



PROPOSAL

PREPARED FOR:

School Board of Clay County

PROJECT:

RFP No. 20-MI-89 2021 Switching

DUE:

February 10, 2021 by 2:00 PM

PREPARED BY:

Jamie Stoltze

Presidential Account Manager

Connection® Public Sector Solutions

February 4, 2021

Connection® Public Sector Solutions • 732 Milford Road • Merrimack, NH 03054 • www.connection.com/ps

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February 4, 2021

School Board of Clay County
SBCC Purchasing Department
900 Walnut Street
Green Cove Springs, Florida 32043

Re: RFP No. 20-MI-89 2021 Switching

Attn: SBCC Purchasing Department

Thank you for inviting GovConnection, Inc. d/b/a Connection® Public Sector Solutions (Connection) to participate in your RFP No. 20-MI-89 2021 Switching outlined within your invitation, we are offering the enclosed response for your review and consideration.

Connection has successfully participated in the E-Rate program since its inception, in 1998, bringing discounted technology to K-12 school districts all over the country. Our E-Rate customers rely on Connection to provide complete turn-key solutions around internal connections to include networking, wireless, cabling, implementation, and support.

To our K-12 customers, we offer the expertise of our experienced E-Rate team to educate, assist and provide guidance to our customers while navigating E-Rate and understanding USAC rules. Our E-Rate team, under the direction of Tom Halberda, Director of E-Rate, has worked with K-12 districts and libraries and consortiums, instructional leaders as well as technical leaders, and has the technical background needed to help identify needs, assemble the required technology partners to create unique solutions, get them integrated and assist in getting the funding required to implement the desired results.

What sets Connection apart, is our ability to offer this specialized E-Rate guidance combined with our ability to offer a highly trained sales team, 540 engineering, services, and technical staff to help design, implement, and manage the most complex of networking designs.

We are uniquely positioned to ensure that every school district has a successful experience with the E-rate Program and to secure the funding requested. Connection® Public Sector Solutions has filed FCC Form 499A and our E-Rate, FCC and EIN numbers are:

E-Rate SPIN #: 143026005 · FCC / FRN #: 0012080651 · EIN #: 52-1837891

Thank you for the opportunity to offer this proposal. For additional information, or to discuss this response to your Request for Proposal, please feel free to contact your Account Manager, Jamie Stoltze, at 800-800-0019 ext. 75520 or Jamie.Stoltze@connection.com.

Sincerely,

DocuSigned by:

Robert Marconi

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Robert Marconi

Vice President SLED Sales

Connection® Public Sector Solutions

732 Milford Road, Merrimack, NH 03054 • www.connection.com/ps

SCHOOL BOARD OF CLAY COUNTY

APPLICATION #20-MI-89

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Submit RFP to
Clay County School District -
Information Technology
900 Walnut Street
Green Cove Springs, FL 32043

REQUEST FOR PROPOSAL

Acknowledgement Form

Page 1 of 13 Pages

RFP WILL BE OPENED AT:

2:00 P.M., February 10, 2021

and may not be withdrawn within 90 days after such date and time.

APPLICATION NO.

20-MI-89

POSTING TIME & DATE

4:00 P.M.
January 7, 2021

SDCC REPRESENTATIVES

**Ethan Caren, Director of Information
Technology and Services**
Scott Schultz, Procurement Coordinator

RFP TITLE

20-MI-89 2021 Switching

VENDOR NAME

GovConnection, Inc.
dba Connection - Public Sector Solutions

"NO RFP" REASON FOR NOT SUBMITTING RFP

To qualify as a respondent, bidder shall submit only this bidder acknowledgement form
and it shall be received no later than the stated RFP opening date and hour.

VENDOR MAILING ADDRESS

732 Milford Road

CITY-STATE-ZIP

Merrimack, NH 03054

TELEPHONE NUMBER: (800) 800- 0019 ext. 33331

FAX NUMBER: (603) 683-0223

EMAIL ADDRESS:

bob.marconi@connection.com

DocuSigned by:

Robert Marconi

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AUTHORIZED SIGNATURE (MANUAL)

Robert Marconi

AUTHORIZED SIGNATURE (TYPED or PRINTED)

Vice President SLED Sales

TITLE

I hereby certify that I am submitting the following information as my firm's (Bidder) RFP and am authorized by Vendor/Contractor/Bidder to do so. Bidder agrees to complete and unconditional acceptance of the contents of all pages in this Request For Proposal (RFP), and all appendices and the contents of any Addenda released hereto; Bidder agrees to be bound to any and all specifications, terms, conditions contained in RFP, and any released Addenda and understand that the following are requirements of RFP and failure to comply will result in disqualification of RFP submitted; Bidder certifies this offer is made without prior understanding, agreement, or connection with any corporation, firm, business entity or person submitting an offer for the same materials, supplies, equipment, or services(s), and is in all respects fair and without collusion or fraud. Bidder acknowledges that all information contained herein is part of the public record as defined by State of Florida Sunshine and Public Records Laws; all responses, data and information contained in this RFP are true and accurate.

SEALED RFP: All RFP sheets, requested documents, and this acknowledgement form must be executed and submitted in a sealed envelope. (DO NOT INCLUDE MORE THAN ONE PROPOSAL PER ENVELOPE.) The face of the envelope shall contain, in addition to the above address, the RFP number, proposal deadline, SPIN number, and the company name. All RFPs are subject to the conditions specified herein. Those which do not comply with these conditions are subject to RFP being considered Non-Responsive.

SIGNATURE REQUIRED CHECKLIST:

Documents shall be submitted with RFP
☒ REQUEST FOR PROPOSAL ACKNOWLEDGEMENT FORM
☒ SPECIAL CONDITIONS
☒ APPENDIX A: PRICING TABLE
☒ CERTIFICATION REGARDING NON-DISCRIMINATING
☒ CERTIFICATION REGARDING LOBBYING
☒ BIDDER'S STATEMENT PRINCIPAL PLACE BUSINESS
☒ NON-COLLUSION AFFADAVIT

SUBMITTAL REQUIRED CHECKLIST:

Documents submitted with RFP.

SCHOOL BOARD OF CLAY COUNTY

APPLICATION #20-MI-89

SEALED RFP REQUIREMENTS: Unless otherwise specified, bidders shall use the form(s) furnished by the Purchasing Department, of the School Board of Clay County, Florida ("SBCC" or "District") and enter information only in the spaces where a response is requested. Any modifications or alterations to the original RFP documents by the bidder, whether intentional or otherwise, may constitute grounds for rejection of a RFP. Bidders may use an attachment as an addendum to the RFP if sufficient space is not available on the original form for the bidder to enter a complete response. For purpose of evaluation, the bidder shall indicate any and all variances from specifications, terms, and conditions regardless of how slight. If variations are not stated in the RFP, it shall be assumed that the product or service fully complies with the specifications, terms, and conditions herein.

BIDDER'S RESPONSIBILITY: It is the responsibility of the Bidder to be certain that all numbered pages of the RFP and all attachments thereto are received and all Addendum released are received prior to submitting a RFP without regard to how a copy of this RFP was obtained. All RFPs are subject to the conditions specified herein, on the attached RFP documents, and on any Addenda issued thereto.

RFP SUBMITTED: Completed RFP must be submitted in a sealed envelope with RFP number and name clearly typed or written on the front of the envelope. RFPs must be time stamped in SBCC Purchasing Department on or before Due Date and Time listed on Acknowledgement Form. The address for RFP submittal, including hand delivery and overnight courier delivery, is indicated as: 900 Walnut Street, Green Cove Springs, Florida 32043. RFPs submitted by telegraphic, email, or facsimile transmission shall not be accepted. The Bidder is fully and completely responsible for the payment of all delivery costs associated with the delivery of their RFP or related material. Procurement and Warehousing Services shall not accept delivery of any RFP or related material requiring SBCC to pay for any portion of the delivery cost or the complete delivery cost.

EXECUTION OF RFP: RFP shall contain a manual signature of an authorized representative, officer or employee having authority to legally bind the company or firm in the space provided above. All RFPs must be completed in ink or typewritten. Use of erasable ink is not permitted.

If a price correction is necessary, draw a single line through the entered figure and enter the corrected figure or use an opaque correction fluid. All price corrections must be initialed by the person signing the RFP even when using opaque correction fluid. SBCC reserves the right to reject any RFP or RFP item completed in pencil or any RFP that contains illegible entries or price corrections not initialed.

PRICES QUOTED: Deduct discounts and quote firm net prices. Give both unit price and extended total. Prices must be stated in units to quantity specified in the RFP specification. In case of discrepancy in computing the amount of the RFP, the Unit Price quoted shall govern. Each item must be RFP separately and no attempt is to be made to tie any item or items in with any other item or items. All prices quoted shall be F.O.B. destination and freight prepaid (Bidder pays and bears freight charges). Awardee owns goods in transit and files any claims. Bidder is requested to offer a cash discount for prompt invoice payment, however such discounts shall not be considered in determining the lowest net cost for RFP evaluation purposes. Discount time shall be computed from the date of satisfactory delivery at place of acceptance or from receipt of correct invoice at the SBCC Accounts Payable Department, whichever is later. Cash or quantity discounts offered shall not be a consideration in determination of award of RFP(s).

TAXES: SBCC does not pay Federal Excise and State taxes. The applicable tax exemption number is shown on the Purchase Order.

MISTAKES: Bidders are expected to examine the specifications, delivery schedules, RFP prices and extensions, and all instructions pertaining to RFP. Failure to do so shall be at Bidder's risk.

CONDITION AND PACKAGING: It is understood and agreed that any item offered or shipped as a result of this RFP shall be new (current production model at the time of this RFP) unless otherwise specified. All containers shall be suitable for storage or shipment and all prices shall include standard commercial packaging.

SUBSTITUTIONS: SBCC SHALL NOT accept substitute shipments of any kind. Awardees are expected to furnish the brand quoted in their RFP once awarded by SBCC. Any substitute shipments shall be returned at the Awardee's expense.

MANUFACTURER'S NAMES AND APPROVED EQUIVALENTS: Any manufacturer's names, trade names, brand names, information, and/or catalog numbers listed in a specification are for information and not intended to limit competition. The bidder may offer any brand for which he is an authorized representative, which meets or exceeds the specification for any item(s). If RFPs are based on equivalent products, indicate the manufacturer's name and product number on the RFP form. Bidder shall submit cuts, sketches, and descriptive literature and/or complete specifications with their RFP. Reference to literature submitted with a previous RFP shall not satisfy this provision. The bidder shall also explain in detail the reason(s) why the proposed equivalent meets the specifications and should not be considered an exception thereto. The SBCC reserves the right to determine acceptance of item(s) as an approved equivalent. RFPs that do not comply with these requirements are subject to rejection. RFPs lacking any written indication of intent to RFP an alternate brand shall be received and considered in complete compliance with the specifications as listed on the RFP form. The Purchasing Department is to be notified of any proposed changes in (a) materials used, (b) manufacturing process, or (c) construction. However, changes shall not be binding upon the SBCC unless evidenced by a Change Notice issued and signed by authorized SBCC representative.

SAMPLES: Samples of items, when required, must be furnished free of expense within five (5) working days of request unless otherwise stated and, if not destroyed, will, upon request, be returned at the Bidder's expense. Bidders shall be responsible for removal of all samples furnished within 30 days after RFP opening or samples shall be disposed of. Each individual sample must be labeled with Bidder's name, RFP number and item number. Failure of Bidder to either deliver required samples or to clearly identify samples as indicated may be reason for rejection of RFP item. Unless otherwise indicated, samples should be delivered to SBCC Purchasing Department, 800 Center Street, Green Cove Springs, FL 32043.

DELIVERY: All deliveries shall be F.O.B. indicated destination, freight fully prepaid. Title to goods shall pass to SBCC upon receipt and acceptance at the destination unless indicated otherwise herein. Until acceptance, Contractor retains the sole insurable interest in the goods. SBCC shall not accept collect freight charges. Time of delivery is an important consideration for the SBCC in making the award. SBCC reserves the right to cancel any order, or any part thereof, without obligation if delivery is not made within the time specified. Any delivery made after cancellation of the order shall be returned at the Contractor's expense. Delivery shall be within the normal working hours of the user, Monday through Friday, excluding state holidays and days during which SBCC administration is closed.

AWARDS: In the best interest of the SBCC, the SBCC reserves the right to: 1) withdraw this RFP at any time prior to the time and date specified for the RFP opening; 2) make award(s) by individual item, group of items, all or none or combination thereof with one or more suppliers; 3) to acquire additional quantities at prices quoted on this RFP unless additional quantities are not acceptable, in which case, the RFP sheets must be noted "RFP IS FOR SPECIFIED QUANTITY ONLY."; 4) to reject any and all RFPs or waive any minor irregularity or technicality in RFPs received; and 5) when it is determined there is no competition to the lowest responsible bidder, evaluation of other RFPs are not required. Bidders are cautioned to make no assumptions unless their RFP has been evaluated as being responsive. Upon award of this RFP, the successful bidder shall be notified of award configuration in writing by Purchasing Department. Bidder who is awarded this contract resulting from this RFP is cautioned not to provide goods/services to any SBCC site or to any SBCC employee prior to receiving a purchase order issued by the SBCC Purchasing Department. Notification of award is not to be construed as authorization to provide goods/ services. SBCC is not obligated to pay invoices for provision of goods/services for which SBCC Purchasing Department has not issued a purchase order, or invoices resulting from purchase order changes not authorized by SBCC. All awards made as a result of this RFP shall conform to applicable Florida Statutes and shall be governed by the laws of the State of Florida, and must have venue established in state court located in Clay County, Florida.

RFP OPENING: All RFPs shall be received no later than the date and time specified on the document. All RFPs received after that time shall not be considered. It is the bidder's responsibility to assure that their RFP is delivered at the proper time and place of the RFP opening. RFPs, which for any reason are not so delivered, shall not be considered. Public opening shall acknowledge receipt of RFPs only, details concerning pricing or the offering may not be announced. All RFPs submitted shall become public record in accordance with F.S. 119.071. RFP files may be examined during normal working hours by appointment.

PROPRIETARY INFORMATION: Pursuant to Chapter 119, Florida Statutes, RFPs received as a result of this RFP shall not become public record until thirty (30) days after the date of opening or until posting of the recommendation for award, whichever occurs first. Thereafter, all RFP documents or other materials submitted by all Bidders in response to this RFP shall be open for inspection by any person and in accordance with Chapter 119, Florida Statutes. To the extent a Bidder asserts any portion of its RFP is confidential and exempt, long with specific citations of the Florida Statutes establishing the confidentiality or exemption. Failure to identify the portions of the RFP claimed to be exempt or the specific statutory authority establishing the exemption shall be deemed a waiver by the Bidder that any unidentified portion of the RFP is confidential or exempt from disclosure under Chapter 119, Florida Statutes.

