experiences and street-level understanding of what is important to their customer bases, whether that is customized collateral development to help their own sales, branding and marketing strategies, or broader campaign development that leverages landing pages, white papers, lead generation sources, etc.

Iron Bow is also constantly assessing and evolving our own Search Engine Optimization (SEO), Social Media Optimization (SMO), and Search Engine Marketing (SEM) strategies to further promote our brand, capabilities, contracts, and overall expertise. This has shown great benefit to not only our own brand but those of our partners. This is an overarching corporate strategy and will continue to evolve to best support our growth and continued success in the markets where customers can use the GovMVMT contract.

National Program Management

10. Explain how your company will manage the overall national program throughout the term of the Master Agreement, including ongoing coordination of marketing and sales efforts, timely new Participating Public Agency account set-up, timely contract administration, etc.

Iron Bow currently supports several major federal procurement vehicles that serve the same purpose as the GovMVMT contract and are structured in a similar manner. Using these contracts enables ordering agencies to receive the best possible pricing even for smaller orders that normally would not carry deep discounts. The purpose and structure of these vehicles is identical to the goals and structure of the GovMVMT contract, and Iron Bow will provide GovMVMT with strong support to grow the use of the contract across the nation.

Iron Bow's GWACs, indefinite delivery/indefinite quantity (IDIQ) contracts, and blanket purchase agreements (BPAs) are listed in **Figure 12**.

Figure 12: Iron Bow's GWACs, IDIQs, and BPAs

Contract Name (Prime)	Contract Number	Type	# TOs	Revenue to Date	Period of Performance
U.S. Food and Drug Administration (FDA) BPA (New Tech Prime/Iron Bow Sub)	75F40121A00046	BPA/IDIQ	437	\$4.2M	9/30/2021 - 2/24/2023
OMNIA Cybersecurity	R200802	unknown	65	\$11.2M	8/1/2020 – 09/30/2023
OMNIA Technology	R210404	unknown	61	\$3.9M	2/1/2019 - 2/24/2023
U.S. Department of Agriculture (USDA) Laptop BPA (New Tech Prime/Iron Bow Sub)	New Tech	BPA/IDIQ	3929	\$128.6M	2/1/2019 - 12/31/2022
DOS VTC	19AQMM18D0035	IDIQ	762	\$22.5M	2/1/2018 -04/15/2023

Contract Name (Prime)	Contract Number	Type	# TOs	Revenue to Date	Period of Performance
FAA Strategic Sourcing for the Acquisition of Various Equipment and Supplies (SAVES) Hardware	692M1519D00015	IDIQ	1506	\$81.7M	2/1/2019 – 07/31/2024
FAA SAVES VTC	692M15-18-D-00004	IDIQ	359	\$13.2M	2/1/2018 – 02/20/2023
U.S. General Services Administration (GSA) IT Schedule 70	GS-35F-0251V	GWAC	1547	\$158.9M	1/1/2009 – 02/23/2029
NIH Chief Information Officer – Commodities and Solutions (CIO-CS)	HHSN316201500058W	GWAC	185	\$43.1M	2/1/2015 - 05/30/2025
National Aeronautics and Space Administration (NASA) Solution for Enterprise-Wide Procurement V (SEWP V)	NNG15SC41B	GWAC	1062	\$620.2M	2/15/2015 – 04/30/2025
VA Clinical Enterprise Video Network (CEVN) BPA	VA11915A0131	BPA	902	\$438.5M	9/30/2015 – 08/31/2023
U.S. Army Information Technology Enterprise Solutions (ITES) - Software (SW2)	W52P1J-20-D-0058	IDIQ	103	\$77.2M	2/1/2019 – 08/30/2025
U.S. Army Computer Hardware, Enterprise Software and Solutions (CHESS) ITES-3H Hardware	W52P1J-16-D-0014	IDIQ	10,124	\$865.8M	2/1/2015 – 08/22/2023
U.S. Army CHESS ITES-3S Services	W52P1J-18-D-A061	IDIQ	21	\$5.1M	2/1/2018 – 09/24/2027
U.S. Army CHESS Army Desktop and Mobile Computing 3 (ADMC-3)	W52P1J-19-D-0052	IDIQ	1097	\$160.3M	7/1/2019 – 03/05/2025

Responding to Formal Solicitations

11. While it is anticipated many Public Agencies will be able to utilize the Master Agreement without further formal solicitation, there may be circumstances where Public Agencies will issue their own solicitations. The following options are available when responding to a solicitation for Products covered under the Master Agreement. Describe your company's strategies under these options when responding to a solicitation.

- Respond with Master Agreement pricing (Contract Sales reported to GovMVMT).
- If competitive conditions require pricing lower than the standard Master Agreement not-to-exceed pricing, Supplier may respond with lower pricing through the Master Agreement. If Supplier is awarded the Contract, the sales are reported as contract sales to GovMVMT under the Master Agreement.
- Respond with pricing higher than Master Agreement online in the unlikely event that the Public Agency refuses to utilize Master Agreement (Contract sales are not reported to GovMVMT).
- If alternative or multiple proposals are permitted, respond with pricing higher than Master Agreement, and include Master Agreement as the alternate or additional proposal.

In cases where a Public Agency releases its own solicitation without using the Master Agreement, Iron Bow will reach out to the issuing/procurement office and notify them we hold the GovMVMT Technology Product Solutions contract and educate them on the strength of such a contract. We will provide collateral regarding the contract's terms and conditions and respond to the solicitation with Technology Product, Services, and Solutions Catalog pricing, if authorized/approved by the Public Agency. In this situation, contract sales would be reported by our program office to GovMVMT.

If we find ourselves facing competitive conditions requiring pricing lower than what we have as the standard Technology Product, Services, and Solutions Catalog not-to-exceed pricing, Iron Bow will respond with lower pricing. We will report such sales as contract sales to GovMVMT under the terms of the Master Agreement.

In the unlikely event the Public Agency refuses to use the Technology Product, Services, and Solutions Catalog, Iron Bow will respond with pricing higher than the agreement. In these situations, contract sales will not be reported to GovMVMT. If alternative or multiple proposals are permitted, we will respond with pricing higher than our Technology Product, Services, and Solutions Catalog and include the agreement as the alternative or additional proposal with the better pricing.

Sales Goals

12. Describe your company's sales goals for this Contract if awarded the Master Agreement, including targeted dollar volume by year:

Iron Bow has the following targeted sales goals for the first three years:

- \$15,000,000.00 in year one
- \$23,000,000.00 in year two
- \$30,000,000.00 in year three

1.2.5 Additional Information (E)

Please use this opportunity to describe any other offerings your organization can provide that you feel will provide additional value and benefit to a Participating Public Agency.

Cyber-Resiliency

Traditional cybersecurity approaches and methodologies are myopically focused on security risk and controls, with little to no visibility into overall operational, financial, and business-related outcomes. The underlying cause of this singular focused approach is current cybersecurity training and functions are historically very siloed into that specific area without having a holistic view or exposure to the enterprise.

In addition, traditional security risk assessments are key to a cybersecurity methodology that identifies critical information assets, assesses the threat to those assets, then estimates the impact of a breach to those specific assets.

However, the traditional approach does not identify the business outcomes/deliverables an organization produces and then trace these back to the systems and processes that generate these outcomes. Further, these traditional security models only consider risk in standard operating conditions; they do not consider evolving or residual risks in the event of an incident, disaster, or changing scenarios.

The rate of successful attacks in the public sector indicates shortcomings of the traditional approach. Additionally, attack vectors are constantly evolving, and the budget models do not allow for consistent spending towards improving cyber controls, which leaves environments vulnerable. In a recent Accenture survey, 32 percent of respondents indicate security was not part of the cloud discussion. The reasoning for this is the output of the security risk assessment does not include the business or financial stakeholders, and the identified risks do not often resonate with the stakeholders who have budgetary authority, further complicating the issue.

The elements of a traditional cyber security framework and approach used by Managed Security Service Providers (MSSPs) are as follows:

- **Identify** - Cybersecurity Risk Assessments focus on mitigation of cyber specific risks
- **Protect** - perimeter defenses
- **Detect** - continuous security monitoring
- **Respond** - incident response
- **Recover** - Resilience as a Service

Iron Bow's Resilience as a Service approach focuses on the overall enterprise in a holistic approach. The intended goal is building organizational resilience and specifically establishing operational resilience. Under operational resilience, the focus is on the resiliency of the business. This includes assessing the adaptability of the systems and processes to disruption, the recoverability of the core processes and systems to a negative event, the predictability of the outcomes generated by the business, and the securability of the overall operation.

The goal is to ensure the business of government can continue without interruption in any and all scenarios.

In our Resilience-as-a-Service framework, we first identify and trace back the key services or outcomes an organization provides to the processes, people, and systems that generate those services. Then we identify and prioritize single points of failure that can disrupt these outcomes with stakeholders from business, operations, finance, and technology to ensure a more holistic analysis. The output of this analysis is a prioritized resiliency roadmap that identifies technical and non-technical points of failure within the environment.

The advantage of the Resilience-as-a-Service framework is that, while the attack vectors are evolving at a rate faster than the public sector spending can keep pace, the underlying processes and systems are made resilient, limiting the effectiveness of any successful attack. Security is a key priority under operational resilience, and modern controls are implemented along with an evolving threat informed defense. The main difference between the traditional security and resilience approach is the breadth of scope and how security controls are prioritized under each model.

GuardSight

Acquired by Iron Bow in January 2023, GuardSight provides specialized Cybersecurity as a Service protection packages for organizations alongside white-glove service for smart tactical cyber defense.

Based in Utah, the national team helps small businesses to Fortune 500 global enterprises manage cybersecurity operations, vulnerability and penetration assessments and response services to help effectively manage cybersecurity.

GuardSight employs elite cybersecurity analysts that are at the ready to protect and defend your assets. They hold professional certifications related to cybersecurity risk management including Certified Information Systems Security Professional (CISSP), Certified Ethical Hacker (CEH), Certified Information Systems Auditor (CISA), Global Information Assurance Certification (GIAC) Penetration Tester (GPEN), GIAC Exploit Researcher and Advanced Penetration Tester (GXPN), and Offensive Security Certified Professional (OSCP).

Iron Bow Micro Assessments

Iron Bow has developed a series of packaged consulting services, referred to as micro-assessments, to help agencies gain critical knowledge about their environment, to scope projects correctly, and determine the appropriate budget for their needs. These micro-assessments are provided at a predetermined fixed price and include travel within continental United States (CONUS). The term "micro" refers to the short and purpose-built engagements, structured for ease of execution by both the customer as well as Iron Bow engineers. By pre-packaging these high-demand services there is no need for a large, drawn-out statements of work (SOWs) and/or negotiation. We will also develop custom and more large-scale assessments for our customers at their request. The following sections outline our most popular micro-assessment offerings.

- **Virtual Desktop Infrastructure (VDI):** The primary reason for VDI deployment failures is the lack of proper design and preparation of the underlying infrastructure. To mitigate this risk, Iron Bow has developed our own VDI Readiness Assessment. In this 2-week assessment, Iron Bow deploys Liquid Ware Labs' Stratusphere Fit on a virtual machine to properly collect the necessary data and to assess

the readiness of the underlying infrastructure to meet the requirements for each VDI deployment. Iron Bow collects data during actual usage periods to gauge readiness and work with customers to plan out the required infrastructure changes before deploying VDI to ensure an appropriate and robust user experience post-deployment.

At the conclusion of the data collection, Iron Bow analyzes the data, arrives at an appropriate infrastructure design, develops a recommended BOM, and outlines the expected outcomes to ensure compliance with all customer requirements. As a part of this process, Iron Bow delivers all assessment findings, explains rationale behind any infrastructure change recommendations, and presents the overarching view of how such a VDI deployment can and will be successful.

- **Network Performance:** Network Performance Assessments are best for clients that need to identify trouble spots in their network, capture network inventory, or plan for the future by identifying possible end of service (EOS)/end of life (EOL) devices. This micro-service helps Agencies benchmark their network, identify traffic bottlenecks, establish baseline, and identify EOS/EOL hardware.
This micro-service performs an inventory of the environment, analyzes the lifecycle of network equipment and servers, benchmarks how they compare to other companies, measures performance of network metrics such as jitter, latency, loss, shows top talkers, and maps application dependencies. Iron Bow kicks off the Network Performance micro-service by performing a physical survey, after which the Risk Identification and Site Criticality (RISC) IT HealthCheck tool is run for 7–10 business days. Once the RISC IT HealthCheck is complete, Iron Bow returns and analyzes the collected data, develops a recommended BOM and Findings Report, and reviews the results with the Agency. This micro-service includes up to 300 devices, one computer room, and less than five closets. Larger environments are custom priced.
- **Wireless (Passive or Active) Survey:** To optimize wireless performance and maximize user experience, Agencies need a Passive or Active Wireless Survey of their physical environments. A Passive Survey conveys the current radio frequency (RF) coverage and results are used for RF analysis, troubleshooting, or validation wireless moves, adds, or changes. An Active Survey includes spectrum analysis and validates a wireless design by producing optimal placement of wireless access points. This is important in ensuring maximum wireless coverage.
Iron Bow engineers use a tool called Air Magnet Survey Pro to perform the Passive and Active Surveys. The Micro-Service Passive Survey includes a single floor up to 25,000 square feet, is a 3-day engagement, and includes the Site Survey and documentation. A Passive Survey is performed onsite and is used to gather current RF data for analysis, troubleshooting, or validation of move, add, or change. The Active Survey includes a single floor up to 25,000 square feet is a 4-day engagement. The Active Survey is also performed onsite and is used to validate a wireless design and/or build a wireless coverage model and exact access point placement based on Agency requirements. This is done by temporarily placing an access point at a fixed location and taking RF reading with Air Magnet to validate its coverage and signal strength. We also perform a spectrum analysis with a spectrum analyzer to look for interference sources. The Passive and Active Surveys include the Site Survey and documentation (passive: heat maps and interference; active: exact access point (AP) location placement for optimal coverage). Larger buildings for both Passive and Active Surveys increase the time and cost.
- **Security Vulnerability:** Security is an important factor in every enterprise, you cannot secure what you do not know about. Agencies concerned about vulnerabilities in their enterprise can purchase a Security Vulnerability Assessment. Iron Bow engineers arrive on-site, conduct interviews with Agency stakeholders, and set up the Tenable Nessus Pro to perform a Vulnerability Scan. The vulnerability scan is completed in eight hours, followed by an analysis and delivery of final Findings Report that outlines vulnerabilities, auditing information, and recommendations. This micro-service covers up to 300 network devices.

24/7/365 Service Desk

Service Desk operations is the critical central point where we interact daily with customers. To deliver outstanding IT capabilities and service, we ensure our personnel have a varied skill set across technologies to perform at a high level. We leverage Information Technology Infrastructure Library (ITIL) as a base of knowledge for our service delivery model, as well as leverage industry and our own best practices to enable Agency's to improve performance. Iron Bow uses our knowledge and experience gained in supporting federal, state, local, commercial, and healthcare customer environments, as well as our experience handling more than 500,000 calls per year in our Chantilly, Virginia-based CSC.

Iron Bow's CSC was originally established to support our contract with the VA. We have transformed the facility into a 24/7/365 operations center that provides Tiers 1–3 Service Desk (first call through escalation), network monitoring, and server and system monitoring, as well as a variety of other managed services. To achieve and maintain successful Service Desk operations, we provide over 120 Tiers 1–3 technicians, managers, and SMEs, with vast skills across the systems and tools to assist in systems integration, configuration management testing, baselining and updating configurations, configuration analyses and recommended solutions, documentation, and implementation of solutions. In performance of our duties, Iron Bow's capabilities include:

- Provide and fully staff a managed IT Service Desk supporting Agency staff.
- Integrate our tool suite (ServiceNow) with Agency tools to provide single pane of glass.
- Work collaboratively with the Agency to create workflows that meet their business objectives.
- Establish Service Level Agreements (SLAs) to deliver an expected outcome to the Agency.
- Resolve as many requests as possible on first call (Tier 1).
- Prioritize and escalate requests to skilled technicians who can resolve them.
- Own, track, and coordinate requests until they are resolved.
- Monitor service levels and evaluate process flow for continuous process improvement.
- Close requests and maintain a knowledge base that may be used to build additional self-service utilities or databases of frequently asked questions (FAQ) and how-to questions.
- Identify, monitor, and report trends (e.g., performance, metrics, and satisfaction levels).

Customer Service

Iron Bow's OEM-certified service technicians are responsible for providing customer service for the daily operation of our customers' computer systems and networking systems. They will be the first line of support for all support calls and are available 24/7. Their responsibilities include:

- Telephone support to the participating Agency on complex hardware, software, and network-related problems, questions, and use
- First-tier resolution over the telephone by diagnosing, troubleshooting, and attempting problem reproduction to classify nature, level, and priority of problems
- Opening, tracking, and closing trouble tickets
- Ensuring problem ownership and promoting end-user satisfaction
- Escalating issues to internal Tier 2 or Tier 3 resources as needed
- Dispatching and tracking activities of service technicians assigned when trouble tickets are escalated, when necessary
- Tracking any additional support from OEM technical support organizations
- Providing regular and ad hoc reports to customers as required

Problem Resolution

As a result of proactive monitoring, the Iron Bow can detect and begin troubleshooting some incidents before the participating Agency becomes aware of a problem or notices any performance degradation. We will contact the Agency's support organization upon discovery of an issue or fault that may require corrective action. If on-site collaborative troubleshooting is required, the Iron Bow specialist will work remotely with the Agency's onsite support organization at a time convenient to the Agency.

We have established formal escalation procedures to facilitate resolution of complex incidents. We coordinate incident escalation, enlisting appropriate Iron Bow technical resources and operational managers to assist with problem-solving and Agency communication. Incidents will be escalated based on severity and the amount of time open without resolution. Agencies may elect to escalate their incidents with our Service Desk at any time. The Service Desk operates 24/7 and features experienced and highly qualified certified staff.

Telehealth

Leveraging 35 years of experience delivering and supporting complex information systems integration and 20 years in the healthcare market, Iron Bow has become the leading global provider of telemedicine solutions and North America's largest end-to-end telehealth services provider.

Iron Bow provides telehealth solutions to the VA, Kaiser Permanente, and Ascension Health, among many other healthcare systems of various size and scope. This success is a direct result of our commitment to serving as a one-stop shop for telehealth solutions and services—from research and development to solution planning, design, implementation, and hosting, to ongoing managed services and customer care—for our commercial and government healthcare customers.

Iron Bow's telehealth product suite is the culmination of over 20 years of support and input from some of the nation and federal government's largest and most cutting-edge virtual care programs. The solution is the most robust and comprehensive on the market today. It is purpose built, highly secure, and easy to use—thus ensuring providers and patients have the highest quality telemedicine encounters anytime, anywhere on any device.

Figure 13 illustrates the inherent capabilities of Iron Bow's telehealth solutions.

Figure 13: Benefits of Iron Bow's Telehealth Solution Portfolio

Features	Benefits
Integration with Client's Existing Tools and Infrastructure	Iron Bow's telehealth suite of products integrates within our customer's existing infrastructure including current electronic medical record (EMR) solution, Video Infrastructure and Microsoft Outlook.
Scope of Products and Services Offered	Iron Bow offers a holistic solution addressing all the telehealth product and service needs.
Competitive Pricing, Price Protection and Terms	Iron Bow is offering industry-competitive pricing and protection for our industry-leading solution.
Service Support and Flexibility	Our 24/7/365 CSC offers comprehensive support to all users—doctors, medical staff, and patients alike.
Trusted Advisory Services	Iron Bow's trusted advisory services—including strategic guidance, knowledge transfer, clinical adoption services, and more—enables clients to significantly increase operational efficiency and program success as well as scale for its telehealth future.
Reporting capabilities and data availability on summarized and detail encounter levels	Iron Bow offers reporting and data on both summarized and detail encounter levels.

Iron Bow’s telehealth solutions are the only offerings on the market that are entirely agnostic—they can integrate within any EMR application, operate on any video network, and function on any user device—whether that be mobile, desktop, or the Iron Bow purpose-built telemedicine endpoints. **Figure 14** details the portfolio of Iron Bow telehealth offerings.

Figure 14: Iron Bow’s Telehealth Solution Portfolio

Component	Description
Hardware	
Endpoints	Iron Bow’s video endpoints, such as the CLINiC™ and MedView™, are designed to perform seamlessly in multiple care settings and with a wide variety of clinical workflows, including electronic Intensive Care Unit (e-ICU), electronic sitting (e-sitting), stroke, behavioral health, and general clinical consults. The MedView meets conferencing requirements for group sessions at homeless shelters, outpatient clinics, and county community centers, and clinical consultation requirements for emergency centers, ICUs, and medical-surgical nursing (MedSurg) rooms. Unlike other clinical solutions, both endpoints provide unmatched video quality and reliability and crystal-clear audio, with solid state components, to minimize sound disturbance and ensure maximum uptime.
Endpoint Mounting Options	The CLINiC™ can be interchangeably mounted on a tabletop, wall, extensible arm, or on a medical cart.
Peripherals	Clients can supplement the proposed solution with optional Iron Bow or third-party peripherals with standard output AV signals (i.e., high-definition multimedia interface (HDMI), composite, video, and line-level audio) that may be plugged into the CLINiC™. Iron Bow holds strategic partnerships with more than 2,000 technology providers and OEMs, enabling us to provide cost-effective, technology-agnostic solutions across all our lines of business.
Software	
IronMed Telemedicine Platform	Our telemedicine platform is an intuitive, secure, Health Insurance Portability and Accountability Act of 1996 (HIPAA)-compliant, enterprise-class telemedicine platform. This proven platform enables healthcare organizations to rapidly configure and securely distribute their virtual health solutions, support limitless clinical use cases, automate the scheduling of patients, offer private virtual meeting rooms, and provide enhanced reporting and analytics—all while optimizing clinical workflows. The platform integrates natively within multiple EMR environments. The platform enables secure, exceptionally reliable AV point-to-point or multi-party telemedicine consults in any VTC standards-based environment. The platform is hosted within Amazon Web Services (AWS) within an Impact Level 5 (IL5) secure environment enabling 99.99% availability and uptime.
Services	
Sustainment	Driven by a service-oriented culture and supported by mature logistics best practices, clients can count on a consistent and reliable service experience. Our ITIL–certified service center is purpose built to support telemedicine. It operates 24/7/365 and is fully staffed with personnel who understand technical, clinical, and patient/parent complexities associated with sustaining and operating a robust telemedicine program.
Clinical Adoption	Iron Bow brings vast cadre decades of clinical expertise to assist in developing and deploying telemedicine programs. The personnel assigned work with the client to ensure that all users are adequately trained and comfortable with specific clinical workflows and requirements incorporated within the solution.
Program Management	Iron Bow will assign a dedicated Program Manager significantly experienced with deploying and managing complex telemedicine solutions. Additionally, our program management methodologies are an integrated set of repeatable processes that leverage industry best practices and serve as a framework to delivers high quality projects on time and within budget.
Communications/Marketing	Iron Bow’s comprehensive service capabilities encompass all facets of communications including copywriting and editorial support, branding and design, video production, live event planning/production, focus group planning, public service announcements, etc.
Training	Iron Bow offers various custom and pre-developed training options across multiple delivery methods and formats. We leverage an extensive digital library, a deep course curriculum, and flexible custom training approaches that range from onsite, live-instructor–led classes to self-guided webinars and

Component	Description
	prerecorded sessions with train-the-trainer, admin-level, and end-user content—all geared around delivering a thorough understanding of the newly deployed solution.
Implementation	After carefully planned and thorough site surveys, Iron Bow engineering teams activate, integrate, provision, deploy, and install the solution within the client’s unique environment.

MS Teams and Cisco WebEx Integration Services

Collaboration is essential for today’s workers, but the flexibility to support the mission is vital. Whether working remotely, in the office, or in the field with dispersed teams, 24/7 connectivity is required to be effective, and the toolsets to accomplish it must work together. For most agencies, this means a combination of Cisco and Microsoft (MS) platforms. Iron Bow’s Integration Solutions offer the best of both worlds.

Working with Cisco, Iron Bow provides direct integration of Cisco enterprise calling, video, and meeting capabilities with Microsoft Teams (Figure 15).

The solution solves the burden of the end users using multiple clients and platforms. Agencies can leverage MS Teams as the desktop content and messaging platform to launch a call directly from MS Teams using a Cisco calling infrastructure hosted in a Federal Risk and Authorization Management Program (FedRAMP) or DoD IL5 Cloud, or on premises Communications Manager. Iron Bow solutions and services can also automate the integration and service provisioning through O365/Teams, including Microsoft’s Government Community Cloud (GCC) instances (Figure 16).

Figure 15: Iron Bow Enables Cisco Microsoft Interoperability

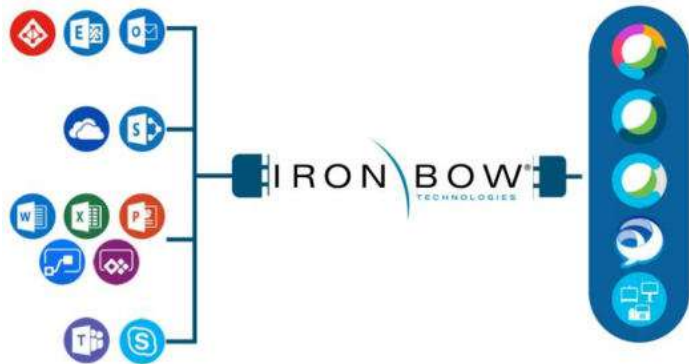


Figure 16: Enterprise Calling & Meetings with An Agency’s Corporate Messaging Platform



Figure 17 lists additional information about our MS Teams and Cisco WebEx integration.

