

June 01, 2021 2:00 PM EDT (Submittal Deadline)

Region 16 Region 16 Education Service Center (ESC) / TexBuy Purchasing Cooperative
5800 Bell Street
Amarillo, TX 79109
Attn: Andrew Pickens

Subject: State-wide Technology Products and Solutions Catalog
TexBuy RFP #021-010

Dear Mr. Pickens,

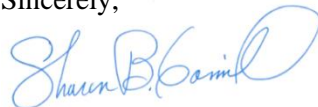
DISYS Solutions, Inc. (DSI) is pleased to submit our proposal response to Region 16 Education Service Center requirements for the TexBuy Purchasing Cooperative and its members (collectively referred to as Participating Agency) for a State-wide Technology Products and Solutions Catalog. DSI has reviewed all the Terms and Conditions and takes no exception to a resulting contract. Please consider this transmittal letter, the RFP and access to our DSI Online Store (electronic catalog) as our complete response

DSI is eminently qualified and certified to support the requirements of any Participating Agency. Our staff (DSI engineers and dedicated Program Support Team) is not only certified but experienced in advising customers in the best methods of successfully deploying IT and AV products and technologies, and are available to provide assistance, review technical requirements and provide Quotes on Demand.

- | | |
|-------------------------------|--|
| 1. Company Name: | DISYS Solutions, Inc. |
| Address: | 44670 Cape Court, Suite 100, Ashburn, VA 20147 |
| 2. Primary Technical Contact: | Himmat Rathore, Senior Regional Manager |
| E-Mail Address: | himmat.rathore@dsitech.com |
| Telephone Number: | 571-707-3611 |
| 4. FEIN: | 27-2586114 |
| 5. Contractor DUNS #: | 96-275-1918 |
| 6. Price Validity Period: | 90 Days |

DSI has not had the pleasure of working with Region 16 ESC. However, we look forward to serving the needs of the TexBuy Purchasing Cooperative and the community members (Participating Agency). As listed above, Mr. Himmat Rathore is the primary Texas Sales Point of Contact. However, should you have any questions related to this proposal response, or require additional information, please do not hesitate to contact me. I can be reached directly 571-707-3624 and by email at bidsdistribution@dsitech.com.

Sincerely,



Sharon B. Gammill
Contracts & Proposals Manager

ORIGINAL



ON
BEHALF
OF



TEXBUY RFP NUMBER: 021-010
STATE-WIDE TECHNOLOGY PRODUCTS AND SOLUTIONS CATALOG

SUBMITTED TO:

REGION 16 EDUCATION SERVICES CENTER (ESC) / TEXBUY
5800 BELL STREET
AMARILLO, TX 79109
ATTN: DANNY BENEDIT, PROCUREMENT DEPARTMENT

SUBMITTAL DATE: 6/01/2021 @ 2:00 PM EDT



Submitted By:



DISYS Solutions, Inc. (DSI)

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Ashburn, VA 20147

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Tab 1: Company Capabilities & Experience

DISYS Solutions, Inc. (DSI), is a Virginia registered Minority-owned Small business, with its headquarters located in Ashburn, VA. DSI has 30 years of experience providing customers with network and computer hardware, servers, peripherals, software, network management and integration services. We began our journey in 1991 as Network Connections, Inc. Through mergers, restructuring and rebranding, we emerged as DISYS Solutions, Inc. in 2010. DSI provides complete IT solutions and services that are secure, innovative, energy efficient, and cost effective covering the entire technology infrastructure of Cloud Computing, Collaboration, Data Center, IoT, Mobility, Networks, Optical Networks, Security, and Telecommunications. Our customers include State and Local Government and Education (SLED) entities, Federal agencies, and commercial companies.

DSI has been a Cisco Value-Added Reseller since 2000 achieving Cisco Gold in 2002. With dedicated DSI Program Management, product certified Sales Team, and staff engineering teams, DSI offers Information Technology Solutions and Products that improve operational efficiency, deliver predictable performance, and simplify an increasingly complex network.

DSI understands that TexBuy Purchasing Cooperative is seeking proposals from qualified firms, hereinafter referred to as the Vendor, to provide a catalog of commonly required goods and services to benefit public agencies with economical and operational efficiencies, in accordance with the terms, conditions, and specifications contained in this solicitation.

As a vendor neutral integration partner since 1991, we have evaluated multiple technologies and thousands of products. Consequently, we have found Cisco products and services to be among the Best-in-Class (the Gold Standard) with DSI achieving Cisco Gold Partner status in 2002. In addition, DSI hold many OEM certifications including HPE Silver partner status. To maintain these highest levels of IT certifications, DSI engineers and sales members must continually maintain product certifications through training, educational avenue, and Best Practices/practical experience. Our Cisco Gold status is your confirmation that we are committed to the quality delivery of products and services.

So Why are we focusing on Cisco and HPE certifications when we are offering a wide array of products and services solution.

In addition, DSI is a prime contract holder on the SEWP V (Group C -small business, and D -full & open), NIH NITAAC CIO-CS (Small Business), GSA Schedule 70, and USPTO IT Equipment and Software contracts. DSI has successfully fulfilled over 1,000 orders through multiple electronic commerce tools, with a cumulative value of over \$200 million in support of our Federal customers since 2015. DSI maintains an excellent rating in all 5 tracked categories of the SEWP V contract including Reporting, Customer Satisfaction, Information Distribution, Contract Adherence, and Delivery.

DSI also has access to over 500 brands through our OEMs and our Distributors such as Synnex, Tech Data, Immix, WESCO Anixter and Ingram Micro. Our distribution partners maintain a nationwide network of stocking warehouse facilities. This enables us to provide the optimal product at the best value to the Participating Agency/government based on the needs of the end user and deliver them on time to our customers. By partnering with these industry leading brands, DSI is able to provide production capacity which meets or exceeds current technology requirements and support for Participating Agency's future IT requirements as it transitions to emerging technologies such as Cloud computing, or as new products are introduced.

DSI's vast network of distributors and manufacturers combines strengths in manufacturing, distribution, and electronic commerce; and offers greater efficiencies in time to market, cost, and real-time links in the supply chain. By managing our supply chain, DSI brings product procurement and manufacturing expertise together which results in the highest quality products built with

industry-leading components delivered in the least amount of time. Our online ordering tools and resources allow us to see availability and pricing at all of our major distributor partners. This allows us to ensure our fill rate remains above 99% and reduce the total acquisition cost, thereby allowing DSI to provide additional cost savings to our customers. Online tools also allow us to track shipment status and communicate unforeseen delays immediately. Additionally, DSI uses a robust business software tool stack to manage and synchronize sales, purchasing, customer care, and accounts payable activities across all points of contact within our company. This allows DSI to ensure adherence to deliverable timeframes and supply chain management. DSI’s headquarters office also includes over (100,000 sq. feet) of secure warehouse and staging areas, providing additional inventory controls available to our customer base.

Order turnaround time: The following are two examples of how DSI uses internal system to track and escalate orders and requests. DSI believes in over communication at all steps in the order process to ensure there are no surprises with any stakeholder.