PUBLIC RECORDS REQUEST: All public records requests shall be administered by the District Records Office at 900 Walnut Street, Green Cove Springs, Florida 32043, phone 904.336-6500, or by email at: PRR@myoneclay.net. The Public Records Request Procedure form is available online at <https://www.oneclay.net/domain/5052>

INSPECTION, ACCEPTANCE & TITLE: Inspection and acceptance shall be at destination unless otherwise provided. Title to/ or risk of loss or damage to all items shall be the responsibility of the Awardee until acceptance by the buyer unless loss or damage resulting from negligence by the buyer. If the materials or services supplied to SBCC are found to be defective or not conform to specifications, SBCC reserves the right to cancel the order upon written notice to the seller and return product at Awardee's expense.

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PAYMENT AND INVOICING: Contractor shall be paid in accordance with the Florida Prompt Payment Act, Florida Statutes Chapter 218, upon submission of invoices to the SBCC at the prices stipulated on the contract at the time the order is placed, less deductions if any, after delivery and acceptance of goods in accordance with the Florida Prompt Payment Act. An original invoice referencing a SBCC purchase order number shall be submitted for payment to SBCC Accounts Payable Department, 814 Walnut Street, Green Cove Springs, FL 32043. Failure to follow these instructions may result in delay in processing invoices for payment.

INSURANCE / LICENSES / PERMITS: Bidder, by virtue of submitting a RFP, shall be in full compliance with LIABILITY INSURANCE, LICENSES AND PERMITS as specified herein. Bidder shall take special notice that SBCC shall be named as an additional insured under the General Liability policy including Products Liability. The insurance policies shall be issued by companies qualified to do business in the State of Florida. The insurance companies must be rated at least A- by AM Best. All policies must remain in effect during the performance of the contract.

Where Awardees are required to enter or go onto SBCC property to deliver materials or perform work or services as a result of a RFP award, the Awardee agrees to The Hold Harmless Agreement stated herein and shall assume the full duty obligation and expense of obtaining all necessary licenses, permits and insurance. The Awardee shall be liable for any damages or loss to SBCC occasioned by negligence of the Awardee (or agent) or any person the Awardee has designated in the completion of the Contract as a result of their RFP.

RFP BONDS / PERFORMANCE BONDS: RFP bonds, when required, shall be submitted with the RFP in the amount specified in Special Conditions. RFP bonds shall be returned to non-Awardees. After acceptance of RFP, SBCC shall notify the Awardee to submit a performance bond and certificate of insurance in the amount specified in Special Conditions. Upon receipt of the performance bond, the RFP bond shall be returned to the Awardee.

LICENSES, CERTIFICATIONS AND REGISTRATIONS: As of the RFP Opening Date, Bidder must have all Licenses, Certifications and Registrations required when performing the services as described herein, in order for RFP to be considered a responsive and responsible RFP. Licenses, Certifications and Registrations required for this RFP shall be as required by Chapter 489, Florida Statutes, as currently enacted or as amended from time to time; by the State Requirements for Educational Facilities (SREF), latest version; and by SBCC. Bidder must submit a copy of all its current Licenses, Certifications and Registrations required as described herein, either with its RFP or within 24 hours upon request by SBCC.

An Awardee who has any License, Certification or Registration either suspended, revoked or expired after the date of the RFP Opening, shall provide notice to the Supervisor of Purchasing within five working days of such suspension, revocation or expiration. However, such suspension, revocation or expiration after the date of the RFP Opening shall not relieve the Awardee of its responsibilities under this RFP.

PATENTS & ROYALTIES: The Awardee, without exception, shall indemnify and save harmless SBCC and its employees from liability of any nature or kind, including cost and expenses for any copyrighted, patented, or unpatented invention, process, or article manufactured or used in the performance of the contract, including its use by SBCC. If the Awardee uses any design, device, or materials covered by letters, patent, or copyright, it is mutually understood and agreed without exception that the RFP prices shall include all royalties or cost arising from the use of such design, device or materials in any way involved in the work.

SAFETY STANDARDS / OSHA / MSDS: The Awardee warrants that the product supplied to SBCC shall conform in all respects to the standards set forth in the Occupational Safety and Health Act (OSHA), as amended, and the failure to comply with this condition shall be considered as a breach of contract. The bidder further certifies that if they are the successful bidder and delivered product is subsequently found to be deficient pursuant to any OSHA requirement in effect on the date of delivery, all costs necessary to bring the material, equipment, etc. into compliance with aforementioned requirements shall come solely by the bidder. The Manufacturer, Importer, or Distributor of a toxic substance shall provide all Material Safety Data Sheets (MSDS) with their RFP. (See Florida's Right-To-Know Law, Chapter 442, Florida Statutes.)

ASBESTOS / FORMALDEHYDE / LEAD-FREE: All building materials, pressed boards, and furniture supplied to SBCC shall be 100% asbestos free. It is desirable that all building materials, pressed boards and furniture supplied to SBCC also be 100% formaldehyde free. Bidder, by virtue of bidding, certifies by signing RFP that, if awarded this RFP, only building materials, pressed boards, and/or furniture that is 100% asbestos free shall be supplied. All material supplied to SBCC must be 100% lead free. Bidder, by virtue of signing RFP, certifies that only materials or equipment that is 100% lead free shall be supplied to SBCC.

CONTRACT WORK HOURS & SAFETY STANDARDS ACT: (34 CFR 80.36(i)(6)): All Contractors, contractors and subcontractors shall comply with sections 103 and 107 of the Contract Work Hours and Safety Standards Act (40 U.S.C. 327-330) as supplemented by Department of Labor regulations (29 CFR part 5). Applies to all construction contracts awarded by the district and subgrantees in excess of \$2000, and in excess of \$2500 for other contracts which involve the employment of mechanics or laborers).

TOXIC SUBSTANCES IN CONSTRUCTION, REPAIR OR MAINTENANCE OF EDUCATIONAL FACILITIES: (Fla. Statute 1013-49: (1) All toxic substances enumerated in the Florida Substance List that are to be used in the construction, repair or maintenance of educational facilities have restricted usage provisions. (2) Before any such substance may be used the contractor shall notify the SBCC Superintendent or the SBCC Project Manager/Supervisor in writing at least three (3) working days prior to using the substance. The notification shall contain: (a) The name of the substance to be used; (b) Where the substance is to be used; and (c) When the substance is to be used. A copy of a material safety data sheet shall be attached to the notification for each such substance.

GOVERNMENTAL RESTRICTIONS: In the event any governmental restrictions may be imposed which would necessitate alteration of the material, quality, workmanship or performance of the items offered on this proposal prior to their delivery, it shall be the responsibility of the supplier to notify the Purchasing Department in writing at once indicating in their submittal the specific regulation that required an alteration. The SBCC reserves the right to accept any such alteration, including any price adjustments occasioned thereby, or to cancel the contract at no expense to the SBCC.

FACILITIES: SBCC reserves the right to inspect the Awardee's facilities at any time with prior notice. RFPs shall be considered only from firms which are regularly engaged in the business of providing the goods and/or services as described in this RFP, have a record of performance for a reasonable period of time; have sufficient financial support equipment and organization to ensure that they can satisfactorily execute the services if awarded a contract under the terms and conditions herein stated. The term "equipment and organization" as used herein shall be construed to mean a fully equipped and well-established company in line with best business practices in the industry and as determined in discretion by the proper authorities of the SBCC. SBCC may use the information obtained from this in determining whether Bidder is a responsible Bidder.

SPECIAL CONDITIONS: The Superintendent or Designee has the authority to issue Special Conditions and Specifications as required for individual RFPs. Any and all Special Conditions that may vary from General Conditions shall have precedence.

DISPUTES: in the event of a conflict between the documents, the order of priority of the documents shall be as follows:
Addenda released for this RFP, with the latest Addendum taking precedence, then;

The RFP; then

Bidder's submitted RFP.

In case of any other doubt or difference of opinion, the decision of SBCC shall be final and binding on both parties.

EXPENDITURE: No guarantee is given or implied as to any sums payable or the quantity or scope of any award under this RFP. SBCC is not obligated to place any order for goods/services as a result of this award. Order placement shall be based upon the needs and best interest of SBCC.

EXTENSION: In addition to any extension options contained herein, SBCC is granted the right to extend any award resulting from this RFP for the period of time necessary for SBCC to release, award and implement a replacement RFP for the goods, products and/or services provided through this RFP. Such extension shall be upon the same prices, terms and conditions as existing at the time of SBCC's exercise of this extension right. The period of any extension under this provision shall not be for a period in excess of six months from (a) the termination date of a contract entered into as a result of this RFP or (b) the termination date under any applicable period of extension under a contract entered into as a result of this RFP.

ASSIGNMENT: Neither any award of this RFP nor any interest in any award of this RFP may be assigned, transferred or encumbered by any party without the prior written consent from SBCC. There shall be no partial assignments of this RFP including, without limitation, the partial assignment of any right to receive payments from SBCC. The successful Contractors shall not assign, transfer, convey, sublet, or otherwise dispose of this contract, or of any or all rights, title or interest herein, or their power to execute such contract to any person, company, or corporation without prior written consent of SBCC. The successful Contractors have the sole and exclusive responsibility for furnishing services in accordance with this contract. The successful Contractor obligations cannot be delegated.

PURCHASE AGREEMENT: This RFP and the corresponding Purchase Orders shall constitute the complete agreement. SBCC shall not accept proposed terms and conditions that are different than those contained in this Invitation to RFP, including pre-printed text contained on catalogs, price lists, other descriptive information submitted or any other materials. By virtue

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of submitting a RFP, Awardee agrees to not submit to any SBCC employee, for signature, any document that contains terms and conditions that are different than those contained herein and that in the event any document containing any term or condition that differs from those contained herein is executed, said document shall not be binding on SBCC.

FISCAL NON-APPROPRIATIONS CLAUSE: In the event sufficient budgeted funds are not available for a new fiscal period, the purchasing department shall notify the Contractor of such an occurrence and the RFP and any resulting contract shall terminate on the last day of the current fiscal period without penalty or expense to the SBCC.

TIED RFP: In the event of tied or identical RFPs, preference shall be given to the RFP which certifies that a drug-free workplace has been implemented in accordance with Section 287.087 F.S. If all tied RFPs have a drug-free workplace program certification, then preference shall be given to the bidder whose business is physically located in Clay County, Florida. If neither Contractor is located in Clay County, Florida then preference shall be given to the bidder whose business is physically located in the State of Florida. If more than one tied bidder is located in Clay County, Florida or if no tied bidder or more than one tied bidder is located in the State of Florida, the award of the tied RFP shall be decided by the flip of a coin in the presence of witnesses. The coin flip shall be administered by the Supervisor of Purchasing who shall designate the calling of heads or tails.

LOBBY: Bidders are hereby advised that they shall not lobby with any School District personnel or SBCC Members regarding this RFP. All oral or written inquiries shall be directed through the Purchasing Department. Lobbying is defined as any action taken by an individual, firm, association, joint venture, partnership, syndicate, corporation, and all other groups who seek to influence the governmental decision of a Board Member or School District Personnel on the award of this contract. Any bidder or any individuals that lobby on behalf of a bidder shall result in the rejection/disqualification of said RFP.

ETHICS: All bidders shall comply with the requirements of law regarding ethics as set forth in Chapter 112, Florida Statutes, and rules promulgated by the Florida Commission of Ethics.

ACCESS TO RECORDS: (34 CFR 80.36 (i)(10)): All Contractors, contractors and subcontractors shall give access to the SBCC, the appropriate Federal agency, the Comptroller General of the United States, or any of their duly authorized representative to any books, documents, papers, and records of the Contractor which are directly pertinent to this specific RFP/contract for the purpose of making audit, examination, excerpts and transcriptions.

RECORDS RETENTION: (34 CFR 80.36(i)(11)): All Contractors, contractors and subcontractors shall retain all records pertaining to this RFP/contract for three (3) years after SBCC makes final payment and all other pending matters closed.

CLEAR AIR ACT (34 CFR 80.36(i)(12)): All Contractors, contractors and subcontractors shall comply with all applicable standards, orders, or requirements issued under section 306 of the Clean Air Act (42 U.S.C. 11857 (h)), section 508 of the Clean Water Act (33 U.S.C. 1368), Executive Order 11738, and Environmental Protection Agency regulations (40 CFR part 15). (Applies to contract, subcontracts and subgrants of amounts in excess of \$100,000).

ENERGY EFFICIENCY (34 CFR 80.36(i)(13)): All Contractors, contractors and subcontractors shall comply with mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act (pub. L. 94-163, 89 Stat.871).

EQUAL EMPLOYMENT OPPORTUNITY (34 CFR 80.36(i)(3)): All Contractors, contractors and subcontractors shall comply with Executive Order 11246 of September 24, 1965, entitled "Equal Employment Opportunity" as amended by Executive Order 11375 of October 13, 1967, and as supplemented in Department of Labor regulations (41 CFR chapter 60). (Applied to all construction contracts awarded in excess of \$10,000 by the district and their contractors or subgrantees).

COPELAND "ANTI-KICKBACK" ACT (34 CFR 80.36(i)(4)): All Contractors, contractors and subcontractors shall comply with the Copeland "Anti-Kickback" Act (18 U.S.C. 874) as supplemented in Department of Labor regulations (29 CFR part 3). (Applies to all contracts and subgrants for construction or repair).

DAVIS-BACON ACT (34 CFR 80.36(i)(5)): All Contractors, contractors and subcontractors shall comply with the Davis-Bacon Act (40 U.S.C. 276a to 276a-7) as supplemented by Department of Labor regulations (29 CFR part 5). (Construction contracts in excess of \$2000 awarded by grantees and sub-grantees when required by Federal grant program legislation). (Applies to construction contracts in excess of \$2000 awarded by the district and subgrantees when required by Federal grant program legislation).

SCRUTINIZED COMPANIES WITH ACTIVITIES IN SUDAN LIST OR SCRUTINIZED COMPANIES WITH ACTIVITIES IN THE IRAN: By submitting a RFP any Company/Contractor/Contractor certifies that it is not on the Scrutinized Companies with Activities in Sudan List or the Scrutinized Companies with Activities in the Iran petroleum Energy Sector List. In the event that it is subsequently determined that the Company/Contractor/Contractor submitted a false certification any contract resulting from this RFP may be immediately terminated in accordance with s.287.135 Florida Statute.