Figure 17: MS Teams and Cisco WebEx Integration Additional Information

Why, How, and More Info	
<p>Tested and Proven for Simplicity Solution is designed for enterprise class use leveraging Cisco Collaboration and Microsoft Graph application programming interfaces (APIs) with automated provisioning to eliminate complex administration</p>	<p>Enhanced User Experience Users only need to know and use one App, delivering a streamlined and efficient workflow</p>

Why, How, and More Info	
Extended Capabilities By leveraging Iron Bow's integration solutions, agencies can employ the best of both worlds. Microsoft for their desktop client and Cisco infrastructure for Voice, Video, & Meetings	Government-Approved Security Architecture based on FedRAMP and IL5 security requirements for Cisco and Microsoft Clouds* including Joint Interoperability Test Center (JITC) Certified Session Border Controllers
Ready for Use Iron Bow can demo, pilot, and deploy our solutions for customers within Cisco's UCM Cloud for Government, Hosted Collaboration Solutions for Defense (HCS-D) or on Premises Systems	Advanced Capabilities Solution Integration supports softphone and hardphone desk control, and mobile devices (iPhone and Android)
End-to-End Encryption Federal Information Processing Standards (FIPS) 140-2 validated cryptography leveraging Transport Layer Security (TLS) 1.2 and Advanced Encryption Standard (AES)-256 for secure communications.	Customizable Leveraging Iron Bow services, solution can be customized based on customer needs

Anything as a Service (XaaS)

Anything as a service (XaaS) describes a general category of services related to cloud, computing, network, access, and IT systems. It recognizes the vast number of products, tools, and technologies now delivered to users as a service over the internet. Any IT function can be transformed into a service for enterprise consumption. The service is paid for in a flexible consumption model rather than as an upfront purchase or license.

Because XaaS stands for "anything as a service," the list of examples is endless. Many kinds of IT resources or services are now delivered this way. Overall, there are three categories of cloud computing models: Software as a Service (SaaS), Platform as a Service (PaaS), and Infrastructure as a Service (IaaS). Outside these categories, there are other examples such as disaster recovery as a service (DRaaS), communications as a service (CaaS), network as a service (NaaS), database as a service (DBaaS), storage as a service (StaaS), DaaS, and monitoring as a service (MaaS). Other emerging industry examples include marketing as a service and healthcare/telehealth as a service.

IronCare is Iron Bow's comprehensive delivery framework that offers clients managed services and as-a-service solutions. Whether it's creative financing for equipment and infrastructure, or bundling equipment, software and supporting services into a single monthly expense, IronCare is a flexible financial approach designed to meet customer technical and fiscal requirements. IronCare is designed to free IT staff from managing commodity equipment or services so they can focus on delivering complex technical solutions and governance to meet their customer's expectations and requirements. IronCare handles the execution and management of monotonous technical tasks. IronCare also enables organizations to rapidly incorporate new technologies and architectures in an expedited fashion by in-sourcing IronCare technical expertise to drive architectural change service evolution in a scalable and cost-efficient manner for a defined monthly recurring expense.

1.3 Exhibit C – Administration Agreement

ADMINISTRATION AGREEMENT

This ADMINISTRATION AGREEMENT ("Agreement") is made as of (Insert Date), by and between GovMVMT ("GovMVMT Purchasing Cooperative") and ("Supplier").

RECITALS

WHEREAS, the ("Lead Public Agency") has entered into a certain Master Agreement dated as of (enter date), referenced as Agreement (No.#), by and between Lead Public Agency and Supplier (as amended from time to time in accordance with the terms thereof, the "Master Agreement") for the purchase of (the "Products and Services");

WHEREAS, the Master Agreement provides that any state, county, city, special district, local government, school district, private K-12 school, technical or vocational school, higher education institution (including community colleges, colleges and universities, both public and private), other government agency or nonprofit organization (each a "Public Agency" and collectively, "Public Agencies") may purchase Products and Services at the prices indicated in the Master Agreement upon prior registration with GovMVMT, in which case the Public Agency becomes a "Participating Public Agency";

WHEREAS, GovMVMT has the administrative and legal capacity to administer purchases under the Master Agreement to Participating Public Agencies;

WHEREAS, GovMVMT serves in an administrative capacity for the Lead Public Agency and other lead public agencies in connection with other master agreements offered by GovMVMT;

WHEREAS, Lead Public Agency desires GovMVMT to proceed with administration of the Master Agreement on the same basis as other master agreements;

WHEREAS, "GovMVMT Purchasing Cooperative" is a trade name licensed by IGSA

WHEREAS, GovMVMT and Supplier desire to enter into this Agreement to make available the Master Agreement to Participating Public Agencies.

NOW, THEREFORE, in consideration of the mutual covenants contained in this Agreement, GovMVMT and Supplier hereby agree as follows:

ARTICLE I

GENERAL TERMS AND CONDITIONS

1.1. The Master Agreement, attached hereto as Exhibit A and incorporated herein by reference as though fully set forth herein, and the terms and conditions contained therein shall apply to this Agreement except as expressly changed or modified by this Agreement.

1.2. GovMVMT shall be afforded all of the rights, privileges and indemnifications afforded to Lead Public Agency under the Master Agreement, and such rights, privileges and indemnifications shall accrue and apply with equal effect to GovMVMT under this Agreement including, without limitation, Supplier's obligation to provide insurance and indemnifications to Lead Public Agency.

1.3. Supplier shall perform all duties, responsibilities and obligations required under the Master Agreement.

1.4. GovMVMT shall perform all of its duties, responsibilities and obligations as administrator of purchases under the Master Agreement as set forth herein, and Supplier acknowledges that GovMVMT shall act in the capacity of administrator of purchases under the Master Agreement.

1.5. With respect to any purchases made by Lead Public Agency or any Participating Public Agency pursuant to the Master Agreement, GovMVMT (a) shall not be construed as a dealer, remarketer, representative, partner, or agent of any type of Supplier, Lead Public Agency or such Participating Public Agency, (b) shall not be obligated, liable or responsible (i) for any orders made by Lead Public Agency, any Participating Public Agency or any employee of Lead Public Agency or a Participating Public Agency under the Master Agreement, or (ii) for any payments required to be made with respect to such order, and (c) shall not be obligated, liable or responsible for any failure by a Participating Public Agency to (i) comply with procedures or requirements of applicable law or ordinance, or (ii) obtain the due authorization and approval necessary to purchase under the Master Agreement. GovMVMT makes no representations or warranties with respect to any minimum purchases required to be made by Lead Public Agency, any Participating Public Agency, or any employee of Lead Public Agency or a Participating Public Agency under the Master Agreement.

ARTICLE II
TERM OF AGREEMENT

2.1. This Agreement is effective as of (Insert Date) and shall terminate upon termination of the Master Agreement or any earlier termination in accordance with the terms of this Agreement, provided, however, that the obligation to pay all amounts owed by Supplier to GovMVMT through the termination of this Agreement and all indemnifications afforded by Supplier to GovMVMT shall survive the term of this Agreement.

ARTICLE III
REPRESENTATIONS AND COVENANTS

3.1. GovMVMT views the relationship with Supplier as an opportunity to provide benefits to the Lead Public Agency, Participating Public Agencies and the Supplier. The successful foundation of the relationship requires certain representations and covenants from both GovMVMT and Supplier.

3.2. GovMVMT Representations and Covenants.

- (a) **Marketing**. GovMVMT shall proactively market the Master Agreement to Public Agencies using resources such as a network of sponsors or sponsorships including the Advisory Council which is comprised of procurement professionals from around the country. In addition, the GovMVMT staff shall make best efforts to enhance Supplier's marketing efforts through meetings with Public Agencies, participation in key events and tradeshow and other marketing activity such as advertising, articles and promotional campaigns.

- (b) Training and Knowledge Management Support. GovMVMT shall provide support for the education, training and engagement of Supplier's sales force as provided herein. Through its staff (each, a "Program Manager" and collectively, the "Program Managers"), GovMVMT shall, with scheduling assistance from Supplier, conduct training sessions and conduct calls jointly with Supplier to Public Agencies. GovMVMT shall also provide Supplier with access to GovMVMT' private intranet website which provides presentations, documents and information to assist Supplier's sales force in effectively promoting the Master Agreement.

3.3. Supplier's Representations and Covenants. Supplier hereby represents and covenants as follows in order to ensure that Supplier is providing the highest level of public benefit to Participating Public Agencies (such representations and covenants are sometimes referred to as "Supplier's Commitments" and are comprised of the Executive Commitment, Value Commitment, Differentiator Commitment and Sales and Marketing Commitment):


(a) **Executive Commitment:**


- (i) A true partnership: Supplier shall have full commitment of the Master Agreement from the highest executive level of the organization at any given time. This includes being supported by the supplier's senior executive management.
- (ii) The pricing, terms and conditions of the Master Agreement shall be Supplier's preferred contractual offering of Products and Services to all eligible Public Agencies. All of Supplier's direct and indirect marketing and sales efforts to Public Agencies shall demonstrate that the Master Agreement is Supplier's preferred offering and not just one of Supplier's contract options.
- (iii) Supplier's sales force (including inside, direct and/or authorized dealers, distributors, and representatives) shall always present the Master Agreement when marketing Products or Services to Public Agencies.
- (iv) Supplier shall advise all Public Agencies that are existing customers of Supplier as to the pricing and other value offered through the Master Agreement.
- (v) Upon authorization by a Public Agency, Supplier shall transition such Public Agency to the pricing, terms and conditions of the Master Agreement.
- (vi) Supplier shall provide a national/senior management level representative with the authority and responsibility to ensure that the Supplier's Commitments are maintained at all times. Supplier shall also designate a lead referral contact person who shall be responsible for receiving communications from GovMVMT concerning new Participating Public Agency registrations and for ensuring timely follow-up by Supplier's staff to requests for contact from Participating Public Agencies. Supplier shall also provide the personnel necessary to implement and support a supplier-based internet web page dedicated to Supplier's GovMVMT program and linked to GovMVMT' website and shall implement and support such web page.

(vii) Supplier shall demonstrate in its procurement solicitation response and throughout the term of the Master Agreement that national/senior management fully supports the GovMVMТ program and its commitments and requirements. National/Senior management is defined as the executive(s) with companywide authority.

(viii) Where Supplier has an existing contract for Products and Services with a state, Supplier shall notify the state of the Master Agreement and transition the state to the pricing, terms and conditions of the Master Agreement upon the state's request. Regardless of whether the state decides to transition to the Master Agreement, Supplier shall offer the Master Agreement to all Public Agencies located within the state.

(b) **Value Commitment:**

(i) ~~Supplier represents to GovMVMТ that  overall pricing in the scope of products and services offered under the Master Agreement is equal to or better than any other pricing options it offers to public agencies. Supplier's pricing shall be evaluated on either an overall project basis or the Public Agency's actual usage for more frequently purchased Products and Services.~~

(ii) Contracts Offering Lower Prices. If a pre-existing contract and/or a Public Agency's unique buying pattern provide one or more Public Agencies a lower price than that offered under the Master Agreement, Supplier  match that lower pricing under the Master Agreement and inform the eligible Public Agencies that the lower pricing is available under the Master Agreement. If an eligible Public Agency requests to be transitioned to the Master Agreement, Supplier shall do so and report the Public Agency's purchases made under the Master Agreement going forward. The price match only applies to the eligible Public Agencies. Below are three examples of Supplier's obligation to match the pricing under Supplier's contracts offering lower prices.

- A. Supplier holds a state contract with lower pricing that is available to all Public Agencies within the state. Supplier would be required to match the lower state pricing under the Master Agreement and make it available to all Public Agencies within the state.
- B. Supplier holds a regional cooperative contract with lower pricing that is available only to the ten cooperative members. Supplier would be required to match the lower cooperative pricing under the Master Agreement and make it available to the ten cooperative members.
- C. Supplier holds a contract with an individual Public Agency. The Public Agency contract does not contain any cooperative language and therefore other Public Agencies are not eligible to utilize the contract. Supplier would be required to match the lower pricing under the Master Agreement and make it available only to the individual Public Agency.

(iii) Deviating Buying Patterns. Occasionally GovMVM and Supplier may interact with a Public Agency that has a buying pattern or terms and conditions that considerably deviate from the normal Public Agency buying pattern and terms and conditions and causes Supplier's pricing under the Master Agreement to be higher than an alternative contract held by Supplier. This could be created by a unique end-user preference or requirements. In the event that this situation occurs, Supplier may address the issue by lowering the price under the Master Agreement on the item(s) causing the large deviation for that Public Agency. Supplier would not be required to lower the price for other Public Agencies.

(iv) Supplier's Options in Responding to a Third-Party Procurement Solicitation. While it is the objective of GovMVM to encourage Public Agencies to piggyback on to the Master Agreement rather than issue their own procurement solicitations, GovMVM recognizes that for various reasons some Public Agencies will issue their own solicitations. The following options are available to Supplier when responding to a Public Agency solicitation:

- A. Supplier may opt not to respond to the procurement solicitation. Supplier may make the Master Agreement available to the Public Agency as a comparison to its solicitation responses.
- B. Supplier may respond with the pricing, terms and conditions of the Master Agreement. If Supplier is awarded the contract, the sales would be reported as sales under the Master Agreement.
- C. If competitive conditions require pricing lower than the standard Master Agreement pricing, Supplier may submit lower pricing through the Master Agreement. If Supplier is awarded the contract, the sales would be reported as sales under the Master Agreement. Supplier would not be required to extend the lower price to other Public Agencies.
- D. Supplier may respond to the procurement solicitation with pricing that is higher (net to buyer) than the pricing offered under the Master Agreement. If awarded a contract, Supplier shall still be bound by all obligations set forth in this Section 3.3, including, without limitation, the requirement to continue to advise the awarding Public Agency of the pricing, terms and conditions of the Master Agreement.
- E. Supplier may respond to the procurement solicitation with pricing that is higher (net to buyer) than the pricing offered under the Master Agreement and if an alternative response is permitted, Supplier may offer the pricing under the Master Agreement as an alternative for consideration.

- (c) Differentiator Commitment. Supplier shall demonstrate the value, competitive scope, and differentiating factors of the agreement against alternative procurement options in the marketplace at every opportunity. The success of this program lies directly with properly positioning this contract vehicle as the premier cooperative purchasing option for public agencies.

Supplier can accomplish this by highlighting such facts as:

- Lead Public Agency process
- Non-profit structure
- Public Benefit Programs
- Value Commitments
- Advisory Council Oversight
- Dedicated Field Team

Supplier agrees that while this agreement brings significant value to Public Agencies, it is not an exclusive agreement and can be utilized at the discretion of the participating Public Agencies.

(d) **Sales and Marketing Commitment.** Supplier shall market the Master Agreement through Supplier's sales force or dealer network that is properly trained, engaged and committed to properly position the value of the Master Agreement as Supplier's preferred contract for Public Agencies. Supplier's sales force compensation and incentives shall be greater than or equal to the compensation and incentives earned under other contracts to Public Agencies.

(i) **Supplier Sales.** Supplier shall be responsible for proactive sales of Supplier's Products and Services to Public Agencies and the timely follow-up to sales leads identified by GovMVMT. Use of product catalogs, targeted advertising, direct mail, online marketing and other sales initiatives are encouraged. Supplier's sales materials targeted towards Public Agencies should include the GovMVMT logo. GovMVMT hereby grants to Supplier, during the term of this Agreement, a non-exclusive, revocable, non-transferable, license to use the GovMVMT name, trademark, and logo solely to perform its obligations under this Agreement, and for no other purpose. Any goodwill, rights, or benefits derived from Supplier's use of the GovMVMT name, trademark, or logo shall inure to the benefit of GovMVMT. GovMVMT shall provide Supplier with its logo and the standards to be employed in the use of the logo. During the term of the Agreement, the Supplier shall provide GovMVMT with its logo and the standards to be employed in the use of the logo for purposes of reproducing and using Supplier's name and logo in connection with the advertising, marketing and promotion of the Master Agreement to Public Agencies. Supplier shall assist GovMVMT by providing camera-ready logos and by participating in related trade shows and conferences. At a minimum, Supplier's sales initiatives shall communicate that (i) the Master Agreement was competitively solicited by the Lead Public Agency, (ii) ~~the Master Agreement provides pricing equal to or better than the Supplier's best available pricing and value to eligible agencies,~~ (iii) there is no cost to Participating Public Agencies, and (iv) the Master Agreement is a non-exclusive contract.


(ii) **Branding and Logo Compliance.** Supplier shall be responsible for complying with the GovMVMT branding and logo standards and guidelines. Prior to use by Supplier, all GovMVMT related marketing material must be submitted to GovMVMT for review and approval.

(iii) **Sales Force Training.** Supplier shall train its national sales force on the Master Agreement and GovMVMT program. GovMVMT shall be available to train on

a national, regional or local level and generally assist with the education of sales personnel.

(iv) Participating Public Agency Access. Supplier shall establish the following communication links to facilitate customer access and communication:

A. A dedicated GovMVMT internet web-based homepage that is accessible from Supplier's homepage or main menu navigation containing:

1. GovMVMT standard logo;
2. Copy of original procurement solicitation and all addenda;
3. Copy of Master Agreement including all amendments.
4. Summary of Products and Services pricing.
5. Electronic link to GovMVMT' online registration page;
6. Other promotional material as requested by GovMVMT 
7. A dedicated toll-free national hotline for inquiries regarding GovMVMT.
8. A dedicated email address for general inquiries in the following format: GovMVMT@(name of supplier).com.

(v) Electronic Registration. Supplier shall be responsible for ensuring that each Public Agency has completed GovMVMT's online registration process prior to processing the Public Agency's first sales order.


(vi) Supplier's Performance Review. Upon request by GovMVMT, Supplier shall participate in a performance review meeting with GovMVMT to evaluate Supplier's performance of the covenants set forth in this Agreement.

(vii) Supplier Content. Supplier may, from time to time, provide certain graphics, media, and other content to GovMVMT (collectively "Supplier Content") for use on GovMVMT websites and for general marketing and publicity purposes. During the term of the Agreement, Supplier hereby grants to GovMVMT and its affiliates a non-exclusive, worldwide, free, transferrable, license to reproduce, modify, distribute, publicly perform, publicly display, and use Supplier Content in connection with GovMVMT websites and for general marketing and publicity purposes, with the right to sublicense each and every such right. Supplier warrants that: (a) Supplier is the owner of or otherwise has the unrestricted right to grant the rights in and to Supplier Content as contemplated hereunder; and (b) the use of Supplier Content and any other materials or services provided to GovMVMT as contemplated hereunder will not violate, infringe, or misappropriate the intellectual property rights or other rights of any third party

3.4. Breach of Supplier's Representations and Covenants. The representations and covenants set forth in this Agreement are the foundation of the relationship between GovMVMT and Supplier. If Supplier is found to be in violation of, or non-compliance with, one or more of the representations and covenants set forth in this Agreement, Supplier shall have ninety (90) days from the notice of default to cure such violation or non-compliance and, if Supplier fails to cure such violation or non-compliance within such notice period, it shall be deemed a cause for immediate termination of the Master Agreement at Lead Public Agency's sole discretion or this Agreement at GovMVMT's sole discretion.

3.5. Indemnity. Supplier hereby agrees to indemnify and defend GovMVMT, and its parent companies, subsidiaries, affiliates, shareholders, member, manager, officers, directors, employees, agents, and representatives from and against any and all claims, costs, proceedings, demands, losses, damages, and expenses (including, without limitation, reasonable attorney's fees and legal costs) of any kind or nature, arising from or relating to, any actual or alleged breach of any of Supplier's representations, warranties, or covenants in this Agreement.

ARTICLE IV **PRICING AUDITS**

4.1. Supplier shall, at Supplier's sole expense, maintain an accounting of all purchases made by Lead Public Agency and Participating Public Agencies under the Master Agreement. GovMVMT and Lead Public Agency each reserve the right to audit the accounting for a period of three (3) years from the time such purchases are made. This audit right shall survive termination of this Agreement for a period of one (1) year from the effective date of termination. GovMVMT shall have the authority to conduct random audits of Supplier's pricing that is offered to Participating Public Agencies at GovMVMT's sole cost and expense. Notwithstanding the foregoing, in the event that GovMVMT is made aware of any pricing being offered to three (3) or more Participating Public Agencies that is materially ~~consistent~~  with the pricing under the Master Agreement, GovMVMT shall have the ability to ~~conduct~~ a reasonable audit of Supplier's pricing at Supplier's sole cost and expense during regular business hours upon reasonable notice. GovMVMT may conduct the audit internally or may engage a third-party auditing firm on a non-contingent basis. ~~Supplier shall solely be responsible for the cost of the audit. In the event of an audit,~~ the requested materials shall be provided in the format and at the location where kept in the ordinary course of business by Supplier.

ARTICLE V **FEES & REPORTING**

5.1. Administrative Fees. Supplier shall pay to GovMVMT a monthly administrative fee based upon the total sales price of all purchases shipped and billed pursuant to the Master Agreement, excluding taxes, in the amount of one and three-quarter percent (1.75% or lower according to the volume tiers below) of aggregate purchases made during each calendar month (individually and collectively, "Administrative Fees"). GovMVMT was founded on the principle of large volumes of purchases resulting in aggressive discounts and a great resulting value for those purchasing entities. We believe in additional value and increased savings that result from growth in the program and larger spend volume. This value should exist for the public agency and the supplier, and thus an incentivized tier structure has been developed to assure that these savings are passed along to the agencies and suppliers in the program. Tiered Administrative fees are outlined below based on Suppliers Annual sales volume. Supplier's annual sales shall be measured on a calendar year basis. All Administrative Fees shall be payable in U.S. Dollars and shall be made by wire to

GovMVMT, or its designee or trustee as may be directed in writing by GovMVMT.

Administrative Fees shall be due and payable within thirty (30) days of the end of each calendar month for purchases shipped and billed during such calendar month. GovMVMT agrees to pay to Lead Public Agency five percent (5%) of all Administrative Fees received from Supplier to help offset Lead Public Agency's costs incurred in connection with managing the Master Agreement nationally



Administrative Fee Tiers*

Annual Contract Spend Low	Annual Contract Spend High	Administrative Fee
\$0	\$15,000,000	1.75%
\$15,000,001	\$25,000,000	1.5%
\$25,000,001	\$75,000,000	1.25%
\$75,000,001	> \$75,000,001	1.00%

~~*Tiered administrative fee structure is based on annual reported sales volume. Sales volume is calculated from January 1st – December 31st of the current calendar year. When a tier level is met, supplier will be moved to subsequent fee percentage on the next reported monthly report.~~

5.2. Sales Reports. Within thirty (30) days of the end of each calendar month, Supplier shall deliver to GovMVMT an electronic accounting report, in the format prescribed by Exhibit B, attached hereto, summarizing all purchases made under the Master Agreement during such calendar month ("Sales Report"). All purchases indicated in the Sales Report shall be denominated in U.S. Dollars. All purchases shipped and billed pursuant to the Master Agreement for the applicable calendar month shall be included in the Sales Report. Submitted reports shall be verified by GovMVMT against its registration database. Any data that is inconsistent with the registration database shall be changed prior to processing. GovMVMT reserves the right upon reasonable advance notice to Supplier to change the prescribed report format to accommodate the distribution of the Administrative Fees to its future potential program sponsors and state associations.

5.3. Exception Reporting/Sales Reports Audits. GovMVMT or its designee may, at its sole discretion, compare Supplier's Sales Reports with Participating Public Agency records or other sales analysis performed by Participating Public Agencies, future potential sponsors, advisory council members or GovMVMT staff. If there is a material discrepancy between the Sales Report and such records or sales analysis as determined by GovMVMT, GovMVMT shall notify Supplier in writing and Supplier shall have thirty (30) days from the date of such notice to resolve the discrepancy to GovMVMT's reasonable satisfaction. Upon resolution of the discrepancy, Supplier shall remit payment to GovMVMT's trustee within fifteen (15) calendar days. Any questions regarding an exception report should be directed to GovMVMT in writing to reporting@govmvt.org. If Supplier does not resolve the discrepancy to GovMVMT's reasonable satisfaction within thirty (30) days, GovMVMT shall have the right to engage outside services to conduct an independent audit of Supplier's reports. Supplier shall solely be responsible for the cost of the audit.

5.4. Online Reporting. Within forty-five (45) days of the end of each calendar month, GovMVMT shall provide online reporting to Supplier containing Supplier's sales reporting for such calendar month. Supplier shall have access to various reports through the GovMVMT intranet website. Such reports are useful in resolving reporting issues and enabling Supplier to better manage their Master Agreement.

5.5. Usage Reporting. Within thirty (30) days of the end of each contract year, Supplier shall deliver to GovMVMT an electronic usage report of all sales under the Master Agreement, including:

- (i) Supplier's Product Number
- (ii) Product Description
- (iii) Manufacturer Name
- (iv) Manufacturer Number
- (v) Unit of Measure
- (vi) GovMVMT Price
- (vii) Number of times ordered
- (viii) Units sold
- (ix) Sales by Manufacturer

5.6. Supplier's Failure to Provide Reports or Pay Administrative Fees. Failure to provide a Sales Report or pay Administrative Fees within the time and in the manner specified herein shall be regarded as a material breach under this Agreement and if not cured within thirty (30) days of written notice to Supplier, shall be deemed a cause for termination of the Master Agreement at Lead Public Agency's sole discretion or this Agreement at GovMVMT's sole discretion. All Administrative Fees not paid within thirty (30) days of the end of the previous calendar month shall bear interest at the rate of one and one-half percent (1.5%) per month until paid in full.

ARTICLE VI

MISCELLANEOUS

6.1. Entire Agreement. This Agreement supersedes any and all other agreements, either oral or in writing, between the parties hereto with respect to the subject matter hereof, and no other agreement, statement, or promise relating to the subject matter of this Agreement which is not contained herein shall be valid or binding.

6.2. Assignment.

- (a) Supplier. Neither this Agreement nor any rights or obligations hereunder shall be assignable by Supplier without prior written consent of GovMVMT, and any assignment without such consent shall be void.
- (b) GovMVMT. This Agreement and any rights or obligations hereunder may be assigned by GovMVMT in GovMVMT's sole discretion, to an existing or newly established legal entity that has the authority and capacity to perform GovMVMT's obligations hereunder.

6.3. Notices. All reports, notices or other communications given hereunder shall be delivered by first-class mail, postage prepaid, or overnight delivery requiring signature on receipt to the addresses as set forth below. GovMVMT may, by written notice delivered to Supplier, designate

any different address to which subsequent reports, notices or other communications shall be sent.