Sales Call Escalation Procedures for Order Entry	Sales Call Escalation Procedures for Quotes
3 hours for Sales Rep 2 hours for any team member assigned 6 hours for Program Manager 9 hours for COO <u>12 hours for CEO</u> Total hours: 12	1 hour for Sales Rep .50 hours for any team member assigned 2 hours for Team Leader 4 hours for Program Manager 9 hours for COO <u>12 hours for CEO</u> Total hours: 12

The Result: While availability issues come up due to many factors, DSI has made sure that we have procedures set in place to ensure delivery requirements are met or exceeded. On all of the contracts that we have been a Prime or Sub Contractor, we have not failed to maintain a delivery schedule for the majority of our customers. Our primary goal is going beyond to meet the needs and goals of our customers no matter the size of their order. DSI intends to continue to perform according to proper business principles and ethics, in effect offering the best value to Contract Agency.

To ensure that the products you receive are not gray market or tainted, DSI maintains its own processes for a secure supply chain. Not only is DSI an ISO 9001:2015, we are an ISO 20243-1:2018 certified company, and we hold a Top-Security Facility clearance.

As Voice, Video and Data merge into one single infrastructure it is imperative that you are support by a company that takes a holistic approach to your infrastructure. DSI’s technical engineering staff holds over 50 industry recognized certifications. This group provides support to review our customer requirements and either confirms the provided equipment list will meet the stated needs, or develop an alternate solution based upon their experience. Our HPE Aruba Silver Partner Level combined with our Cisco Gold Value-Added Reseller status demonstrates our integration capabilities, our understanding of the IT Infrastructure as a whole, and industry Best Practice.

DSI has the following Cisco and HPE certifications held by our team members experienced in performing services to state and local governments, and education agencies.

Certified Manpower

- Total Cisco Certifications – 142
- Cisco Sales Experts - 42

- Professionals (CCNP, CCDP) – 22
- Experts (CCIE) – 25
- CCNA, CCDA, CCENT – 49
- Cisco Business Value Practitioner – 4

- Total HPE Certifications – 11
- HPE Business Value Practitioner – 3
- HPE Certified Professionals – 8

In addition to manufacturer certifications, DSI employs professionals with the following industry certifications: These methodologies provide the foundation for our quality delivery of products and services.

- Project Management Institute (PMI) certified Project Management Professionals (PMP)
- Information Technology Infrastructure Library (ITIL V3)
- Certified in the Governance of Enterprise IT (CGEIT) - Information System Audit and Control Associate (ISACA)

DSI's Quality Control Process is built into our Project Management Methodology (PMM). Our PMM has been derived from proven techniques "Best Practices" developed through years of experience and industry standards put forth by the Project Management Institute® (PMI). Blending the latest technologies with the best industry standards, our Project Management Methodology has been designed with Client and Quality as our primary focus areas.

So no matter the delivery; product only, services only, or a complete solution, DSI follows consistent integrated processes to ensure quality; on-time and on-budget.

The objective of the methodology is to provide standard methods and guidelines to ensure that projects are conducted in a disciplined, well-managed, and consistent manner. The methodology recognizes that the correct approach to effective project management is good planning and efficient controls implemented through a well-structured project organization. While the complete PMM document is extensive, we have provided an overview to demonstrate our commitment to quality.

- **Quality Management:** The three main components of our quality process are:

- ✓ Quality Control
- ✓ Quality Assurance
- Quality Planning

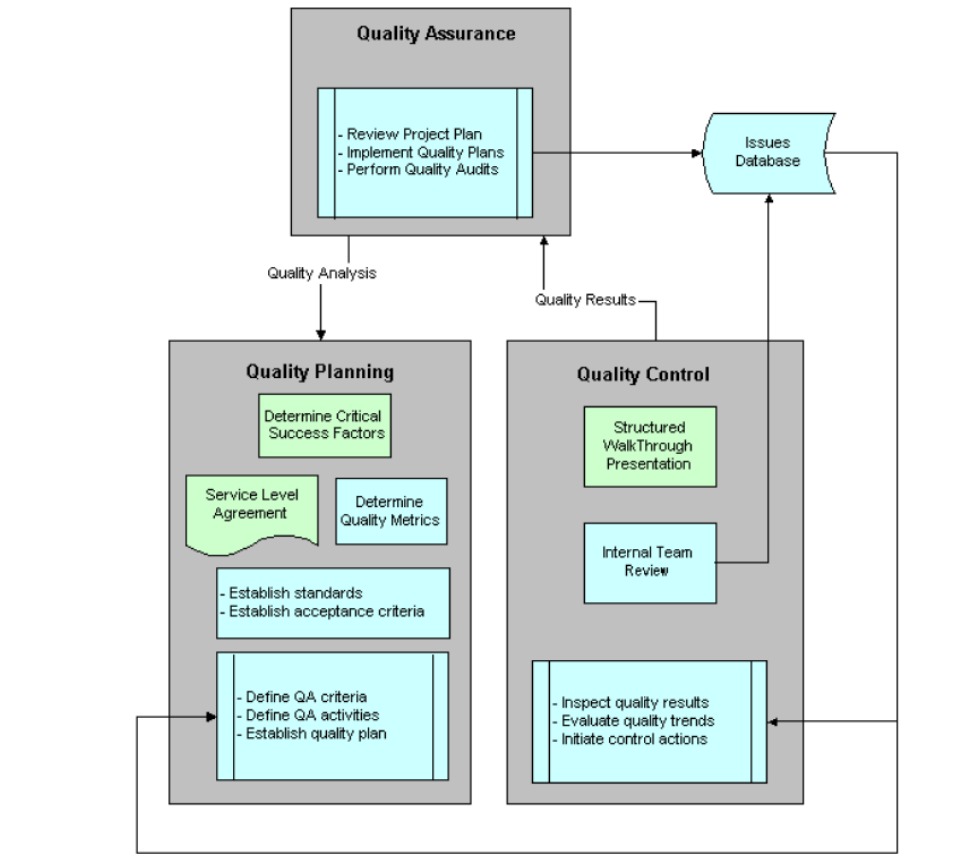
The quality assurance manager reviews all QA activities, including peer review comments, design review steps, test plan implementation steps, risk mitigation steps at regular intervals and reports to the senior management. The QA manager will work with the client to establish required control activities, and will recommend required quality analysis. Our processes are flexible enough to accommodate specific client requirements. Some of our preliminary planning includes planning for quality assurance and setup of quality control checks.