SERVICE AND WARRANTY: Unless otherwise specified, the bidder shall define any warranty service and replacements that shall be provided during and subsequent to this contract. Bidders shall explain on an attached sheet to what extent warranty and service facilities are provided. All materials and/or services furnished under this RFP shall be warranted by the Contractor/distributor/manufacturer to be free from defects and fit for the intended use. Unless otherwise requested, the items RFP shall be new and equal to or exceed specifications. The manufacturer's standard guarantee or warranty shall apply. During the guarantee or warranty period, the successful bidder shall repair and/or replace any defects without cost to the SBCC with the understanding that all replacements shall carry the same guarantee or warranty as the original equipment. The successful bidder shall make any such repairs and/or replacements immediately upon receiving notice from the SBCC.

GOVERNING LAW: This RFP, any award(s) resulting from this RFP, and all transaction from this RFP shall be interpreted and construed in accordance with the laws of the State of Florida. Any protests arising from this RFP shall be subject to Section 120.57(3), Florida Statutes. Any disputes or controversies arising out of a contract award under this RFP shall be submitted to the jurisdiction of the state courts located in Clay County, Florida without regards to principles of conflicts of law.

PURCHASES BY OTHER GOVERNMENTAL AGENCIES (D.O.E. Regulation #6A1.012(5)): With the consent and agreement of successful bidder(s), purchases may be made under this RFP by other governmental agencies within the State of Florida. Such purchases shall be governed by same terms and conditions as stated herein with exception of venue of litigation of disputes which may be changed to include only the state courts in the county in which the governmental agency is located.

USE OF OTHER CONTRACTS: SBCC reserves the right to utilize any other SBCC contract, any State of Florida Contract, any contract awarded by any other city or county governmental agencies, other schools, other community college/state university system cooperative RFP agreement, or to directly negotiate/purchase per SBCC and/or Rule 6A-1.012, Florida Administration Code as currently enacted or as amended from time to time, in lieu of any offer received or award made as a result of this RFP if it is in its best interest to do so.

PURCHASING AGREEMENTS AND STATE TERM CONTRACTS: The purchasing agreements and state term contract available under s. 287.056 have been reviewed.

CONE OF SILENCE: Any Bidder, or lobbyist for a Bidder, is prohibited from having any communications (except as provided in this rule) concerning any solicitation for a competitive procurement with any School Board member, the Superintendent, any Evaluation Committee Member, or any other School District employee after SBCC Purchasing Department releases a solicitation to the General Public. All communications regarding this solicitation shall be directed to the designated SBCC representative. This "Cone of Silence" period shall go into effect and shall remain in effect from the time of release of the solicitation until the contract is awarded by SBCC. Further, any Awardee, its principals, or their lobbyists shall not offer campaign contributions to School Board Members or offer contributions to School Board Members for campaigns of other candidates for political office during the period in which the Awardee is attempting to sell goods or services to SBCC. This period of limitation of offering campaign contributions shall commence at the time of the "cone of silence" period for any solicitation for a competitive procurement as described by SBCC. Any Bidder or lobbyist who violates this provision shall cause their RFP (or that of their principal) to be considered non-responsive and therefore be ineligible for award.

NONCONFORMANCE TO CONTRACT CONDITIONS: Items offered may be tested for compliance with RFP conditions and specifications at any time. Items delivered, not conforming to RFP conditions or specifications, may be rejected and returned at Awardee's expense. Goods or services not delivered as per delivery date in RFP and/or Purchase Order may be rejected upon delivery and/or may be purchased on the open market. Any increase in cost may be charged against the Awardee. Any violation of these stipulations may also result in:

a) For a period of two years, any RFP submitted by Awardee shall not be considered and shall not be recommended for award.

b) All departments being advised not to do business with Awardee.

SEVERABILITY: In case of any one or more of the provisions contained in this RFP shall be for any reason be held to be invalid, illegal, unlawful, unenforceable or void in any respect, the invalidity, illegality, unenforceability or unlawful or void nature of that provision shall not affect any other provision and this RFP shall be considered as if such invalid.

JESSICA LUNSFORD ACT: In accordance with the Jessica Lunsford Act the bidder and all their employees, as required by law, shall undergo and pass a Level II fingerprinting and background check as required by F.S. 1012.465, 467 or 468 and possess a SBCC fingerprinting clearance card prior to entry upon SBCC property. All costs associated with obtaining fingerprinting and background check shall be at no expense to the SBCC. To obtain information on when and how to obtain fingerprinting log on to the SBCC web site at oneclay.net/purchasing click on "Jessica Lunsford Act Information" or contact the Human Resources Division at (904) 336-6716.

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E-VERIFY: The Contractor named herein, and its subcontractors, are required to register with and use the U.S. Department of Homeland Security's (DHS) E-Verify system to verify the work authorization status of all newly hired employees. By executing this Contract, the Contractor certifies that it, and any sub-contractors with which it contracts, are registered with, and use, the E-Verify system for all newly hired employees, and acknowledges that it must obtain an affidavit from its subcontractors in accordance with section 895.095(2)(b) Fla. Stat. that the subcontractor does not employ, contract with or subcontract with any unauthorized alien. The Contractor must maintain a copy of such affidavit for the duration of the Contract. This section serves as notice to the Contractor that, pursuant to the terms of section 448.095(2)(c)1 and 2, Florida Statutes, the School Board shall terminate this Contract if it has a good faith belief that the Contractor has knowingly violated section 448.09(1), F.S. If the School Board has a good faith belief that the subcontractor, without the knowledge of the Contractor, has knowingly violated section 448.09(1) or 448.095(2), F.S., School board shall notify the Contractor and order the Contractor to immediately terminate the contract with the subcontractor. If the School Board terminates a contract with a Contractor pursuant to sec. 448.095(2)(c), F.S., the Contractor will not be award of a public contract for at least one year after the date of such termination.

BIDDER'S EMPLOYEE RESPONSIBILITY: All employees and/or sub-contractors of the Contractor shall be considered to be at all times the sole employees and responsibility of Contractor under their sole direction and not an employee or agent of SBCC. The contractor shall supply competent employees and/or sub-contractors and the SBCC may require the Contractor to remove an employee and/or sub-contractor it deems careless, incompetent, insubordinate or otherwise objectionable and whose presence on SBCC property is not in the best interest of the SBCC. Contractors and all their employees shall be in accordance with Jessica Lunsford Act. Each employee and or sub-contractor of contractor shall have and wear proper identification while on SBCC property and are required to sign in/out at main office or other designated place upon arrival and when leaving job site, if applicable. Workman using foul/abusive language or presenting an offensive appearance as determined by SBCC Representative(s) shall be asked to leave. Radios/other audio items are not to be used and Smoking is prohibited on SBCC property.

DISCRIMINATION: An entity or affiliate who has been placed on the discriminatory Contractor list may not submit a RFP on a contract to provide goods or services to a public entity, may not submit a RFP on a contract with a public entity for the construction or repair of a public building or public work, may not submit RFPs on leases of real property to a public entity, may not award or perform work as a contractor, supplier, subcontractor, or consultant under contract with any public entity, and may not transact business with any public entity.

PROTESTING: Any actual or prospective bidder who disputes the reasonableness, or competitiveness of the terms and conditions / specifications of the invitation to RFP or contract award recommendation, shall file a written Notice of Protest with the Superintendent of Schools within 72 hours of the posting of RFP solicitation or posting of the RFP tabulation with recommendation and shall file a formal written protest within ten working days following the filing of Notice of Protest. Any person who files an action protesting this RFP pursuant to FS 120.57(3)(b), shall post with the purchasing department at the time of filing the formal written protest, a bond payable to the School Board of Clay County in an amount equal to 1 percent (1%) of the total estimated contract value, but not less than \$5000, which bond shall be conditioned upon the payment of all costs which may be adjudged against the protester in any administrative hearing in which the action is brought and in any subsequent appellate court proceeding. In lieu of a bond, a cashier's check, certified bank check, bank certified company check, money order or U.S. currency will be acceptable form of security. If, after completion of the administrative hearing process and any appellate court proceedings, the district prevails, it shall recover all costs and charges which shall be included in the final order or judgment, including charges made by the Division of Administrative Hearings, but excluding attorney's fees. Upon payment of such costs and charges by the protester, the protest security shall be returned. If the protester prevails, he or she shall recover from the district all costs and charges which shall be included in the final order of judgment, excluding attorney's fees. Failure to observe such timeliness shall constitute a waiver of proceedings and of right to protest as set forth in Chapter 120, Florida Statutes. RFP Tabulation / Recommendation of Award shall be posted online at oneclay.net/erate. This tabulation shall remain posted for a minimum period of 96 hours. Section 3 b, Chapter 120.57, Florida Statutes, as currently enacted or as amended from time to time, states that "The formal written protest shall state with particularity the facts and law upon which the protest is based."

CONFIDENTIAL RECORDS: Notwithstanding any provision to the contrary within this Contract, any party contracting with SBCC under this Contract shall fully comply with the requirements of Sections 1002.22 and 1002.221, Florida Statutes; Family Educational Rights and Privacy Act (FERPA), and any other state or federal law or regulation regarding the confidentiality of student information and records. Each such party agrees, for itself, its officers, employees, agents, representatives, contractors or subcontractors, to fully indemnify and hold harmless SBCC and its officers and employees for any violation of this section, including, without limitation, defending SBCC and its officers and employees against any complaint, administrative or judicial proceeding, payment of any penalty imposed upon SBCC, or payment of any and all costs, damages, judgments or losses incurred by or imposed upon SBCC arising out of a breach of this covenant by the party, or an officer, employee, agent, representative, contractor, or sub-contractor of the party to the extent that the party or an officer, employee, agent, representative, contractor, or sub-contractor of the party shall either intentionally or negligently violate the provisions of this section or of Sections 1002.22 and/or 1002.221, Florida Statutes. Awardee agrees that it may create, receive from or on behalf of SBCC, or have access to, records or record systems that are subject to FERPA and/or HIPAA (collectively, the "Confidential Records"). Awardee represents, warrants, and agrees that it shall: (1) hold the Confidential Records in strict confidence and shall not use or disclose the Confidential Records except as permitted or required by this Agreement, (b) required by law, or (c) otherwise authorized by the SBCC in writing; (2) safeguard the Confidential Records according to commercially reasonable administrative, physical and technical standards as required by law; and (3) continually monitor its operations and take any and all action necessary to assure that the Confidential Records are safeguarded in accordance with the terms of this Agreement. At the request of the SBCC, Awardee agrees to provide SBCC with a written summary of the procedures Awardee uses to safeguard the Confidential Records. A breach of these confidentiality requirements shall constitute grounds for the SBCC to terminate any Agreement with Awardee.

PUBLIC ENTITY CRIMES: Section 287.133(2)(a), Florida Statutes, as currently enacted or as amended from time to time, states that a person or affiliate who has been placed on the convicted Contractor list following a conviction for a public entity crime may not submit a RFP on a contract to provide any goods or services to a public entity, may not submit a RFP on a contract with a public entity for the construction or repair of a public building or public work, may not submit RFPs on leases of real property to a public entity, may not be awarded or perform work as a contractor, supplier, subcontractor, or consultant under a contract with any public entity, and may not transact business with any public entity in excess of the threshold amount provided in Section 287.017 for CATEGORY TWO [currently \$25,000] for a period of 36 months from the date of being placed on the convicted Contractor list.

FORCE MAJEURE: Neither party to this Agreement shall be liable for delays or failures in performance under this Agreement (other than obligations relating to payment, confidentiality, and protection of ownership and intellectual property rights) resulting from acts or events beyond the reasonable control of such party (a "Force Majeure Event"), including acts of war, terrorism, acts of God, earthquake, flood, embargo, riot, sabotage, labor dispute, wide spread outbreak of disease or pandemic, governmental act, failure of the internet, power failure, or energy, utility, or telecommunications interruptions, provided that the delayed party: (i) gives the other party prompt notice of such cause; and (ii) uses its reasonable commercial efforts to promptly correct such failure or delay in performance. In the event that a Force Majeure Event lasts for more than 90 days, and the party experiencing the initial delay cannot correct its failure or delay in performance during that period of time, despite using its reasonable commercial efforts to do so, the other party may terminate the affected portions of this Agreement.

CANCELLATION / TERMINATION: In the event, the awarded bidder violates any of the provisions of this RFP or fails to perform their obligation under this contract in a manner satisfactory to the SBCC as per specifications, the Supervisor of Purchasing shall give written notice to the Contractor setting forth the deficiencies and unless the deficiencies are corrected within ten (10) days, recommendation shall be made to the SBCC for immediate cancellation of the contract. Failure of the Contractor to correct deficiencies shall give the SBCC the right to cancel this contract, but failure by the SBCC to exercise this right, in any instance, shall not prevent the subsequent exercise of this right by the SBCC or prejudice its claim for damages resulting from such default, violations, breach of contract or other failures whether or not an expressed written agreement exists for the provision of such goods and/or service. Upon cancellation, hereunder the SBCC may pursue any and all legal remedies as provided herein and pursuant to the contract and by law. The SBCC reserves the right to terminate any contract resulting from this invitation at any time for cause, upon giving seven (7) days prior written notice to the other party. If said contract should be terminated for cause or convenience as provided herein, the SBCC shall be relieved of all obligations under said contract. The SBCC shall only be required to pay to the award bidder that amount of the contract actually satisfactorily performed to the date of termination and shall not be responsible for any consequential damage, future damages or damages caused by lost profits, inconvenience or overhead expense to the Contractor. The SBCC may cancel the contract upon ninety (90) days written notice for reasons other than cause and Contractor shall have no legal recourse or cause of action against the SBCC damages resulting from said cancellation.

INDEMNIFICATION: Notwithstanding any contrary contractual language, nothing in any agreement shall be construed or interpreted to increase the scope or dollar limit of the School's or School Board's liability beyond that which is set forth in 768.28 Fla. Stat. , or to otherwise waive School's or School Board's sovereign immunity, or to require School or School Board to indemnify the Contractor or any other person, corporation or legal entity of any kind or nature whatsoever for injury or loss resulting from any acts other than the negligent acts of School or School Board or its agents or employees. Contractor shall, in addition to any other statutory or common law obligation to indemnify the School Board of Clay County, Florida, indemnify, defend and hold harmless the School Board of Clay County, Florida, its agents, officers, elected officials and employees against all claims, actions, liabilities, damages, losses, costs, fines, punitive damages and expenses of any kind or nature whatsoever, including but not limited to attorney's fees and legal costs, brought against the School Board of Clay County, Florida, and/or its agents, officers, elected officials, employees and assigns, by any individual, corporation, consortium or any other legal person or entity, arising out of or caused by acts or

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omissions, negligence, recklessness, intentional wrongful misconduct, violations of laws, statutes, ordinances, government administration orders, rules or regulations of the contractor, contractor's employees, officers, agents, subcontractors, sub-subcontractors, material man or agents of any tier or their respective employees. This indemnification clause shall not be construed to require any indemnitor to indemnify the School Board of Clay County, Florida, for any negligence on the part of the School Board of Clay County, Florida, its agents or employees. The indemnification obligations hereunder shall not be limited to any limitation on the amount, type of damages, compensation, or benefits payable by or for the contractor or any subcontractor under workers' compensation acts, disability benefit acts, other employee benefits acts or any statutory bar. This indemnification/hold harmless provision shall survive the termination of any contract with the School Board of Clay County, Florida.