GovMVMT: GovMVMT
7629 NW 143rd St
Alachua, FL 32615
Attn: Program Manager Administration

Supplier: Iron Bow Technologies, LLC
2121 Cooperative Way
Suite 500
Herndon, VA 20171
Attn: GovMVMT Program Manager

6.4. Severability. If any provision of this Agreement shall be deemed to be, or shall in fact be, illegal, inoperative, or unenforceable, the same shall not affect any other provision or provisions herein contained or render the same invalid, inoperative or unenforceable to any extent whatever.

6.5. Waiver. Any failure of a party to enforce, for any period of time, any of the provisions under this Agreement shall not be construed as a waiver of such provisions or of the right of said party thereafter to enforce each and every provision under this Agreement.

6.6. Counterparts. This Agreement may be executed in several counterparts, each of which shall be an original and all of which shall constitute but one and the same instrument.

6.7. Modifications. This Agreement may not be effectively amended, changed, modified, altered or terminated without the prior written consent of the parties hereto.

6.8. Governing Law; Arbitration. This Agreement will be governed by and interpreted in accordance with the laws of the State of Delaware, without regard to conflict of law principles that would result in the application of any law other than the law of the State of Delaware.

6.9. Attorney's Fees. If any action at law or in equity (including, arbitration) is necessary to enforce or interpret the terms of this Agreement, the prevailing party shall be entitled to reasonable attorney's fees, costs, and necessary disbursements in addition to any other relief to which such party may be entitled.

6.10. Successors and Assigns. This Agreement shall inure to the benefit of and shall be binding upon GovMVMT, Supplier and any successor and assign thereto; subject, however, to the limitations contained herein.

*[Remainder of Page Intentionally Left Blank – Signatures
Follow]*

IN WITNESS WHEREOF, GovMVMT has caused this Agreement to be executed in its name and Supplier has caused this Agreement to be executed in its name, all as of the date first written above.

GovMVMT:

GovMVMT PURCHASING COOPERATIVE

By _____

Name: David Kidd

Title: Program Manager

Supplier:

Iron Bow Technologies, LLC
(Insert Supplier Name)

By _____

Name: Myron Shandruk

Title: Director, Contracts

1.4 Exhibit D – Master Intergovernmental Cooperative Purchasing Agreement

EXHIBIT D
MASTER INTERGOVERNMENTAL COOPERATIVE PURCHASING AGREEMENT

This Master Intergovernmental Cooperative Purchasing Agreement (“Agreement”) is entered into by and between those certain government agencies that execute a Lead Public Agency Certificate (collectively, “Lead Public Agencies”) to be appended and made a part hereof and other government agencies (“Participating Public Agencies”) who register to participate in the GovMVMT Purchasing Cooperative on the GovMVMT website (<https://www.govvmt.org/>).

RECITALS

WHEREAS, after a competitive solicitation and selection process by Lead Public Agencies, in compliance with their own policies, procedures, rules and regulations, a number of suppliers (each, a “Contract Supplier”) have entered into Master Agreements with Lead Public Agencies to provide a variety of goods, products and services to the applicable Lead Public Agency and the Participating Public Agencies;

WHEREAS, Master Agreements are made available by Lead Public Agencies through GovMVMT Purchasing Cooperative and provide that Participating Public Agencies may purchase Products and Services at the same terms, conditions and pricing as the Lead Public Agency, subject to any applicable Federal laws, local purchasing ordinances and laws of the State of purchase;

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

WHEREAS, the parties hereto desire to conserve resources and reduce procurement cost; and

WHEREAS, the parties hereto desire to improve the efficiency, effectiveness and economy of the procurement of necessary Products and Services.

NOW, THEREFORE, in consideration of the mutual promises contained in this Agreement, and of the mutual benefits to result, the parties agree as follows:

1. Each party will facilitate the cooperative procurement of Products and Services.
2. The procurement of Products and Services subject to this Agreement shall be conducted in accordance with and subject to the relevant statutes, ordinances, rules and regulations, that govern each party’s procurement practices.
3. The cooperative use of Master Agreements obtained by a party to this Agreement shall be in accordance with the terms and conditions of the Master Agreement, except as modification of those terms and conditions is otherwise allowed or required by applicable law.
4. The Lead Public Agencies will make available, upon reasonable request, information regarding the Master Agreement which may assist in improving the procurement of Products and Service by the Participating Public Agencies.
5. The Participating Public Agency will make timely payments to the Contract Supplier for Products and Services received in accordance with the terms and conditions of the procurement. Payment, inspections and acceptance of Products and Services ordered by the Participating Public Agency shall be the exclusive obligation of such Participating Public Agency. Disputes between the Participating Public Agency and Contract Supplier are to be resolved in accordance

EXHIBIT D
MASTER INTERGOVERNMENTAL COOPERATIVE PURCHASING AGREEMENT

with the law and venue rules of the State of purchase unless otherwise agreed to by the Participating Public Agency and Contract Supplier.

6. The Participating Public Agency shall not use this Agreement as a method for obtaining additional concessions or reduced prices for similar Products or Services. Master Agreements may be structured with not-to-exceed pricing, in which case the Contract Supplier may offer the Participating Public Agency and the Participating Public Agency may accept lower pricing or additional concessions for purchase of Product and Services through the Master Agreement.
7. The Participating Public Agency shall be responsible for the ordering of Products and Services under this Agreement. The Lead Public Agency or any other party shall not be liable in any manner for any violation by the Participating Public Agency, and, to the extent permitted by applicable law, the Participating Public Agency shall hold the Lead Public Agency and any other party harmless from any liability that may arise from the acts or omissions of the Participating Public Agency.
8. The exercise of any rights or remedies by the Participating Public Agency shall be the exclusive obligation of such Participating Public Agency.
9. This Agreement shall remain in effect until termination by either party giving thirty (30) days' written notice to the other party. The provisions of the Agreement shall survive any such termination.
10. This Agreement shall be effective after execution of the Lead Public Agency Certificate or Participating Public Agency registration on the GovMVMT website, as applicable.

1.5 Exhibit E – Lead Public Agency Certificate

EXHIBIT E
LEAD PUBLIC AGENCY CERTIFICATE

In its capacity as a Lead Public Agency for GovMVMT Purchasing Cooperative, _____ has read and agrees to the general terms and conditions set forth in the Master Intergovernmental Cooperative Purchasing Agreement ("MICPA") regulating the use of the Master Agreements and purchase of Products and Services that from time to time are made available by Lead Public Agency to Participating Public Agencies nationwide through GovMVMT. Copies of Master Agreements and any amendments thereto made available by Lead Public Agency will be provided to Suppliers and GovMVMT to facilitate use by Participating Public Agencies.

I understand that the purchase of one or more Products and Services under the provisions of MICPA is at the sole and complete discretion of the Participating Public Agency.

Authorized Signature, Lead Public Agency

(Printed Name)

(Title)

(Date)

1.6 Exhibit F – Federal Contract Terms and Conditions

EXHIBIT F
FEDERAL CONTRACT TERMS AND CONDITIONS

Participating Public Agencies may choose to utilize federal funds to purchase under the Master Agreement. This Exhibit includes language that meets the requirements of Appendix II to the Federal Uniform Guidance. **Complete this Exhibit F and submit as part of your response.**

- A. Nondiscrimination – In performing this contract, CONTRACTOR will not exclude a person from participating in, deny them a benefit of, or discriminate against them because of race, color, religion, national origin, sex, disability, or age. See 42 U.S.C.A. § 2000d *et seq.*; 42 U.S.C.A. § 3601 *et seq.*; 42 U.S.C.A. § 6101 *et seq.*; 29 U.S.C.A § 794; 42 U.S.C.A § 12132; and 49 U.S.C.A. § 5332. The CONTRACTOR also agrees that it will not discriminate against any employee or applicant for employment because of race, color, religion, national origin, sex, disability or age. See 29 U.S.C.A. § 623; 42 U.S.C.A. § 12101. In addition, the CONTRACTOR agrees to comply with applicable Federal implementing regulations regarding the subject matter of this clause.
- B. Recycled Products - CONTRACTOR must comply with section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.
- C. Clean Air Act (42 U.S.C. 7401–7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251–1387), as amended—CONTRACTOR agrees to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401–7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. 1251–1387). Violations of these standards by the CONTRACTOR must be reported to the U.S. Department of the Treasury and the Regional Office of the Environmental Protection Agency (EPA).
- D. Debarment and Suspension. CONTRACTOR certifies, by execution of Exhibit F - 1, that neither it nor any of its principals are presently debarred, suspended, proposed for disbarment, declared ineligible, or voluntarily excluded from participation in this transaction by any Federal department or agency.
- E. Byrd Anti-Lobbying Amendment. CONTRACTOR certifies by execution of Exhibit F - 2 that it adheres to the federal restrictions on lobbying using federal funds.
- F. Termination for Convenience. This Contract may be terminated in whole or in part by the County in accordance with this clause whenever the Purchasing Agent determines that such a termination is in the best interest of the County. Any such termination will be effected by delivery to the Contractor of a Notice of Termination specifying the extent to which performance is terminated and the date upon which termination becomes effective. An equitable adjustment in the contract price, as determined by the Purchasing Agent, will be made for completed service, but no amount will be allowed for anticipated profit on unperformed services.
- G. Termination for Cause
 - 1. If, through any cause, the Contractor fails to fulfill in a timely and proper manner its obligations under this contract, or if the Contractor violates any of the covenants, agreements, or

EXHIBIT F
FEDERAL CONTRACT TERMS AND CONDITIONS

stipulations of this contract, the County has the right to terminate the contract. Any such termination will be affected by delivery to the Contractor of a Notice of Termination specifying the extent to which performance shall be terminated and the date upon which termination becomes effective. In such event all finished or unfinished documents, data, studies, surveys, drawings, maps, models, and reports prepared by the Contractor under the contract shall, at the option of the County, become its property and the Contractor shall be entitled to receive just and equitable compensation for any satisfactory work completed on such documents.

2. Termination of the Contract for Cause does not relieve the Contractor of liability to the County for damages sustained by the County by virtue of any breach of contract by the Contractor for the purpose of set off until such time as the exact amount of damages due to the County from the Contractor is determined.
- H. Prohibition on certain telecommunications and video surveillance services or equipment. CONTRACTOR certifies that equipment, services, or systems used in covered telecommunications equipment and provided to the COUNTY is not produced by Huawei Technologies Company, ZTE Corporation, Hytera Communications Corporation, Hangzhou Hikvision Digital Technology Company, or Dahua Technology Company (or any subsidiary or affiliate of such entities).
- I. Equal Employment Opportunity - During the performance of this contract, CONTRACTOR agrees as follows:
1. CONTRACTOR will not discriminate against any employee or applicant for employment because of race, color, religion, sex, sexual orientation, gender identity, or national origin. CONTRACTOR will take affirmative action to ensure that applicants are employed, and that employees are treated during employment without regard to their race, color, religion, sex, sexual orientation, gender identity, or national origin. Such action shall include, but not be limited to the following:

Employment, upgrading, demotion, or transfer; recruitment or recruitment advertising; layoff or termination; rates of pay or other forms of compensation; and selection for training, including apprenticeship. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices to be provided setting forth the provisions of this nondiscrimination clause.
 2. CONTRACTOR will, in all solicitations or advertisements for employees placed by or on behalf of the contractor, state that all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, or national origin.
 3. CONTRACTOR will not discharge or in any other manner discriminate against any employee or applicant for employment because such employee or applicant has inquired about, discussed, or disclosed the compensation of the employee or applicant or another employee or applicant. This provision shall not apply to instances in which an employee who has access to the compensation information of other employees or applicants as a part of such employee's essential job functions discloses the compensation of such other employees or applicants to individuals who do not otherwise have access to such information, unless such disclosure is in response to a formal complaint or charge, in furtherance of an investigation,

EXHIBIT F
FEDERAL CONTRACT TERMS AND CONDITIONS

proceeding, hearing, or action, including an investigation conducted by the employer, or is consistent with the contractor's legal duty to furnish information.

4. CONTRACTOR will send to each labor union or representative of workers with which he has a collective bargaining agreement or other contract or understanding, a notice to be provided advising the said labor union or workers' representatives of the contractor's commitments under this section, and shall post copies of the notice in conspicuous places available to employees and applicants for employment.
5. CONTRACTOR will comply with all provisions of Executive Order 11246 of September 24, 1965, and of the rules, regulations, and relevant orders of the Secretary of Labor.
6. CONTRACTOR will furnish all information and reports required by Executive Order 11246 of September 24, 1965, and by rules, regulations, and orders of the Secretary of Labor, or pursuant thereto, and will permit access to his books, records, and accounts by the administering agency and the Secretary of Labor for purposes of investigation to ascertain compliance with such rules, regulations, and orders.
7. In the event of the CONTRACTOR's noncompliance with the nondiscrimination clauses of this contract or with any of the said rules, regulations, or orders, this contract may be canceled, terminated, or suspended in whole or in part and the CONTRACTOR may be declared ineligible for further Government contracts or federally assisted construction contracts in accordance with procedures authorized in Executive Order 11246 of September 24, 1965, and such other sanctions may be imposed and remedies invoked as provided in Executive Order 11246 of September 24, 1965, or by rule, regulation, or order of the Secretary of Labor, or as otherwise provided by law.
8. CONTRACTOR will include the portion of the sentence immediately preceding paragraph (1) and the provisions of paragraphs (1) through (8) in every subcontract or purchase order unless exempted by rules, regulations, or orders of the Secretary of Labor issued pursuant to section 204 of Executive Order 11246 of September 24, 1965, so that such provisions will be binding upon each subcontractor or vendor. CONTRACTOR will take such action with respect to any subcontract or purchase order as the administering agency may direct as a means of enforcing such provisions, including sanctions for noncompliance:

Provided, however, that in the event a CONTRACTOR becomes involved in, or is threatened with, litigation with a subcontractor or vendor as a result of such direction by the administering agency, the contractor may request the United States to enter into such litigation to protect the interests of the United States.

J. Davis-Bacon Act, as amended (40 U.S.C. 3141-3148).

1. CONTRACTOR must comply with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). CONTRACTOR must pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. CONTRACTOR must pay wages not less than once a week. By executing this Contract, CONTRACTOR accepts the Department of Labor wage determination for this work.

EXHIBIT F
FEDERAL CONTRACT TERMS AND CONDITIONS

2. CONTRACTOR must comply with the Copeland "Anti-Kickback" Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). CONTRACTOR is prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled.

- K. Contract Work Hours and Safety Standards Act.** CONTRACTOR agrees to comply with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act. Specifically, CONTRACTOR must compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. This clause does not apply to the purchases of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

L. Program Fraud, False or Fraudulent Statements, and Related Acts

1. CONTRACTOR acknowledges that the provisions of the Program Fraud Civil Remedies Act of 1986, as amended, 31 U.S.C. § 3801 et. seq. and all appropriate federal agency regulations apply to CONTRACTOR's actions pertaining to this Contract. Upon execution of this Contract, CONTRACTOR certifies or affirms the truthfulness and accuracy of any statement it has made, it makes, it may make, or causes to be made, pertaining to the underlying CONTRACT. When submitting requests for payment under this Contract, the CONTRACTOR is deemed to certify or affirm the truthfulness and accuracy of any statement made in support of its request for payment. In addition to other penalties that may be applicable CONTRACTOR further acknowledges that if it makes, or caused to be made, a false, fictitious, or fraudulent claim, statement, submission, or certification, the Federal Government reserves the right to impose the penalties of the Program Fraud Civil Remedies Act of 1986 on the Contractor, to the extent the Federal Government deems appropriate. Finally, CONTRACTOR acknowledges that that if it makes, or causes to be made, a false, fictitious, or fraudulent claim, statement, submission, or certification to the Federal Government under this CONTRACT, the Federal Government reserves the right to impose the additional penalties of 18 U.S.C. § 1001 and 49 U.S.C. § 5307(n)(1) on the Contractor, to the extent the Federal Government deems appropriate.
2. The Contractor agrees to include the above two clauses in each subcontract financed in whole or in part with Federal assistance. It is further agreed that the clause shall not be modified, except to identify the subcontractor who will be subject to the provisions.

M. Interest of Members of Congress

No member of or delegates to the Congress of the United States shall be admitted to a share or part of this Contract or to any benefit arising there from.

N. Protections for Whistleblowers.

1. In accordance with 41 U.S.C. § 4712, Contractor may not discharge, demote, or otherwise discriminate against an employee as a reprisal for disclosing information to any of the list of

EXHIBIT F
FEDERAL CONTRACT TERMS AND CONDITIONS

persons or entities provided below that the employee reasonably believes is evidence of gross mismanagement of a federal contract or grant, a gross waste of federal funds, an abuse of authority relating to a federal contract or grant, a substantial and specific danger to public health or safety, or a violation of law, rule, or regulation related to a federal contract (including the competition for or negotiation of a contract) or grant.

2. The list of persons and entities referenced in the paragraph above includes the following:
 - a. A member of Congress or a representative of a committee of Congress.
 - b. An Inspector General.
 - c. The Government Accountability Office.
 - d. A Treasury employee responsible for contract or grant oversight or management.
 - e. An authorized official of the Department of Justice or other law enforcement agency.
 - f. A court or grand jury; and/or
 - g. A management official or other employee of Contractor, contractor, or subcontractor who has the responsibility to investigate, discover, or address misconduct.
3. Contractor shall inform its employees in writing of the rights and remedies provided under this section, in the predominant native language of the workforce.

**EXHIBIT F – 1 (Debarment and Suspension)
FEDERAL CONTRACT TERMS AND CONDITIONS**

In compliance with contracts and grants agreements applicable under the U.S. Federal Awards Program, the following certification is required by the Contractor entering into this Contract.

1. The Contractor certifies, to the best of its knowledge and belief:
 - a. that neither the Contractor nor its Principals are suspended, debarred, proposed for debarment, declared ineligible or voluntarily excluded for the award of Contracts from the United States federal government procurement or nonprocurement programs, or are listed in the *List of Parties Excluded from Federal Procurement and Nonprocurement Programs* issued by the General Services Administration;
 - b. that neither the Contractor nor its Principals have had within a three-year period preceding this proposal been convicted of or had a civil judgment rendered against them for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (Federal, State or local) transaction or contract under a public transaction; violation of Federal or State antitrust statutes or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property;
 - c. that neither the Contractor nor its Principals are presently indicted for or otherwise criminally or civilly charged by a governmental entity (Federal, State or local) with commission of any of the offenses enumerated in paragraph (1)(b) of this certification; and
 - d. that neither the Contractor nor its Principals have within a three-year period preceding this application/proposal had one or more public transactions (Federal, State or local) terminated for cause or default.
2. "Principals," for the purposes of this certification, means officers, directors, owners, partners, and persons having primary management or supervisory responsibilities within a business entity (e.g., general manager, plant manager, head of a subsidiary, division, or business segment, and similar positions).
3. *The Contractor shall provide immediate written notice to the Fairfax County Purchasing Agent if, at any time during the period of this Contract, the Contractor learns that this certification was erroneous when submitted or has become erroneous by reason of changed circumstances. Additionally, where the Contractor is unable to certify to any of the statements in this certification, such prospective participant shall attach an explanation to this proposal.*
4. *This certification is a material representation of fact upon which reliance will be placed when making the award. If it is later determined that the Contractor rendered an erroneous certification, in addition to other remedies available to Fairfax County government, the Fairfax County Purchasing Agent may terminate this Contract for default.*

Printed Name of Representative: Myron Shandruk

Signature/Date: Myron Shandruk / 10 Mar 2023

Company Name: Iron Bow Technologies, LLC

Address: 2121 Cooperative Way, Suite 500

EXHIBIT F – 1 (Debarment and Suspension)
FEDERAL CONTRACT TERMS AND CONDITIONS

City/State/Zip: Herndon, VA 20171

DUNS No: 82-7714507

1.7 Exhibit G – FEMA Recommended Contract Provisions

EXHIBIT G
FEMA (FEDERAL EMERGENCY MANAGEMENT AGENCY)
RECOMMENDED CONTRACT PROVISIONS

31 U.S.C. 1352 et seq.

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

1. No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of an agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal Loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of and Federal contract, grant, loan, or cooperative agreement.
2. If any funds or than Federal appropriated funds have been paid or will be paid to any person for making lobbying contacts to an officer or employee of an agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form—LLL, “Disclosure Form to Report Lobbying,” in accordance with its instructions [as amended by “Government wide Guidance for New Restrictions on Lobbying,” 61 Fed. Reg. 1413 (1/19/96). Note: Language in paragraph (2) herein has been modified in accordance with Section 10 of the Lobbying Disclosure Act of 1995 (P.L. 104-65, to be codified at 2 U.S.C. 1601, et.seq.)
3. The undersigned shall require that the language of this certification be included in the award documents for all contracts at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all Contractors shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction by 31, U.S.C. § 1352 (as amended by the Lobbying Disclosure Act of 1995). Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

[Note: Pursuant to 31 U.S.C. § 1352(c)(1)-(2)(A), any person who makes a prohibited expenditure or fails to file or amend a required certification or disclosure form shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such expenditure or failure.]

The CONTRACTOR, certifies or affirms the truthfulness and accuracy of each statement of its certification and disclosure, if any. In addition, the CONTRACTOR understands and agrees that the provisions of 31 U.S.C. A 3801, *et seq.*, apply to this certification and disclosure, if any.

EXHIBIT G
FEMA (FEDERAL EMERGENCY MANAGEMENT AGENCY)
RECOMMENDED CONTRACT PROVISIONS

Printed Name of
Representative: Myron Shandruk

Signature/Date: *Myron Shandruk* 10 Mar 2023

Company Name: Iron Bow Technologies, LLC

Address: 2121 Cooperative Way, Suite 500

City/State/Zip: Herndon, VA 20171

DUNS No: 82-7714507

Awarded Suppliers may need to respond to work that is being funded in whole or in part with emergency assistance provided by FEMA. Emergency assistance may be due to situations including, but not limited to, water damage, fire damage, biohazard cleanup, sewage decontamination, vandalism cleanup, deodorization, and/or wind damage during a disaster or an emergency.

If any purchase made under the Master Agreement is funded in whole or in part by Federal Emergency Management Agency ("FEMA") grants, Supplier agrees to execute work in compliance with all federal laws and regulations applicable to the receipt of FEMA grants, including, but not limited to all FEMA requirements as set forth below when products and services are issued in response to an emergency or for disaster recovery. Supplier also agrees to the requirements in the Federal Funds Contract Provisions above.

Definitions

Federal Emergency Management Agency (FEMA): FEMA's statutory mission is to reduce the loss of life and property and protect the Nation from all hazards, including natural disasters, acts of terrorism, and other man-made disasters, by leading and supporting the Nation in a risk-based, comprehensive emergency management system of preparedness, protection, response, recovery, and mitigation. Among other things;

- FEMA administers its programs and carries out its activities through its headquarters offices in Washington, D.C.; ten Regional Offices, Area Offices for the Pacific, Caribbean, and Alaska; various Recovery Offices; and temporary Joint Field Offices (JFO).
- FEMA administers numerous assistance programs annually for on a regular basis to increase the Nation's preparedness, readiness and resilience to all hazards. These assistance programs are typically available to NFEs including, but not limited to, states, local governments, Indian Tribes, universities, hospitals, and certain private nonprofit organizations.
- Each program is governed by the applicable federal law, regulations, executive orders and FEMA program-specific policies. As the Federal awarding agency for these programs, FEMA is responsible for the proper management and administration of these programs as otherwise required by law and enforcing the terms of the agreements it enters with NFEs

EXHIBIT G
FEMA (FEDERAL EMERGENCY MANAGEMENT AGENCY)
RECOMMENDED CONTRACT PROVISIONS

that receive FEMA financial assistance, consistent with the requirements at 2 CFR Part 200.

2 CFR § 200.237 and 2 CFR Part 200, Appendix II, Required Contract Clauses

1. Remedies

In the event a Participating Public Agency uses FEMA funds for more than the federal simplified acquisition threshold (SAT), currently set at \$250,000 for procurements made on or after June 20, 2018, Participating Public Agency will address the administrative, contractual, and legal remedies with contractors in instances where contractors violate or breach contract terms, and must provide sanctions and penalties as appropriate.

For FEMA's Assistance to Firefighters Grant (AFG) program, the Contract shall include a clause addressing that non-delivery by the Contract's specified date or other vendor nonperformance will require a penalty of no less than \$100 per day until such time that the vehicle, compliant with the terms of the Contract, has been accepted by the recipient. This penalty clause does not apply for force majeure or acts of God.

2. Termination for Cause and Convenience

When FEMA funds are used, Participating Public Agency reserves the right to terminate any agreement in excess of \$10,000 resulting from this procurement process in the event of a breach or default of the agreement by Contractor or for convenience.

The right to terminate this Contract for convenience of the Participating Public Agency is retained by the Participating Public Agency. In the event of a termination for convenience by the Participating Public Agency, the Participating Public Agency shall, at least ten (10) calendar days in advance, deliver written notice of the termination for convenience to the Contractor. Upon Contractor's receipt of such written notice, Contractor immediately shall cease the performance of the Work and shall take reasonable and appropriate action to secure and protect the Work then in place. Contractor shall then be paid by the Participating Public Agency, in accordance with the terms and provisions of the Contract Documents, an amount not to exceed the actual labor costs incurred, the actual cost of all materials installed and the actual cost of all materials stored at the project site or away from the project site, as approved in writing by the Participating Public Agency but not yet paid for and which cannot be returned, and actual, reasonable and documented demobilization costs, if any, paid by Contractor and approved by the Participating Public Agency in connection with the Scope of Services in place which is completed as of the date of termination by the Participating Public Agency and that is in conformance with the Contract Documents, less all amounts previously paid for the Work. No amount ever shall be owed or paid to Contractor for lost or anticipated profits on any part of the Scope of Services not performed or for consequential damages of any kind.

3. Equal Employment Opportunity

Contracts that meet the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 must include the equal opportunity clause provided under 41 CFR 60-1.4(b).

The Participating Public Agency highly encourages Contractors to implement Affirmative Action practices in their employment programs. This means Contractor should not

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FEMA (FEDERAL EMERGENCY MANAGEMENT AGENCY)
RECOMMENDED CONTRACT PROVISIONS

discriminate against any employee or applicant for employment because of race, color, religion, sex, pregnancy, sexual orientation, political belief or affiliation, age, disability or genetic information.