The scope and project objectives along with internal standards defined by the EPG (Engineering Policy Guide) form a guiding framework for the quality plan. The quality plan consists of standards definition, metrics guidelines and deliverable checklists. The **quality plan identifies all quality control mechanisms and desired results.** Over a period of time across several projects DSI has implemented various quality standards, some defined by the client, others defined internally in conjunction with industry standards. We have learned that there is no one perfect model. The control mechanism is thus kept flexible for review and revision. The process provides feedback information on quality trends to help quality managers and project managers review

While Quality Control deals with the day to day activities of quality checks, team review, peer review, structured walk-through, etc. its results are reviewed by Quality Assurance (QA) to verify adherence to project plan, quality plan, and quality Audit.

and revisit the quality planning documents, in case any modifications are required to the quality control process

DSI will work with the Public Agency to create a Quality Control document reflective of Best Practices and Industry Standards for solution/installation requirements. A diagrammatic representation of our quality process is shown on the following below:



During the Kick-off Meeting following award, DSI also establishes a Communications Management Plan establishing communication protocols and procedures between DSI and the School District. This forms the foundation for our project follow-through. As part of our primary focus in project management, Communication Management is given high priority. In keeping with open communication, our clients are encouraged to communicate directly with the Project Team/ Project Manager whenever required effectively solving any immediate problem that may arise. Generally, any noted deficiency is identified with resolution addressed by our Project Team in accordance with Project Management Expectations.

During Project Kick-off meeting Reporting procedures will be reviewed and format approved.

- Project Reporting will be done through our dedicated project manager for this project, through weekly or daily status reports as agreed upon. Please see the Sample Report below

Weekly Project Status Reports

Project Manager	[Insert Name]	Executive Status Report - <mm/dd/yyyy>
Tech. Lead:	[Insert Name]	

Executive Milestone Overview:

ID	Executive Milestones (minimum three)	Status	Baseline Completion Date	Expected Completion Date	Degree (%) of Confidence	Change? (Yes, No, New)
E1						
E2						
E3						

Project Status Summary:

Narrative Summary of Status	Schedule:	GREEN	Budget:	YELLOW	Issues:	RED

Project Milestone Status Review:

Project Plan ID	Project Milestones	Status	Baseline Completion Date	Expected Completion Date	Issues Exist (Yes/No)

- Project Management Expectations.
 - Involvement from Day 1;
 - Involve major stakeholders, especially IT;
 - Clear project scope with sign-off -- and set priorities;
 - Make sure everyone (including senior management) understands his or her role and responsibilities;
 - Coordination between multiple teams;
 - Milestone tracking;
 - Enforcing escalation chain strategy;
 - Daily or weekly project status meeting with internal team and update the Authority;
 - Identify risks in advance and act to avoid any bottleneck;
 - Track and test deliverables; and
 - Evaluate project from time to time (or as agreed to).

However, if the issue is not resolved by the Project Team within the agreed upon time frame, the issue will be escalated based on the escalation sheet provided on the next page. DSI has an escalation mechanism that follows a hierarchy defined within the escalation hierarchy section of the project management plan. There are two entry points for escalation of an issue.

The escalation process is managed by the DSI Service Desk. The customer may also escalate as needed by contacting the Service Desk or Service Owner as listed in the DSI contacts to provide the necessary visibility and management attention to critical issues.

DSI Service Desk			
Name	Role	Phone	Email
System Support	24x7x365	571-707-3770	helpdesk@dsitech.com

Escalation Chain Process

Level	Contact Person	Role	Contact Number	E-mail Address
1 st	TBD	Engineer/Architect	TBD	TBD
2 nd	Santhosh Vengatterly	Project Manager	571-707-3644	santhosh.vengatterly@dsitech.com
3 rd	Himmat Rathore	Team Lead TX Sales	571-707-3611	himmat.rathore@dsitech.com
4 th	Kashif Satti	Director of Technical Operations	571-707-3626	kashif.satti@dsitech.com
5 th	Alan Bechara	Executive VP of Sales and Marketing	571-707-3654	alan.bechara@dsitech.com

Actual response time will be solidified in the Kick-off meeting; the response time below is general information.

- 1 hour response and 2 hour repair of network availability and performance issues during in-service hours; and
- 2 hour response and 6 hour repair of network availability and performance issues after in-service hours.

In addition to our own engineers, through DSI Gold Value Added Reseller status, DSI's reach is extended directly to Cisco for any additional engineering, or service support that may be needed including the warranty period.

Company Overview

DSI is a privately held corporation, with the principals, Atul Bhatia, Chief Executive Officer (CEO), and Vinu Luthra, Chief Operating Officer (COO), forming our Executive Management Team, who are actively involved in the day-to-day operations of the company. Mr. Bhatia oversees the financial share of business operations such as accounting, purchasing and human resources ensuring that our internal business practices are in-line with our company's overall strategic vision while maintaining cost savings to customers and ethical accounting practices. Mr. Luthra oversees DSI's customer service standards by ensuring that all DSI technology product and services contracts are comprehensively supported by our sales and engineering personnel who possess exemplary customer service skills and knowledge of current and emerging technologies. In addition, our Executive management interacts with the senior and junior staff to ensure a smooth decision-making structure ensuring quality services to our customers.

DSI's Executive Management team also supports our project teams in addressing any issue that is not resolved to your satisfaction.

DSI is financially stable currently with 90 employees with staffing sales/engineering offices in Texas, as well as in Colorado, Florida, Georgia, Maryland, and North Carolina in addition to our Virginia headquarters. DSI's average revenue growth over the last eight years is 18.24% with a customer retention rate of more than 75%. DSI maintain the bonding capacity and insurance limits to meet any Public Agency requirements.

Management Structure: Program Support Team

As a value add, DSI provides a Product Support Team to ensure products are identified and delivered as stated in the requirements. In addition, our staff is ready to assist: answering technical questions, and configuring products to fit seamlessly into your existing environments to maximize productivity, reliability, and minimize downtime at cutover. Truly partnering with each Public Agency to provide product information, pros and cons, and measurable return on its investment.. This approach ensures continuity of services and knowledge of your environment throughout our ensuing relationship.

Himmat Rathore (CCIE, PMP), our Texas-based Team Leader/Sales Engineer, heads our Texas Program Support Team. Mr. Rathore will serve as the District’s point-of-contact for sales-related activities. Santosh Vengattery (PMP) will serve as DSI’s Project Manager and will oversee our engineering team. Mr. Vengattery will be responsible for the coordination of resources to meet a Participating Agency’s proposed project schedule. DSI has an organizational structure with built in redundancies that will allow the Project Manager access to the required resources to meet a mutually agreed upon schedule.

Program Support Team:

DSI Team Members	Responsibilities	Management Team - Key Personnel	Project Manager	Wireless, Security, LAN/WAN Specialist
Management Team				
Himmat Rathore	TX Sales Team Lead – POC (CCIE & PMP)	✓	✓	✓
Jim Hysaw	Business Development Mgr.	✓		
Chad Brinkley	Business Development Mgr.	✓		
Shawn Craig	Sales Executive	✓		
Santhosh Vengattery	Project Manager - Period of Performance	✓	✓	
Parvesh Taneja	Senior Network Engineer -TBD	✓		✓
Kashif Satti	Escalation	✓	✓	
Technical Pool				
TBD - Engineering	Technical Lead - To be assigned from the Technical Pool			✓

Technical Pool – DSI’s technical and program management personnel are assigned to specific projects based on skill levels required to execute the requirements and availability. Attached for review are representative resumes of Qualified DSI Team Member(s) .

In addition to our own engineers, through DSI Gold Value Added Reseller status, DSI’s reach is extended directly to Cisco for any additional engineering, or service support that may be needed during the period of performance. This ensures our ability to resolution any issue that Cisco may have not resolved to the customer’s satisfaction.