Any and all special conditions and specifications attached hereto that vary from these General Conditions shall have precedence. The accompanying RFP constitute an offer from the bidder. If any or all parts of the RFP are accepted by the School Board of Clay County, an authorized representative of the Purchasing Department shall issue an officially signed Award Letter which shall then constitute the completed written agreement between the parties. The conditions of the Award Letter become a part of the written agreement between the parties.

SPECIAL CONDITIONS

QUESTIONS/CLARIFICATIONS - Written questions concerning clarification, interpretation, or additional information will be accepted only by email submitted to erate@myoneclay.net, by the deadlines listed in the Timetable below. Telephone inquiries will not be accepted, nor will any answers or additional information be provided by telephone.

SCOPE OF SERVICES - The School District of Clay County is seeking proposals for upgrading and replacing the current switching infrastructure. The quantity of devices are as follows:

- Up to a quantity of 820 48 Port Copper MultiRate-Gigabit Ethernet Switches with Stacking Capabilities and includes:
 - the ability to support 10/100/1000/2.5Gb Full Duplex Ethernet Connections
 - the ability to support SFP/SFP+/SFP28 (1000/10Gb/25Gb) for uplinks
 - the ability to support 802.3af/at/bt PoE standards
 - All necessary hardware/software to utilize the product's stacking functionality
 - Any and all licensing and Maintenance costs for 5 years
- Up to a quantity of 450 1000Base-SX SFPs (for 62.5nm MultiMode Fiber Connections) coded for 48 Port Copper Option
- Up to a quantity of 50 SFP28 DAC's to uplink from Copper Switch to Fiber Switch solutions at each school Core
- Up to a quantity of 60 48 Port Fiber Layer 3 Ethernet Switches with Stacking Capabilities and includes:
 - the ability to support SFP/SFP+/SFP28 (1000Mb/10Gb/25Gb) on all 48 ports
 - All necessary hardware/software to utilize the product's stacking functionality
 - Stacking Functionality can include proprietary modules and cables, using "front" ports to stack as long as 48 SFP/SFP+/SFP28 ports are still available on the physical switch, or a chassis solution as long as multiple switches can be managed by a single IP Address
 - Any and all licensing and Maintenance costs for 5 years
- Up to a quantity of 2880 1000Base-SX SFPs (for 62.5nm MultiMode Fiber Connections) coded for 48 Port Fiber Option
- Up to a quantity of 1600 8 Port (or other small form factor) Copper Ethernet Switches to provide connectivity to our portable classroom buildings and includes:
 - the ability to support 10/100/1000Mb connections on all 8 ports
 - the ability to support 802.3af/at PoE standards on all 8 ports (non-concurrently) at a minimum
 - the ability to support 1000Base-SX fiber connections (SFP port(s))
 - passive (fan-less) cooling with a max operating temperature that exceeds 105 degrees fahrenheit
 - Any and all licensing and Maintenance costs for 5 years
- Up to a quantity of 1600 1000Base-SX SFPs (for 62.5nm MultiMode Fiber Connections) coded for 8 Port Copper Option

Please note: The School District of Clay County does not require any installation or configuration services for the requested devices.

REQUIREMENTS:

- 1.1 The Switching Solution must meet the following requirements:
- Must comply with all hardware specifications as indicated in the Scope of Services
 - The Switching Solution should be able to be monitored via SNMP, with Universal Pollers provided (for systems like Solarwinds NPM or Dorado CruzOC) or MIB tables available to create custom pollers.

Connection Response: Connection can comply with all hardware specifications outlined in the Scope of Work. Please refer to Connection Quotation No.25140895.1 - Dorado Solution Quote.

- 1.2 The Switching Vendor must meet the following requirements:
- Training of the product should be accessible to the School District.
 - Classes can be hosted with the School District and it's facilities or remotely in Clay County or Jacksonville, FL. If there is a cost associated with this training please provide this cost in your response.

Connection Response: Training of products will be accessible via the School District. Please refer to Connection Quotation No. See Quote 25144615.1 – Training Solution.

- Access to Support 24/7/365 with a guide for escalating issues provided.

Connection Response: Please note, all Dell switches include Dell ProSupport:7x24 HW/SW Technical Support and Assistance, 5 Years.

- Engineer(s) accessible during installation and start of service for a successful product launch.

Connection Response: The District has access to the Dell "Presales" resources in addition to the support resources provided as part of the ProSupport included in the switch price (which covers 5 years).

PRICING:

- 2.1 Pricing is expected to be per switch/SFP. Maintenance/License costs should be quoted separately
Connection Response: Connection acknowledges and understands.
- 2.2 Vendors should also quote all hardware or software needed for the functionality of the switching solution to meet the requirements outlined in this RFP.
Connection Response: Connection acknowledges and understands.
- 2.3 Vendors are free to quote any additional software or hardware available that is an accessory of the solution but is not needed for the functionality. These costs will not be evaluated in the grading matrix.
Connection Response: Connection acknowledges and understands.
- 2.4 Final Numbers quoted are not guaranteed and may vary based upon assessment of each site. The District reserves the right to proceed with the winning proposal in part or as a whole. Vendors may bid to the RFP as a whole or partially.
Connection Response: Connection acknowledges and understands.
- 2.5 Vendors must disclose any E-Rate ineligible costs in their proposal.
Connection Response: Please note that the Dorado Solution is not E-Rate eligible.
- 2.6 The Pricing Tables must be signed by an individual of the bidding firm that has the authority to bind the firm.
Connection Response: Connection acknowledges and understands.
- 2.7 All pricing will be submitted in an unlocked .xlsx format using Appendix A_Pricing Table.
Connection Response: Please see a copy of Appendix A_Pricing Table included on the flash drive provided within this response.

Proposal Submission Format

SEALED RFP: All RFP sheets, requested documents, page 1 acknowledgement form must be executed and submitted in a sealed envelope. The face of the envelope shall contain, in addition to the above address, the RFP number, proposal deadline, SPIN number, and the company name. All RFPs are subject to the conditions specified herein. Those which do not comply with these conditions are subject to RFP being considered Non-Responsive.

Timetable - Please make sure you can accommodate the following timetable.

January 7, 2021	RFP Released
January 12, 2021 by 2 PM	RFP Questions by Email are Due
January 13, 2021	Addendum Regarding Questions Posted (if Applicable)
February 10, 2021 by 2 PM	Proposals Due
February 10-12, 2021	Proposal Evaluations
February 17, 2021	Award Notification Posted On or About
March 4, 2021	Board Approval

Proposers should provide their best offer with the initial proposal since the District reserves the right to award a contract based on initial Proposal without any further negotiations.

Vendors are given wide latitude in the degree of detail they offer in their Proposal, including the extent to which they describe their corporate capability and how their firm engages in services that meet the objectives of the District. There is no limit on the number of pages; however, Proposers should prepare their Proposal simply and economically, providing a straightforward and concise description of their ability to satisfy the requirements of the RFP. Proposals that are of excessive length, contain a preponderance of boilerplate text, or are redundant are discouraged.

Definitions of Evaluation Criteria for Ranking of Proposals for RFP 20-MI-89

- A. Price of the E-Rate eligible products/services (0-30 points).
 - Switch cost, license/Maintenance cost at 5 years, SFP Cost, and any additional hardware/software/training to meet the needs of the district.
- B. Technical Solution meets the needs of CCDS (0-29 points).
- C. Compliance with RFP requirements (0-16 points).
 - Vendor requirements completed original RFP required documents to include all Attachments/Exhibits.
- D. Price of E-Rate ineligible products, services, and/or fees (0-15 points).
- E. Previous Experience with the School District or provided References (0-10 points).

ATTACHMENT 1
CERTIFICATION REGARDING NON-DISCRIMINATION

THE UNDERSIGNED ASSURES THAT IT SHALL COMPLY WITH:

- A. TITLE VI OF THE CIVIL RIGHTS ACT OF 1964, AS AMENDED, 42 U.S.C. 2000d ET SEQ., WHICH PROHIBITS DISCRIMINATION ON THE BASIS OF RACE, COLOR, OR NATIONAL ORIGIN.
- B. SECTION 504 OF THE REHABILITATION ACT OF 1973, AS AMENDED, 20 U.S.C. 794, WHICH PROHIBITS DISCRIMINATION ON THE BASIS OF HANDICAP.
- C. TITLE IV OF THE EDUCATION AMENDMENTS OF 1972, AS AMENDED, 20 U.S.C. 1681 ET SEQ., WHICH PROHIBITS DISCRIMINATION ON THE BASIS OF SEX.
- D. THE AGE DISCRIMINATION ACT OF 1975, AS AMENDED, 42 U.S.C. 6101 ET SEQ., WHICH PROHIBITS DISCRIMINATION ON THE BASIS OF AGE.
- E. SECTION 654 OF THE OMNIBUS BUDGET RECONCILIATION ACT OF 1981, AS AMENDED, 42 U.S.C. 9849, WHICH PROHIBITS DISCRIMINATION ON THE BASIS OF RACE, CREED, COLOR, NATIONAL ORIGIN, SEX, HANDICAP, POLITICAL AFFILIATION OR BELIEFS.
- F. THE AMERICANS WITH DISABILITIES ACT OF 1990, P.L. 101-336, WHICH PROHIBITS DISCRIMINATION ON THE BASIS OF DISABILITY AND REQUIRES REASONABLE ACCOMMODATION FOR PERSON WITH DISABILITIES.
- G. ALL REGULATIONS, GUIDELINES, AND STANDARDS AS ARE NOW OR MAY BE LAWFULLY ADOPTED UNDER THE ABOVE STATUTES.

THE CONTRACTOR AGREES THAT COMPLIANCE WITH THIS ASSURANCE CONSTITUTES A CONDITION OF RECEIVING PAYMENTS UNDER THIS CONTRACT/PURCHASE ORDER AND THAT IT IS BINDING UPON THE CONTRACTOR FOR THE PERIOD DURING WHICH SERVICES/PRODUCTS ARE PROVIDED.

CONTRACTOR NAME: GovConnection, Inc. dba Connection - Public Sector Solutions

AUTHORIZED CONTRACTOR REPRESENTATIVE SIGNATURE:

Robert Marconi
(Printed Name)

Vice President SLED Sales
(Title)

DocuSigned by:
Robert Marconi
5440A5E5DC3D4A6...
(Signature)

2/4/2021 | 10:45 AM CST
(Date)

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ATTACHMENT 2
CERTIFICATION REGARDING LOBBYING

CERTIFICATION FOR CONTRACTS, GRANTS, LOANS AND COOPERATIVE AGREEMENTS

THE UNDERSIGNED CERTIFIES, TO THE BEST OF HIS OR HER KNOWLEDGE AND BELIEF, THAT:

1. NO FEDERAL APPROPRIATED FUNDS HAVE BEEN PAID OR SHALL BE PAID BY OR ON BEHALF OF THE UNDERSIGNED, TO ANY PERSON FOR INFLUENCING OR ATTEMPTING TO INFLUENCE AN OFFICER OR EMPLOYEE OF ANY AGENCY, A MEMBER OF CONGRESS, AN OFFICER OR EMPLOYEE OF CONGRESS, OR AN EMPLOYEE OF A MEMBER OF CONGRESS IN CONNECTION WITH THE AWARDED 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 ANY FEDERAL CONTRACT, GRANT, LOAN OR COOPERATIVE AGREEMENT.
2. IF ANY FUNDS OTHER THAN FEDERAL APPROPRIATED FUNDS HAVE BEEN PAID OR SHALL 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.
3. THE UNDERSIGNED SHALL REQUIRE THAT THE LANGUAGE OF THIS CERTIFICATION BE INCLUDED IN THE AWARD DOCUMENTS FOR ALL SUB-AWARDS AT ALL TIERS (INCLUDING SUBCONTRACTS, SUB-GRANTS AND CONTRACT UNDER GRANTS, LOANS, AND COOPERATIVE AGREEMENTS) AND THAT ALL SUB-RECIPIENTS SHALL CERTIFY AND DISCLOSE ACCORDINGLY.

THIS CERTIFICATION IS 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 IMPOSED BY SECTION 1352, TITLE 31, and U. S. CODE. ANY PERSON WHO FAILS TO FILE THE REQUIRED CERTIFICATION SHALL BE SUBJECT TO CIVIL PENALTY OF NOT LESS THAN \$10,000 AND NOT MORE THAN \$100,000 FOR EACH SUCH FAILURE.

DocuSigned by:

Robert Marconi

5440A555DC3D4A6...

AUTHORIZED SIGNATURE OF CONTRACTOR

2/4/2021 | 10:45 AM CST

DATE

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ATTACHMENT 3
BIDDER'S STATEMENT OF PRINCIPAL PLACE OF BUSINESS

(To be completed by each Bidder)

Name of bidder: GovConnection, Inc. dba Connection - Public Sector SolutionsIdentify the state in which the bidder has their principal place of business: New Hampshire

Identify the political subdivision (outside of Florida) in which bidder has its principal place of business:

OPINION OF OUT-OF-STATE BIDDER'S ATTORNEY ON BIDDING PREFERENCES

(To be completed by the Attorney for any Out-of-State Bidder)

NOTICE: Section 287.084.(2), Fla. Stat., provides that "A Contractor whose principal place of business is outside this state must accompany any written bid, proposal, or reply documents with a written opinion of any attorney at law licensed to practice law in that foreign state, as to the preferences, if any or non, granted by the law of the state [or political subdivision thereof] to its own business entities whose principal places of business are in that foreign state in the letting of any or all public contract." See also: Section 287.084(1), Fla. Stat.

LEGAL OPINION ABOUT STATE BIDDING PREFERENCES

(Please Select One)

☒ The bidder's principal place of business is in the State of New Hampshire and it is my legal opinion that the laws of that state **do not grant a preference** in the letting of any or all public contracts to business entities whose principal places of business are in that state.

☐ The bidder's principal place of business is in the State of _____ and it is my legal opinion that the laws of that state **grant the following preference(s)** in the letting of any public contracts to business entities whose principal places of business are in that state. [Please describe applicable preference(s) and identify applicable state law(s)]

LEGAL OPINION ABOUT POLITICAL SUBDIVISION BIDDING PREFERENCES

(Please Select One)

☒ The bidder's principal place of business is in the political subdivision of District 1 and it is my legal opinion that the laws of that political subdivision **do not grant a preference** in the letting of any or all public contracts to business entities whose principal places of business are in the political subdivision.