During the performance of this Contract, the Contractor agrees as follows:

- (1) The Contractor will not discriminate against any employee or applicant for employment because of race, color, religion, sex, sexual orientation, gender identity, or national origin. The Contractor will take affirmative action to ensure that applicants are employed, and that employees are treated during employment without regard to their race, color religion, sex, sexual orientation, gender identity, or national origin. Such action shall include, but not be limited to the following:

Employment, upgrading, demotion, or transfer; recruitment or recruitment advertising; layoff or termination; rates of pay or other forms of compensation; and selection for training, including apprenticeship. The Contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices to be provided setting forth the provisions of this nondiscrimination clause.

- (2) The Contractor will, in all solicitations or advertisements for employees placed by or on behalf of the Contractor, state that all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, or national origin.
- (3) The Contractor will not discharge or in any other manner discriminate against any employee or applicant for employment because such employee or applicant has inquired about, discussed, or disclosed the compensation of the employee or applicant or another employee or applicant. This provision shall not apply to instances in which an employee who has access to the compensation information of other employees or applicants as part of such employee's essential job functions discloses the compensation of such other employees or applicants to individuals who do not otherwise have access to such information, unless such disclosure is in response to a formal complaint or charge, in furtherance of an investigation, proceeding, hearing, or action, including an investigation conducted by the employer, or is consistent with the contractor's legal duty to furnish information.
- (4) The Contractor will send to each labor union or representative of workers with which he has a collective bargaining agreement or other Contract or understanding, a notice to be provided advising the said labor union or workers' representatives of the Contractor's commitments under this section, and shall post copies of the notice in conspicuous places available to employees and applicants for employment.
- (5) The Contractor will comply with all provisions of Executive Order 11246 of September 24, 1965, and of the rules, regulations, and relevant orders of the Secretary of Labor.
- (6) The Contractor will furnish all information and reports required by Executive Order 11246 of September 24, 1965, and by rules, regulations, and orders of the Secretary of Labor,

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FEMA (FEDERAL EMERGENCY MANAGEMENT AGENCY)
RECOMMENDED CONTRACT PROVISIONS

or pursuant thereto, and will permit access to its books, records, and accounts by the administering agency and the Secretary of Labor for purposes of investigation in ascertain compliance with such rules, regulations, and orders.

- (7) In the event of the Contractor's noncompliance with the nondiscrimination clauses of this contract or with any of the said rules, regulations, or orders, this contract may be canceled, terminated, or suspended in whole or in part and the Contractor may be declared ineligible for further Government contracts or federally assisted construction contracts in accordance with procedures authorized in Executive Order 11246 of September 24, 1965, and such other sanctions may be imposed and remedies invoked as provided in Executive Order 11246 of September 24, 1965, or by rule, regulation, or order of the Secretary of Labor, or as otherwise provided by law.
- (8) The Contractor will include the portion of the sentence immediately preceding paragraph (1) and the provisions of paragraphs (1) through (8) in every subcontract or purchase order unless exempted by rules, regulations, orders of the Secretary of Labor issued pursuant to section 204 of Executive Order 11246 of September 24, 1965, so that such provisions will be binding upon each subcontractor or vendor. The Contractor will take such action with respect to any subcontract or purchase order as the administering agency may direct as a means of enforcing such provisions, including sanctions for noncompliance:

Provided, however, that in the event a Contractor becomes involved in, or is threatened with litigation with a subcontractor or vendor as a result of such direction by the administering agency, the Contractor may request the United States to enter into such litigation to protect the interests of the United States.

The applicant further agrees that it will be bound by the above equal opportunity clause with respect to its own employment practice when it participates in federal assisted construction work: *Provided*, that if the applicant so participating is a state or local government, the above equal opportunity clause is not applicable to any agency, instrumentality or subdivision of such government which does not participate in work on or under the Contract.

The applicant agrees that it will assist and cooperate actively with the administering agency and the Secretary of Labor in obtaining the compliance of Contractors and Subcontractors with the equal opportunity clause and the rules, regulations, and relevant orders of the Secretary of Labor, that it will furnish the administering agency and the Secretary of Labor such information as they may require for the supervision of such compliance, and that it will otherwise assist the administering agency in the discharge of the agency's primary responsibility for securing compliance.

The applicant further agrees that it will refrain from entering into any contract or contract modification subject to Executive Order 11246 of September 24, 1965, with a Contractor debarred from, or who has not demonstrated eligibility for, Government contracts and federally assisted construction contracts pursuant to the Executive Order and will carry out such sanctions and penalties for violation of the equal opportunity clause as may be imposed upon Contractors and Subcontractors by the administering agency or the

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Secretary of Labor pursuant to Part II, Subpart D of the Executive Order. In addition, the applicant agrees that if it fails or refuses to comply with these undertakings, the administering agency may take any or all of the following actions: Cancel, terminate, or suspend in whole or in part this grant (contract, loan, insurance, guarantee); refrain from extending any further assistance to the applicant under the program with respect to which the failure or refund occurred until satisfactory assurance of future compliance has been received from such applicant; and refer the case to the Department of Justice for appropriate legal proceedings.

4. Davis-Bacon Act

The Davis-Bacon Act applies to prime construction contracts over \$2,000 and only applies to the Emergency Management Performance Grant Program, Homeland Security Grant Program, Nonprofit Grant Program, Tribal Homeland Security Grant Program, Port Security Grant Program, Transit Security Grant Program, Intercity Passenger Rail Program, and Rehabilitation of High Hazard Potential Dams Program. **It does not apply to other FEMA grant and cooperative agreement programs, including the PA (Public Assistance) Program.**

All prime construction contracts over \$2,000 awarded by NFEs must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. §§ 3141-3144 and 3146-3148). The Davis-Bacon Act is supplemented by Department of Labor regulations at 29 CFR Part 5 (Labor Standards Provisions Applicable to Contracts Covering federally Financed and Assisted Construction). See 2 CFR Part 200, Appendix II, § D.

Contractors are required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in the Secretary of Labor's wage determination. Additionally, Contractors are required to pay wages at least once per week.

The NFE must place a copy of the Department of Labor's current prevailing wage determination in each solicitation. The decision to award must be conditioned on the acceptance of the wage determination. The NFE must report all suspected or reported violations to the federal awarding agency.

For any Contract subject to the Davis-Bacon Act, that Contract must also comply with the Copeland "Anti-Kickback" Act. See Section 5 below for additional information.

If applicable per the standard described above, the Participating Public Agency hereby incorporates the provisions at 29 CFR § 5.5(a)(1)-(5) into the Contract and all applicable Contractors must include these provisions in any Subcontracts.

5. Copeland "Anti-Kickback" Act

The Copeland "Anti-Kickback" Act prohibits workers on construction contracts from giving up wages that they are owed.

Applicability: For all prime construction contracts above \$2,000, when the Davis-Bacon Act applies, the Copeland "Anti-Kickback" Act also applies. In situations where the Davis-Bacon Act does not apply, neither does the Copeland "Anti-Kickback" Act. As with the Davis-Bacon

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Act, this provision only applies to certain FEMA grant and cooperative agreement programs as noted above in section 4. This Act does not apply to the Public Assistance (PA) Program.

Contractor. The Contractor shall comply with 18 U.S.C. § 874, 40 U.S.C. § 3145, and the requirements of 29 CFR Part 3 as may be applicable, which are incorporated by reference into this Contract.

Subcontracts. The Contractor or Subcontractor shall insert in any Subcontracts the clause above and such other clauses as FEMA may by appropriate instructions require, and also a clause requiring the Subcontractors to include these clauses in any lower tier Subcontracts. The Prime Contractor shall be responsible for the compliance by any Subcontractor or lower tier Subcontractor with all of these Contract clauses.

Breach. A breach of the Contract clauses above may be grounds for termination of the Contract, and for debarment as a Contractor and Subcontractor as provided in 29 CFR § 5.12.

6. Contract Work Hours and Safety Standards Act

Applicability: This required Contract provision applies to all procurements over \$100,000 that involve the employment of mechanics, laborers, and construction work. These requirements do not apply to the purchase of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

(1) *Overtime requirements.* No Contractor or Subcontractor contracting for any part of the contract work which may require or involve the employment of laborers or mechanics shall require or permit any such laborer or mechanic in any workweek in which he or she is employed on such work to work in excess of forty hours in such workweek unless laborer or mechanic receives compensation at a rate not less than one and one-half times the basic rate of pay for all hours worked in excess of forty hours in such workweek.

(2) *Violation; liability for unpaid wages; liquidated damages.* In the event of any violation of the clause set forth in paragraph (b)(1) of 29 CFR § 5.5(b)(1)-(4) the Contractor and any Subcontractor responsible therefor shall be liable for the unpaid wages. In addition, such Contractor and Subcontractor shall be liable to the United States (in the case of work done under Contract for the District of Columbia or a territory, to such District or to such territory), for liquidated damages. Such liquidated damages shall be computed with respect to each individual laborer or mechanic, including watchmen and guards, employed in violation of the clause set forth in paragraph (b)(1), in the sum of \$27 for each calendar day on which such individual was required or permitted to work in excess of the standard workweek of forty hours without payment of the overtime wages required by the clause set forth in paragraph (b)(1).

(3) *Withholding for unpaid wages and liquidated damages.* The Participating Public Agency shall upon its own action or upon written request of an authorized representative of the Department of Labor withhold or cause to be withheld, from any moneys payable on account of work performed by the Contractor or Subcontractor under any such Contract or any other federal Contract with the same Prime Contractor, or any other federally-assisted Contract subject to the Contract Work Hours and Safety Standards Act, which is

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held by the same Prime Contractor, such sums as may be determined to be necessary to satisfy any liabilities of such Contractor or Subcontractor for unpaid wages and liquidated damages as provided in the clause set forth in paragraph (b)(2).

- (4) *Subcontracts.* The Contractor or Subcontractor shall insert in any Subcontracts the clauses set forth in paragraph (b)(1) through (4) of this section and also a clause requiring the subcontractors to include these clauses in any lower tier Subcontracts. The Prime Contractor shall be responsible for compliance by any Subcontractor or lower tier Subcontractor with the clauses set forth in paragraphs (b)(1) through (4).

Where contracts that are only subject to Contract Work Hours and Safety Standards Act and are not subject to the other statutes in 29 CFR § 5.1, the below additional compliance is required:

- (1) The Contractor or Subcontractor shall maintain payrolls and basic payroll records during the course of the work and shall preserve them for a period of three years from the completion of the Contract for all laborers and mechanics, including guards and watchmen, working on the Contract. Such records shall contain the name and address of each such employee, social security number, correct classifications, hourly rates of wages paid, daily and weekly number of hours worked, deductions made, and actual wages paid.
- (2) Records to be maintained under this provision shall be made available by the Contractor or Subcontractor for inspection, copying, or transcription by authorized representatives of the Department of Homeland Security, the Federal Emergency Management Agency, and the Department of Labor, and the Contractor or Subcontractor will permit such representatives to interview employees during working hours on the job.

7. Rights to Inventions Made Under a Contract or Agreement

This contract provision outlines the rules governing the ownership of inventions created using federal funds. If the FEMA award meets the definition of funding agreement and the NFE enters into any contract involving substitution of parties, assignment or performance of experimental, developmental, or research work under that funding agreement, then the 37 CFR Part 401 applies.

This clause is not required for procurements under FEMA's Public Assistance (PA) Program and does not apply to all FEMA grant and cooperative agreement programs. The NFE will need to check with their applicable FEMA grant representative to determine if this provision is required for the procurement.

Funding Agreements: The regulation at 37 CFR § 401.2 defines funding agreement as "any contract, grant, or cooperative agreement entered into between any federal agency, other than the Tennessee Valley Authority, and any Contractor for the performance of experimental, developmental, or research work funded in whole or in part by the federal government. This term also includes any assignment, substitution of parties, or subcontract of any type entered into for the performance of experimental, developmental, or research work under a funding agreement as defined in the first sentence of this paragraph."

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8. Clean Air Act and Federal Water Pollution Control Act

This contract provision applies for all procurements over \$150,000.

“Clean Air Act”

The Contractor agrees to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act, as amended, 42 U.S.C. § 7401 et seq.

The Contractor agrees to report each violation to the Participating Public Agency and understands and agrees that the Participating Public Agency will, in turn report each violation as required to assure notification to the Federal Emergency Management Agency (FEMA), and the appropriate Environmental Protection Agency Regional Office.

The Contractor agrees to include these requirements in each Subcontract exceeding \$150,000 financed in whole or in part with federal assistance provided by FEMA.

“Federal Water Pollution Control Act”

The Contractor agrees to comply with all applicable standards, orders, or regulations issued pursuant to the federal Water Pollution Control Act, as amended, 33 U.S.C. § 1251 et seq.

The Contractor agrees to report each violation to the Participating Public Agency and understands and agrees that the Participating Public Agency will, in turn, report each violation as required to assure notification to the Participating Public Agency, Federal Emergency Management Association (FEMA), and the appropriate Environmental Protection Agency Regional Office.

The Contractor agrees to include these requirements in each Subcontract exceeding \$150,000 financed in whole or in part with federal assistance provided by FEMA.

9. Debarment and Suspension

Applicability: This clause applies to all FEMA grant and cooperative agreement programs.

This Contract is a covered transaction for purposes of 2 CFR Part 180 and 2 CFR Part 3000. As such, the Contractor is required to verify that none of the Contractor’s principals (defined at 2 CFR § 180.995) or its affiliates (defined at 2 CFR § 180.905) are excluded (defined at 2 CFR § 180.940) or disqualified (defined at 2 CFR § 180.935).

The Contractor must comply with 2 CFR Part 180, subpart C and 2 CFR Part 3000, subpart C, and must include a requirement to comply with these regulations in any lower tier covered transaction it enters into.

This certification is a material representation of face relied upon by Participating Public Agency. If it is later determined that the Contractor did not comply with 2 CFR Part 180, subpart C and 2 CFR Part 3000, subpart C, in addition to remedies available to Participating

Public Agency, the federal government may pursue available remedies, including but not limited to suspension and/or debarment.

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The bidder or proposer agrees to comply with the requirements of 2 CFR Part 180, subpart C and 2 CFR Part 3000, subpart C while this offer is valid and throughout the period of any contract that may arise from this offer. The bidder or proposer further agrees to include a provision requiring compliance in its lower tier covered transactions.

10. Byrd Anti-Lobbying Amendment

Applicability: The Byrd Anti-Lobbying Amendment clause and certification are required for contracts of more than \$100,000, and for subcontracts of more than \$100,000.

Byrd Anti-Lobbying Amendment, 31 U.S.C. § 1352 (as amended)

Contractors who apply or bid for an award of more than \$100,000 shall file the required certification. Each tier certifies to the tier above that it will not and has not used federally appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, officer or employee of Congress, or an employee of a Member of Congress in connection with obtaining any federal contract, grant, or any other award covered by 31 U.S.C. § 1352. Each tier shall also disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier up to the recipient who in turn will forward the certification(s) to the federal awarding agency.

APPENDIX A, 44 CFR PART 18 – CERTIFICATION REGARDING LOBBYING

Certification for Contracts, Grants, Loans, and Cooperative Agreements

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

No federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of an agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any federal grant, the making of any federal grant, the making of any federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any federal contract, grant, loan, or cooperative agreement.

If any funds other than federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions.

The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certify and disclose accordingly.

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

The Contractor, Iron Bow Technologies, LLC, certifies or affirms the truthfulness and accuracy of each statement of its certification and disclosure, if any. In addition, the Contractor understands and agrees that the provisions of 31 U.S.C Chap. 38, Administrative Remedies for False Claims and Statements, apply to this certification and disclosure, if any.

Myron Shandruk
Signature of Contractor's Authorized Official

Myron Shandruk Director, Contracts
Name and Title of Contractor's Authorized Official

10 Mar 2023
Date

11. Procurement of Recovered Materials

Applicability: This provision applies to all procurements over \$10,000 made by a state agency or an agency of a political subdivision of a state and its contractors.

In the performance of this Contract, the Contractor shall make maximum use of products containing recovered materials that are EPA-designated items unless the product cannot be acquired:

- a. Competitively within a timeframe providing for compliance with the contract performance schedule;
- b. Meeting contract performance requirements; or
- c. At a reasonable price.

Information about this requirement, along with the list of EPA-designated items, is available at EPA's Comprehensive Procurement Guidelines webpage:
<https://www.epa.gov/smm/comprehensive-procurement-guideline-cpg-program>.

The Contractor also agrees to comply with all other applicable requirements of Section 6002 of the Solid Waste Disposal Act.

12. Prohibition on Contracting for Covered Telecommunications Equipment or Services

Applicability: This provision is required for all awards/purchases issued on or after November 12, 2020.

EXHIBIT G
FEMA (FEDERAL EMERGENCY MANAGEMENT AGENCY)
RECOMMENDED CONTRACT PROVISIONS

(a) *Definitions.* As used in this clause, the terms backhaul; covered foreign country; covered telecommunications equipment or services; interconnection arrangements; roaming; substantial or essential component; and telecommunications equipment or services have the meaning as defined in FEMA Policy 405-143-1, Prohibitions on Expending FEMA Award Funds for Covered Telecommunications Equipment or Services (Interim), as used in this clause.

(b) *Prohibitions.*

(1) Section 889(b) of the John S. McCain National Defense Authorization Act for Fiscal Year 2019, Pub. L. No. 115-232, and 2 CFR § 200.216 prohibit the head of an executive agency on or after Aug. 13, 2020, from obligating or expending grant, cooperative agreement, loan, or loan guarantee funds on certain telecommunications products or from certain entities for national security reasons.

(2) Unless an exception in paragraph (c) of this clause applies, the Contractor and its Subcontractors may not use grant, cooperative agreement, loan, or loan guarantee funds from the Federal Emergency Management Agency to:

- (i) Procure or obtain any equipment, system, or service that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology of any system;
- (ii) Enter into, extend, or renew a contract to procure or obtain any equipment, system, or service that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology of any system;
- (iii) Enter into, extend, or renew contracts with entities that use covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system; or
- (iv) Provide, as part of its performance of this contract, subcontract, or other contractual instrument, any equipment, system, or service that used covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system.

(c) *Exceptions.*

(1) This clause does not prohibit contractors from providing:

- (i) A service that connects to the facilities of a third-party, such as backhaul, roaming, or interconnection arrangements; or
- (ii) Telecommunications equipment that cannot route or redirect user data traffic or permit visibility into any user data or packets that such equipment transmits or otherwise handles.

EXHIBIT G
FEMA (FEDERAL EMERGENCY MANAGEMENT AGENCY)
RECOMMENDED CONTRACT PROVISIONS

(2) By necessary implication and regulation, the prohibitions also do not apply to:

- (i) Covered telecommunications equipment or services that:
 - i. Are not used as a substantial or essential component of any system; and
 - ii. Are not used as critical technology of any system.
- (ii) Other telecommunications equipment or services that are not considered covered telecommunications equipment or services.

(d) Reporting Requirements.

(1) In the event the Contractor identifies covered telecommunications equipment or services used as a substantial or essential component of any system, or as critical technology as part of any system, during contract performance, or the Contractor is notified of such by a Subcontractor at any tier or by any other source, the Contractor shall report the information in paragraph (d)(2) of this clause to the recipient or subrecipient, unless elsewhere in this contract are established procedures for reporting the information.

(2) The Contractor shall report the following information pursuant to paragraph (d)(1) of this clause:

- (i) Within one business day from the date of such identification or notification: The Contract number, the order number(s), if applicable; supplier name, supplier unique entity identifier (if known); supplier commercial and Government Entity (CAGE) code (if known); brand; model number (original equipment manufacturer number, manufacturer part number, or wholesaler number); item description; and any readily available information about mitigation actions undertaken or recommended.
- (ii) Within 10 business days of submitting the information in paragraph (d)(2)(i) of this clause: Any further available information about mitigation actions undertaken or recommended. In addition, the Contractor shall describe the efforts it undertook to prevent use or submission of covered
- (iii) telecommunications equipment or services, and any additional efforts that will be incorporated to prevent future use or submission of covered telecommunications equipment or services.

(e) *Subcontracts.* The Contractor shall insert the substance of this clause, including this paragraph (e), in all subcontracts and other contractual instruments.

13. Domestic Preferences for Procurements

EXHIBIT G
FEMA (FEDERAL EMERGENCY MANAGEMENT AGENCY)
RECOMMENDED CONTRACT PROVISIONS

Applicability: Applies for purchases in support of FEMA declarations and awards issued on or after November 12, 2020.

As appropriate, and to the extent consistent with the law, the Contractor, should to the greatest extent practicable, provide a preference for the purchase, acquisition, or use of goods, products, or materials produced in the United States. This includes, but is not limited to iron, aluminum, steel, cement, and other manufactured products.

For the purposes of this clause:

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

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

14. Access to Records

The Contractor agrees to provide Participating Public Agency, the FEMA Administrator, the Comptroller General of the United States, or any of their authorized representatives access to any books, documents, papers, and records of the Contractor which are directly pertinent to this contract for the purposes of making audits, examinations, excerpts, and transcriptions.

The Contractor agrees to permit any of the foregoing parties to reproduce by any means whatsoever or to copy excerpts and transcriptions as reasonably needed.

The Contractor agrees to provide the FEMA Administrator or its authorized representatives access to construction or other work sites pertaining to the work being completed under the Contract.

In compliance with section 1225 of the Disaster Recovery Reform Act of 2018, the Participating Public Agency and the Contractor acknowledge and agree that no language in this Contract is intended to prohibit audits or internal reviews by the FEMA Administrator or the Comptroller General of the United States.

15. Changes

To be allowable under a FEMA grant or cooperative agreement award, the cost of any contract change, modification, amendment, addendum, change order, or constructive change must be necessary, allocable, within the scope of the grant or cooperative agreement, reasonable for the scope of work, and otherwise allowable. See 2 CFR § 200.403.

FEMA recommends that all contracts include a changes clause that describes how, if at all, changes can be made by either party to alter the method, price, or schedule of the work without breaching the Contract. The language of the clause may depend on the nature of the

EXHIBIT G
FEMA (FEDERAL EMERGENCY MANAGEMENT AGENCY)
RECOMMENDED CONTRACT PROVISIONS

contract and the procured item(s) or service(s). Participating Public Agency should also consult with counsel to determine whether and how contract changes are permissible under applicable state, local, or tribal laws or regulations.

16. DHS Seal, Logo, and Flags

The Contractor shall not use the DHS seal(s), logos, crests, or reproductions of flags or likenesses of DHS agency officials without specific FEMA pre-approval. The Contractor shall include this provision in any Subcontracts.

17. Compliance with Federal Law, Regulations, and Executive Orders and Acknowledgement of Federal Funding

This is an acknowledgement that FEMA financial assistance will be used to fund all or a portion of the Contract. The Contractor will comply with all applicable federal law, regulations, executive orders, FEMA policies, procedures, and directives.

18. No Obligation by Federal Government

The federal government is not a party to this Contract and is not subject to any obligations or liabilities to the NFE, Contractor, or any other party pertaining to any matter resulting from the Contract. See 2 CFR § 200.318(k).

19. Program Fraud and False or Fraudulent Statements or Related Acts

The Contractor acknowledges that 31 U.S.C Chap. 38 (Administrative Remedies for False Claims and Statements) applies to the Contractor's actions pertaining to this Contract.

20. Affirmative Socioeconomic Steps

Applicability: For procurements under FEMA declarations and awards issued on or after November 12, 2020.

If Subcontracts are to be let, the Prime Contractor is required to take all necessary steps identified in 2 CFR § 200.321(b)(1)-(5) to ensure that small and minority businesses, women's business enterprises, and labor surplus area firms are used when possible. The necessary steps are as follows:

1) Placing qualified small and minority businesses and women's business enterprises on solicitation lists;

(2) Assuring that small and minority businesses, and women's business enterprises are solicited whenever they are potential sources;

(3) Dividing total requirements, when economically feasible, into smaller tasks or quantities to permit maximum participation by small and minority businesses, and women's business enterprises;

(4) Establishing delivery schedules, where the requirement permits, which encourage participation by small and minority businesses, and women's business enterprises; and

EXHIBIT G
FEMA (FEDERAL EMERGENCY MANAGEMENT AGENCY)
RECOMMENDED CONTRACT PROVISIONS

(5) Using the services and assistance, as appropriate, of such organizations as the Small Business Administration and the Minority Business Development Agency of the Department of Commerce.

21. Copyright and Data Rights

Applicability: When a Participating Public Agency enters into a Contract requiring a Contractor or Subcontractor to produce copyrightable subject matter and/or data for the Participating Public Agency under the award, the Participating Public Agency should include appropriate copyright and data licenses to meet its obligations under 2 CFR § 200.315(b) and (d), respectively.

The Contractor grants to the Participating Public Agency, a paid-up, royalty-free, nonexclusive, irrevocable, worldwide license in data first produced in the performance of this contract to reproduce, publish, or otherwise use, including prepare derivative works, distribute copies to the public, and perform publicly and display publicly such data. For data required by the Contract but not first produced in the performance of this Contract, the Contractor will identify such data and grant to the Participating Public Agency or acquires on its behalf a license of the same scope as for data first produced in the performance of this Contract. Data, as used herein, shall include any work subject to copyright under 17 U.S.C. § 102, for example, any written reports or literary works, software and/or source code, music, choreography, pictures or images, graphics, sculptures, videos, motion pictures or other audiovisual works, sound and/or video recordings, and architectural works. Upon or before the completion of this Contract, the Contractor will deliver to the Participating Public Agency data first produced in the performance of this Contract and data required by the Contract but not first produced in the performance of this Contract in formats acceptable by the Participating Public Agency.

Supplier agrees to comply will all terms and conditions outlined in the FEMA Special Conditions section of this solicitation.