If for any reason, The Program Support Team does not resolve any issue within the agreed upon time frame (actual response time will be determined in the Kickoff Meeting), the issue will be escalated. DSI has an escalation mechanism that follows a hierarchy defined within the escalation hierarchy section of the project management plan. There are two entry points for escalation of an issue.

The escalation process is managed by the DSI Service Desk. The customer may also escalate as needed by contacting the Service Desk or Service Owner as listed in the DSI Program Support Team to provide the necessary visibility and management attention to a critical issue.

DSI Service Desk			
Name	Role	Phone	Email
System Support	24x7x365	571-707-3770	helpdesk@dsitech.com

Reference

In addition to the five references provided on the Form, DSI has provided robust overview including Scope of Services, that reflects our ability to attract and maintain lasting customer relationships.

REFERENCE 1:

Name of Client: Garland Independent School District, TX **Phone:** 972-487-3009
Project Name: LAN/Wi-Fi Network Equipment, Engineering, Installation Support
Address: 501 South Jupiter, Garland, TX 75042 -7108
Primary Contact: Brad Walsh **Title:** Lead Network Engineer - Enterprise
Phone 972-487-3655 (cell: 214-837-4398) **E-mail address:** bwalsh@garlandisd.net
Service Dates: March 4, 2016 - September 30, 2021
Value: Not to Exceed \$21,906,396 **Contract Number:** 288-01-05

Summary & Scope Services: The Garland Independent School District (GISD) is the twelfth largest school district in Texas. There are currently 80 schools and administrative facilities educating more than 57,000 students. The current five year contract covers a three phase Installation Plan with remote monitoring provided from DSI's NOC (Network Operations Center) located in Ashburn, VA. The DSI / Cisco solution reduced implementation time, and improved efficiency and flexibility in network deployments by using open Ethernet TCP/IP protocols in networks supported by Cisco Validated Architectures and Designs (CVD). Installations are conducted in a manner that has the least impact to the schools during student activity. All LAN IDF/MDF are consolidated at each local School's core, the single point per School in a virtual switching system stack.

Phase I: LAN and Wi-Fi equipment (410 Cisco 3850 Switches, 14 Cisco 4500X Switches, and 1,550 Cisco 3802 WAVE 2 APs. Phase I also includes Tripp Lite UPSs (3kVAs and 6kVA supporting both the IDF and MDF). The Hub (Core) sites are comprised of 2 Cisco Nexus 9508, 2 Cisco Nexus 7010, 6 Cisco Nexus 7009, and 18 Cisco NCS 2006. Hub sites are supported by 15 16kVA Tripp Lite UPSs). Engineering services also include cabling and installation of both the Wired and Wireless infrastructure. 2016 - Phase I covered GISD's seven (7) high schools.

Phase II: LAN and Wi-Fi equipment is estimated: 266 Cisco 3850 Switches, 24 Cisco 4500X Switches, and 2,831 Cisco AIR-CAP3702 APs. Phase II also includes Tripp Lite UPSs (3kVAs and 6kVA supporting both the IDF and MDF). Engineering services also including cabling and installation of both the Wired and Wireless infrastructure for GISD's twelve middle schools completed in 2017.

Phase III: LAN and Wi-Fi equipment is estimated: 695 Cisco 3850 Switches, 94 Cisco 4500X Switches, and 1,023 Cisco AIR-CAP3702 APs. Phase III also includes Tripp Lite UPSs (3kVAs and 6kVA supporting both the IDF and MDF). Engineering services including cabling and installation of both the Wired and Wireless infrastructure for GISD's forty-seven elementary schools plus four additional sites are scheduled for 2018.

Managed Services - Under this contract Service Level Agreement (SLA) amended June 29, 2016, DSI is providing maintenance and operations aligned to our SLA metrics with 24x7x365 remote coverage from our NOC located in Virginia corporate headquarters for the entire five year contract term. DSI also provides on-site NOC staffing in the Garland ISD Data Center.

UPS (Uninterruptable Power Supply) Installation – DSI is providing Tripp Lite UPSs for all Phases of the Garland ISD project. Generally, each MFD will be configured with a 6kVA UPS, and each IDF will require a 3kVA UPS. Estimated Total install base is **173** 3kVAs and quantity **97** 6kVA. Phase I Hub site switches are supported by **15** 16kVA Tripp Lite UPSs.

REFERENCE 2:

Name of Client: Austin Independent School District
Address: Gus Garcia YMLA, 7414 Johnny Morris Road
Primary Contact: Mr. Justin Slocum **Title:** Network Systems and Support
Phone: 512-414-9298 **E-mail address:** justin.slocum@austinisd.org
Service Dates: April 2019 –June 30, 2020 (excluding extensions)

Two (2) concurrent E-Rate contracts; both are in the implementation stage.

1. Campus Network Upgrade – Cisco switches upgrade for seven major network hubs and 73 campuses (Cisco Optical Modules). **Dollar Value:** \$500,000
2. LAN Switch Upgrade - Cisco switch upgrade at 73 campuses. **Dollar Value:** \$1,500,000

REFERENCE 3:

Name of Client: McKinney Independent School District (TX) **Phone:** 469-302-4000
Address: One Duvall Street, McKinney, TX 75069
Project Name: 2020 Network Equipment (E-Rate)
Primary Contact: Wesley Justice
Title: Network Administrator
Phone: 469.302.4051 **E-mail address:** wjustice@mckinneyisd.net
Service Dates: September 2020
Value: \$21,900

Summary & Scope Services:

DSI provided McKinney ISD (MISD) with Cisco network equipment to replace out of date equipment under the E-Rate Program. The network equipment included switches, access points, and related cables and connectors and related services for two (2) campuses: Malvern and McNeil Elementary Schools.

2021 Awards

For the 2021 USAC E-Rate Year, DSI received the following awards from MISD. All projects are scheduled to be completed during 2021. In aggregate, these projects total more than \$5 million in products and services.

- McKinney ISD_RFP2021-572 Network Services for Caldwell & Vega Reno Campuses
- McKinney ISD_RFP2021-573 Core Upgrade Services
- McKinney ISD_RFP2021-574 Firewall Upgrade Services
- McKinney ISD_RFP2021-575 Network Services for 13 Elementary Campuses
- McKinney ISD_RFP2021-576 Firewall Hardware
- McKinney ISD_RFP2021-577 Core Hardware

REFERENCE 4:

Name of Client: Douglas County School System **Phone:** (770) 651-2000
Address: 9030 Highway 5, Douglasville, GA, 30134
Primary Contact: Mr. Dana Jones **Title:** Information Technology Manager
Phone: (770) 651-2347 **E-mail address:** dana.jones@douglas.k12.ga.us
Service Dates: Various – see below

Summary & Scope Services: DSI has an established long-term trusted-partner relationship with DCSS supporting 33 elementary schools, eight middle schools and five high schools with an enrollment of approximately 26,000 students. In the last five years DSI has performed a variety of services/equipment solutions supporting the School Systems' IT infrastructure. In addition to the technology specializations and experience we bring, DSI is a participant in the E-Rate program and understands the grant program and regulations administered by the Universal Service Administration Company.