☐ The bidder's principal place of business is in the political subdivision of _____ and it is my legal opinion that the laws of that political subdivision **grant a preference** in the letting of any or all public contracts to business entities whose principal places of business are in the political subdivision. [Please describe applicable preference(s) and identify applicable authority granting the preference(s)]:

Signature of out-of-state bidder's attorney: Ray McIlwainPrinted name of out-of-state bidder's attorney: Raymond McIlwainAddress of out-of-state bidder's attorney: 732 Milford Road, Merrimack, NH 03054Telephone Number of out-of-state bidder's attorney: (240) 234 - 0996E-mail address of out-of-state bidder's attorney: raymond.mcilwain@connection.comAttorney's states of bar admission: Maryland

SCHOOL BOARD OF CLAY COUNTY

APPLICATION #20-MI-89

PAGE 13 OF 13 PAGES

ATTACHMENT 4
NON-COLLUSION AFFIDAVITState of FLORIDA)
County of CLAY)

My name is (INSERT NAME Robert Marconi). I hereby attest that I am authorized to execute this affidavit on behalf of my firm, its owners, directors, and officers. I have personal knowledge of the price(s), guarantees and the total financial commitment represented in the firm's offer and/or contract.

(1) The firm's prices and amounts offered have been arrived at independently and without consultation, communication or agreement with any other contractor or respondent.

(2) Neither the final nor approximate prices or amounts offered have been disclosed to any other firm or person who is a respondent or potential respondent, nor were they disclosed prior to opening of offers.

(3) The offer from my firm is made in good faith and no attempt has been made to induce any firm or person to refrain from submitting an offer, or to submit an offer higher than our offer, or to submit any intentionally high or noncompetitive offer or other form of complementary offer.

(4) (INSERT NAME OF COMPANY GovConnection, Inc. dba Connection - Public Sector Solutions) its affiliates, subsidiaries, officers, directors, employees are not currently under investigation by any governmental agency and have not in the last three years been convicted or found liable for any act prohibited by State or Federal law in any jurisdiction, involving conspiracy or collusion with respect to bidding, proposing or offering on any public contract, except as follows:

I attest that (INSERT NAME OF COMPANY GovConnection, Inc. dba Connection - Public Sector Solutions) understands and acknowledges that the above representations are material and important, and will be relied on by The School Board of Clay County, Florida, in awarding the contract for which this offer is submitted. I understand and my firm understands that any misstatement of material representations herein shall be treated as fraudulent or otherwise intentional concealment of the true facts relating to submission of offers for this contract.

CONTRACTOR NAME: GovConnection, Inc. dba Connection - Public Sector Solutions

AUTHORIZED CONTRACTOR REPRESENTATIVE SIGNATURE:

Robert Marconi
(Printed Name)

DocuSigned by:
Robert Marconi
E440AE5EDC2D4A6
(Signature)

Vice President SLED Sales
(Title)

2/4/2021 | 10:45 AM CST
(Date)

[illegible]

DocuSigned by:

Robert Marconi

F440AE5EDC2D4A6:

Signature

2/4/2021 | 10:45 AM CST

Date _____

[illegible]

- DocuSigned by:

Robert Marconi

F410AF5EDC2D4A6

Signature

2/4/2021 | 10:45 AM CST

Date _____

[illegible]

-DocuSigned by:

Robert Marconi

E440AE5EDC:2D4A6

Signature

2/4/2021 | 10:45 AM CST

Date _____

Connection References

- Company Name: University of North Florida
Contact Name and Title: Clay Maddox, Associate Director of Network and Telecommunication Services
Email: Clay.maddox@unf.edu
Telephone Number: 904-620-1305
Project: Campus wired network refresh utilizing a combination of S Series and N Series switches. Project begun 2 years ago.

- School District of Osceola County
Contact Name and Title: Shawn Woodell, Director of Technology Services
Email: Shawn.woodell@osceolaschools.net
Telephone Number: 407-343-8634 ext. 67023
Project: Campus wired network utilizing N Series. Project begun 5 years ago.

- Company Name: Santa Rosa County District Schools
Contact Name and Title: Ricky Wallace, Enterprise Network Administrator
Telephone Number: 850-983-5085 / 850-400-7400 ext. 3477
Email: wallaceR@santarosa.k12.fl.us
Project: Campus wired network utilizing N Series, now also deploying S Series as the core.

For more than a decade, Connection has been supporting the School Board of Clay County, providing a variety of IT solutions and services. We currently supply the School Board of Clay County with Chromebooks for the entire district. This included successfully shipping thousands of Chromebooks to the School Board of Clay County in a time when manufacturers are experiencing availability/stock constraints in the Chromebook environment. Jamie Stoltze (inside sales) and Jerret Simmons (outside sales) worked diligently with manufacturers and distributors to make this happen.

Jamie and Jerret bring more than 20 years of IT sales experience and have been the district's main points of contact. They have been trusted advisors during these uncertain times and are fully committed and ready to assist with remote and hybrid learning solutions to ensure that learning continues uninterrupted. This is truly a partnership that has been very successful and we want to continue to support this partnership in any way possible, for many years to come!

CONNECTION PRICING



IMPORTANT INFORMATION

Coronavirus Notice:

Notwithstanding anything else to the contrary contained in this proposal or RFQ, Connection shall in no event be liable for delivery delays that are caused by circumstances beyond Connection's reasonable control, including without limitation, carrier delays, product unavailability, fire, acts of God or government agency, severe weather, acts of war, labor shortages, power failures or health pandemics. Furthermore, Connection shall not be liable for any global shipping delays caused by the Coronavirus outbreak. Order status can be obtained from:

<https://www.connection.com/IPA/Reporting/OrderTrackingRequest>

Connection's Remit-To address is:

GovConnection, Inc.

P.O. Box 536477

Pittsburgh, PA 15253-5906



ORDERING INFORMATION
GovConnection, Inc. DBA Connection

Please contact your account manager with any questions.

Ordering Address
GovConnection, Inc.
732 Milford Road
Merrimack, NH 03054

Remittance Address
GovConnection, Inc.
Box 536477
Pittsburgh, PA 15253-5906

Please reference the Contract # on all purchase orders.

TERMS & CONDITIONS

Payment Terms:	NET 30 (subject to approved credit)
FOB Point:	DESTINATION (within Continental US)
Maximum Order Limitation:	NONE
FEIN:	52-1837891
DUNS Number:	80-967-8782
CEC:	80-068888K
Cage Code:	OGTJ3
Business Size:	LARGE
Erate Spin Number:	143026005

WARRANTY: Manufacturer's Standard Commercial Warranty

NOTE: It is the end user's responsibility to review, understand and agree to the terms of any End User License Agreement (EULA).

link on the left side of the page to print one: <https://www.govconnection.com/web/Shopping/ProofOfPurchase.htm>

Please forward your Contract or Purchase Order to:

SLEDOPS@connection.com

QUESTIONS: Call 800-800-0019

FAX: 603.683.0374



Dorado Cruz Solution Quote

SALES QUOTE

GovConnection, Inc.
732 Milford Road
Merrimack, NH 03054

Account Executive: Jamie Stoltze
Phone: (800) 800-0019 ext. 75520
Fax: 603-683-0882
Email: jamie.stoltze@connection.com

Account Manager:
Phone:
Fax:
Email:

25140895.01

PLEASE REFER TO THE ABOVE
QUOTE # WHEN ORDERING

Date: 2/2/2021
Valid Through: 3/4/2021
Account #: 966509/k01656

Customer Contact: Sally Difolco
Email: sara.difolco@myoneclay.net

Phone: (904) 336-9579
Fax:

QUOTE PROVIDED TO:	SHIP TO:
AB#: 966509 CLAY COUNTY SCHOOL BOARD 814 WALNUT ST GREEN COVE SPRINGS, FL 32043 (904) 284-6500	AB#: 13192327 CLAY COUNTY SCHOOL BOARD INFORMATION SERVICES 900 WALNUT ST GREEN COVE SPRINGS, FL 32043 (904) 529-4996

DELIVERY	FOB	SHIP VIA	SHIP WEIGHT	TERMS	CONTRACT ID#
5-30 Days A/R/O	Destination	UPS Ground Commercial	.00 lbs	NET 30	143026005

* Line #	Qty	Item #	Mfg. Part #	Description	Mfg.	Price	Ext
1	1			Dorado Cruz OC 2500 Devices 5 Years Subscription Custom SKU created for Clay County School District		\$ 127,522.68	\$ 127,522.68
2				This quote is valid for 90 Days from the 2/10/2021 bid opening date, which supersedes the "Valid Through" date at the top of this quote. Delivery within 30 calendar days, ARO. This supersedes the delivery timeframe indicated at the top of this quote.			\$ -
Subtotal							\$ 127,522.68
Fee							\$ 0.00
Shipping and Handling							\$ 0.00
Tax							Exempt!
Total							\$ 127,522.68



48 Port Copper Solution Quote

SALES QUOTE

25142365.01

PLEASE REFER TO THE ABOVE
QUOTE # WHEN ORDERING

Date: 2/2/2021
Valid Through: 3/4/2021
Account #: 966509/k01656

GovConnection, Inc.
732 Milford Road
Merrimack, NH 03054

Account Executive: Jamie Stoltze
Phone: (800) 800-0019 ext. 75520
Fax: 603-683-0882
Email: jamie.stoltze@connection.com

Account Manager:
Phone:
Fax:
Email:

Customer Contact: Sally Difolco
Email: sara.difolco@myoneclay.net

Phone: (904) 336-9579
Fax:

QUOTE PROVIDED TO:	SHIP TO:
AB#: 966509 CLAY COUNTY SCHOOL BOARD 814 WALNUT ST GREEN COVE SPRINGS, FL 32043 (904) 284-6500	AB#: 13192327 CLAY COUNTY SCHOOL BOARD INFORMATION SERVICES 900 WALNUT ST GREEN COVE SPRINGS, FL 32043 (904) 529-4996

DELIVERY	FOB	SHIP VIA	SHIP WEIGHT	TERMS	CONTRACT ID#
5-30 Days A/R/O	Destination	UPS Ground Commercial	.00 lbs	NET 30	143026005

* Line #	Qty	Item #	Mfg. Part #	Description	Mfg.	Price	Ext
1	820			Dell PowerSwitch N2248PX-ON		\$ 2,853.28	\$ 2,339,689.60
2	450			Dell Networking, Transceiver, SFP, 1000BASE-SX, 850nm Wavelength, 550m Reach		\$ 53.54	\$ 24,093.00
3	50			Dell Networking, Cable, SFP28 to SFP28, 25GbE, Passive Copper Twinax Direct Attach Cable, 3 Meter		\$ 30.36	\$ 1,518.00
4	820			Dell Networking, Cable, QSFP+ to QSFP+, 40GbE Passive Copper Direct Attach Cable, 1 Meter		\$ 33.74	\$ 27,666.80
5				This quote is valid for 90 Days from the 2/10/2021 bid opening date, which supersedes the "Valid Through" date at the top of this quote. Delivery within 30 calendar days, ARO. This supersedes the delivery timeframe indicated at the top of this quote.			\$ -
Subtotal						\$	2,392,967.40
Fee						\$	0.00
Shipping and Handling						\$	0.00
Tax							Exempt!
Total						\$	2,392,967.40



Product Notes for Quote# 25142365.01

Item #	Description	Notes
	Dell PowerSwitch N2248PX-ON	<p>Powerswitch N2248PX-ON, 48x1/2.5G, PoE 30W/60W, 4x25G, 2x40G Stacking, 1xAC PSU, IO/PS airflow, OS6 210-ASPX - 1 -</p> <p>Dell Hardware Limited Warranty 1 Year 828-9439 - 1 -</p> <p>Lifetime Limited Hardware Warranty with Basic Hardware Service Next Business Day Parts Only on Your Network Switch 828-9440 - 1 -</p> <p>ProSupport Next Business Day Onsite Service After Problem Diagnosis, 5 Years 828-9445 - 1 -</p> <p>ProSupport 7x24 HW-SW Technical Support, 5 Years 828-9461 - 1 -</p> <p>Thank you choosing Dell ProSupport. For tech support, visit //www.dell.com/support or call 1-800-945-3355 989-3439 - 1 -</p> <p>INSTALL DECLINED - Switch deployment performed by Customer or 3rd party 987-2549 - 1 -</p> <p>Power Supply, 1600W AC, Hot Swap, N2248PX, N3224PX, N3248PXE, MPS-1S Shelf, MPS-3S Shelf 450-AJHK - 1 -</p> <p>Power Cord, 125V, 15A, 10 Feet, NEMA 5-15/C13 450-AAFH - 2 -</p> <p>Dell EMC Networking N2200-ON Series Americas User Guide 343-BBPO - 1</p>



48 Port FiberCore Solution Quote

SALES QUOTE

GovConnection, Inc.
732 Milford Road
Merrimack, NH 03054

Account Executive: Jamie Stoltze
Phone: (800) 800-0019 ext. 75520
Fax: 603-683-0882
Email: jamie.stoltze@connection.com

Account Manager:
Phone:
Fax:
Email:

25142376.01

PLEASE REFER TO THE ABOVE
QUOTE # WHEN ORDERING

Date: 2/2/2021
Valid Through: 3/4/2021
Account #: 966509/k01656

Customer Contact: Sally Difolco
Email: sara.difolco@myoneclay.net

Phone: (904) 336-9579
Fax:

QUOTE PROVIDED TO:

AB#: 966509
CLAY COUNTY SCHOOL BOARD
814 WALNUT ST
GREEN COVE SPRINGS, FL 32043

SHIP TO:

AB#: 13192327
CLAY COUNTY SCHOOL BOARD
INFORMATION SERVICES
900 WALNUT ST
GREEN COVE SPRINGS, FL 32043

(904) 284-6500

(904) 529-4996

DELIVERY	FOB	SHIP VIA	SHIP WEIGHT	TERMS	CONTRACT ID#
5-30 Days A/R/O	Destination	UPS Ground Commercial	.00 lbs	NET 30	143026005

* Line #	Qty	Item #	Mfg. Part #	Description	Mfg.	Price	Ext
1	60			Dell PowerSwitch S5248-ON		\$ 5,502.56	\$ 330,153.60
2	2,880			Dell Networking, Transceiver, SFP, 1000BASE-SX, 850nm Wavelength, 550m Reach		\$ 53.54	\$ 154,195.20
3	60			Dell Networking Cable, 100GbE, QSFP28 to QSFP28, Passive Copper Direct Attach, 1 Meter		\$ 71.58	\$ 4,294.80
4				This quote is valid for 90 Days from the 2/10/2021 bid opening date, which supersedes the "Valid Through" date at the top of this quote. Delivery within 30 calendar days, ARO. This supersedes the delivery timeframe indicated at the top of this quote.			\$ -
Subtotal						\$	488,643.60
Fee						\$	0.00
Shipping and Handling						\$	0.00
Tax							Exempt!
Total						\$	488,643.60