Company Name: Iron Bow Technologies, LLC

Address, City, State, Zip Code: 2121 Cooperative Way, Suite 500

Herndon, VA 20171

Phone: 703-279-3000

Fax: 703-793-0662

Printed Name of Authorized Signer: Myron Shandruk

Email address of Authorized Signer: myron.shandruk@ironbow.com

Signature of Authorized Signer: *Myron Shandruk*

Date: 10 Mar 2023

1.8 Exhibit H – New Jersey Business Compliance

EXHIBIT H
NEW JERSEY BUSINESS COMPLIANCE

Suppliers intending to do business in the State of New Jersey must comply with policies and procedures required by New Jersey statutes. All Suppliers submitting proposals must complete the following forms to meet the requirements of doing business in this state.

All forms in this Exhibit should be submitted as a part of your proposal response. Failure to comply will affect the ability to promote the Master Agreement in the State of New Jersey.

Checklist of Documents Required

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

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

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

**EXHIBIT H
ATTACHMENT 1**

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

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

Company Name: Iron Bow Technologies, LLC

Address: 2121 Cooperative Way, Suite 500, Herndon, VA 20171

- | | | |
|--|-------------------------------------|-------------------------------------|
| | Yes | No |
| 1. The Company is a Sole Proprietor ; and therefore, no disclosure is necessary.
A sole proprietor is a person who owns an unincorporated business by him/herself.
A limited liability company with a single member is not a Sole Proprietor. | <input type="checkbox"/> | <input checked="" type="checkbox"/> |
| 2. The Company is a Corporation, Partnership, or Limited Liability Company . | <input checked="" type="checkbox"/> | <input type="checkbox"/> |

If you answered **YES** to Question 2, you must disclose the following: (a) the names and addresses of all stockholders in the corporation who own 10% or more of its stock, of any class; (b) all individual partners in the partnership who own a 10% or greater interest therein; or, (c) all members in the limited liability company who own a 10% or greater interest therein. (Attach additional sheets as necessary.)

If there are no stockholders, partners or members owning 10% or more interest, indicate "none".

Name	Address	Interest
NONE		

- | | | |
|--|--------------------------|--------------------------|
| | Yes | No |
| 3. For each of the corporations, partnerships, or limited liability companies identified above, are there any individuals, partners, members, stockholders, corporations, partnerships, or limited liability companies owning a 10% or greater interest of those listed business entities? | <input type="checkbox"/> | <input type="checkbox"/> |

If there are no stockholders, partners or members owning 10% or more interest, indicate "none".

**EXHIBIT H
ATTACHMENT 1**

Name	Address	Interest
NONE		

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

**EXHIBIT H
ATTACHMENT 2**

**NON-COLLUSION AFFIDAVIT
N.J.S.A. 52:34-15**

State of New Jersey
County of _____

ss:

I, Myron Shandruk residing in Linden in the County of Fauquier and State of Virginia of full age, being duly sworn according to law on my oath depose and say that:

I am Director, Contracts of the firm of Iron Bow Technologies, LLC

Iron Bow Technologies, LLC the bidder making this Proposal for the bid

entitled Technology Products, Services and Solutions, and that I executed the said proposal with full authority to do so that said bidder has not, directly or indirectly entered into any agreement, participated in any collusion, or otherwise taken any action in restraint of free, competitive bidding in connection with the above-named project; and that all statements contained in said proposal and in this affidavit are true and correct, and made with full knowledge that the County of Fairfax, VA/GovMVM relies upon the truth of the statements contained in said Proposal and in the statements contained in this affidavit in awarding the contract for the said project.

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

Subscribed and sworn to

before me this day

Myron Shandruk
Signature

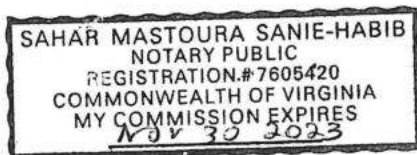
March 29th, 2023

Myron Shandruk
(Type or print name of affiant under signature)

[Signature]
Notary public of

My Commission expires Nov 30, 2023

(Seal)



**EXHIBIT H
ATTACHMENT 3**

**AFFIRMATIVE ACTION AFFIDAVIT
P.L. 1975, c.127**

Company Name: Iron Bow Technologies, LLC

Address: 2121 Cooperative Way, Suite 500, Herndon, VA 20171

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

Required Affirmative Action Documentation:

The Supplier shall submit with its proposal, **ONE** of the following three documents:

- (1) Letter of Federal Affirmative Action Plan Approval
- (2) Certificate of Employee Information Report
- (3) Employee Information Report Form AA302

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

- (1) If company has no approved Federal or New Jersey Affirmative Action Plan. Company will complete New Jersey Form AA-201 upon award; or
- (2) Company has a Federal or New Jersey Affirmative Action Plan – certificate is enclosed.

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

Myron Shandruk
Authorized Signature

Myron Shandruk
Printed Name

Director, Contracts
Title

31 Mar 2023
Date

**EXHIBIT H
ATTACHMENT 3**

GOODS, PROFESSIONAL SERVICE AND GENERAL SERVICE CONTRACTS

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

The contractor or subcontractor, where applicable, will not discriminate against any employee or applicant for employment because of age, race, creed, color, national origin, ancestry, marital status, affectional or sexual orientation, gender identity or expression, disability, nationality or sex. Except with respect to affectional or sexual orientation and gender identity or expression, the contractor will take affirmative action to ensure that such applicants are recruited and employed, and that employees are treated during employment, without regard to their age, race, creed, color, national origin, ancestry, marital status, affectional or sexual orientation, gender identity or expression, disability, nationality or sex. Such action shall include, but not be limited to the following: employment, upgrading, demotion, or transfer; recruitment or recruitment advertising; layoff or termination; rates of pay or other forms of compensation; and selection for training, including apprenticeship. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices to be provided by the Public Agency Compliance Officer setting forth provisions of this nondiscrimination clause.

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

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

The contractor or subcontractor, where applicable, agrees to comply with any regulations promulgated by the Treasurer pursuant to N.J.S.A. 10:5-31 et seq., as amended and supplemented from time to time and the Americans with Disabilities Act.

The contractor or subcontractor agrees to make good faith efforts to employ minority and women workers consistent with the applicable county employment goals established in accordance with N.J.A.C. 17:27-5.2, or a binding determination of the applicable county employment goals determined by the Division, pursuant to N.J.A.C. 17:27-5.2.

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

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

**EXHIBIT H
ATTACHMENT 3**

applicable Federal law and applicable Federal court decisions.

In conforming with the applicable employment goals, the contractor or subcontractor agrees to review all procedures relating to transfer, upgrading, downgrading and layoff to ensure that all such actions are taken without regard to age, creed, color, national origin, ancestry, marital status, affectional or sexual orientation, gender identity or expression, disability, nationality or sex, consistent with the statutes and court decisions of the State of New Jersey, and applicable Federal law and applicable Federal court decisions.

The contractor and its subcontractors shall furnish such reports or other documents to the Div. of Contract Compliance & EEO as may be requested by the office from time to time in order to carry out the purposes of these regulations, and public agencies shall furnish such information as may be requested by the Div. of Contract Compliance & EEO for conducting a compliance investigation pursuant to **Subchapter 10 of the Administrative Code at N.J.A.C. 17:27**.

Signature of Procurement Agent

**EXHIBIT H
ATTACHMENT 4**

C.271 POLITICAL CONTRIBUTION DISCLOSURE FORM

Public Agency Instructions

This page provides guidance to public agencies entering into contracts with business entities that are required to file Political Contribution Disclosure forms with the agency. **It is not intended to be provided to contractors.** What follows are instructions on the use of form local units can provide to contractors that are required to disclose political contributions pursuant to N.J.S.A. 19:44A-20.26 (P.L. 2005, c. 271, s.2). Additional information on the process is available in Local Finance Notice 2006-1 (http://www.nj.gov/dca/divisions/dlgs/resources/lfns_2006.html). Please refer back to these instructions for the appropriate links, as the Local Finance Notices include links that are no longer operational.

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

EXHIBIT H
ATTACHMENT 4

5. It is recommended that the contractor also complete a “Stockholder Disclosure Certification.” This will assist the local unit in its obligation to ensure that contractor did not make any prohibited contributions to the committees listed on the Business Entity Disclosure Certification in the 12 months prior to the contract. (See Local Finance Notice 2006-7 for additional information on this obligation at http://www.nj.gov/dca/divisions/dlgs/resources/lfns_2006.html) A sample Certification form is part of this package and the instruction to complete it is included in the Contractor Instructions. **NOTE: This section is not applicable to Boards of Education.**

**EXHIBIT H
ATTACHMENT 4**

**C. 271 POLITICAL CONTRIBUTION DISCLOSURE FORM
Contractor Instructions**

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

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

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

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

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

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

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

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

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

The contractor must also complete the attached Stockholder Disclosure Certification. This will assist the agency in meeting its obligations under the law. **NOTE: This section does not apply to Board of Education contracts.**

EXHIBIT H
ATTACHMENT 4

* N.J.S.A. 19:44A-3(s): "The term "legislative leadership committee" means a committee established, authorized to be established, or designated by the President of the Senate, the Minority Leader of the Senate, the Speaker of the General Assembly or the Minority Leader of the General Assembly pursuant to section 16 of P.L.1993, c.65 (C.19:44A-10.1) for the purpose of receiving contributions and making expenditures."

**EXHIBIT H
ATTACHMENT 4**

**C. 271 POLITICAL CONTRIBUTION DISCLOSURE FORM
Required Pursuant to N.J.S.A. 19:44A-20.26**

**This form or its permitted facsimile must be submitted to the local unit
no later than 10 days prior to the award of the contract.**

Part I – Vendor Information

Vendor Name:	Iron Bow Technologies, LLC		
Address:	2121 Cooperative Way, Suite 500		
City:	Herndon	State: VA	Zip: 20171

The undersigned being authorized to certify, hereby certifies that the submission provided herein represents compliance with the provisions of N.J.S.A. 19:44A-20.26 and as represented by the Instructions accompanying this form.

<u>Myron Shandruk</u> Signature	Myron Shandruk Printed Name	Director, Contracts Title
------------------------------------	--------------------------------	------------------------------

Part II – Contribution Disclosure

Disclosure requirement: Pursuant to N.J.S.A. 19:44A-20.26 this disclosure must include all reportable political contributions (more than \$300 per election cycle) over the 12 months prior to submission to the committees of the government entities listed on the form provided by the local unit.

Check here if disclosure is provided in electronic form.

Contributor Name	Recipient Name	Date	Dollar Amount
None			\$

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

**EXHIBIT H
ATTACHMENT 4**

List of Agencies with Elected Officials Required for Political Contribution Disclosure

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

County Name:

State: Governor, and Legislative Leadership Committees

Legislative District #s:

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

County:

Freeholders

County Clerk

Sheriff

{County Executive}

Surrogate

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

**USERS SHOULD CREATE THEIR OWN FORM, OR DOWNLOAD FROM [the](#)
[Pay to Play section](#) OF THE DLGS WEBSITE A COUNTY-BASED,
CUSTOMIZABLE FORM.**

**EXHIBIT H
ATTACHMENT 5**

STOCKHOLDER DISCLOSURE CERTIFICATION

Name of Business: Iron Bow Technologies, LLC

- I certify that the list below contains the names and home addresses of all stockholders holding 10% or more of the issued and outstanding stock of the undersigned.
- OR**
- I certify that no one stockholder owns 10% or more of the issued and outstanding stock of the undersigned.

Check the box that represents the type of business organization:

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

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

Stockholders:

Name: _____	Name: _____
Home Address: _____	Home Address: _____
_____	_____
Name: _____	Name: _____
Home Address: _____	Home Address: _____
_____	_____

Subscribed and sworn before me this 29th day of March, 23.

(Notary Public) 

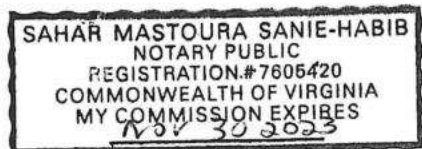
My Commission expires: Nov 30, 2023



(Affiant)

Myron Shandruk Director, Contracts
(Print name & title of affiant)

(Corporate Seal)



**EXHIBIT H
ATTACHMENT 6**

CERTIFICATION OF NON-INVOLVEMENT IN PROHIBITED ACTIVITIES IN IRAN

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

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

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

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



DISCLOSURE OF INVESTMENT ACTIVITIES IN IRAN FORM

STATE OF NEW JERSEY
DEPARTMENT OF THE TREASURY - DIVISION OF PURCHASE AND PROPERTY
33 WEST STATE STREET, P.O. BOX 230 TRENTON, NEW JERSEY 08625-0230

BID SOLICITATION # AND TITLE: 2000003549 - Technology Products, Services and Solutions

VENDOR NAME: Iron Bow Technologies, LLC

Pursuant to N.J.S.A. 52:32-57, et seq. (P.L. 2012, c.25 and P.L. 2021, c.4) any person or entity that submits a bid or proposal or otherwise proposes to enter into or renew a contract must certify that neither the person nor entity, nor any of its parents, subsidiaries, or affiliates, is identified on the New Jersey Department of the Treasury's Chapter 25 List as a person or entity engaged in investment activities in Iran. The Chapter 25 list is found on the Division's website at <https://www.state.nj.us/treasury/purchase/pdf/Chapter25List.pdf>. Vendors/Bidders must review this list prior to completing the below certification. If the Director of the Division of Purchase and Property finds a person or entity to be in violation of the law, s/he shall take action as may be appropriate and provided by law, rule or contract, including but not limited to, imposing sanctions, seeking compliance, recovering damages, declaring the party in default and seeking debarment or suspension of the party.

CHECK THE APPROPRIATE BOX

I certify, pursuant to N.J.S.A. 52:32-57, et seq. (P.L. 2012, c.25 and P.L. 2021, c.4), that neither the Vendor/Bidder listed above nor any of its parents, subsidiaries, or affiliates is listed on the New Jersey Department of the Treasury's Chapter 25 List of entities determined to be engaged in prohibited activities in Iran.

OR

I am unable to certify as above because the Vendor/Bidder and/or one or more of its parents, subsidiaries, or affiliates is listed on the New Jersey Department of the Treasury's Chapter 25 List. I will provide a detailed, accurate and precise description of the activities of the Vendor/Bidder, or one of its parents, subsidiaries or affiliates, has engaged in regarding investment activities in Iran by completing the information requested below.

Entity Engaged in Investment Activities	_____
Relationship to Vendor/ Bidder	_____
Description of Activities	_____

Duration of Engagement	_____
Anticipated Cessation Date	_____

**Attach Additional Sheets If Necessary.*

CERTIFICATION

I, the undersigned, certify that I am authorized to execute this certification on behalf of the Vendor, that the foregoing information and any attachments hereto, to the best of my knowledge are true and complete. I acknowledge that the State of New Jersey is relying on the information contained herein, and that the Vendor is under a continuing obligation from the date of this certification through the completion of any contract(s) with the State to notify the State in writing of any changes to the information contained herein; that I am aware that it is a criminal offense to make a false statement or misrepresentation in this certification. If I do so, I may be subject to criminal prosecution under the law, and it will constitute a material breach of my contract(s) with the State, permitting the State to declare any contract(s) resulting from this certification void and unenforceable.

Myron Shandruk
Signature

03/31/2023
Date

Myron Shandruk Director, Contracts
Print Name and Title

**EXHIBIT H
ATTACHMENT 7**

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

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

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

The seller must collect the tax on a sale of taxable property or services unless the purchaser gives them a fully completed New Jersey exemption certificate.

State of New Jersey
Division of Taxation
SALES TAX
FORM ST-3
RESALE CERTIFICATE

Purchaser's New Jersey
Taxpayer Registration Number
261-615-129/000

To be completed by purchaser and given to and retained by seller. See instructions on back.
Seller should read and comply with the instructions given on both sides of an exemption certificate.

TO _____ Date _____
(Name of Seller)

Address City State ZIP

The undersigned certifies that:

(1) They hold a valid Certificate of Authority (number shown above) to collect State of New Jersey Sales and Use Tax.

(2) They are principally engaged in the sale of (indicate nature of merchandise or service sold):
COMPUTER HARDWARE, SOFTWARE AND SERVICES

(3) The merchandise or services being herein purchased are described as follows:
COMPUTER HARDWARE, SOFTWARE AND SERVICES

(4) The merchandise described in (3) above is being purchased: (check one or more of the blocks which apply)

(a) For resale in its present form.

(b) For resale as converted into or as a component part of a product by the undersigned.

(c) For use in the performance of a taxable service on personal property, where the property which is the subject of this Certificate becomes part of the property being serviced or is later transferred to the purchaser of the service in conjunction with the performance of the service

(5) The services described in (3) above are being purchased: (check the block which applies)

(a) By seller who will either collect tax or will resell services.

(b) To be performed on personal property held for sale.

I, the undersigned purchaser, have read and complied with the instructions and rules promulgated pursuant to the New Jersey Sales and Use Tax Act with respect to the use of the Resale Certificate, and it is my belief that the seller named herein is not required to collect the sales or use tax on the transaction or transactions covered by this Certificate. The undersigned purchaser hereby swears under the penalties for perjury and false swearing that all of the information shown in this Certificate is true.

IRON BOW TECHNOLOGIES, LLC

NAME OF PURCHASER* (as registered with the New Jersey Division of Taxation)
2121 COOPERATIVE WAY, SUITE 500 HERNDON, VA 20171

(Address of Purchaser)*
WHOLESALE

Type of Business*  VP OF ACCOUNTING
(Signature of owner, partner, officer of corporation, etc.)* (Title)

*Required

1.9 Exhibit I – State Notice Addendum

**EXHIBIT I
STATE NOTICE ADDENDUM**

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

Nationwide:

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

Lists of political subdivisions, local governments and tribal governments in the above referenced states/district may be found at <http://www.usa.gov/state-tribal-governments>.

Certain Public Agencies and Political Subdivisions:

CITIES. TOWNS. VILLAGES AND
BOROUGHS INCLUDING BUT NOT
LIMITED TO:

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

CITY OF NEW ORLEANS, LA
CITY OF NORTH PLAINS, OR
CITY OF OREGON CITY, OR
CITY OF PILOT ROCK, OR CITY
OF PORTLAND, OR CITY OF
POWERS, OR
CITY OF PRINEVILLE, OR
CITY OF REDMOND, OR CITY
OF REEDSPORT, OR CITY
OF RIDDLE, OR
CITY OF ROGUE RIVER, OR
CITY OF ROSEBURG, OR CITY
OF SALEM, OR
CITY OF SANDY, OR
CITY OF SCAPPOOSE, OR
CITY OF SHADY COVE, OR
CITY OF SHERWOOD, OR
CITY OF SHREVEPORT, LA
CITY OF SILVERTON, OR
CITY OF SPRINGFIELD, OR
CITY OF ST. HELENS, OR
CITY OF ST. PAUL, OR CITY
OF SULPHUR, LA CITY OF
TIGARD, OR
CITY OF TROUTDALE, OR
CITY OF TUALATIN, OR CITY
OF WALKER, LA
CITY OF WARRENTON, OR
CITY OF WEST LINN, OR CITY
OF WILSONVILLE, OR CITY
OF WINSTON, OR CITY OF
WOODBURN, OR
LEAGUE OF OREGON CITIES
THE CITY OF HAPPY VALLEY OREGON
ALPINE, UT
ALTA, UT
ALTAMONT, UT
ALTON, UT
AMALGA, UT
AMERICAN FORK CITY, UT
ANNABELLA, UT ANTIMONY,
UT
APPLE VALLEY, UT
AURORA, UT
BALLARD, UT
BEAR RIVER CITY, UT
BEAVER, UT BICKNELL,
UT

BIG WATER, UT
BLANDING, UT
BLUFFDALE, UT
BOULDER, UT
CITY OF BOUNTIFUL, UT
BRIAN HEAD, UT
BRIGHAM CITY CORPORATION, UT
BRYCE CANYON CITY, UT
CANNONVILLE, UT
CASTLE DALE, UT CASTLE
VALLEY, UT CITY OF
CEDAR CITY, UT CEDAR
FORT, UT
CITY OF CEDAR HILLS, UT
CENTERFIELD, UT
CENTERVILLE CITY CORPORATION, UT
CENTRAL VALLEY, UT
CHARLESTON, UT
CIRCLEVILLE, UT
CLARKSTON, UT
CLAWSON, UT
CLEARFIELD, UT
CLEVELAND, UT
CLINTON CITY CORPORATION, UT
COALVILLE, UT
CORINNE, UT
CORNISH, UT
COTTONWOOD HEIGHTS, UT
DANIEL, UT
DELTA, UT
DEWEYVILLE, UT
DRAPER CITY, UT
DUCHESNE, UT EAGLE
MOUNTAIN, UT EAST
CARBON, UT ELK
RIDGE, UT
ELMO, UT
ELSINORE, UT
ELWOOD, UT
EMERY, UT ENOCH,
UT ENTERPRISE,
UT EPHRAIM, UT
ESCALANTE, UT
EUREKA, UT
FAIRFIELD, UT
FAIRVIEW, UT
FARMINGTON, UT

FARR WEST, UT
FAYETTE, UT FERRON,
UT FIELDING, UT
FILLMORE, UT
FOUNTAIN GREEN, UT
FRANCIS, UT
FRUIT HEIGHTS, UT
GARDEN CITY, UT
GARLAND, UT
GENOLA, UT
GLENDALE, UT
GLENWOOD, UT
GOSHEN, UT
GRANTSVILLE, UT
GREEN RIVER, UT
GUNNISON, UT
HANKSVILLE, UT
HARRISVILLE, UT
HATCH, UT
HEBER CITY CORPORATION, UT
HELPER, UT
HENEFER, UT
HENRIEVILLE, UT
HERRIMAN, UT
HIDEOUT, UT
HIGHLAND, UT
HILDALE, UT
HINCKLEY, UT
HOLDEN, UT
HOLLADAY, UT
HONEYVILLE, UT
HOOPER, UT
HOWELL, UT
HUNTINGTON, UT
HUNTSVILLE, UT
CITY OF HURRICANE, UT
HYDE PARK, UT
HYRUM, UT
INDEPENDENCE, UT
IVINS, UT
JOSEPH, UT
JUNCTION, UT
KAMAS, UT
KANAB, UT
KANARRAVILLE, UT
KANOSH, UT
KAYSVILLE, UT

KINGSTON, UT
KOOSHAREM, UT
LAKETOWN, UT LA
VERKIN, UT
LAYTON, UT
LEAMINGTON, UT
LEEDS, UT
LEHI CITY CORPORATION, UT
LEVAN, UT
LEWISTON, UT
LINDON, UT
LOA, UT
LOGAN CITY, UT
LYMAN, UT
LYNNDYL, UT
MANILA, UT
MANTI, UT
MANTUA, UT
MAPLETON, UT
MARRIOTT-SLATERVILLE, UT
MARYSVALE, UT
MAYFIELD, UT
MEADOW, UT
MENDON, UT
MIDVALE CITY INC., UT
MIDWAY, UT
MILFORD, UT
MILLVILLE, UT
MINERSVILLE, UT
MOAB, UT
MONA, UT
MONROE, UT
CITY OF MONTICELLO, UT
MORGAN, UT
MORONI, UT
MOUNT PLEASANT, UT
MURRAY CITY CORPORATION, UT
MYTON, UT
NAPLES, UT
NEPHI, UT
NEW HARMONY, UT
NEWTON, UT NIBLEY,
UT
NORTH LOGAN, UT
NORTH OGDEN, UT
NORTH SALT LAKE CITY, UT
OAK CITY, UT
OAKLEY, UT

OGDEN CITY CORPORATION, UT
OPHIR, UT
ORANGEVILLE, UT
ORDERVILLE, UT
OREM, UT
PANGUITCH, UT
PARADISE, UT
PARAGONAH, UT
PARK CITY, UT
PAROWAN, UT
PAYSON, UT
PERRY, UT
PLAIN CITY, UT
PLEASANT GROVE CITY, UT
PLEASANT VIEW, UT
PLYMOUTH, UT
PORTAGE, UT PRICE,
UT PROVIDENCE, UT
PROVO, UT
RANDOLPH, UT
REDMOND, UT
RICHFIELD, UT
RICHMOND, UT
RIVERDALE, UT
RIVER HEIGHTS, UT
RIVERTON CITY, UT
ROCKVILLE, UT
ROCKY RIDGE, UT
ROOSEVELT CITY CORPORATION, UT
ROY, UT
RUSH VALLEY, UT
CITY OF ST. GEORGE, UT
SALEM, UT
SALINA, UT
SALT LAKE CITY CORPORATION, UT
SANDY, UT
SANTA CLARA, UT
SANTAQUIN, UT SARATOGA
SPRINGS, UT SCIPIO, UT
SCOFIELD, UT
SIGURD, UT
SMITHFIELD, UT
SNOWVILLE, UT
CITY OF SOUTH JORDAN, UT
SOUTH OGDEN, UT
CITY OF SOUTH SALT LAKE, UT

SOUTH WEBER, UT
SPANISH FORK, UT
SPRING CITY, UT
SPRINGDALE, UT
SPRINGVILLE, UT
STERLING, UT
STOCKTON, UT
SUNNYSIDE, UT SUNSET
CITY CORP, UT
SYRACUSE, UT TABIONA,
UT
CITY OF TAYLORSVILLE, UT TOOELE
CITY CORPORATION, UT
TOQUERVILLE, UT
TORREY, UT
TREMONTON CITY, UT
TRENTON, UT TROPIC,
UT
UINTAH, UT
VERNAL CITY, UT
VERNON, UT
VINEYARD, UT
VIRGIN, UT WALES,
UT WALLSBURG,
UT
WASHINGTON CITY, UT
WASHINGTON TERRACE, UT
WELLINGTON, UT WELLSVILLE,
UT WENDOVER, UT
WEST BOUNTIFUL, UT
WEST HAVEN, UT WEST
JORDAN, UT WEST
POINT, UT
WEST VALLEY CITY, UT
WILLARD, UT WOODLAND
HILLS, UT WOODRUFF, UT
WOODS CROSS, UT

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

ASCENSION PARISH, LA ASCENSION
PARISH, LA, CLEAR OF COURT
CADDO PARISH, LA CALCASIEU
PARISH, LA CALCASIEU PARISH
SHERIFF'S