NetPlanner Systems, Inc. is the Douglas County Public Schools preferred/contracted cable installer. DSI and NetPlanner have worked together on the individual projects to provide DCPS with a unified, comprehensive infrastructure supporting the school system information technology objectives, on-time and on-budget.

1. Survey & Installation of Wireless Network August 2011
2. Installation of Wireless Network including Wireless Controllers June 2012
3. Wireless Bridge APs Switch for Stadium September 2012
4. Wireless 800 Aps November 2012
5. ASA Upgrade December 2012
6. Survey & Installation of Wireless Network at 7 Douglass County Schools February 2012
7. WLAN upgrade June 2015
8. Voice Upgrade Dec 2017
9. Wireless Upgrade May 2019

August 2011 – Survey & Installation of Wireless Network

March 2012 – Cisco Switches Factory Shoals Replacement Elementary School: Award value was \$60,025 for various Cisco Switches including a Cisco 3750, nine Cisco Catalyst 2960s 48 port, Smart Net coverage, and APC Smart UPSs

September 2012 – Modernization of the Wireless (BYOD) System: This project was undertaken in phases. In February 2012, DSI conducted a pilot program which included the survey & installation of the Wireless Network at seven Douglas County Schools. During the summer of 2012, the balances of schools were addressed with installation of all 800 APs completed in November. The stadium complex (Phase III) was completed in September 2012. The total cost of the entire project was approximately \$1.1 million. This project involved up graded the wireless network to support wireless LAN phones, video and computer data traffic, and introduction of MSE and ISE. The project was completed well within time and budget and included the Phase II - installation of the Cisco wireless LAN in 26 schools. The total solution included installation of 800 Wireless Access Points; Wireless Controllers, MSE and NCS, and the Stadium Wireless Bridge APs including Switch and an ASA Upgrade (Phase IV).

December 2012 – ASA Upgrade -Security: DSI performed an IT Security Business Impact Analysis (BIA), Business Continuity Planning (BCP) and Disaster Recovery (DR) audits/analysis. These resultant processes also included migration planning and network redesign, including recommendations for outsourced and in-sourced IT functions, and integrated firewall delivering a deep security solution at multi-gigabit speeds. This solution also enabled application intelligence and control on various bases. Comprehensive staff training enabled a vast reduction in troubleshooting complexities and increase in overall efficiencies.

June 2015 – Cisco Phones and Access Point (hardware only): Award value \$44,530.14 included 48 Cisco 3700 WAP, and 48 Air-Cap3702 Wired APs, with a mix of Cisco IP phones including Smart Net coverage.

June 2016 – Wireless Access Point Installation: This project was awarded under the E-Rate program provided an upgrade of 1,728 Cisco 3802 Wireless Access Points at 31 schools with an approximate cost of \$1,659,519.

December 2017 – Voice Upgrade: The award value is approximately \$69,000.

1. Upgrade of Existing CUCM PUB and SUB Servers from v8.5 to 11.x or latest
2. Upgrade of Existing CUC PUB and installation of new SUB Server from v8.5 to 11.x or latest.
3. Setup and Configuration of vSphere on two UCS B200M4 Blade.

4. Auto attendant re-configuration for all sites.

May 2019 – Wireless Upgrade \$966,280 – E-rate Funding approved August 30, 2019. Awaiting customer P.O. Estimated Installation Spring 2020 - DSI will provide the School with Cisco 3802 access points and Meraki MS250 switches to integrate with the School's current network. The School's existing 8500 Wireless Controller is fully compatible with the 3802 Access Points and would not need additional licenses for the new Access Points that will be installed in this project.

Continuing Support for all projects as needed.

REFERENCE 5:

Name of Client: Henrico County Public Schools **Phone:** (804) 640-0334

Address: 3820 Nine Mile Road, Henrico, VA 23223

Primary Contact: Mr. Larry Keith Fields **Title:** Network Administrator

Phone: (804) 640-0334 **E-mail address:** lkfields@henrico.k12.va.us

Service Dates: 1.12/2012 2.May to July/2014 3.April to Aug 2016 4.Phase I: Jan to Mar 2018;
Phase II: January to July 2018

Summary & Scope Services: The Henrico County Public Schools system is a [Virginia school division](#) that operates as a functional and independent branch of the [Henrico County, Virginia](#), county government and administers the [public schools](#) in the county. With approximately 51,339 students and 6,435 staff disbursed among over 70 facilities connected back to the Data Center through a variety of WAN Connections that provide access to a switched LAN infrastructure (both wired and wireless 10/100/1000 Mbps connections to the device) for approximately 40,000 computing devices. The IT department was faced with tremendous strains on the system due to the rapid growth of Henrico County, a suburb of Richmond, Virginia.

DISYS Solutions, Inc. (DSI) has partnered with HCPS on four separate projects. 1., 2., and 3. are long-term Capital Leases. All installations were accomplished during the summer with minimal disruption to the schools and students. DSI performs in a professional manner providing strong program management skills, excellent communication lines - written and verbal, coordination and oversight of the wiring subcontractors, and worked according to the schedule with few changes required.

- 1. Modernization of the High Schools in Henrico County, VA:** This project was undertaken during the summer of 2013 at a total cost of \$4.2 million. This project involved up gradation of wireless network and switches. The Capital Lease Installation phase of the project was completed within time and budget.
- 2. Modernization of the Middle Schools in Henrico County, VA:** This project was undertaken during the summer of 2014 at a total cost of \$4.8 million. This Capital Lease project involved up gradation of wireless network, switches, data center, firewalls, routers and introduction of ISE. 29 facilities were upgraded, adding BYOD, network security, and collaboration to more than 57,000 staff, and students, inclusive of administration devices. The project was completed well within time and budget.
- 3. Modernization of the Elementary Schools in Henrico County, VA –** This project was undertaken April 2016 E-Rate 2016 Funding Year – 46 Schools, plus the Data Center and Warehouse, total cost of 5.1 million under a 6 year lease. The modernization included all equipment, installation, labor, and supplied to perform a logistical refresh of Cisco networking equipment including Main Distribution Facility (MDF) Core, Intermediate Distribution Facility (IDF) Network Switches, Wireless Controllers and Wireless Access Points (WAPs) for the elementary schools, special programs and Data Center.