Product Notes for Quote# 25142376.01

Item #	Description	Notes
	Dell PowerSwitch S5248-ON	<p>Dell EMC S5248F-ON Switch, 48x25GbE SFP28, 4x100GbE QSFP28, 2x100GbE QSFP-DD, IO to PSU, 2xPSU, OS10 210-APEX - 1 -</p> <p>Dell EMC S52XX-ON Series User Guide 343-BBLP - 1 -</p> <p>OS10 Enterprise, S5248F-ON 634-BRUN - 1 -</p> <p>Dell Hardware Limited Warranty 1 Year 818-4856 - 1 -</p> <p>ProSupport:Next Business Day Onsite Service After Problem Diagnosis, 1 Year 818-4869 - 1 -</p> <p>ProSupport:Next Business Day Onsite Service After Problem Diagnosis, 4 Years Extended 818-4871 - 1 -</p> <p>-</p> <p>ProSupport:7x24 HW/SW Technical Support and Assistance, 5 Years 818-4891 - 1 -</p> <p>Dell Limited Hardware Warranty Extended Year(s) 975-3461 - 1 -</p> <p>Thank you choosing Dell ProSupport. For tech support, visit //www.dell.com/support or call 1-800- 945-3355 989-3439 - 1 -</p> <p>Info 3rd Party Software Warranty provided by Vendor 997-6306 - 1 -</p> <p>On-Site Installation Declined 900-9997 - 1 -</p> <p>Dell Networking, Jumper Cord, 250V, 12A, 2 Meters, C13/C14, US 450-AASX - 1 -</p> <p>Dell Networking, Jumper Cord, 250V, 12A, 2 Meters, C13/C14, US 450-AASX - 1 -</p>



Portable Classroom Solution Quote

SALES QUOTE

25143699.01

PLEASE REFER TO THE ABOVE
QUOTE # WHEN ORDERING

GovConnection, Inc.
732 Milford Road
Merrimack, NH 03054

Account Executive: Jamie Stoltze
Phone: (800) 800-0019 ext. 75520
Fax: 603-683-0882
Email: jamie.stoltze@connection.com

Date: 2/2/2021
Valid Through: 3/4/2021
Account #: 966509/k01656

Account Manager:
Phone:
Fax:
Email:

Customer Contact: Sally Difolco
Email: sara.difolco@myoneclay.net

Phone: (904) 336-9579
Fax:

QUOTE PROVIDED TO:	SHIP TO:
AB#: 966509 CLAY COUNTY SCHOOL BOARD 814 WALNUT ST GREEN COVE SPRINGS, FL 32043 (904) 284-6500	AB#: 13192327 CLAY COUNTY SCHOOL BOARD INFORMATION SERVICES 900 WALNUT ST GREEN COVE SPRINGS, FL 32043 (904) 529-4996

DELIVERY	FOB	SHIP VIA	SHIP WEIGHT	TERMS	CONTRACT ID#
5-30 Days A/R/O	Destination	UPS Ground Commercial	.00 lbs	NET 30	143026005

* Line #	Qty	Item #	Mfg. Part #	Description	Mfg.	Price	Ext
1	1,600			Del PowerSwitch N1108EP-ON		\$ 464.43	\$ 743,088.00
2	1,600			Dell Networking, Transceiver, SFP, 1000BASE-SX, 850nm Wavelength, 550m Reach		\$ 53.54	\$ 85,664.00
3				This quote is valid for 90 Days from the 2/10/2021 bid opening date, which supersedes the "Valid Through" date at the top of this quote. Delivery within 30 calendar days, ARO. This supersedes the delivery timeframe indicated at the top of this quote.			\$ -
Subtotal						\$	828,752.00
Fee						\$	0.00
Shipping and Handling						\$	0.00
Tax							Exempt!
Total						\$	828,752.00



Product Notes for Quote# 25143699.01

Item #	Description	Notes
	Del PowerSwitch N1108EP-ON	<p>Dell EMC Switch N1108EP-ON, L2, 8 ports, RJ45 PoE/PoE+, 2 ports SFP 1GbE 210-ARUK - 1 - Power Cord, 125V, 15A, 10 Feet, NEMA 5-15/C13 450-AAFH - 1 - Dell Networking N1100 Series User Guide 343-BBES - 1 - Dell Hardware Limited Warranty 1 Year 813-1269 - 1 - Lifetime Limited Warranty. Warranty Extends Until 5 Years After End Of Product Model Sales 813-1272 - 1 - ProSupport: Next Business Day Onsite Service After Problem Diagnosis, 5 Years 813-1282 - 1 - ProSupport: 7x24 HW/SW Tech Support and Assistance, 5 Years 813-1319 - 1 - Thank you choosing Dell ProSupport. For tech support, visit http://www.dell.com/support or call 1-800-945-3355 989-3439 - 1 - On-Site Installation Declined 900-9997 - 1 -</p>



Training Solution Quote

SALES QUOTE

25144615.01

 PLEASE REFER TO THE ABOVE
QUOTE # WHEN ORDERING

 Date: 2/2/2021
Valid Through: 3/4/2021
Account #: 966509/k01656

 GovConnection, Inc.
732 Milford Road
Merrimack, NH 03054

 Account Executive: Jamie Stoltze
Phone: (800) 800-0019 ext. 75520
Fax: 603-683-0882
Email: jamie.stoltze@connection.com

 Account Manager:
Phone:
Fax:
Email:

 Customer Contact: Sally Difolco
Email: sara.difolco@myoneclay.net

 Phone: (904) 336-9579
Fax:

QUOTE PROVIDED TO:

 AB#: 966509
CLAY COUNTY SCHOOL BOARD
814 WALNUT ST
GREEN COVE SPRINGS, FL 32043

(904) 284-6500

SHIP TO:

 AB#: 13192327
CLAY COUNTY SCHOOL BOARD
INFORMATION SERVICES
900 WALNUT ST
GREEN COVE SPRINGS, FL 32043

(904) 529-4996

DELIVERY	FOB	SHIP VIA	SHIP WEIGHT	TERMS	CONTRACT ID#
5-30 Days A/R/O	Destination	UPS Ground Commercial	.00 lbs	NET 30	143026005

* Line #	Qty	Item #	Mfg. Part #	Description	Mfg.	Price	Ext
1	1			Education Services PowerSwitch Campus Implementation and Administration ILT 5Day Expire1YR		\$ 1,431.50	\$ 1,431.50
2	1			Education Services PowerSwitch Data Center Implementation and Administration ILT 5Day Expire1YR		\$ 1,431.50	\$ 1,431.50
3				This quote is valid for 90 Days from the 2/10/2021 bid opening date, which supersedes the "Valid Through" date at the top of this quote. Delivery within 30 calendar days, ARO. This supersedes the delivery timeframe indicated at the top of this quote.			\$ -
Subtotal							\$ 2,863.00
Fee							\$ 0.00
Shipping and Handling							\$ 0.00
Tax							Exempt!
Total							\$ 2,863.00

WARRANTY AND SPECIFICATION DATA SHEETS



Dell EMC PowerSwitch Data Center Implementation and Administration

Course Description

Course Duration

40 hours

Overview

The Dell EMC PowerSwitch Data Center Implementation and Administration course is part of the certification training path leading to Dell EMC Certified Specialist, Networking. This course is On Demand with hands-on activities.

Audience

This course is intended for professionals those who configure, manage, and troubleshoot Dell EMC Data Center Networking products. This course enables students to implement Dell EMC networking solutions into the data center. It focuses on OS10 and S-Series switch features and functionality.

Prerequisite Knowledge/Skills

The pre-requisite for this course is that, the student must have completed the Associate course -Dell EMC PowerSwitch Concepts and Features.

Course Objectives

Upon successful completion of this course, participants should be able to:

- Describe networking technologies and data flows found in the data center environment.
- Perform basic switch setup tasks.
- Describe, configure, and troubleshoot VLANs.
- Explain the importance of Spanning Tree Protocol (STP), and then configure, verify, and troubleshoot the feature.
- Describe static and dynamic Link Aggregation Groups (LAG). Configure and troubleshoot port channel configuration issues.
- Configure discovery protocols and interpret Link Layer Discovery Protocol (LLDP) output.
- Demonstrate familiarity with IP subnetting and configure static routes.
- Explain, Configure, and validate Open Shortest Path First (OSPF) routing.
- Explain, configure, and validate Border Gateway Protocol (BGP) and Equal-cost multi-path routing (ECMP).
- Describe, configure, and validate Virtual Link Trunking (VLT).
- Configure and validate Virtual Router Redundancy Protocol (VRRP) and list use cases.
- Configure uplink failure detection and explain what it is used for.
- Implement Policy based routing (PBR).
- Configure and validate Virtual Routing and Forwarding (VRF).

Support Contact [Education Services](#)

DELL EMC Corporation
Hopkinton
Massachusetts
01748-9103
1-508-435-1000
In North America
1-866-464-7381



Dell EMC PowerSwitch Data Center Implementation and Administration

Course Description

Course Duration

40 hours

- Describe and configure security features including Access Control List (ACL), Port Security, and Authentication, Authorization, and Accounting (AAA).
- Explain the need for Quality of Service (QoS) and configure for a data center environment.
- Configure a switch to function as a Dynamic Host Configuration Protocol (DHCP) server or relay agent. Differentiate between Internet Group Management Protocol (IGMP) and Protocol-Independent Multicast PIM and configure into an existing multicast environment.

Course Outline

The content of this course is designed to support the course objectives.

- Data Center Networking Overview
- Basic Switch Configuration
- Virtual LANs
- Link Aggregation Groups
- Spanning Tree Protocols and Discovery Protocols
- Border Gateway Protocol
- Virtual Router Redundancy Protocol
- Basic Routing
- Open Shortest Path First - OSPF
- Virtual Link Trunking
- Uplink Failure Detection
- Policy-Based Routing
- Virtual Routing and Forwarding
- Security

Support Contact

[Education Services](#)

DELL EMC Corporation

Hopkinton
Massachusetts
01748-9103
1-508-435-1000
In North America
1-866-464-7381

In addition to lecture and demonstrations, this course includes labs designed to allow practical experience for the participant.

Course Delivery Modes and Product Version Information

Refer to the **Product Version Description** document for a list of Delivery Modes and product versions covered by this course.



Dell EMC PowerSwitch Data Center Implementation and Administration

Course Description

Course Duration

40 hours

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Support Contact

[Education Services](#)

DELL EMC Corporation

Hopkinton

Massachusetts

01748-9103

1-508-435-1000

In North America

1-866-464-7381



Dell EMC PowerSwitch Campus Implementation and Administration

Course Description

Course Duration

40 hours

Overview

This Instructor Led course is designed to instruct the learner on various topics related to the theory, configuration, and troubleshooting of layer 2 and layer 3 protocols typically found in a Campus networking environment. The theory learned in lecture will be put to practical application with hands-on labs utilizing Dell EMC N-Series switches.

Audience

This course is intended for professionals those who configure, manage, and troubleshoot Dell EMC Campus Networking Products.

Prerequisite Knowledge/Skills

The pre-requisite for this course is that, the student must have completed the Associate course -Dell EMC PowerSwitch Concepts and Features

Course Objectives

Upon successful completion of this course, participants should be able to:

- Describe the Dell EMC Campus Portfolio
- Describe networking technologies and data flows found in the campus environment.
- Perform basic switch setup tasks.
- Describe, configure, and troubleshoot VLANs.
- Explain the importance of Spanning Tree Protocol (STP), and then configure, verify, and troubleshoot the feature.
- Describe static and dynamic Link Aggregation Groups (LAG). Configure and troubleshoot LAG configuration mismatch
- Describe the components that makeup an MLAG and Configure and validate MLAG configuration.
- Describe the characteristics of the discovery protocols supported by the N-Series switch and use cases.
- Describe and configure security features including Access Control List (ACL), Port Security, and Authentication, Authorization, and Accounting (AAA) Security
- Configure PoE on a switch port and determine the cause for an IP Phone not powering on. Provide examples common POE devices.
- Explain the need for Quality of Service (QoS), Identify the characteristics of QoS and configure QoS on N-Series switches.

Support Contact [Education Services](#)

DELL EMC Corporation
Hopkinton
Massachusetts
01748-9103
1-508-435-1000
In North America
1-866-464-7381



Dell EMC PowerSwitch Campus Implementation and Administration

Course Description

Course Duration

40 hours

- Describe the basic operation of VOIP and identify the configuration requirements to support VOIP devices
- Identify the N-Series pre-defined VOIP policy and manipulate Voice VLAN to achieve desired quality of service for voice traffic
- Describe the basic operation DHCP and DHCP Relay. Configure DHCP using a N-Series switch and identify the options to secure DHCP from attacks.
- Describe the basic operation of VRRP and identify the components of VRRP
- Configure and Validate VRRP configurations
- Configure IPv4 on an interface
- Demonstrate familiarity with IP subnetting and configure static routes. Compare static routing with dynamic routing.
- Troubleshoot a problem using ARP table and Traceroute commands
- Describe the basic operation of policy based routing. Configure and Validate PBR configurations
- Identify PBR use cases
- Describe the concepts relating to IP Multicast technology and identify the steps required to configure multicasting
- Compare IGMP and PIM use cases
- Define IPv6 address types, EUI64 and ipv6 auto configuration
- Describe stacking and its benefits
- Describe the topology options (cascade vs ring), Roles (Master, Standby, Member) and hardware used for connectivity between chassis.

Support Contact

[Education Services](#)

DELL EMC Corporation
Hopkinton
Massachusetts
01748-9103
1-508-435-1000
In North America
1-866-464-7381

Course Outline

The content of this course is designed to support the course objectives.