OFFICE, LA
CITY AND COUNTY OF HONOLULU, HI
CLACKAMAS COUNTY, OR CLACKAMAS
COUNTY DEPT OF TRANSPORTATION,
OR
CLATSOP COUNTY, OR
COLUMBIA COUNTY, OR
COOS COUNTY, OR COOS
COUNTY HIGHWAY
DEPARTMENT, OR COUNTY
OF HAWAII, OR CROOK
COUNTY, OR
CROOK COUNTY ROAD DEPARTMENT, OR
CURRY COUNTY, OR
DESCHUTES COUNTY, OR
DOUGLAS COUNTY, OR
EAST BATON ROUGE PARISH, LA
GILLIAM COUNTY, OR
GRANT COUNTY, OR
HARNEY COUNTY, OR
HARNEY COUNTY SHERIFFS OFFICE, OR
HAWAII COUNTY, HI
HOOD RIVER COUNTY, OR
JACKSON COUNTY, OR
JEFFERSON COUNTY, OR
JEFFERSON PARISH, LA
JOSEPHINE COUNTY GOVERNMENT, OR
LAFAYETTE CONSOLIDATED
GOVERNMENT, LA LAFAYETTE
PARISH, LA
LAFAYETTE PARISH CONVENTION &
VISITORS COMMISSION LAFOURCHE
PARISH, LA
KAUAI COUNTY, HI
KLAMATH COUNTY, OR
LAKE COUNTY, OR LANE
COUNTY, OR LINCOLN
COUNTY, OR LINN
COUNTY, OR LIVINGSTON
PARISH, LA MALHEUR
COUNTY, OR MAUI
COUNTY, HI
MARION COUNTY, SALEM, OR
MORROW COUNTY, OR
MULTNOMAH COUNTY, OR

MULTNOMAH COUNTY BUSINESS AND COMMUNITY SERVICES, OR MULTNOMAH COUNTY SHERIFFS OFFICE, OR MULTNOMAH LAW LIBRARY, OR ORLEANS PARISH, LA PLAQUEMINES PARISH, LA POLK COUNTY, OR RAPIDES PARISH, LA SAINT CHARLES PARISH, LA SAINT CHARLES PARISH PUBLIC SCHOOLS, LA SAINT LANDRY PARISH, LA SAINT TAMMANY PARISH, LA SHERMAN COUNTY, OR TERREBONNE PARISH, LA TILLAMOOK COUNTY, OR TILLAMOOK COUNTY SHERIFF'S OFFICE, OR TILLAMOOK COUNTY GENERAL HOSPITAL, OR UMATILLA COUNTY, OR UNION COUNTY, OR WALLOWA COUNTY, OR WASCO COUNTY, OR WASHINGTON COUNTY, OR WEST BATON ROUGE PARISH, LA WHEELER COUNTY, OR YAMHILL COUNTY, OR COUNTY OF BOX ELDER, UT COUNTY OF CACHE, UT COUNTY OF RICH, UT COUNTY OF WEBER, UT COUNTY OF MORGAN, UT COUNTY OF DAVIS, UT COUNTY OF SUMMIT, UT COUNTY OF DAGGETT, UT COUNTY OF SALT LAKE, UT COUNTY OF TOOELE, UT COUNTY OF UTAH, UT COUNTY OF WASATCH, UT COUNTY OF DUCHESNE, UT COUNTY OF UINTAH, UT COUNTY OF CARBON, UT COUNTY OF SANPETE, UT COUNTY OF JUAB, UT COUNTY OF MILLARD, UT COUNTY OF SEVIER, UT

COUNTY OF EMERY, UT COUNTY OF GRAND, UT COUNTY OF BEVER, UT COUNTY OF PIUTE, UT COUNTY OF WAYNE, UT COUNTY OF SAN JUAN, UT COUNTY OF GARFIELD, UT COUNTY OF KANE, UT COUNTY OF IRON, UT COUNTY OF WASHINGTON, UT

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

TO: ADAIR R.F.P.D., OR ADEL WATER IMPROVEMENT DISTRICT, OR ADRIAN R.F.P.D., OR AGNESS COMMUNITY LIBRARY, OR AGNESS-ILLAHE R.F.P.D., OR AGRICULTURE EDUCATION SERVICE EXTENSION DISTRICT, OR ALDER CREEK-BARLOW WATER DISTRICT NO. 29, OR ALFALFA FIRE DISTRICT, OR ALSEA R.F.P.D., OR ALSEA RIVIERA WATER IMPROVEMENT DISTRICT, OR AMITY FIRE DISTRICT, OR ANTELOPE MEADOWS SPECIAL ROAD DISTRICT, OR APPLE ROGUE DISTRICT IMPROVEMENT COMPANY, OR APPLGATE VALLEY R.F.P.D. #9, OR ARCH CAPE DOMESTIC WATER SUPPLY DISTRICT, OR ARCH CAPE SANITARY DISTRICT, OR ARNOLD IRRIGATION DISTRICT, OR ASH CREEK WATER CONTROL DISTRICT, OR ATHENA CEMETERY MAINTENANCE DISTRICT, OR AUMSVILLE R.F.P.D., OR AURORA R.F.P.D., OR

AZALEA R.F.P.D., OR
BADGER IMPROVEMENT DISTRICT, OR
BAILEY-SPENCER R.F.P.D., OR
BAKER COUNTY LIBRARY DISTRICT, OR
BAKER R.F.P.D., OR
BAKER RIVERTON ROAD DISTRICT, OR
BAKER VALLEY IRRIGATION DISTRICT, OR
BAKER VALLEY S.W.C.D., OR BAKER
VALLEY VECTOR CONTROL DISTRICT,
OR
BANDON CRANBERRY WATER
CONTROL DISTRICT, OR
BANDON R.F.P.D., OR
BANKS FIRE DISTRICT, OR
BANKS FIRE DISTRICT #13, OR
BAR L RANCH ROAD DISTRICT, OR
BARLOW WATER IMPROVEMENT
DISTRICT, OR
BASIN AMBULANCE SERVICE
DISTRICT, OR
BASIN TRANSIT SERVICE
TRANSPORTATION DISTRICT, OR BATON
ROUGE WATER COMPANY BAY AREA
HEALTH DISTRICT, OR BAYSHORE
SPECIAL ROAD DISTRICT, OR
BEAR VALLEY SPECIAL ROAD
DISTRICT, OR
BEAVER CREEK WATER CONTROL
DISTRICT, OR
BEAVER DRAINAGE IMPROVEMENT
COMPANY, INC., OR
BEAVER SLOUGH DRAINAGE
DISTRICT, OR
BEAVER SPECIAL ROAD DISTRICT, OR
BEAVER WATER DISTRICT, OR
BELLE MER S.I.G.L. TRACTS SPECIAL
ROAD DISTRICT, OR
BEND METRO PARK AND RECREATION
DISTRICT
BENTON S.W.C.D., OR BERNDT
SUBDIVISION WATER
IMPROVEMENT DISTRICT, OR
BEVERLY BEACH WATER DISTRICT, OR
BIENVILLE PARISH FIRE PROTECTION

DISTRICT 6, LA
BIG BEND IRRIGATION DISTRICT, OR
BIGGS SERVICE DISTRICT, OR BLACK
BUTTE RANCH DEPARTMENT OF
POLICE SERVICES, OR
BLACK BUTTE RANCH R.F.P.D., OR
BLACK MOUNTAIN WATER DISTRICT, OR
BLODGETT-SUMMIT R.F.P.D., OR BLUE
MOUNTAIN HOSPITAL DISTRICT, OR
BLUE MOUNTAIN TRANSLATOR
DISTRICT, OR
BLUE RIVER PARK & RECREATION
DISTRICT, OR
BLUE RIVER WATER DISTRICT, OR
BLY R.F.P.D., OR
BLY VECTOR CONTROL DISTRICT, OR BLY
WATER AND SANITARY DISTRICT, OR
BOARDMAN CEMETERY MAINTENANCE
DISTRICT, OR BOARDMAN PARK AND
RECREATION DISTRICT
BOARDMAN R.F.P.D., OR BONANZA
BIG SPRINGS PARK & RECREATION
DISTRICT, OR BONANZA
MEMORIAL PARK CEMETERY
DISTRICT, OR BONANZA R.F.P.D.,
OR
BONANZA-LANGELL VALLEY VECTOR
CONTROL DISTRICT, OR
BORING WATER DISTRICT #24, OR
BOULDER CREEK RETREAT SPECIAL
ROAD DISTRICT, OR
BRIDGE R.F.P.D., OR
BROOKS COMMUNITY SERVICE
DISTRICT, OR
BROWNSVILLE R.F.P.D., OR
BUELL-RED PRAIRIE WATER DISTRICT, OR
BUNKER HILL R.F.P.D. #1, OR
BUNKER HILL SANITARY DISTRICT, OR
BURLINGTON WATER DISTRICT, OR
BURNT RIVER IRRIGATION DISTRICT, OR
BURNT RIVER S.W.C.D., OR
CALAPOOIA R.F.P.D., OR

CAMAS VALLEY R.F.P.D., OR CAMELLIA
PARK SANITARY DISTRICT, OR
CAMMANN ROAD DISTRICT, OR CAMP
SHERMAN ROAD DISTRICT, OR CANBY
AREA TRANSIT, OR
CANBY R.F.P.D. #62, OR CANBY
UTILITY BOARD, OR CANNON
BEACH R.F.P.D., OR
CANYONVILLE SOUTH UMPQUA FIRE
DISTRICT, OR
CAPE FERRELO R.F.P.D., OR CAPE
FOULWEATHER SANITARY
DISTRICT, OR
CARLSON PRIMROSE SPECIAL ROAD
DISTRICT, OR
CARMEL BEACH WATER DISTRICT, OR
CASCADE VIEW ESTATES TRACT 2, OR
CEDAR CREST SPECIAL ROAD DISTRICT,
OR
CEDAR TRAILS SPECIAL ROAD
DISTRICT, OR
CEDAR VALLEY - NORTH BANK
R.F.P.D., OR
CENTRAL CASCADES FIRE AND EMS, OR
CENTRAL CITY ECONOMIC
OPPORTUNITY CORP, LA CENTRAL
LINCOLN P.U.D., OR CENTRAL
OREGON COAST FIRE & RESCUE
DISTRICT, OR
CENTRAL OREGON
INTERGOVERNMENTAL COUNCIL
CENTRAL OREGON IRRIGATION
DISTRICT, OR
CHAPARRAL WATER CONTROL
DISTRICT, OR
CHARLESTON FIRE DISTRICT, OR
CHARLESTON SANITARY DISTRICT, OR
CHARLOTTE ANN WATER DISTRICT, OR
CHEHALEM PARK & RECREATION
DISTRICT, OR
CHEHALEM PARK AND RECREATION
DISTRICT
CHEMULT R.F.P.D., OR
CHENOWITH WATER P.U.D., OR

CHERRIOTS, OR
CHETCO COMMUNITY PUBLIC
LIBRARY DISTRICT, OR
CHILOQUIN VECTOR CONTROL
DISTRICT, OR
CHILOQUIN-AGENCY LAKE R.F.P.D., OR
CHINOOK DRIVE SPECIAL ROAD
DISTRICT, OR
CHR DISTRICT IMPROVEMENT
COMPANY, OR
CHRISTMAS VALLEY DOMESTIC
WATER DISTRICT, OR CHRISTMAS
VALLEY PARK & RECREATION
DISTRICT, OR CHRISTMAS VALLEY
R.F.P.D., OR
CITY OF BOGALUSA SCHOOL BOARD, LA
CLACKAMAS COUNTY FIRE DISTRICT #1,
OR
CLACKAMAS COUNTY SERVICE
DISTRICT #1, OR
CLACKAMAS COUNTY VECTOR
CONTROL DISTRICT, OR CLACKAMAS
RIVER WATER CLACKAMAS RIVER
WATER, OR CLACKAMAS S.W.C.D., OR
CLATSKANIE DRAINAGE IMPROVEMENT
COMPANY, OR CLATSKANIE LIBRARY
DISTRICT, OR CLATSKANIE P.U.D., OR
CLATSKANIE PARK & RECREATION
DISTRICT, OR
CLATSKANIE PEOPLE'S UTILITY
DISTRICT
CLATSKANIE R.F.P.D., OR CLATSOP
CARE CENTER HEALTH DISTRICT,
OR
CLATSOP COUNTY S.W.C.D., OR
CLATSOP DRAINAGE IMPROVEMENT
COMPANY #15, INC., OR
CLEAN WATER SERVICES CLEAN
WATER SERVICES, OR
CLOVERDALE R.F.P.D., OR
CLOVERDALE SANITARY DISTRICT, OR
CLOVERDALE WATER DISTRICT, OR
COALEDO DRAINAGE DISTRICT, OR
COBURG FIRE DISTRICT, OR

COLESTIN RURAL FIRE DISTRICT, OR
COLTON R.F.P.D., OR
COLTON WATER DISTRICT #11, OR
COLUMBIA 911 COMMUNICATIONS
DISTRICT, OR
COLUMBIA COUNTY 4-H & EXTENSION
SERVICE DISTRICT, OR
COLUMBIA DRAINAGE VECTOR
CONTROL, OR
COLUMBIA IMPROVEMENT DISTRICT, OR
COLUMBIA R.F.P.D., OR
COLUMBIA RIVER FIRE & RESCUE, OR
COLUMBIA RIVER PUD, OR
COLUMBIA S.W.C.D., OR COLUMBIA
S.W.C.D., OR CONFEDERATED
TRIBES OF THE UMATILLA INDIAN
RESERVATION
COOS COUNTY AIRPORT DISTRICT, OR
COOS COUNTY AIRPORT DISTRICT, OR
COOS COUNTY AREA TRANSIT
SERVICE DISTRICT, OR
COOS COUNTY AREA TRANSIT
SERVICE DISTRICT, OR
COOS FOREST PROTECTIVE
ASSOCIATION
COOS S.W.C.D., OR COQUILLE
R.F.P.D., OR COQUILLE VALLEY
HOSPITAL DISTRICT, OR
CORBETT WATER DISTRICT, OR
CORNELIUS R.F.P.D., OR
CORP RANCH ROAD WATER
IMPROVEMENT, OR
CORVALLIS R.F.P.D., OR
COUNTRY CLUB ESTATES SPECIAL
WATER DISTRICT, OR
COUNTRY CLUB WATER DISTRICT, OR
COUNTRY ESTATES ROAD DISTRICT, OR
COVE CEMETERY MAINTENANCE
DISTRICT, OR
COVE ORCHARD SEWER SERVICE
DISTRICT, OR
COVE R.F.P.D., OR
CRESCENT R.F.P.D., OR

CRESCENT SANITARY DISTRICT, OR
CRESCENT WATER SUPPLY AND
IMPROVEMENT DISTRICT, OR CROOK
COUNTY AGRICULTURE EXTENSION
SERVICE DISTRICT, OR CROOK
COUNTY CEMETERY DISTRICT, OR
CROOK COUNTY FIRE AND RESCUE, OR
CROOK COUNTY PARKS &
RECREATION DISTRICT, OR
CROOK COUNTY S.W.C.D., OR
CROOK COUNTY VECTOR CONTROL
DISTRICT, OR
CROOKED RIVER RANCH R.F.P.D., OR
CROOKED RIVER RANCH SPECIAL ROAD
DISTRICT, OR
CRYSTAL SPRINGS WATER DISTRICT, OR
CURRY COUNTY 4-H & EXTENSION
SERVICE DISTRICT, OR
CURRY COUNTY PUBLIC TRANSIT
SERVICE DISTRICT, OR
CURRY COUNTY S.W.C.D., OR
CURRY HEALTH DISTRICT, OR
CURRY PUBLIC LIBRARY DISTRICT, OR
DALLAS CEMETERY DISTRICT #4, OR
DARLEY DRIVE SPECIAL ROAD DISTRICT,
OR
DAVID CROCKETT STEAM FIRE
COMPANY #1, LA
DAYS CREEK R.F.P.D., OR
DAYTON FIRE DISTRICT, OR
DEAN MINARD WATER DISTRICT, OR
DEE IRRIGATION DISTRICT, OR DEER
ISLAND DRAINAGE IMPROVEMENT
COMPANY, OR
DELL BROGAN CEMETERY
MAINTENANCE DISTRICT, OR DEPOE
BAY R.F.P.D., OR DESCHUTES COUNTY
911 SERVICE DISTRICT, OR
DESCHUTES COUNTY R.F.P.D. #2, OR
DESCHUTES PUBLIC LIBRARY DISTRICT,
OR
DESCHUTES S.W.C.D., OR
DESCHUTES VALLEY WATER
DISTRICT, OR

DEVILS LAKE WATER IMPROVEMENT DISTRICT, OR
DEXTER R.F.P.D., OR
DEXTER SANITARY DISTRICT, OR
DORA-SITKUM R.F.P.D., OR
DOUGLAS COUNTY FIRE DISTRICT #2, OR
DOUGLAS S.W.C.D., OR
DRAKES CROSSING R.F.P.D., OR DRRH SPECIAL ROAD DISTRICT #6, OR DRY GULCH DITCH DISTRICT IMPROVEMENT COMPANY, OR
DUFUR RECREATION DISTRICT, OR
DUMBECK LANE DOMESTIC WATER SUPPLY, OR
DUNDEE R.F.P.D., OR
DURKEE COMMUNITY BUILDING PRESERVATION DISTRICT, OR EAGLE POINT IRRIGATION DISTRICT, OR
EAGLE VALLEY CEMETERY MAINTENANCE DISTRICT, OR
EAGLE VALLEY R.F.P.D., OR
EAGLE VALLEY S.W.C.D., OR
EAST FORK IRRIGATION DISTRICT, OR
EAST MULTNOMAH S.W.C.D., OR EAST SALEM SERVICE DISTRICT, OR EAST UMATILLA CHEMICAL CONTROL DISTRICT, OR
EAST UMATILLA COUNTY AMBULANCE AREA HEALTH DISTRICT, OR
EAST UMATILLA COUNTY R.F.P.D., OR
EAST VALLEY WATER DISTRICT, OR
ELGIN COMMUNITY PARKS & RECREATION DISTRICT, OR
ELGIN HEALTH DISTRICT, OR
ELGIN R.F.P.D., OR
ELKTON ESTATES PHASE II SPECIAL ROAD DISTRICT, OR
ELKTON R.F.P.D., OR
EMERALD P.U.D., OR
ENTERPRISE IRRIGATION DISTRICT, OR
ESTACADA CEMETERY MAINTENANCE DISTRICT, OR
ESTACADA R.F.P.D. #69, OR
EUGENE R.F.P.D. # 1, OR EUGENE WATER AND ELECTRIC

BOARD
EVANS VALLEY FIRE DISTRICT #6, OR
FAIR OAKS R.F.P.D., OR
FAIRVIEW R.F.P.D., OR FAIRVIEW WATER DISTRICT, OR FALCON HEIGHTS WATER AND SEWER, OR
FALCON-COVE BEACH WATER DISTRICT, OR
FALL RIVER ESTATES SPECIAL ROAD DISTRICT, OR
FARGO INTERCHANGE SERVICE DISTRICT, OR
FARMERS IRRIGATION DISTRICT, OR
FAT ELK DRAINAGE DISTRICT, OR FERN RIDGE PUBLIC LIBRARY DISTRICT, OR
FERN VALLEY ESTATES IMPROVEMENT DISTRICT, OR
FOR FAR ROAD DISTRICT, OR
FOREST GROVE R.F.P.D., OR
FOREST VIEW SPECIAL ROAD DISTRICT, OR
FORT ROCK-SILVER LAKE S.W.C.D., OR
FOUR RIVERS VECTOR CONTROL DISTRICT, OR
FOX CEMETERY MAINTENANCE DISTRICT, OR
GARDINER R.F.P.D., OR
GARDINER SANITARY DISTRICT, OR
GARIBALDI R.F.P.D., OR
GASTON R.F.P.D., OR
GATES R.F.P.D., OR
GEARHART R.F.P.D., OR
GILLIAM S.W.C.D., OR
GLENDALE AMBULANCE DISTRICT, OR
GLENDALE R.F.P.D., OR
GLENEDEN BEACH SPECIAL ROAD DISTRICT, OR
GLENEDEN SANITARY DISTRICT, OR
GLENWOOD WATER DISTRICT, OR GLIDE - IDLEYLD SANITARY DISTRICT, OR
GLIDE R.F.P.D., OR
GOLD BEACH - WEDDERBURN R.F.P.D., OR
GOLD HILL IRRIGATION DISTRICT, OR

GOLDFINCH ROAD DISTRICT, OR
GOSHEN R.F.P.D., OR
GOVERNMENT CAMP ROAD DISTRICT, OR
GOVERNMENT CAMP SANITARY
DISTRICT, OR
GRAND PRAIRIE WATER CONTROL
DISTRICT, OR
GRAND RONDE SANITARY DISTRICT, OR
GRANT COUNTY TRANSPORTATION
DISTRICT, OR
GRANT S.W.C.D., OR
GRANTS PASS IRRIGATION DISTRICT, OR
GREATER BOWEN VALLEY R.F.P.D., OR
GREATER ST. HELENS PARK &
RECREATION DISTRICT, OR
GREATER TOLEDO POOL
RECREATION DISTRICT, OR
GREEN KNOLLS SPECIAL ROAD
DISTRICT, OR
GREEN SANITARY DISTRICT, OR
GREENACRES R.F.P.D., OR
GREENBERRY IRRIGATION DISTRICT, OR
GREENSPRINGS RURAL FIRE
DISTRICT, OR
HAHLEN ROAD SPECIAL DISTRICT, OR
HAINES CEMETERY MAINTENANCE
DISTRICT, OR
HAINES FIRE PROTECTION DISTRICT, OR
HALSEY-SHEDD R.F.P.D., OR
HAMLET R.F.P.D., OR HARBOR
R.F.P.D., OR
HARBOR SANITARY DISTRICT, OR
HARBOR WATER P.U.D., OR
HARNEY COUNTY HEALTH DISTRICT, OR
HARNEY S.W.C.D., OR
HARPER SOUTH SIDE IRRIGATION
DISTRICT, OR
HARRISBURG FIRE AND RESCUE, OR
HAUSER R.F.P.D., OR
HAZELDELL RURAL FIRE DISTRICT, OR
HEBO JOINT WATER-SANITARY

AUTHORITY, OR
HECETA WATER P.U.D., OR HELIX
CEMETERY MAINTENANCE
DISTRICT #4, OR
HELIX PARK & RECREATION DISTRICT, OR
HELIX R.F.P.D. #7-411, OR
HEPPNER CEMETERY MAINTENANCE
DISTRICT, OR
HEPPNER R.F.P.D., OR
HEPPNER WATER CONTROL
DISTRICT, OR
HEREFORD COMMUNITY HALL
RECREATION DISTRICT, OR HERMISTON
CEMETERY DISTRICT, OR HERMISTON
IRRIGATION DISTRICT, OR
HIDDEN VALLEY MOBILE ESTATES
IMPROVEMENT DISTRICT, OR
HIGH DESERT PARK & RECREATION
DISTRICT, OR
HIGHLAND SUBDIVISION WATER
DISTRICT, OR
HONOLULU INTERNATIONAL AIRPORT
HOOD RIVER COUNTY LIBRARY DISTRICT,
OR
HOOD RIVER COUNTY
TRANSPORTATION DISTRICT, OR
HOOD RIVER S.W.C.D., OR
HOOD RIVER VALLEY PARKS &
RECREATION DISTRICT, OR HOODLAND
FIRE DISTRICT #74 HOODLAND FIRE
DISTRICT #74, OR HORSEFLY IRRIGATION
DISTRICT, OR HOSKINS-KINGS VALLEY
R.F.P.D., OR HOUSING AUTHORITY OF
PORTLAND HUBBARD R.F.P.D., OR
HUDSON BAY DISTRICT
IMPROVEMENT COMPANY, OR
I N (KAY) YOUNG DITCH DISTRICT
IMPROVEMENT COMPANY, OR
ICE FOUNTAIN WATER DISTRICT, OR
IDAHO POINT SPECIAL ROAD DISTRICT,
OR
IDANHA-DETROIT RURAL FIRE
PROTECTION DISTRICT, OR
ILLINOIS VALLEY FIRE DISTRICT
ILLINOIS VALLEY R.F.P.D., OR

ILLINOIS VALLEY S.W.C.D., OR
IMBLER R.F.P.D., OR INTERLACHEN
WATER P.U.D., OR IONE LIBRARY
DISTRICT, OR IONE R.F.P.D. #6-604,
OR
IRONSIDE CEMETERY MAINTENANCE
DISTRICT, OR
IRONSIDE RURAL ROAD DISTRICT #5, OR
IRRIGON PARK & RECREATION
DISTRICT, OR
IRRIGON R.F.P.D., OR
ISLAND CITY AREA SANITATION
DISTRICT, OR
ISLAND CITY CEMETERY
MAINTENANCE DISTRICT, OR
JACK PINE VILLAGE SPECIAL ROAD
DISTRICT, OR
JACKSON COUNTY FIRE DISTRICT #3, OR
JACKSON COUNTY FIRE DISTRICT #4, OR
JACKSON COUNTY FIRE DISTRICT #5, OR
JACKSON COUNTY LIBRARY DISTRICT, OR
JACKSON COUNTY VECTOR CONTROL
DISTRICT, OR
JACKSON S.W.C.D., OR
JASPER KNOLLS WATER DISTRICT, OR
JEFFERSON COUNTY EMERGENCY
MEDICAL SERVICE DISTRICT, OR
JEFFERSON COUNTY FIRE DISTRICT #1,
OR
JEFFERSON COUNTY LIBRARY
DISTRICT, OR
JEFFERSON COUNTY S.W.C.D., OR
JEFFERSON PARK & RECREATION
DISTRICT, OR
JEFFERSON R.F.P.D., OR
JOB'S DRAINAGE DISTRICT, OR JOHN
DAY WATER DISTRICT, OR JOHN DAY-
CANYON CITY PARKS & RECREATION
DISTRICT, OR
JOHN DAY-FERNHILL R.F.P.D. #5-108, OR
JORDAN VALLEY CEMETERY
DISTRICT, OR