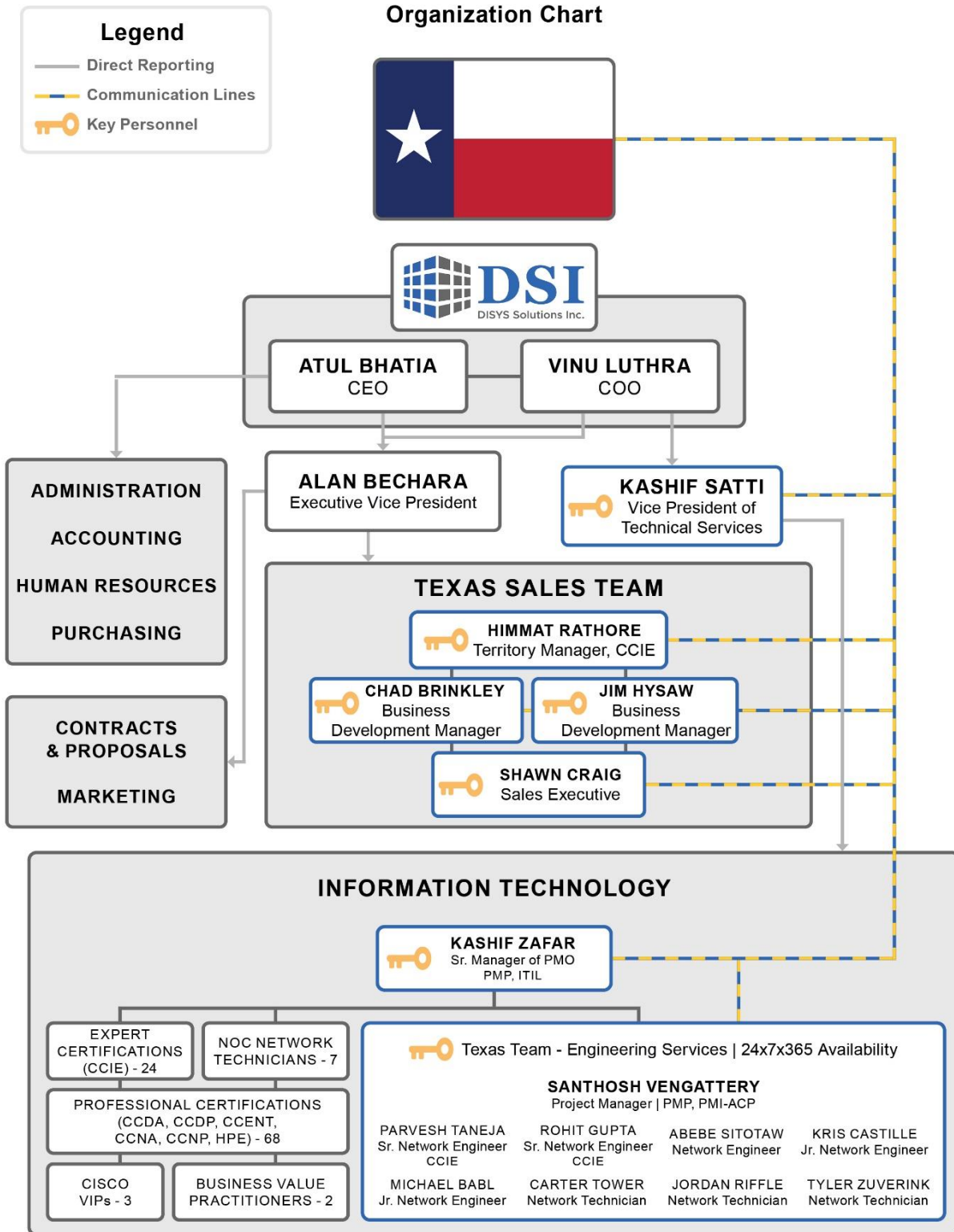
UPS (Uninterruptable Power Supply) Installation – DSI provided Minuteman UPSs including installation services for all Phases of the Henrico County Public Schools project. Generally, three sizes of UPS: 2200

watt, 1500 watt, and 750 watt were distributed between the MDF and IDF based on the equipment configuration requirements.

1. **Modernization of the High Schools:** included approximately 350 Minuteman UPS at an estimated cost of \$150,000.
2. **Modernization of the Middle Schools:** included approximately 350 Minuteman UPS at an estimated cost of \$150,000.
3. **Modernization of the Elementary Schools:** included approximately 300 Minuteman UPS at an estimated cost of \$150,000.
4. **Data Center Refresh** – DSI is currently involved in a phased upgrade to the Schools Data Center.
Phase I – Security: Configure, Install, make operational the Firepower Next Gen Firewall's in an Active/Passive HA configuration. Configure and make operational CISCO AnyConnect VPN platform on new Firepower Next Gen Firewall. Configure, Install, make operational the Firepower FPR 2140 Firewall in support of our DR Data Center. Approximate Value \$670,000.

Phase II – Nexus Routing and Switching: Install, configure and make operational Voice Gateway Router in support of the new data center. Assist in the integration of the PRI circuit working in conjunction with HCPS Construction and Maintenance Technical Operations department. Install, configure and make operational Nexus 7K Core Router in support of the new data center. Install, configure and make operational Catalyst 9500 Core Router. Approximate Value \$ 1.25 Million

Organization Chart



Resumes

HIMMAT RATHORE, Senior Network Engineer, TX Manager

Over 15+ years' experience as an IT professional

Quintuple-CCIE Routing and Switching, Voice, Security Wireless, and Service Provider

Has applied his technical knowledge as well as his project management experience in leading projects to IT fruition.

Brief Excerpt

Has proven experience in deploying, implementing, testing and providing training in various Cisco technologies. Has extensive project management and pre-sales experience in managing a team of IT professionals both technical and sales.

Education

- Excelsior College: Master in Science – Cyber Security (2013 – 2014)
- Excelsior College: Bachelor in Science - Liberal Arts (2012 – 2012)
- Eiiilm University: Master of Computer Applications (2009 – 2011)
- University of Rajasthan: Bachelor of Arts, History, Public Administration and Political Science (1997 – 2000)

Certifications

- Professional (PMP) AUG 2005
- VMWare Certified Professional (VCP) Network Virtualization
- CCIE Voice, CCIE Security, CCIE Service Provider, CCIE Routing and Switching, CCIE Wireless

Experience

DISYS Solutions, Inc.

September 2015 – Present

Sales Team Manager - Texas

- Directly responsible for all sales activities in Texas accounts, managing a team of Outside Sales Executives and Inside Sales team.
- Designs and recommends solutions in the areas of Unified Communications, Data Center, Wireless, Security and Virtualization using Cisco, VMWare, NetApp, HPe and other technologies.
- Responsible for account planning, forecasting and managing multiple product portfolios and growth strategies.
- Participates in business meetings to identify and understand customer's goals and objectives in order to develop a system to meet the customer's current and future business needs; meets with customers and analyze their business and technical requirements to provide solutions.
- Trains new Inside Sales Representatives ISRs and offers guidance and direction to tenured ISRs.
- Provides current and new clients with product information, quote prices, credit terms and rates, and delivery estimates in a timely manner.
- Develops Bill of Materials (BOM) and Statement of Work (SOW) to meet the customer's business and technical requirements.
- Develops and delivers technical presentations and collaborates with sales and implementation engineering team in a professional and effective manner.
- Develops, presents, or responds to proposals for specific customer requirements, including request for proposal (RFP) responses and industry-specific solutions.
- Attends on-going training, seminars, courses, etc. for developing and maintaining up-to-date technical skills and product knowledge.
- Researches and recommends future technical needs to customers in order to provide the most efficient and effective system for the organization.
- Responsible for the successful completion of the Cisco Gold and other audits on an as needed basis.
- Keeps informed of industry news and trends, products, services, competitors, relevant information about existing and emerging technologies and the latest product-line developments.