- Campus Networking Overview
 - Define Campus Networking
 - Campus Networking Technologies
 - Campus Topologies
- Campus Networking Overview
 - Boot Process
 - Mgmt IP and Firmware
 - Standalone vs stack



Dell EMC PowerSwitch Campus Implementation and Administration

Course Description

Course Duration

40 hours

- Virtual LAN (VLAN)
 - VLAN Overview
 - VLAN Tagging, Switchport modes, Switch Tag Filtering
 - Default VLAN, VLAN Database, VLAN Interfaces and Configurable VLAN Range
 - Configuration Validation and Troubleshooting VLANs
 - Private VLANs
 - Use cases
 - Routed VLANs
- Spanning-Tree Protocol
 - STP Basics
 - RSTP protocol
 - MSTP protocol
 - RSTP-PV Protocol
 - STP Protection
 - Troubleshooting
- Link Aggregation Groups (LAGs)
 - Overview
 - Operation of LAGs
 - Static LAG
 - Link Aggregation Control Protocol (LACP)
 - Interaction with STP
 - Switch to Server LAG
- MLAG (Multi-chassis Link Aggregation)
 - Overview
 - Components
 - Peer Link and Peers
 - Limitations of MLAG
 - Firmware Updates
 - Configuration, Validation and Troubleshooting
- Discovery Protocols
 - Discover Protocols Overview
 - Packet info (text fields in the frame), with visual examples
 - ISDP, CDP and LLDP
 - N-Series run ISDP
- Security
 - Access Control Lists
 - Port Security
 - AAA Security

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Dell EMC PowerSwitch Campus Implementation and Administration

Course Description

Course Duration

40 hours

- Power Over Ethernet (PoE)
 - Overview
 - Example POE devices
 - Power Standards, Class of device and power requirements
 - Static vs Dynamic power budget
 - PoE Limits per switch model and port number
 - Configuring PoE on Campus Switches
 - Validation using show commands
 - Determine the cause for an IP Phone not powering on
 - Measure the power output for a given interface and/or the entire switch
- Quality of Service (QoS)
 - QoS Overview
 - Classification
 - Queuing
 - Shaping
 - Policing
 - Congestion
 - Protocols
- Voice Over IP (VOIP)
 - VOIP Overview
 - N-Series predefined policy
 - VLAN support
 - LLDP-MED
 - dotp and diffserv
 - ISDP/CDP in Cisco phone configs
- DHCP
 - DHCP Overview
 - DHCP protocol
 - DHCP Server Options (supported and not supported)
 - DHCP Server
 - DHCP Helper
 - DHCP L2 relay, snooping
- VRRP
 - VRRP Overview
 - Priority
 - Master vs slave
 - Staggering per VLAN
 - Object tracking

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Dell EMC PowerSwitch Campus Implementation and Administration

Course Description

Course Duration

40 hours

- Addresses and uses (multicast, VIP)
 - Pre-empt vs no pre-empt
- Routing
 - Route Basics
 - Static Routing
 - OSPF
 - BGP
- Policy based routing (PBR)
 - Overview of PBR
 - Working of PBR
 - Examples for Traffic Isolation, Server Priority and VLAN Redirection
 - Configuring, Validation and Troubleshooting PBR
- Multicast
 - Overview
 - IGMP Query/Snooping (within network)
 - PIM (routing multicast)
- IPv6
 - IPv6 Addressing
 - Scopes
 - ICMP
- Stacking
 - Need for stacking
 - Topology options (cascade vs ring)
 - Roles (Master, Standby, Member)
 - Hardware used for connectivity between chassis
 - Setting member priority
 - General Stacking guidelines
 - User port vs. stack modules

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In addition to lecture and demonstrations, this course includes labs designed to allow practical experience for the participant.

Course Delivery Modes and Product Version Information

Refer to the **Product Version Description** document for a list of Delivery Modes and product versions covered by this course.

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Dell EMC PowerSwitch Campus Implementation and Administration

Course Description

Course Duration

40 hours

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CONNECTION QUALIFICATIONS AND CAPABILITIES



Executive Summary

Connection® Public Sector Solutions is a K–12 Education market leader. Our contract portfolio includes hundreds of school districts nationwide that have come to recognize and rely upon our demonstrated excellence of service and close affinity for the needs of the K–12 education information technology market.

Founded in 1982, Connection is a Fortune 1000 company that currently employs 2,500 people and has revenues of \$3 billion. Our Public Sector team's philosophy is to offer a "best value" solution with a focus on public institutional customers. We have in-house specialists dedicated to understanding how to serve the public and education marketplace, by providing technology products and solutions with award-winning service. Connection helps customers solve the key business challenges inherent in any IT project by:

- Understanding the core problem
- Identifying the best-fit solution for the customer
- Delivering services customized to the customer's unique requirements
- Validating that true knowledge transfer takes place for the customer to maintain self-sufficiency
- Layering in maintenance and support to extend the lifecycle and reliability of the solution
- Ensuring that customers derive the maximum value from their IT technology investments

Connection works closely with IT, academic, and administrative departments on website purchasing development, campus integration standards, marketing plans, and streamlining purchasing procedures. Connection offers robust product lines, expert marketing, and maintains an award-winning reputation for comprehensive service.

Connection has strong relationships with more than 1,600 manufacturers, including original equipment manufacturers (OEMs) Hewlett Packard Enterprise, HP Inc., Lenovo, Dell EMC, Samsung, Acer, IBM, Panasonic, Kingston Technologies, Tripp Lite, Belkin, Targus, and numerous others. Our partner alliances are leveraged through our multiple successful contracts. These relationships, coupled with best commercial practices for delivery, ensure that we will be able to meet any stringent delivery requirements of our customers.

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

Connection has attained industry leadership by adhering tenaciously to a high standard of quality—in our people, products, partnerships, and technology. Despite our continued growth, we have never lost sight of the core of our success—**customer satisfaction**.

Company History

In recent years, we have grown into a Fortune 1000 company, with annual revenues of \$3 billion. Today, our 2,500 employees work in three offices in New Hampshire, as well as sites in Connecticut, Florida, Illinois, Massachusetts, Maryland, New Jersey, Pennsylvania, South Dakota, and in our full service, ISO 9001:2015-certified Technology Integration and Distribution Center (TIDC) in Wilmington, Ohio.



Notable events in our history include:

- 1982** Company founded as "PC Connection."
- 1987** Named to the *Inc.* 500.
- 1993** GovConnection incorporated as ComTeq Federal, Inc.
- 1998** PC Connection opened its new corporate headquarters in Merrimack, NH.
- 1999** PC Connection purchased ComTeq Federal, a Maryland-based company that had successfully served the expansive and growing computing needs of federal government agencies since 1993.
- 2001** ComTeq Federal re-christened GovConnection, Inc., and now handles all government and education customers.
- 2002** PC Connection purchased MoreDirect, a company providing medium-to-large organizations with a comprehensive, Web-based eProcurement solution.
- 2005** PC Connection purchased the business and selected assets of Amherst Technologies, Inc., a New Hampshire-based company.
- 2009** PC Connection opened a new GovConnection sales office in North Sioux City, South Dakota, expanding its reach to serve government and education accounts.
- 2011** PC Connection acquired ValCom Technology, a Chicago-based company providing technology services and delivering infrastructure management and on-site managed services utilizing proprietary cloud-based IT service management software, WebSPOC™.
- 2013** PC Connection opened another new GovConnection sales office in Shelton, Connecticut, expanding our reach to serve even more government and education accounts.
- 2013** PC Connection introduced the Cloud Solutions Practice, increasing its services expertise to cover 8 distinct IT practice areas.
- 2015** GovConnection opened a new 268,000 square-foot TIDC in Wilmington, Ohio.
- 2016** PC Connection opened new GovConnection sales office in Boca Raton, Florida.
- 2016** PC Connection opened new GovConnection sales office in Wilmington, Ohio.
- 2016** PC Connection acquired Softmart.
- 2016** PC Connection acquired GlobalServe.
- 2016** Announces corporate rebranding. New "Connection" brand unites all subsidiaries (PC Connection, GovConnection, MoreDirect, and Softmart) under one clear, concise, and powerful brand name. NASDAQ stock ticker changes from PCCC to CNXN.

Ever-changing technology will continue to shape the way we work, communicate, and manage our lives. As technology marches forward, our company will continue to evolve to respond to our customers' needs, from design through deployment.

Commitment to K-12 Institutions

Connection has worked extensively to offer coverage specific to the verticals that encompass the SLED market, mainly the kindergarten through 12th grade education (K-12), higher education, and state and local government markets. This includes providing all account managers with a specific vertical that they focus on, allowing them to become subject matter experts, and able to be a trusted advisor to our customers. We have also hired a vertical alliance manager (VAM) for each of these verticals. These vertical leads are responsible for the creation and implementation of growth strategies for their assigned market. They will identify strengths and opportunities to support long-term growth and sustainability. Each VAM has extensive experience with the vertical they support, and they use this experience to work with emerging technology vendors, to make sure Connection is offering a complete solution for that vertical. This includes investigating and offering niche products for that vertical, and new and emerging technologies. Adding to their expertise and industry experience, our VAM's also participate in ongoing training, seminars, and customer meetings to ensure they are aware of their customers' needs and challenges, which they pass along to our account managers.

For the K-12 sector, Connection has grown our supporting team considerably. This included adding Corey Petersen as the vertical sales lead, and Pam Aulakh as the K-12 VAM. As a VAM, Pam is your K-12 Education Strategist and is available to work your team to identify strengths and opportunities to support long-term growth and sustainability. As a former educator and technology leader in a top tier K-12 school district, she is uniquely positioned to understand the culture as well as the challenges that are specific the K-12 market.



While not solely dedicated to K-12, Connection has also added two Microsoft Innovative Educators (MIE), Cindy Daniels and Nicole Caldwell. Cindy and Nicole use their 30 years combined experience as K-12 educators to focus on providing professional development and support surrounding Microsoft solutions. With the addition of our MIE's, Connection is now a Microsoft Global training partner and is proud to be the first reseller to be certified through Microsoft's new program that focused on Professional Development. Connection has invested in a team of Microsoft Professional Development strategists and developed partnerships with Certified Google Cloud partners. We can support your staff with professional learning on platforms such as M365 and GSuite.

E-Rate Strategy

As a Category 2 Internal Connections Service Provider, Connection® Public Sector Solutions has been involved with many strategic projects for E-Rate applicants. Remote learning and networking infrastructure are becoming a must have in these changing times. Our E-Rate customers have relied on Connection to provide a complete turnkey solution around internal connections to include networking, wireless, cabling, implementation, and support.

Connection has more than 540 engineering, services, and technical staff to design, implement, and manage the most complex of networking designs. We can support multiple manufacturers and software publishers, including Aruba, Cisco, Palo Alto, Meraki, and more. We can augment your IT staff or take complete control of the project from design to outsourced management of the networking platform.

Historically, we have done large-scale integration projects to include complex wireless network designs and implementations. We have designed multi-site Layer 2 and Layer 3 switching technologies. We have successfully done multi-site deployments that include structured CAT 5+ and CAT 6 cabling infrastructure, fiber backbone design, and implementation. Connection has also successfully partnered with 3rd party partners that can provide an extra layer of design and support like point-to-point wireless mesh technologies. In addition, we employ several Certified Security Engineers to help design safe, secure firewall implementations and remote access networks that will support your remote learning environments.



Company Profile

Connection is a Fortune 1000 Global Solutions Provider that connects people with technology to enhance growth, elevate productivity, and empower innovation.

The Connection brand includes Connection® Business Solutions, Connection® Enterprise Solutions, and Connection® Public Sector Solutions, which provide customer-centric IT solutions and services for small- to medium-sized businesses, enterprises, and public sector markets, respectively.

Our Story

When Patricia Gallup and David Hall founded this company 39 years ago, the personal computer was a revolutionary idea they knew would change the world. They were right.

Since that day back in 1982, technology has advanced in leaps and bounds. And we've been there all along, helping people connect with innovative technologies—from the PC to the latest cloud services—in new and exciting ways.

Establishing a reputation as a pioneer in the industry early on, our experts set the standard for the levels of service and support customers expect in the marketplace today. We became known as an innovator and service leader by introducing toll-free technical support before, during, and after the sale. Our team was constantly on the lookout for services that would differentiate the company from the competition and offer customers a higher level of comfort and convenience. Today, we are a Fortune 1000 company with annual revenues topping \$3 billion. We've come a long way—and we haven't stopped yet.

A Trusted Technology Advisor

Twice recognized by Forbes as one of "America's Most Trustworthy Companies," our mission is to provide customers with the expert guidance, state-of-the-art tools, and exceptional service to solve their technology challenges. Today, we serve our customers through our staff of highly trained Account Managers, our team of on-staff experts, and our efficient procurement websites. A collaborative approach to the design, deployment, and support of technology has fueled Connection's growth and earned us the reputation of trusted advisor to our customers.

Solve Your Toughest IT Challenges with Expertise You Can Count On

THE TEAM	THE EXPERTISE	THE BUYING POWER
2500+ Employees	44,000 Hours of training annually	1600+ Technology partners
765+ Account managers	2500+ Professional certifications	425,000 IT products available
7 Years Average tenure	Hundreds of training hours per engineer every year	225,000+ Custom configurations completed every year and growing



Connection



Technical Expertise

Offering nationwide service coverage, access to more than 425,000 products, and in-house teams of certified technical experts, project managers, and engineers, Connection continues to expand its capabilities to meet evolving customer needs. From virtualization and cloud computing to mobility and security solutions, the Company pushes the boundaries of information technology to provide the performance, value, and efficiency customers need to achieve better business outcomes.

Connection delivers custom-configured computer systems from an ISO 9001:2015 certified technical configuration lab at our Technology Integration and Distribution Center (TIDC) in Wilmington, Ohio. In addition, the Company maintains more than 2,500 technical certifications to ensure that we can solve the most complex issues of our customer.

Who is Connection?

- We are a financially stable, Fortune 1000 company.
- We offer complete solutions and services designed to improve operations and increase the value of IT.
- We employ the most highly trained, experienced IT professionals in the industry.
- We are dedicated to exceptional customer service.
- We offer global procurement in 174 countries with over 500 suppliers, allowing us to provide IT service management that's unmatched in our industry

Company Fast Facts

- Founded: 1982
- President, Connection Public Sector Solutions, Robert Howard
- Corporate headquarters: Merrimack, NH
- Locations: Merrimack, Keene and Portsmouth, NH; Shelton, CT; Boca Raton, FL; Schaumburg, IL; Wilmington, OH; Marlborough, MA; Rockville, MD; Englewood Cliffs, NJ; Exton, PA; and Dakota Dunes, SD
- Annual revenue: \$3 billion (2020)
- NASDAQ listing: CNXN

Why Choose Connection?