JORDAN VALLEY IRRIGATION
DISTRICT, OR
JOSEPHINE COMMUNITY LIBRARY
DISTRICT, OR
JOSEPHINE COUNTY 4-H & EXTENSION
SERVICE DISTRICT, OR JOSEPHINE
COUNTY 911 AGENCY, OR JUNCTION CITY
R.F.P.D., OR JUNCTION CITY WATER
CONTROL DISTRICT, OR
JUNIPER BUTTE ROAD DISTRICT, OR
JUNIPER CANYON WATER CONTROL
DISTRICT, OR
JUNIPER FLAT DISTRICT
IMPROVEMENT COMPANY, OR
JUNIPER FLAT R.F.P.D., OR JUNO
NONPROFIT WATER
IMPROVEMENT DISTRICT, OR
KEATING R.F.P.D., OR KEATING
S.W.C.D., OR
KEIZER R.F.P.D., OR
KELLOGG RURAL FIRE DISTRICT, OR
KENO IRRIGATION DISTRICT, OR KENO
PINES ROAD DISTRICT, OR KENO
R.F.P.D., OR
KENT WATER DISTRICT, OR
KERBY WATER DISTRICT, OR K-
GB-LB WATER DISTRICT, OR
KILCHIS WATER DISTRICT, OR
KLAMATH 9-1-1 COMMUNICATIONS
DISTRICT, OR
KLAMATH BASIN IMPROVEMENT
DISTRICT, OR
KLAMATH COUNTY DRAINAGE
SERVICE DISTRICT, OR KLAMATH
COUNTY EXTENSION SERVICE
DISTRICT, OR
KLAMATH COUNTY FIRE DISTRICT #1, OR
KLAMATH COUNTY FIRE DISTRICT #3, OR
KLAMATH COUNTY FIRE DISTRICT #4, OR
KLAMATH COUNTY FIRE DISTRICT #5, OR
KLAMATH COUNTY LIBRARY SERVICE
DISTRICT, OR
KLAMATH COUNTY PREDATORY

ANIMAL CONTROL DISTRICT, OR
KLAMATH DRAINAGE DISTRICT, OR
KLAMATH FALLS FOREST ESTATES
SPECIAL ROAD DISTRICT UNIT #2, OR
KLAMATH INTEROPERABILITY RADIO
GROUP, OR
KLAMATH IRRIGATION DISTRICT, OR
KLAMATH RIVER ACRES SPECIAL ROAD
DISTRICT, OR
KLAMATH S.W.C.D., OR
KLAMATH VECTOR CONTROL
DISTRICT, OR
KNAPPA-SVENSEN-BURNSIDE
R.F.P.D., OR
LA GRANDE CEMETERY
MAINTENANCE DISTRICT, OR LA
GRANDE R.F.P.D., OR
LA PINE PARK & RECREATION
DISTRICT, OR
LA PINE R.F.P.D., OR LABISH
VILLAGE SEWAGE &
DRAINAGE, OR
LACOMB IRRIGATION DISTRICT, OR
LAFAYETTE AIRPORT COMMISSION, LA
LAFOURCHE PARISH HEALTH UNIT –
DHH-OPH REGION 3
LAIDLAW WATER DISTRICT, OR LAKE
CHINOOK FIRE & RESCUE, OR LAKE
COUNTY 4-H & EXTENSION SERVICE
DISTRICT, OR
LAKE COUNTY LIBRARY DISTRICT, OR
LAKE CREEK R.F.P.D. - JACKSON, OR
LAKE CREEK R.F.P.D. - LANE COUNTY, OR
LAKE DISTRICT HOSPITAL, OR LAKE
GROVE R.F.P.D. NO. 57, OR LAKE
GROVE WATER DISTRICT, OR LAKE
LABISH WATER CONTROL DISTRICT,
OR
LAKE POINT SPECIAL ROAD DISTRICT, OR
LAKESIDE R.F.P.D. #4, OR
LAKESIDE WATER DISTRICT, OR
LAKEVIEW R.F.P.D., OR LAKEVIEW
S.W.C.D., OR
LAMONTAI IMPROVEMENT DISTRICT, OR

LANE FIRE AUTHORITY, OR LANE
LIBRARY DISTRICT, OR LANE
TRANSIT DISTRICT, OR LANGELL
VALLEY IRRIGATION DISTRICT,
OR
LANGLOIS PUBLIC LIBRARY, OR
LANGLOIS R.F.P.D., OR LANGLOIS
WATER DISTRICT, OR
LAZY RIVER SPECIAL ROAD DISTRICT, OR
LEBANON AQUATIC DISTRICT, OR
LEBANON R.F.P.D., OR
LEWIS & CLARK R.F.P.D., OR
LINCOLN COUNTY LIBRARY DISTRICT, OR
LINCOLN S.W.C.D., OR
LINN COUNTY EMERGENCY
TELEPHONE AGENCY, OR
LINN S.W.C.D., OR
LITTLE MUDDY CREEK WATER
CONTROL, OR
LITTLE NESTUCCA DRAINAGE
DISTRICT, OR
LITTLE SWITZERLAND SPECIAL ROAD
DISTRICT, OR
LONE PINE IRRIGATION DISTRICT, OR
LONG PRAIRIE WATER DISTRICT, OR
LOOKINGGLASS OLALLA WATER
CONTROL DISTRICT, OR LOOKINGGLASS
RURAL FIRE DISTRICT, OR
LORANE R.F.P.D., OR LOST
& BOULDER DITCH
IMPROVEMENT DISTRICT, OR LOST
CREEK PARK SPECIAL ROAD
DISTRICT, OR
LOUISIANA PUBLIC SERVICE
COMMISSION, LA LOUISIANA
WATER WORKS LOWELL
R.F.P.D., OR
LOWER MCKAY CREEK R.F.P.D., OR
LOWER MCKAY CREEK WATER
CONTROL DISTRICT, OR
LOWER POWDER RIVER IRRIGATION
DISTRICT, OR
LOWER SILETZ WATER DISTRICT, OR
LOWER UMPQUA HOSPITAL DISTRICT, OR

LOWER UMPQUA PARK & RECREATION DISTRICT, OR
LOWER VALLEY WATER IMPROVEMENT DISTRICT, OR
LUCE LONG DITCH DISTRICT IMPROVEMENT CO., OR LUSTED WATER DISTRICT, OR LYONS R.F.P.D., OR
LYONS-MEHAMA WATER DISTRICT, OR
MADRAS AQUATIC CENTER DISTRICT, OR
MAKAI SPECIAL ROAD DISTRICT, OR
MALHEUR COUNTY S.W.C.D., OR MALHEUR COUNTY VECTOR CONTROL DISTRICT, OR
MALHEUR DISTRICT IMPROVEMENT COMPANY, OR
MALHEUR DRAINAGE DISTRICT, OR
MALHEUR MEMORIAL HEALTH DISTRICT, OR
MALIN COMMUNITY CEMETERY MAINTENANCE DISTRICT, OR MALIN COMMUNITY PARK & RECREATION DISTRICT, OR MALIN IRRIGATION DISTRICT, OR MALIN R.F.P.D., OR
MAPLETON FIRE DEPARTMENT, OR
MAPLETON WATER DISTRICT, OR
MARCOLA WATER DISTRICT, OR
MARION COUNTY EXTENSION & 4H SERVICE DISTRICT, OR
MARION COUNTY FIRE DISTRICT #1, OR
MARION JACK IMPROVEMENT DISTRICT, OR
MARION S.W.C.D., OR
MARY'S RIVER ESTATES ROAD DISTRICT, OR
MCDONALD FOREST ESTATES SPECIAL ROAD DISTRICT, OR
MCKAY ACRES IMPROVEMENT DISTRICT, OR
MCKAY DAM R.F.P.D. # 7-410, OR
MCKENZIE FIRE & RESCUE, OR
MCKENZIE PALISADES WATER SUPPLY CORPORATION, OR
MCMINNVILLE R.F.P.D., OR
MCNULTY WATER P.U.D., OR

MEADOWS DRAINAGE DISTRICT, OR
MEDFORD IRRIGATION DISTRICT, OR
MEDFORD R.F.P.D. #2, OR
MEDFORD WATER COMMISSION
MEDICAL SPRINGS R.F.P.D., OR
MELHEUR COUNTY JAIL, OR
MERLIN COMMUNITY PARK DISTRICT, OR
MERRILL CEMETERY MAINTENANCE DISTRICT, OR
MERRILL PARK DISTRICT, OR
MERRILL R.F.P.D., OR
METRO REGIONAL GOVERNMENT METRO REGIONAL PARKS METROPOLITAN EXPOSITION RECREATION COMMISSION
METROPOLITAN SERVICE DISTRICT (METRO)
MID COUNTY CEMETERY MAINTENANCE DISTRICT, OR
MID-COLUMBIA FIRE AND RESCUE, OR
MIDDLE FORK IRRIGATION DISTRICT, OR
MIDLAND COMMUNITY PARK, OR
MIDLAND DRAINAGE IMPROVEMENT DISTRICT, OR
MILES CROSSING SANITARY SEWER DISTRICT, OR
MILL CITY R.F.P.D. #2-303, OR
MILL FOUR DRAINAGE DISTRICT, OR
MILLICOMA RIVER PARK & RECREATION DISTRICT, OR MILLINGTON R.F.P.D. #5, OR
MILO VOLUNTEER FIRE DEPARTMENT, OR
MILTON-FREEWATER AMBULANCE SERVICE AREA HEALTH DISTRICT, OR
MILTON-FREEWATER WATER CONTROL DISTRICT, OR
MIROCO SPECIAL ROAD DISTRICT, OR
MIST-BIRKENFELD R.F.P.D., OR MODOC POINT IRRIGATION DISTRICT, OR
MODOC POINT SANITARY DISTRICT, OR
MOHAWK VALLEY R.F.P.D., OR
MOLALLA AQUATIC DISTRICT, OR
MOLALLA R.F.P.D. #73, OR

MONITOR R.F.P.D., OR MONROE
R.F.P.D., OR MONUMENT
CEMETERY MAINTENANCE
DISTRICT, OR MONUMENT
S.W.C.D., OR MOOREA DRIVE
SPECIAL ROAD DISTRICT, OR
MORO R.F.P.D., OR
MORROW COUNTY HEALTH DISTRICT, OR
MORROW COUNTY UNIFIED
RECREATION DISTRICT, OR
MORROW S.W.C.D., OR
MOSIER FIRE DISTRICT, OR
MOUNTAIN DRIVE SPECIAL ROAD
DISTRICT, OR
MT. ANGEL R.F.P.D., OR
MT. HOOD IRRIGATION DISTRICT, OR MT.
LAKI CEMETERY DISTRICT, OR MT.
VERNON R.F.P.D., OR
MULINO WATER DISTRICT #1, OR
MULTNOMAH COUNTY DRAINAGE
DISTRICT #1, OR
MULTNOMAH COUNTY R.F.P.D. #10, OR
MULTNOMAH COUNTY R.F.P.D. #14, OR
MULTNOMAH EDUCATION SERVICE
DISTRICT
MYRTLE CREEK R.F.P.D., OR
NEAH-KAH-NIE WATER DISTRICT, OR
NEDONNA R.F.P.D., OR
NEHALEM BAY FIRE AND RESCUE, OR
NEHALEM BAY HEALTH DISTRICT, OR
NEHALEM BAY WASTEWATER AGENCY,
OR
NESIKA BEACH-OPHIR WATER
DISTRICT, OR
NESKOWIN REGIONAL SANITARY
AUTHORITY, OR
NESKOWIN REGIONAL WATER
DISTRICT, OR
NESTUCCA R.F.P.D., OR NETARTS
WATER DISTRICT, OR
NETARTS-OCEANSIDE R.F.P.D., OR
NETARTS-OCEANSIDE SANITARY
DISTRICT, OR
NEW BRIDGE WATER SUPPLY

DISTRICT, OR
NEW CARLTON FIRE DISTRICT, OR
NEW ORLEANS REDEVELOPMENT
AUTHORITY, LA
NEW PINE CREEK R.F.P.D., OR
NEWBERG R.F.P.D., OR
NEWBERRY ESTATES SPECIAL ROAD
DISTRICT, OR
NEWPORT R.F.P.D., OR
NEWT YOUNG DITCH DISTRICT
IMPROVEMENT COMPANY, OR
NORTH ALBANY R.F.P.D., OR
NORTH BAY R.F.P.D. #9, OR
NORTH CLACKAMAS PARKS &
RECREATION DISTRICT, OR
NORTH COUNTY RECREATION
DISTRICT, OR
NORTH DOUGLAS COUNTY FIRE &
EMS, OR
NORTH DOUGLAS PARK &
RECREATION DISTRICT, OR NORTH
GILLIAM COUNTY HEALTH DISTRICT,
OR
NORTH GILLIAM COUNTY R.F.P.D., OR
NORTH LAKE HEALTH DISTRICT, OR
NORTH LEBANON WATER CONTROL
DISTRICT, OR
NORTH LINCOLN FIRE & RESCUE
DISTRICT #1, OR
NORTH LINCOLN HEALTH DISTRICT, OR
NORTH MORROW VECTOR CONTROL
DISTRICT, OR
NORTH SHERMAN COUNTY R.F.P.D, OR
NORTH UNIT IRRIGATION DISTRICT, OR
NORTHEAST OREGON HOUSING
AUTHORITY, OR
NORTHEAST WHEELER COUNTY
HEALTH DISTRICT, OR
NORTHERN WASCO COUNTY P.U.D., OR
NORTHERN WASCO COUNTY PARK &
RECREATION DISTRICT, OR
NYE DITCH USERS DISTRICT
IMPROVEMENT, OR
NYSSA ROAD ASSESSMENT DISTRICT

#2, OR
NYSSA RURAL FIRE DISTRICT, OR NYSSA-
ARCADIA DRAINAGE DISTRICT, OR
OAK LODGE WATER SERVICES, OR
OAKLAND R.F.P.D., OR
OAKVILLE COMMUNITY CENTER, OR
OCEANSIDE WATER DISTRICT, OR
OCHOCO IRRIGATION DISTRICT, OR
OCHOCO WEST WATER AND SANITARY
AUTHORITY, OR
ODELL SANITARY DISTRICT, OR OLD
OWYHEE DITCH IMPROVEMENT
DISTRICT, OR
OLNEY-WALLUSKI FIRE & RESCUE
DISTRICT, OR
ONTARIO LIBRARY DISTRICT, OR
ONTARIO R.F.P.D., OR
OPHIR R.F.P.D., OR
OREGON COAST COMMUNITY ACTION
OREGON HOUSING AND COMMUNITY
SERVICES
OREGON INTERNATIONAL PORT OF
COOS BAY, OR
OREGON LEGISLATIVE
ADMINISTRATION
OREGON OUTBACK R.F.P.D., OR
OREGON POINT, OR
OREGON TRAIL LIBRARY DISTRICT, OR
OTTER ROCK WATER DISTRICT, OR OWW
UNIT #2 SANITARY DISTRICT, OR OWYHEE
CEMETERY MAINTENANCE DISTRICT, OR
OWYHEE IRRIGATION DISTRICT, OR
PACIFIC CITY JOINT WATER-SANITARY
AUTHORITY, OR
PACIFIC COMMUNITIES HEALTH
DISTRICT, OR
PACIFIC RIVIERA #3 SPECIAL ROAD
DISTRICT, OR
PALATINE HILL WATER DISTRICT, OR
PALMER CREEK WATER DISTRICT
IMPROVEMENT COMPANY, OR
PANORAMIC ACCESS SPECIAL ROAD
DISTRICT, OR
PANTHER CREEK ROAD DISTRICT, OR
PANTHER CREEK WATER DISTRICT,

OR
PARKDALE R.F.P.D., OR
PARKDALE SANITARY DISTRICT, OR
PENINSULA DRAINAGE DISTRICT #1, OR
PENINSULA DRAINAGE DISTRICT #2, OR
PHILOMATH FIRE AND RESCUE, OR
PILOT ROCK CEMETERY
MAINTENANCE DISTRICT #5, OR PILOT
ROCK PARK & RECREATION DISTRICT,
OR
PILOT ROCK R.F.P.D., OR
PINE EAGLE HEALTH DISTRICT, OR
PINE FLAT DISTRICT IMPROVEMENT
COMPANY, OR
PINE GROVE IRRIGATION DISTRICT, OR
PINE GROVE WATER DISTRICT-
KLAMATH FALLS, OR
PINE GROVE WATER DISTRICT-
MAUPIN, OR
PINE VALLEY CEMETERY DISTRICT, OR
PINE VALLEY R.F.P.D., OR PINWOOD
COUNTRY ESTATES SPECIAL ROAD
DISTRICT, OR PIONEER DISTRICT
IMPROVEMENT COMPANY, OR
PISTOL RIVER CEMETERY
MAINTENANCE DISTRICT, OR PISTOL
RIVER FIRE DISTRICT, OR PLEASANT
HILL R.F.P.D., OR PLEASANT HOME
WATER DISTRICT, OR
POCAHONTAS MINING AND
IRRIGATION DISTRICT, OR POE
VALLEY IMPROVEMENT
DISTRICT, OR
POE VALLEY PARK & RECREATION
DISTRICT, OR
POE VALLEY VECTOR CONTROL
DISTRICT, OR
POLK COUNTY FIRE DISTRICT #1, OR
POLK S.W.C.D., OR
POMPADOUR WATER IMPROVEMENT
DISTRICT, OR
PONDEROSA PINES EAST SPECIAL

ROAD DISTRICT, OR PORT OF ALSEA, OR PORT OF ARLINGTON, OR PORT OF ASTORIA, OR PORT OF BANDON, OR PORT OF BRANDON, OR PORT OF BROOKINGS HARBOR, OR PORT OF CASCADE LOCKS, OR PORT OF COQUILLE RIVER, OR PORT OF GARIBALDI, OR PORT OF GOLD BEACH, OR PORT OF HOOD RIVER, OR PORT OF MORGAN CITY, LA PORT OF MORROW, OR PORT OF NEHALEM, OR PORT OF NEWPORT, OR PORT OF PORT ORFORD, OR PORT OF PORTLAND, OR PORT OF SIUSLAW, OR PORT OF ST. HELENS, OR PORT OF THE DALLES, OR PORT OF TILLAMOOK BAY, OR PORT OF TOLEDO, OR PORT OF UMATILLA, OR PORT OF UMPQUA, OR PORT ORFORD CEMETERY MAINTENANCE DISTRICT, OR PORT ORFORD PUBLIC LIBRARY DISTRICT, OR PORT ORFORD R.F.P.D., OR PORTLAND DEVELOPMENT COMMISSION, OR PORTLAND FIRE AND RESCUE PORTLAND HOUSING CENTER, OR POWDER R.F.P.D., OR POWDER RIVER R.F.P.D., OR POWDER VALLEY WATER CONTROL DISTRICT, OR POWERS HEALTH DISTRICT, OR PRAIRIE CEMETERY MAINTENANCE DISTRICT, OR PRINEVILLE LAKE ACRES SPECIAL ROAD DISTRICT #1, OR PROSPECT R.F.P.D., OR QUAIL VALLEY PARK IMPROVEMENT DISTRICT, OR QUEENER IRRIGATION IMPROVEMENT DISTRICT, OR

RAINBOW WATER DISTRICT, OR RAINIER CEMETERY DISTRICT, OR RAINIER DRAINAGE IMPROVEMENT COMPANY, OR RALEIGH WATER DISTRICT, OR REDMOND AREA PARK & RECREATION DISTRICT, OR REDMOND FIRE AND RESCUE, OR RIDDLE FIRE PROTECTION DISTRICT, OR RIDGEWOOD DISTRICT IMPROVEMENT COMPANY, OR RIDGEWOOD ROAD DISTRICT, OR RIETH SANITARY DISTRICT, OR RIETH WATER DISTRICT, OR RIMROCK WEST IMPROVEMENT DISTRICT, OR RINK CREEK WATER DISTRICT, OR RIVER BEND ESTATES SPECIAL ROAD DISTRICT, OR RIVER FOREST ACRES SPECIAL ROAD DISTRICT, OR RIVER MEADOWS IMPROVEMENT DISTRICT, OR RIVER PINES ESTATES SPECIAL ROAD DISTRICT, OR RIVER ROAD PARK & RECREATION DISTRICT, OR RIVER ROAD WATER DISTRICT, OR RIVERBEND RIVERBANK WATER IMPROVEMENT DISTRICT, OR RIVERDALE R.F.P.D. 11-JT, OR RIVERGROVE WATER DISTRICT, OR RIVERSIDE MISSION WATER CONTROL DISTRICT, OR RIVERSIDE R.F.P.D. #7-406, OR RIVERSIDE WATER DISTRICT, OR ROBERTS CREEK WATER DISTRICT, OR ROCK CREEK DISTRICT IMPROVEMENT, OR ROCK CREEK WATER DISTRICT, OR ROCKWOOD WATER P.U.D., OR ROCKY POINT FIRE & EMS, OR ROGUE RIVER R.F.P.D., OR ROGUE RIVER VALLEY IRRIGATION DISTRICT, OR ROGUE VALLEY SEWER SERVICES,

OR
ROGUE VALLEY SEWER, OR ROGUE
VALLEY TRANSPORTATION DISTRICT,
OR
ROSEBURG URBAN SANITARY
AUTHORITY, OR
ROSEWOOD ESTATES ROAD
DISTRICT, OR
ROW RIVER VALLEY WATER DISTRICT, OR
RURAL ROAD ASSESSMENT DISTRICT #3,
OR
RURAL ROAD ASSESSMENT DISTRICT #4,
OR
SAINT LANDRY PARISH TOURIST
COMMISSION
SAINT MARY PARISH REC DISTRICT 2
SAINT MARY PARISH REC DISTRICT 3
SAINT TAMMANY FIRE DISTRICT 4, LA
SALEM AREA MASS TRANSIT DISTRICT,
OR
SALEM MASS TRANSIT DISTRICT SALEM
SUBURBAN R.F.P.D., OR SALISHAN
SANITARY DISTRICT, OR SALMON RIVER
PARK SPECIAL ROAD DISTRICT, OR
SALMON RIVER PARK WATER
IMPROVEMENT DISTRICT, OR
SALMONBERRY TRAIL
INTERGOVERNMENTAL AGENCY, OR
SANDPIPER VILLAGE SPECIAL ROAD
DISTRICT, OR
SANDY DRAINAGE IMPROVEMENT
COMPANY, OR
SANDY R.F.P.D. #72, OR
SANTA CLARA R.F.P.D., OR
SANTA CLARA WATER DISTRICT, OR
SANTIAM WATER CONTROL DISTRICT, OR
SAUVIE ISLAND DRAINAGE
IMPROVEMENT COMPANY, OR
SAUVIE ISLAND VOLUNTEER FIRE
DISTRICT #30J, OR
SCAPPOOSE DRAINAGE
IMPROVEMENT COMPANY, OR
SCAPPOOSE PUBLIC LIBRARY
DISTRICT, OR
SCAPPOOSE R.F.P.D., OR

SCIO R.F.P.D., OR
SCOTTSBURG R.F.P.D., OR
SEAL ROCK R.F.P.D., OR
SEAL ROCK WATER DISTRICT, OR
SEWERAGE AND WATER BOARD OF
NEW ORLEANS, LA
SHANGRI-LA WATER DISTRICT, OR
SHASTA VIEW IRRIGATION DISTRICT, OR
SHELLEY ROAD CREST ACRES WATER
DISTRICT, OR
SHERIDAN FIRE DISTRICT, OR SHERMAN
COUNTY HEALTH DISTRICT, OR
SHERMAN COUNTY S.W.C.D., OR
SHORELINE SANITARY DISTRICT, OR
SILETZ KEYS SANITARY DISTRICT, OR
SILETZ R.F.P.D., OR
SILVER FALLS LIBRARY DISTRICT, OR
SILVER LAKE IRRIGATION DISTRICT, OR
SILVER LAKE R.F.P.D., OR SILVER
SANDS SPECIAL ROAD DISTRICT,
OR
SILVERTON R.F.P.D. NO. 2, OR
SISTERS PARKS & RECREATION
DISTRICT, OR
SISTERS-CAMP SHERMAN R.F.P.D., OR
SIUSLAW PUBLIC LIBRARY DISTRICT, OR
SIUSLAW S.W.C.D., OR
SIUSLAW VALLEY FIRE AND RESCUE, OR
SIXES R.F.P.D., OR SKIPANON
WATER CONTROL DISTRICT, OR
SKYLINE VIEW DISTRICT
IMPROVEMENT COMPANY, OR SLEEPY
HOLLOW WATER DISTRICT, OR
SMITH DITCH DISTRICT IMPROVEMENT
COMPANY, OR SOUTH CLACKAMAS
TRANSPORTATION DISTRICT, OR
SOUTH COUNTY HEALTH DISTRICT, OR
SOUTH FORK WATER BOARD, OR SOUTH
GILLIAM COUNTY CEMETERY

DISTRICT, OR
SOUTH GILLIAM COUNTY HEALTH
DISTRICT, OR
SOUTH GILLIAM COUNTY R.F.P.D. VI-
301, OR
SOUTH LAFOURCHE LEVEE DISTRICT, LA
SOUTH LANE COUNTY FIRE &
RESCUE, OR
SOUTH SANTIAM RIVER WATER
CONTROL DISTRICT, OR
SOUTH SHERMAN FIRE DISTRICT, OR
SOUTH SUBURBAN SANITARY DISTRICT,
OR
SOUTH WASCO PARK & RECREATION
DISTRICT, OR
SOUTHERN COOS HEALTH DISTRICT, OR
SOUTHERN CURRY CEMETERY
MAINTENANCE DISTRICT, OR SOUTHVIEW
IMPROVEMENT DISTRICT, OR
SOUTHWEST LINCOLN COUNTY
WATER DISTRICT, OR
SOUTHWESTERN POLK COUNTY
R.F.P.D., OR
SOUTHWOOD PARK WATER DISTRICT, OR
SPECIAL ROAD DISTRICT #1, OR
SPECIAL ROAD DISTRICT #8, OR
SPRING RIVER SPECIAL ROAD
DISTRICT, OR
SPRINGFIELD UTILITY BOARD, OR ST.
PAUL R.F.P.D., OR
STANFIELD CEMETERY DISTRICT #6, OR
STANFIELD IRRIGATION DISTRICT, OR
STARR CREEK ROAD DISTRICT, OR
STARWOOD SANITARY DISTRICT, OR
STAYTON FIRE DISTRICT, OR SUBLIMITY
FIRE DISTRICT, OR SUBURBAN EAST
SALEM WATER DISTRICT, OR
SUBURBAN LIGHTING DISTRICT, OR
SUCCOR CREEK DISTRICT
IMPROVEMENT COMPANY, OR SUMMER
LAKE IRRIGATION DISTRICT, OR