Nexus IS Inc.

January 2014 – August 2015

HIMMAT RATHORE, Senior Network Engineer, TX Manager

Senior System Engineer

- Provided technical and sales leadership in all market areas including, enterprise, commercial and Public Sector markets;
- Worked independently to gather requirements and translate those into solutions;
- Effectively collaborated with the sales team to build a winning strategy;
- Ownership of 3-5 strategic accounts and drove new opportunities to meet an individual contribution target;
- Built BOM's, Costing Analysis, SOW's, and Visio's;
- Relayed technical information to both technical and non-technical personnel;
- Provided support across multiple technologies;
- Successfully led, mentored, coached and built successful relationships with other team members (Inside Systems Engineer, Systems Engineer, Inside Account Manager) and clients (involves some mentoring, technical review, instruction and guidance of project work done by three junior-level team members); and
- Acting Go-to Market Partner for Nexus in the areas of Data Center, Business Video, Unified Communications, Networking, Physical Security, Wireless and Security; provided coaching, mentoring, and corporate input on direction of the business.

DISYS Solutions, Inc.

January 2012 – December 2013

Senior Network Engineer - Information Security (Wired, Wireless and Physical) & IP Communication: Cisco Networking, Managed Services

- Acted as the highest point of escalation for all IT security incidents
- Designed and implemented security solutions under tight deadlines and in a complex multi-vendor environment
- Identified business risks and recommended appropriate counter measures
- Troubleshooting and deployment of endpoint and perimeter security solutions including but not limited to Cisco Identity Engine (ISE), Cisco ASA Migration and Upgrades, Antivirus, Encryption, Data Loss Prevention, Vulnerability Management, Mobile Device Security and IPS.
- Improved security monitoring efforts through automation and false positive reduction and provided operational guidance to the existing security monitoring team. Coordinated incident response across multiple teams while providing technical assistance

ZAK Solutions for Computer Systems,

2003-2010

- Responsible for the overall planning and execution of work within the Technical Department as well as the day-to-day operational management thereof.
- Supported sales management and customers in establishing, developing and closing business opportunities in the field of Internet Protocol Applications products.
- Responsible for all the presale support of Core Network Solutions including Unified Communications, Video, Wireless, Data Center, Security and Managed Services in Bahrain marketing.

SATHOSH VENGATTERY, Project Manager

Over 20+ years' experience as an IT professional

Certified in industry standard project management certifications like PMP and PMI-ACP

Has applied professional knowledge and experience in completing several IT projects from installation and deployment to cut-overs

Brief Excerpt

Has proven experience in leading and managing various teams through all phases of project management, including demand planning, strategy formulation, project initiation, stakeholder management, requirements definition, team building and evaluation, effort and cost estimation, risk management, project execution and control and completion.

Education

- Bachelor of Technology – Computer Science, University of Calicut, India
- MBA, University of Dallas, Irving, Texas

Certifications

- Certified Project Management Professional
- Agile Certified Practitioner (PMI-ACP)

Experience

DISYS Solutions, Inc.

October 2016 – Present

Project/Program Manager - Texas

- Provides effective day-to-day project management of key IT infrastructure related projects.
- Facilitates the definition of project missions, goals, tasks, and resource requirements; resolve or assist in the resolution of conflicts within and between projects or functional areas; develop methods to monitor project or area progress; and provide corrective supervision if necessary.
- Lead planning and/or implementation of projects. Will participate in the design and/or testing phase of the implementation. Facilitates the definition of service levels and customer requirements. Interact regularly with existing or potential clients to determine their needs and to develop plans for improving delivery. Advocate on behalf of clients and represent clients' needs as appropriate to senior management.
- Plans, directs and coordinates activities pertaining to technology and business unit projects, on an enterprise level or for a major systems implementation program with multiple releases and work streams.
- Verifies project goals are accomplished and in line with business objectives.
- Responsible for managing the team that develops and carries out internal information technology projects.
- Responsibility for assembling the project staff; for their technical or functional development, and performance during the project/s.
- Manage project budget and resource allocation.
- Facilitate the definition of service levels and customer requirements. Interact regularly with existing or potential clients to determine their needs and to develop plans for improving delivery. Advocate on behalf of clients and represent clients' needs as appropriate to senior management.
- Follow a defined, agreed upon project management.
- Travels to existing client location to manage the implementation.
- Prepares and provides documentation of all client meetings, including a follow-up action plan.
- Analyzes computer needs of business establishments and government entities, using knowledge of IT industry and available products.
- Maintains confidentiality of the information processed.
- Make suggestions as necessary to improve the working processes and efficient management of project's time and budget.
- Work on projects given by supervisors.
- Follows all safety practices of Company as well as Client.
- Develops and maintains relationships with all prospective clients and clients.

SATHOSH VENGATTERY, Project Manager

E2OPEN, Dallas, TX **November 2010 – June 2016**
Senior Integration S/W Engineer - Project Lead / Manager

- Responsible for overall implementation of solutions built on E2Open's cloud-based supply-chain collaboration, visibility and analytics products. Oversee all development, deployment and support activities to ensure solutions meet and / or exceed customer goals, and adhere to business requirements.
- Identify requirements and coordinate with business stakeholders, technical teams and subject matter experts to implement effective solutions
- Track, monitor and report all progress to internal/external stakeholders to ensure streamlined communication and prompt project delivery
- Update Governance Board and Steering Committee on a periodic basis
- Oversee hardware, storage and infrastructure planning to achieve efficient yet scalable levels
- Successfully triage and coordinate delivery of solutions to address quality assurance issues and develop long-term solutions
- Spearhead exploratory testing of new solutions to gather timely feedback and develop optimal results

Bel Helicopter Textron, Ft. Worth, TX **October 2007 – August 2010**
(Employer Buchanan Technologies, Irving, TX)
Sr. IT Consultant

- Served as senior business / systems analyst and project manager, and was in charge of business and technical systems analysis and implementation, for several large external trading partners and internal systems. The scope of assignment included the overall development and management of EDI systems, integration with Bell's trading partners as well as with Bell ERP / SAP and legacy systems
- Led Development, Integration, Data-conversion and Testing teams on multiple initiatives
- Successfully launched new EDI/B2B interfaces for 100+ trading partners
- Managed all on-boarding and migration processes with corporate trading partners
- Effectively monitored, tracked and reported on production systems, issues and resolutions

McLane Company, Temple, TX **March 2007 – September 2007**
Lead Application Analyst

- Lead / SME for several medium sized projects and ensured superior results. Prepared and delivered functional/technical documentation for various EDI applications and led internal training sessions to optimize and streamline workflows and processes.
- Developed and delivered high-level maps for financial documents, UNIX/IBM mainframe application programs, and XML data
- Effectively launched and maintained various communication programs, including UNIX, scripts and applications

Global Exchange Services **January 2007 – March 2007**
(Employer: Sunrise Systems, Metuchen, NJ)
Consultant – Financial EDI

- Worked closely with internal/external business partners to define and implement key global business processes for 3PL/EDI links as part of the Nike Supply Chain Project.
- Directed internal and third party teams across the globe to manage high-level technical projects, track progress and implement solutions for success

SATHOSH VENGATTERY, Project Manager

Nike, Beaverton, OR **November 2005 – September 2006**
(Employer: Adecco Technical / Kelly IT Services Portland, OR)
Sr. Business System Analyst

- Worked closely with internal/external business partners to define and implement key global business processes for 3PL/EDI links as part of the Nike Supply Chain Project
- Directed internal and third party teams across the globe to manage high-level technical projects, track progress and implement solutions for success

General Electric, St. Louis, MO **January 2005 – October 2005**
(Employer: Birlasoft, Edison, NJ)
Sr. Systems Analyst

- Effectively led the EDI migration process to support the consolidation of two GE acquisitions

APN Software Services, Newark, CA **September 1997 – December 2004**
Sr. Programmer Analyst

- Consulting assignments at Coca Cola, GAP, Target, McKesson, Genentech and Forethought Insurance. Worked on several global project teams, managing and participating in all phases of application software development initiatives, using a wide range of technology and tools.