Connection delivers value to our customers through a combination of depth of experience, savings, and outstanding service. We are committed to the highest standards of quality in our people, products, partnerships, and technology to ensure we continue to deliver on the reason for our success—customer satisfaction. When you partner with Connection you will receive:



- **Contract Expertise**—Connection is named on many of the contracts you may use today. We'll leverage your contract pricing and offer competitive pricing for off-contract items.
- **Technology Solutions**—Connection transforms technology, turning trusted brands into complete IT solutions by adding a unique combination of IT services, expertise, and support.
- **Dedicated Account Teams**—Connection employs the industry's most tenured sales force and understands your environment and the external forces affecting it.
- **Team of Experts**—Connection's team of experts can support the assessment, design, implementation, and management of all your IT projects.
- **Software Licensing**—Connection's experienced licensing team is ready to help you find licensing programs that will stretch your software budget and protect you from liability.
- **Technology Certifications**—Connection holds premier certifications with top vendors that allow us to offer in-demand products and expert technical service and support.
- **Product Authorizations**—Connection holds authorizations with top OEM partners, keeping a pulse on advances in technology and enabling us to offer the latest products.
- **Availability**—Connection has priority access to the biggest IT brands in the industry, granting us the capability to maximize product availability.
- **Rapid Response**—Within hours of an order, we can have items picked, configured, packed, and in-flight to any nationwide location—well past typical cut-off times—for next-day delivery.
- **Custom Configuration**—Connection technicians can perform a broad range of configuration services at our ISO 9001 certified Technology Integration and Distribution Center (TIDC) and deliver your items the next business day.
- **Support Throughout the IT Lifecycle**—Connection offers services that include IT Service Management, IT Staffing Solutions, and customizable Technology Deployment Solutions.
- **Efficient Procurement Tools**—Connection's website offers an efficient procurement channel with benefits that include purchasing authorization control, the ability to connect eProcurement systems, ERPs and marketplaces, and much more.

10 Need-to-Know Facts About Connection® Public Sector Solutions

1. We invest in our people to provide the best service and expertise in the industry.
2. Every one of our 540 technical staff and engineers is certified. They hold over 2,500 certification types.
3. A relationship with Connection gives you access to people who are truly the best in the business.
4. We craft the best solution for our customers—we don't push brands or products.
5. Customers are 'assigned' to our reps; they aren't put into a rotating sales pool.
6. We solve IT every day, through thousands of customer conversations and put our solutions to work for you.
7. Our company is built on great people who care. Many have been with us for more than 25 years.
8. We hold an extensive number of contracts to provide federal, state, and local government the best selection and pricing.
9. We have developed an extremely efficient—inside led, outside support—model that accelerates benefits for our customers.
10. We offer an entire suite of IT services and solutions that can be customized to help you maximize IT value in every project.



Technology Solutions

Connection transforms technology, turning trusted brands into complete IT solutions by adding a unique combination of personal service, in-depth expertise and customized support.

IT Solutions

Our organization is well positioned to help you advance your IT strategies. We help our customers solve complex IT challenges across technology focus areas like cloud computing, data center services, lifecycle solutions, mobility services, network optimization, security services, software solutions, and storage optimization.



Solutions Center

Visit our Solutions Center at www.connection.com/solutions-ps to learn more about the many solutions we offer, gather expert advice and access a variety of resources to ensure your IT success.

IT Services

You will encounter key challenges with every IT project, but you don't have to solve them alone. Our Professional Services Team has the expertise to assess your situation, help you navigate past any IT obstacles, and chart a course to a solution. We work with you to identify the problem and design and implement a budget-conscious plan of action.

We organize our services offerings into these practices:

PRACTICE	IT SERVICES FOCUSED ON:
Data Center	Create a more efficient infrastructure with converged and hyper-converged infrastructure, private cloud, and software-defined methodologies.
IT Security	Protect your organization with solutions and services to counteract increased risk proliferation.
End-User Computing and Mobility	Deliver the mobile experience that today's technology users require.
Networking and Collaboration	Optimize connectivity, maximize bandwidth, and enable better collaboration.
Microsoft Software	Give users the tools they need to stay productive by migrating to new platforms or upgrading to new versions.
IT Lifecycle	Find services extending from staging and configuration through deployment and asset disposal.
Digital Signage	Improve your communication strategy with unique and powerful communication tools.

Expertise You Can Trust

Each practice area is staffed by practice leaders, systems engineers, and a program management office. Within each practice, we can help you with the assessment, design, implementation, and management of IT solutions for your environment.

Our Services Team adheres to an industry best-practice ADIM (Assess, Design, Implement, and Manage) methodology to ensure quality in service delivery. Each ADIM phase leads logically to the next, resulting in a well-managed, efficient, and productive solution.

Our in-house experts focus on delivering best-practice results and identifying emerging solution offerings. This allows you to consistently benefit as new technologies mature into mainstream adoption.



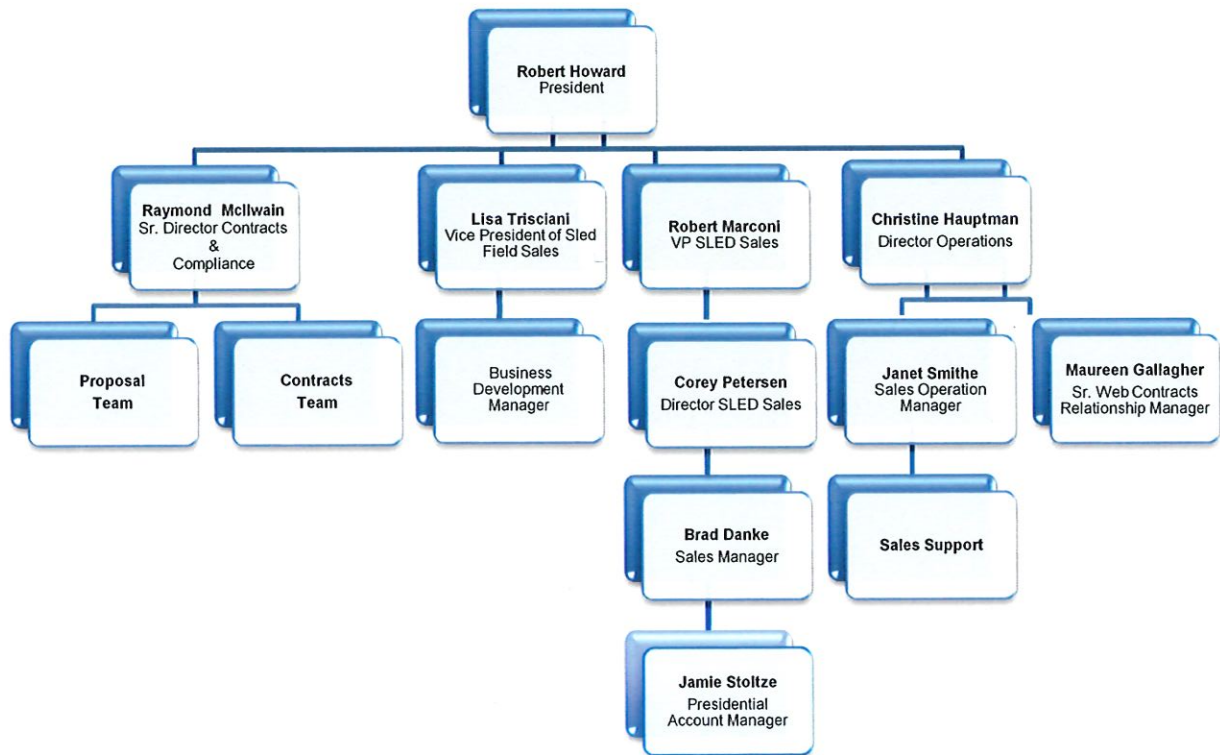
Visit our Services portal at www.connection.com/ps to learn more about our full line of IT services to maintain your infrastructure throughout the technology lifecycle, as well as customizable professional services to support the unique needs of your organization every step of the way.

Dedicated Account Team

Connection® Public Sector Solutions employs the industry's most tenured sales force. We understand your environment and the external forces that affect you. Using that information, we create customer-centered solutions to match your needs and budget.

Connection builds strong relationships with customers by providing them with primary and secondary points of contacts; these familiar voices appreciate the unique needs of public sector IT decision makers. Your dedicated Account Manager and Sales Manager work directly with a team of experts to help with the assessment, planning, design, and implementation of your IT projects, daily transactional purchases, and management of your applicable contract purchasing vehicles.

As part of our partnership commitment, we have assembled a dedicated team to meet all the School Board of Clay County's needs. Led by Jamie Stoltze and Brad Danke, this team is backed by the full support of the entire Connection® Public Sector Solutions executive team and will ensure that your organization receives the resources to fully support your needs.



Contract Expertise

Connection® Public Sector Solutions has partnered with cooperatives that have national, regional, and local reach. We support the smallest memberships with the same care as we do the largest memberships. Some of the cooperatives we work with include:

- **E&I**, a cooperative purchasing organization established for public agencies across the United States, with the specific purpose of reducing procurement costs by leveraging group volume
- **OMNIA**, a cooperative purchasing organization established for public agencies across the United States, with the specific purpose of reducing procurement costs by leveraging group volume
- **Sourcewell**, a national K–12 and municipal cooperative with members across the nation
- **NCPA**, a national K–12 and municipal cooperative with members across the nation
- **Massachusetts Higher Education Consortium (MHEC)** is available to not for profit public and private institutions of higher education, municipalities including elementary and secondary schools, technical, vocational, and charter schools, and other educational organizations throughout New England
- **NASPO Cooperative Purchasing Organization**, Connection® Public Sector Solutions is a named reseller for a number of manufacturers
- **Connection® Public Sector Solutions also holds Federal GSA and SEWP contracts** as well as being named an authorized reseller on a number of manufacturers' Federal contracts

This is only a partial listing of our contracts. Visit www.connection.com/ps and navigate to the Higher Education section of the site to access a complete listing.

National Contracts

 **E&I Cooperative Services®**
CNR-01483, Computer Equipment and Related Hardware, Software, Services and Support

E&I Professional Services
CNR-01350, IT Managed Integration Services and Staff Augmentation; Labor Categories and Tasks

 **OMNIA Partners**
R160202, Full Catalog

 **Sourcewell**
RFP#081419-GVC, Full Catalog

 **NCPA: National Cooperative Purchasing Alliance**
NCPA01-44, Full Catalog

 **Intalere**
(Amerinet) Healthcare, VH10917, Full Catalog

 **Premiere**
PP-IT-164, Full Catalog

 **TIPS**
(The Interlocal Purchasing System), 200105, Full Catalog

 **Vizient**
(Novation), IT-0033, Full Catalog

Website and eProcurement

Your Connection® Public Sector Solutions Account Manager, along with our B2B website, can help you streamline your IT purchasing. Our B2B website helps you standardize your purchasing practices, control unauthorized spending, reduce paperwork, and increase productivity. At the same time, your Account Manager is available to answer any questions you have and provide dedicated attention. Our B2B website offers an efficient procurement channel with benefits that include:



Limit fragmented IT spending and pool your buying power

- Empower administrators in your organization to set up approval policies
- Limit purchases to regulated standards with custom catalogs
- Search order history by purchase order, order number, date range, and more

Access product information quickly

- Get technical specs on over 300,000 products
- Browse image galleries on hundreds of products
- Read and write customer reviews on thousands of products

Reduce procurement time

- Route orders electronically for faster administrative approval
- Create companywide or personal QuickLists for simplified repeat purchases
- Search by item number, manufacturer part number, and keywords
- Use dynamic search refinements by product category

Choose flexible payment options and special programs

- Pay online quickly via P-Card or credit card
- Bill orders to your Net Terms Account
- Obtain estimated leasing costs on select items

Customize your experience

- Highlight product standards with customized home page merchandising
- Custom catalogs and unique pricing are available
- Co-branding and special programs are available
- Create employee/faculty/student stores that offer savings on electronics like PCs, printers, cameras, HDTVs, iPods, and more

Do more with eProcurement

- Our site integrates with many procurement systems and third-party e-Commerce solutions
- Seamlessly connect internal eProcurement systems, ERPs, or marketplaces to eliminate the cost and time associated with supporting multiple internal and external systems, including: Ariba, Coupa, Elcom, Epicor, ePlus, ExpenseWatch.com, Infor, Ketera, Mercury Commerce, Oracle, PeopleSoft, Perfect Commerce, PurchasingNet, Qvalent, ReQlogic, SAP, SciQuest, and Unimarket

Partner with Us

When you are faced with opportunities and challenges, it's important to have a reliable IT partner on your side. We are confident that your partnership with Connection® Public Sector Solutions will deliver you value through a combination of depth of experience, savings, and outstanding service.

Take a closer look at Connection and you'll see that everything we do revolves around making it easier for you to evaluate, design, purchase, implement, and maintain complete IT solutions that enable you to better fulfill your mission. Not only are we named on the contracts you use most, but we have the technology solutions, dedicated account teams, on-staff experts, product authorizations, IT services and efficient procurement tools you need to take care of everything with a single phone call.

The IT marketplace is full of companies who simply claim to be different. We prefer to prove it, day in and day out. Choose Connection and we'll prove it to you. We are committed to the highest standards of quality in our people, products, partnerships, and technology, to ensure we continue to deliver on the reason for our success—customer satisfaction.

Why Connection® Public Sector Solutions?

- We are a financially stable, Fortune 1000 company.
- We offer complete solutions and services designed to improve operations and increase the value of IT.
- We employ the most highly trained, experienced IT professionals in the industry.
- We strive to understand your needs and to create solutions that adhere to your requirements and budget.
- We serve as a trusted extension of your IT staff.
- We are relentless in our commitment to exceeding your expectations.

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www.connection.com/ps



Certificate Of Completion

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 Subject: Please DocuSign: Connection Response VS3.pdf
 Who is the envelope being sent to: Yourself
 Source Envelope:
 Document Pages: 56
 Certificate Pages: 4
 AutoNav: Enabled
 Envelopeld Stamping: Enabled
 Time Zone: (UTC-05:00) Eastern Time (US & Canada)

Status: Completed

Envelope Originator:
 Meghan Bent
 730 Milford Drive
 Merrimack, NH 03054
 meghan.bent@connection.com
 IP Address: 73.60.222.131

Record Tracking

Status: Original
 2/4/2021 11:38:39 AM
 Holder: Meghan Bent
 meghan.bent@connection.com

Location: DocuSign

Signer Events

Robert Marconi
 bob.marconi@connection.com
 VP
 Connection
 Security Level: Email, Account Authentication
 (None)

Signature

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 Using IP Address: 65.199.155.93

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 Signed: 2/4/2021 11:45:48 AM

Electronic Record and Signature Disclosure:
 Accepted: 3/27/2020 10:27:26 AM
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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
Witness Events	Signature	Timestamp
Notary Events	Signature	Timestamp
Envelope Summary Events	Status	Timestamps
Envelope Sent	Hashed/Encrypted	2/4/2021 11:42:18 AM
Certified Delivered	Security Checked	2/4/2021 11:45:23 AM
Signing Complete	Security Checked	2/4/2021 11:45:48 AM
Completed	Security Checked	2/4/2021 11:45:48 AM
Payment Events	Status	Timestamps
Electronic Record and Signature Disclosure		

ELECTRONIC RECORD AND SIGNATURE DISCLOSURE

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