SUMMERVILLE CEMETERY
MAINTENANCE DISTRICT, OR
SUMNER R.F.P.D., OR
SUN MOUNTAIN SPECIAL ROAD
DISTRICT, OR
SUNDOWN SANITATION DISTRICT, OR
SUNFOREST ESTATES SPECIAL ROAD
DISTRICT, OR
SUNNYSIDE IRRIGATION DISTRICT, OR
SUNRISE WATER AUTHORITY, OR
SUNRIVER SERVICE DISTRICT, OR
SUNSET EMPIRE PARK & RECREATION
DISTRICT, OR
SUNSET EMPIRE TRANSPORTATION
DISTRICT, OR
SURFLAND ROAD DISTRICT, OR
SUTHERLIN VALLEY RECREATION
DISTRICT, OR
SUTHERLIN WATER CONTROL
DISTRICT, OR
SWALLEY IRRIGATION DISTRICT, OR
SWEET HOME CEMETERY
MAINTENANCE DISTRICT, OR SWEET
HOME FIRE & AMBULANCE DISTRICT,
OR
SWISSHOME-DEADWOOD R.F.P.D., OR
TABLE ROCK DISTRICT IMPROVEMENT
COMPANY, OR
TALENT IRRIGATION DISTRICT, OR
TANGENT R.F.P.D., OR
TENMILE R.F.P.D., OR TERREBONNE
DOMESTIC WATER DISTRICT, OR
THE DALLES IRRIGATION DISTRICT, OR
THOMAS CREEK-WESTSIDE R.F.P.D., OR
THREE RIVERS RANCH ROAD
DISTRICT, OR
THREE SISTERS IRRIGATION
DISTRICT, OR
TIGARD TUALATIN AQUATIC DISTRICT, OR
TIGARD WATER DISTRICT, OR
TILLAMOOK BAY FLOOD
IMPROVEMENT DISTRICT, OR
TILLAMOOK COUNTY EMERGENCY
COMMUNICATIONS DISTRICT, OR

TILLAMOOK COUNTY S.W.C.D., OR
TILLAMOOK COUNTY
TRANSPORTATION DISTRICT, OR
TILLAMOOK FIRE DISTRICT, OR
TILLAMOOK P.U.D., OR
TILLER R.F.P.D., OR
TOBIN DITCH DISTRICT IMPROVEMENT
COMPANY, OR
TOLEDO R.F.P.D., OR
TONE WATER DISTRICT, OR
TOOLEY WATER DISTRICT, OR
TRASK DRAINAGE DISTRICT, OR
TRI CITY R.F.P.D. #4, OR
TRI-CITY WATER & SANITARY
AUTHORITY, OR
TRI-COUNTY METROPOLITAN
TRANSPORTATION DISTRICT OF
OREGON
TRIMET, OR
TUALATIN HILLS PARK & RECREATION
DISTRICT
TUALATIN HILLS PARK & RECREATION
DISTRICT, OR
TUALATIN S.W.C.D., OR
TUALATIN VALLEY FIRE & RESCUE
TUALATIN VALLEY FIRE & RESCUE, OR
TUALATIN VALLEY IRRIGATION DISTRICT,
OR
TUALATIN VALLEY WATER DISTRICT
TUALATIN VALLEY WATER DISTRICT, OR
TUMALO IRRIGATION DISTRICT, OR
TURNER FIRE DISTRICT, OR
TWIN ROCKS SANITARY DISTRICT, OR
TWO RIVERS NORTH SPECIAL ROAD
DISTRICT, OR
TWO RIVERS S.W.C.D., OR TWO
RIVERS SPECIAL ROAD
DISTRICT, OR
TYGH VALLEY R.F.P.D., OR
TYGH VALLEY WATER DISTRICT, OR
UMATILLA COUNTY FIRE DISTRICT #1, OR
UMATILLA COUNTY S.W.C.D., OR
UMATILLA COUNTY SPECIAL LIBRARY
DISTRICT, OR
UMATILLA HOSPITAL DISTRICT, OR
UMATILLA R.F.P.D. #7-405, OR

UMATILLA-MORROW RADIO AND DATA
DISTRICT, OR
UMPQUA S.W.C.D., OR
UNION CEMETERY MAINTENANCE
DISTRICT, OR
UNION COUNTY SOLID WASTE
DISPOSAL DISTRICT, OR
UNION COUNTY VECTOR CONTROL
DISTRICT, OR
UNION GAP SANITARY DISTRICT, OR
UNION GAP WATER DISTRICT, OR
UNION HEALTH DISTRICT, OR UNION
R.F.P.D., OR
UNION S.W.C.D., OR
UNITY COMMUNITY PARK &
RECREATION DISTRICT, OR UPPER
CLEVELAND RAPIDS ROAD DISTRICT,
OR
UPPER MCKENZIE R.F.P.D., OR UPPER
WILLAMETTE S.W.C.D., OR VALE OREGON
IRRIGATION DISTRICT, OR
VALE RURAL FIRE PROTECTION
DISTRICT, OR
VALLEY ACRES SPECIAL ROAD
DISTRICT, OR
VALLEY VIEW CEMETERY
MAINTENANCE DISTRICT, OR VALLEY
VIEW WATER DISTRICT, OR
VANDEVERT ACRES SPECIAL ROAD
DISTRICT, OR
VERNONIA R.F.P.D., OR
VINEYARD MOUNTAIN PARK &
RECREATION DISTRICT, OR
VINEYARD MOUNTAIN SPECIAL ROAD
DISTRICT, OR
WALLA WALLA RIVER IRRIGATION
DISTRICT, OR
WALLOWA COUNTY HEALTH CARE
DISTRICT, OR
WALLOWA LAKE COUNTY SERVICE
DISTRICT, OR
WALLOWA LAKE IRRIGATION
DISTRICT, OR
WALLOWA LAKE R.F.P.D., OR
WALLOWA S.W.C.D., OR WALLOWA
VALLEY IMPROVEMENT DISTRICT #1,
OR

WAMIC R.F.P.D., OR
WAMIC WATER & SANITARY
AUTHORITY, OR
WARMSPRINGS IRRIGATION DISTRICT, OR
WASCO COUNTY S.W.C.D., OR WATER
ENVIRONMENT SERVICES, OR
WATER WONDERLAND IMPROVEMENT
DISTRICT, OR
WATERBURY & ALLEN DITCH
IMPROVEMENT DISTRICT, OR
WATSECO-BARVIEW WATER
DISTRICT, OR
WAUNA WATER DISTRICT, OR
WEDDERBURN SANITARY DISTRICT, OR
WEST EAGLE VALLEY WATER
CONTROL DISTRICT, OR
WEST EXTENSION IRRIGATION
DISTRICT, OR
WEST LABISH DRAINAGE & WATER
CONTROL IMPROVEMENT DISTRICT, OR
WEST MULTNOMAH S.W.C.D., OR
WEST SIDE R.F.P.D., OR
WEST SLOPE WATER DISTRICT, OR WEST
UMATILLA MOSQUITO CONTROL DISTRICT,
OR
WEST VALLEY FIRE DISTRICT, OR
WESTERN HEIGHTS SPECIAL ROAD
DISTRICT, OR
WESTERN LANE AMBULANCE
DISTRICT, OR
WESTLAND IRRIGATION DISTRICT, OR
WESTON ATHENA MEMORIAL HALL PARK
& RECREATION DISTRICT, OR WESTON
CEMETERY DISTRICT #2, OR WESTPORT
FIRE AND RESCUE, OR WESTRIDGE
WATER SUPPLY CORPORATION, OR
WESTWOOD HILLS ROAD DISTRICT, OR
WESTWOOD VILLAGE ROAD DISTRICT, OR
WHEELER S.W.C.D., OR
WHITE RIVER HEALTH DISTRICT, OR
WIARD MEMORIAL PARK DISTRICT, OR
WICKIUP WATER DISTRICT, OR

WILLAKENZIE R.F.P.D., OR
WILLAMALANE PARK & RECREATION
DISTRICT, OR
WILLAMALANE PARK AND
RECREATION DISTRICT
WILLAMETTE HUMANE SOCIETY
WILLAMETTE RIVER WATER
COALITION, OR
WILLIAMS R.F.P.D., OR
WILLOW CREEK PARK DISTRICT, OR
WILLOW DALE WATER DISTRICT, OR
WILSON RIVER WATER DISTRICT, OR
WINCHESTER BAY R.F.P.D., OR
WINCHESTER BAY SANITARY DISTRICT,
OR
WINCHUCK R.F.P.D., OR WINSTON-
DILLARD R.F.P.D., OR
WINSTON-DILLARD WATER DISTRICT, OR
WOLF CREEK R.F.P.D., OR WOOD
RIVER DISTRICT IMPROVEMENT
COMPANY, OR WOODBURN
R.F.P.D. NO. 6, OR
WOODLAND PARK SPECIAL ROAD
DISTRICT, OR
WOODS ROAD DISTRICT, OR
WRIGHT CREEK ROAD WATER
IMPROVEMENT DISTRICT, OR
WY'EAST FIRE DISTRICT, OR
YACHATS R.F.P.D., OR
YAMHILL COUNTY TRANSIT AREA, OR
YAMHILL FIRE PROTECTION DISTRICT, OR
YAMHILL SWCD, OR
YONCALLA PARK & RECREATION
DISTRICT, OR
YOUNGS RIVER-LEWIS & CLARK
WATER DISTRICT, OR ZUMWALT
R.F.P.D., OR

K-12 INCLUDING BUT NOT LIMITED TO:
ACADIA PARISH SCHOOL BOARD
BEAVERTON SCHOOL DISTRICT
BEND-LA PINE SCHOOL DISTRICT
BOGALUSA HIGH SCHOOL, LA
BOSSIER PARISH SCHOOL BOARD
BROOKING HARBOR SCHOOL
DISTRICT

CADDO PARISH SCHOOL DISTRICT
CALCASIEU PARISH SCHOOL
DISTRICT
CANBY SCHOOL DISTRICT
CANYONVILLE CHRISTIAN ACADEMY
CASCADE SCHOOL DISTRICT
CASCADES ACADEMY OF CENTRAL
OREGON
CENTENNIAL SCHOOL DISTRICT
CENTRAL CATHOLIC HIGH SCHOOL
CENTRAL POINT SCHOOL DISTRICT
NO.6
CENTRAL SCHOOL DISTRICT 13J COOS
BAY SCHOOL DISTRICT NO.9
CORVALLIS SCHOOL DISTRICT 509J
COUNTY OF YAMHILL SCHOOL
DISTRICT 29
CULVER SCHOOL DISTRICT DALLAS
SCHOOL DISTRICT NO.2
DAVID DOUGLAS SCHOOL DISTRICT
DAYTON SCHOOL DISTRICT NO.8 DE LA
SALLE N CATHOLIC HS DESCHUTES
COUNTY SCHOOL DISTRICT NO.6
DOUGLAS EDUCATIONAL DISTRICT
SERVICE
DUFUR SCHOOL DISTRICT NO.29 EAST
BATON ROUGE PARISH SCHOOL
DISTRICT
ESTACADA SCHOOL DISTRICT NO.10B
FOREST GROVE SCHOOL DISTRICT
GEORGE MIDDLE SCHOOL GLADSTONE
SCHOOL DISTRICT GRANTS PASS
SCHOOL DISTRICT 7 GREATER ALBANY
PUBLIC SCHOOL DISTRICT
GRESHAM BARLOW JOINT SCHOOL
DISTRICT
HEAD START OF LANE COUNTY HIGH
DESERT EDUCATION SERVICE
DISTRICT
HILLSBORO SCHOOL DISTRICT
HOOD RIVER COUNTY SCHOOL
DISTRICT
JACKSON CO SCHOOL DIST NO.9
JEFFERSON COUNTY SCHOOL
DISTRICT 509-J
JEFFERSON PARISH SCHOOL

DISTRICT
JEFFERSON SCHOOL DISTRICT
JUNCTION CITY SCHOOLS, OR KLAMATH
COUNTY SCHOOL DISTRICT KLAMATH
FALLS CITY SCHOOLS LAFAYETTE
PARISH SCHOOL DISTRICT
LAKE OSWEGO SCHOOL DISTRICT 7J
LANE COUNTY SCHOOL DISTRICT 4J
LINCOLN COUNTY SCHOOL DISTRICT
LINN CO. SCHOOL DIST. 95C LIVINGSTON
PARISH SCHOOL DISTRICT
LOST RIVER JR/SR HIGH SCHOOL
LOWELL SCHOOL DISTRICT NO.71
MARION COUNTY SCHOOL DISTRICT
MARION COUNTY SCHOOL DISTRICT 103
MARIST HIGH SCHOOL, OR
MCMINNVILLE SCHOOL DISTRICT
NOAO
MEDFORD SCHOOL DISTRICT 549C
MITCH CHARTER SCHOOL MONROE
SCHOOL DISTRICT NO.1J
MORROW COUNTY SCHOOL DIST, OR
MULTNOMAH EDUCATION SERVICE
DISTRICT
MULTISENSORY LEARNING ACADEMY
MYRTLE PINT SCHOOL DISTRICT 41 NEAH-
KAH-NIE DISTRICT NO.56 NEWBERG
PUBLIC SCHOOLS NESTUCCA VALLEY
SCHOOL DISTRICT NO.101
NOBEL LEARNING COMMUNITIES
NORTH BEND SCHOOL DISTRICT 13
NORTH CLACKAMAS SCHOOL
DISTRICT
NORTH DOUGLAS SCHOOL DISTRICT
NORTH WASCO CITY SCHOOL DISTRICT
21
NORTHWEST REGIONAL EDUCATION
SERVICE DISTRICT
ONTARIO MIDDLE SCHOOL OREGON
TRAIL SCHOOL DISTRICT NOA6
ORLEANS PARISH SCHOOL DISTRICT
PHOENIX-TALENT SCHOOL DISTRICT
NOA

PLEASANT HILL SCHOOL DISTRICT
PORTLAND JEWISH ACADEMY
PORTLAND PUBLIC SCHOOLS RAPIDES
PARISH SCHOOL DISTRICT REDMOND
SCHOOL DISTRICT REYNOLDS SCHOOL
DISTRICT ROGUE RIVER SCHOOL
DISTRICT ROSEBURG PUBLIC SCHOOLS
SCAPPOOSE SCHOOL DISTRICT 1J
SAINT TAMMANY PARISH SCHOOL
BOARD, LA
SEASIDE SCHOOL DISTRICT 10
SHERWOOD SCHOOL DISTRICT 88J
SILVER FALLS SCHOOL DISTRICT 4J
SOUTH LANE SCHOOL DISTRICT 45J3
SOUTHERN OREGON EDUCATION
SERVICE DISTRICT
SPRINGFIELD PUBLIC SCHOOLS
SUTHERLIN SCHOOL DISTRICT
SWEET HOME SCHOOL DISTRICT
NO.55
TERREBONNE PARISH SCHOOL
DISTRICT
THE CATLIN GABEL SCHOOL
TIGARD-TUALATIN SCHOOL DISTRICT
UMATILLA MORROW ESD
WEST LINN WILSONVILLE SCHOOL
DISTRICT
WILLAMETTE EDUCATION SERVICE
DISTRICT
WOODBURN SCHOOL DISTRICT
YONCALLA SCHOOL DISTRICT ACADEMY
FOR MATH ENGINEERING & SCIENCE
(AMES), UT
ALIANZA ACADEMY, UT
ALPINE DISTRICT, UT
AMERICAN LEADERSHIP ACADEMY, UT
AMERICAN PREPARATORY ACADEMY, UT
BAER CANYON HIGH SCHOOL FOR
SPORTS & MEDICAL SCIENCES, UT
BEAR RIVER CHARTER SCHOOL, UT
BEAVER SCHOOL DISTRICT, UT
BEEHIVE SCIENCE & TECHNOLOGY
ACADEMY (BSTA), UT
BOX ELDER SCHOOL DISTRICT, UT
CBA CENTER, UT
CACHE SCHOOL DISTRICT, UT

CANYON RIM ACADEMY, UT
CANYONS DISTRICT, UT CARBON
SCHOOL DISTRICT, UT CHANNING
HALL, UT
CHARTER SCHOOL LEWIS ACADEMY, UT
CITY ACADEMY, UT
DAGGETT SCHOOL DISTRICT, UT
DAVINCI ACADEMY, UT
DAVIS DISTRICT, UT
DUAL IMMERSION ACADEMY, UT
DUCHESNE SCHOOL DISTRICT, UT
EARLY LIGHT ACADEMY AT
DAYBREAK, UT
EAST HOLLYWOOD HIGH, UT
EDITH BOWEN LABORATORY SCHOOL, UT
EMERSON ALCOTT ACADEMY, UT
EMERY SCHOOL DISTRICT, UT
ENTHEOS ACADEMY, UT EXCELSIOR
ACADEMY, UT
FAST FORWARD HIGH, UT FREEDOM
ACADEMY, UT GARFIELD SCHOOL
DISTRICT, UT
GATEWAY PREPARATORY ACADEMY, UT
GEORGE WASHINGTON ACADEMY, UT
GOOD FOUNDATION ACADEMY, UT
GRAND SCHOOL DISTRICT, UT GRANITE
DISTRICT, UT
GUADALUPE SCHOOL, UT
HAWTHORN ACADEMY, UT
INTECH COLLEGIATE HIGH SCHOOL, UT
IRON SCHOOL DISTRICT, UT ITINERIS
EARLY COLLEGE HIGH, UT JOHN
HANCOCK CHARTER SCHOOL, UT
JORDAN DISTRICT, UT
JUAB SCHOOL DISTRICT, UT KANE
SCHOOL DISTRICT, UT KARL G
MAESER PREPARATORY ACADEMY,
UT
LAKEVIEW ACADEMY, UT
LEGACY PREPARATORY ACADEMY, UT
LIBERTY ACADEMY, UT
LINCOLN ACADEMY, UT LOGAN
SCHOOL DISTRICT, UT

MARIA MONTESSORI ACADEMY, UT
MERIT COLLEGE PREPARATORY
ACADEMY, UT
MILLARD SCHOOL DISTRICT, UT MOAB
CHARTER SCHOOL, UT MONTICELLO
ACADEMY, UT MORGAN SCHOOL
DISTRICT, UT MOUNTAINVILLE
ACADEMY, UT MURRAY SCHOOL
DISTRICT, UT NAVIGATOR POINTE
ACADEMY, UT NEBO SCHOOL
DISTRICT, UT
NO UT ACAD FOR MATH ENGINEERING &
SCIENCE (NUAMES), UT
NOAH WEBSTER ACADEMY, UT
NORTH DAVIS PREPARATORY
ACADEMY, UT
NORTH SANPETE SCHOOL DISTRICT, UT
NORTH STAR ACADEMY, UT
NORTH SUMMIT SCHOOL DISTRICT, UT
ODYSSEY CHARTER SCHOOL, UT OGDEN
PREPARATORY ACADEMY, UT OGDEN
SCHOOL DISTRICT, UT
OPEN CLASSROOM, UT
OPEN HIGH SCHOOL OF UTAH, UT
OQUIRRH MOUNTAIN CHARTER
SCHOOL, UT
PARADIGM HIGH SCHOOL, UT PARK
CITY SCHOOL DISTRICT, UT
PINNACLE CANYON ACADEMY, UT
PIUTE SCHOOL DISTRICT, UT
PROVIDENCE HALL, UT
PROVO SCHOOL DISTRICT, UT QUAIL
RUN PRIMARY SCHOOL, UT QUEST
ACADEMY, UT
RANCHES ACADEMY, UT
REAGAN ACADEMY, UT
RENAISSANCE ACADEMY, UT
RICH SCHOOL DISTRICT, UT
ROCKWELL CHARTER HIGH SCHOOL, UT
SALT LAKE ARTS ACADEMY, UT SALT
LAKE CENTER FOR SCIENCE
EDUCATION, UT
SALT LAKE SCHOOL DISTRICT, UT
SALT LAKE SCHOOL FOR THE
PERFORMING ARTS, UT

SAN JUAN SCHOOL DISTRICT, UT SEVIER
SCHOOL DISTRICT, UT SOLDIER HOLLOW
CHARTER SCHOOL, UT
SOUTH SANPETE SCHOOL DISTRICT, UT
SOUTH SUMMIT SCHOOL DISTRICT, UT
SPECTRUM ACADEMY, UT
SUCCESS ACADEMY, UT
SUCCESS SCHOOL, UT
SUMMIT ACADEMY, UT
SUMMIT ACADEMY HIGH SCHOOL, UT
SYRACUSE ARTS ACADEMY, UT THOMAS
EDISON - NORTH, UT TIMPANOGOS
ACADEMY, UT
TINTIC SCHOOL DISTRICT, UT
TOOELE SCHOOL DISTRICT, UT
TUACAHN HIGH SCHOOL FOR THE
PERFORMING ARTS, UT
UINTAH RIVER HIGH, UT UINTAH
SCHOOL DISTRICT, UT
UTAH CONNECTIONS ACADEMY, UT
UTAH COUNTY ACADEMY OF SCIENCE,
UT
UTAH ELECTRONIC HIGH SCHOOL, UT
UTAH SCHOOLS FOR DEAF & BLIND, UT
UTAH STATE OFFICE OF EDUCATION, UT
UTAH VIRTUAL ACADEMY, UT
VENTURE ACADEMY, UT
VISTA AT ENTRADA SCHOOL OF
PERFORMING ARTS AND
TECHNOLOGY, UT
WALDEN SCHOOL OF LIBERAL ARTS, UT
WASATCH PEAK ACADEMY, UT
WASATCH SCHOOL DISTRICT, UT
WASHINGTON SCHOOL DISTRICT, UT
WAYNE SCHOOL DISTRICT, UT WEBER
SCHOOL DISTRICT, UT WEILENMANN
SCHOOL OF DISCOVERY, UT

HIGHER EDUCATION ARGOSY
UNIVERSITY BATON ROUGE
COMMUNITY COLLEGE, LA

BIRTHINGWAY COLLEGE OF
MIDWIFERY
BLUE MOUNTAIN COMMUNITY
COLLEGE
BRIGHAM YOUNG UNIVERSITY -
HAWAII
CENTRAL OREGON COMMUNITY
COLLEGE
CENTENARY COLLEGE OF LOUISIANA
CHEMEKETA COMMUNITY COLLEGE
CLACKAMAS COMMUNITY COLLEGE
COLLEGE OF THE MARSHALL ISLANDS
COLUMBIA GORGE COMMUNITY COLLEGE
CONCORDIA UNIVERSITY GEORGE
FOX UNIVERSITY KLAMATH
COMMUNITY COLLEGE DISTRICT
LANE COMMUNITY COLLEGE
LEWIS AND CLARK COLLEGE
LINFIELD COLLEGE
LINN-BENTON COMMUNITY COLLEGE
LOUISIANA COLLEGE, LA
LOUISIANA STATE UNIVERSITY
LOUISIANA STATE UNIVERSITY
HEALTH SERVICES MARYLHURST
UNIVERSITY
MT. HOOD COMMUNITY COLLEGE
MULTNOMAH BIBLE COLLEGE
NATIONAL COLLEGE OF NATURAL
MEDICINE
NORTHWEST CHRISTIAN COLLEGE
OREGON HEALTH AND SCIENCE
UNIVERSITY
OREGON INSTITUTE OF TECHNOLOGY
OREGON STATE UNIVERSITY OREGON
UNIVERSITY SYSTEM PACIFIC
UNIVERSITY
PIONEER PACIFIC COLLEGE
PORTLAND COMMUNITY COLLEGE
PORTLAND STATE UNIVERSITY REED
COLLEGE
RESEARCH CORPORATION OF THE
UNIVERSITY OF HAWAII
ROGUE COMMUNITY COLLEGE
SOUTHEASTERN LOUISIANA
UNIVERSITY
SOUTHERN OREGON UNIVERSITY

(OREGON UNIVERSITY SYSTEM)
SOUTHWESTERN OREGON
COMMUNITY COLLEGE
TULANE UNIVERSITY
TILLAMOOK BAY COMMUNITY
COLLEGE
UMPQUA COMMUNITY COLLEGE
UNIVERSITY OF HAWAII BOARD OF
REGENTS
UNIVERSITY OF HAWAII-HONOLULU
COMMUNITY COLLEGE
UNIVERSITY OF OREGON-GRADUATE
SCHOOL
UNIVERSITY OF PORTLAND
UNIVERSITY OF NEW ORLEANS
WESTERN OREGON UNIVERSITY
WESTERN STATES CHIROPRACTIC
COLLEGE
WILLAMETTE UNIVERSITY
XAVIER UNIVERSITY UTAH
SYSTEM OF HIGHER
EDUCATION, UT UNIVERSITY
OF UTAH, UT
UTAH STATE UNIVERSITY, UT WEBER
STATE UNIVERSITY, UT SOUTHERN
UTAH UNIVERSITY, UT SNOW
COLLEGE, UT
DIXIE STATE COLLEGE, UT COLLEGE
OF EASTERN UTAH, UT UTAH
VALLEY UNIVERSITY, UT
SALT LAKE COMMUNITY COLLEGE, UT
UTAH COLLEGE OF APPLIED
TECHNOLOGY, UT

STATE AGENCIES

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

COALITION
OREGON DEPARTMENT OF EDUCATION
OREGON DEPARTMENT OF FORESTRY OREGON DEPT OF TRANSPORTATION OREGON
DEPT. OF EDUCATION OREGON LOTTERY
OREGON OFFICE OF ENERGY OREGON STATE BOARD OF NURSING OREGON STATE
DEPT OF CORRECTIONS
OREGON STATE POLICE OREGON TOURISM COMMISSION OREGON TRAVEL
INFORMATION COUNCIL
SANTIAM CANYON COMMUNICATION