Tata consultancy services (TCS) **December 1994 – August 1997**
Programmer Analyst

- Worked as a developer / project coordinator on a Deutsche Bank project (onsite at Frankfurt), programmer for Swiss Securities Clearing, Zurich (Offsite in Chennai, India) and participated in several development / QA initiatives internally for TCS India.

Sample Technical Resumes representative of the Individuals who may be assigned. Final assignment of Technical personnel is performed by the Project Management Office and is based on technical requirements, experience and availability.

JAGANMOHAN CHOWDAM, Sr. Network Engineer

**More than 10
years' experience
as an IT
professional**

**Holds multiple
certifications
including CCIE,
Ekahau ESCE,
Aruba and MIST**

Brief Excerpt

Has proven experience in deploying, implementing, testing and providing training in Cisco Wireless technologies. Is responsible for building and maintaining the design and integrity for Wireless network architectures providing expert technical assistance.

Education

- Bachelor of Technology in Information Technology, Sree Vidyanikethan Eng College, Tirupati

Certifications

- Cisco Certified Internetwork Expert (CCIE)– Wireless
- Ekahau ESCE Wireless Design Professional
- Cisco Certified Network Associate (CCNA) – Wireless

JAGANMOHAN CHOWDAM, Sr. Network Engineer

Has applied professional knowledge and experience in completing several IT Wireless projects from installation and deployment to cut-overs

- Cisco Certified Network Professional (CCNP) – Wireless
- Aruba Certified Mobility Professional (ACMP)
- Certified Meraki Networking Associate (CMNA)
- Certified Wireless Network Administrator (CWNA)
- Certified Wireless Design Professional (CWDP)
- Cisco Wireless LAN Implementation Specialist (CWLIS)
- Cisco Unified Computing Technology Field Engineer Representative (CQS)
- Cisco Unified Computing Technology Support Specialist
- Cisco Data Center Unified Computing Support Specialist
- Cisco Data Center Unified Fabric Support Specialist
- Mist Master

Experience

DISYS Solutions, Inc.

Sept 2012 – Present

Sr. Network Engineer/Project Manager

- Performs remote and onsite client consultation: plan, design, implement, and support the LAN & WLAN infrastructure networks.
- Develops and implements the technical architecture and physical design of the network: analyze existing wireless, routing and switching data networks and recommend solutions.
- Set up, configure, and test Wireless LAN solutions: Wireless LAN Controller, Access Points, Prime Infrastructure, Mobility Services Engine, Cisco LAN switches (core, distribution and access), Cisco firewalls, routers and Identity Services Engine, etc.
- Troubleshoot, maintain, upgrade, and provide solutions to complex hardware/software problems
- Assists Account Executives during the customer set up process by educating the customer about new technologies.
- Ensures a stable performance environment for enterprise computer applications.
- Comfortable working in a demanding environment where client satisfaction is our goal.
- Directs the work of other technical team members and subcontractors.
- Work is performed with minimal supervision by senior management.
- Conducts Knowledge transfer and training of client personnel
- Effectively communicate with clients and end users.
- Involve in solution build up as per the requirements in RFP (Request for Proposals) and technical responses.
- Facilitates calls between the customers and various teams to resolve any and all issues.
- Tracks critical order milestones to meet customer delivery date.
- Escalates issues and problems on behalf of the customer.
- Manages the entire order provisioning process.
- Coordinates final testing between customer, consultants and communication technicians.

Mahindra Satyam

Apr 2012 – Sept 2012

Business Development Engineer

JAGANMOHAN CHOWDAM, Sr. Network Engineer

- Designed multiple scalable networks utilizing key network components (routers, switches, wireless controllers and access points)
- Designed, improved customer networks with Cisco WAN Optimization technologies (WAAS).
- Worked on multiple Cisco technical responses to RFPs, RFQs and RFIs. And won multiple opportunities.
- Commercially astute and assisted implementation team with service delivery management achieve agreed Service Level Agreements.

Dimension Data India Ltd.

Dec 2010 – Mar 2012

Infrastructure Consultant – Professional Services

- Participated in regular client sales meetings and conference calls with the sales team: gather client requirements, qualify opportunity from a technical perspective, gather information on client's environment, look for additional opportunity, white board / scope potential rough solution (if required) and recommend technical solutions.
- Lead or contribute to the technical delivery of projects that include design (HLD), configuration (LLD) and installation of technical solutions (routing, switching, wireless and WAN optimization) that meet client's expectations.
- Drove proposal development and solution design: confer with senior engineers and subject matter experts (SME) to define the bounds and aims of system implementations and generate solution design and technical documents.
- Built and maintained technical relationships with clients to maximize opportunities within those clients.
- Performed advanced technical consulting, optimization and/or assessment services for enterprise or service provider segment.
- Conducted Wireless Assessments which includes Wireless Site-Survey, RF Assessment, Performance Assessment, 802.11n readiness Assessment, Wireless Security Assessment to Analyze and Optimize Wireless Performance for Clients.
- Conducted Technology Life-Cycle Management Assessments to review client's business/technical objective and determine Infrastructure technology which drive or realize client's objective.
- Generated network high-level design document, assessment/consulting documents.
- Performed simulation in lab as part of network design and proof of concept (POC). Planning, design and implementation consultation for Cisco WAAS, Cisco 802.11n Clean Air technology pre-sales and POCs.
- Performed analysis/review of large-scale network design, architecture and conduct design workshop with clients.

Cisco Systems, Inc.

Jan 2008 – Dec 2010

Senior Technical Support Engineer

- Worked closely with Cisco System Engineers (SE) and Channel Account Managers (CAMs) in winning the sales opportunities with Cisco partners.
- Provided technical product information to Cisco Partners and Resellers, including assistance with network design and Product Selection Guidance on a presales basis.

JAGANMOHAN CHOWDAM, Sr. Network Engineer

- Provided high level of technical pre-sales support for the following areas: routing and switching, network security, IP Telephony products and Wireless technologies (technical and product support, planning of networks, product selection, validation, pricing.)
- Created Bill of Materials for various Cisco Products and technologies upon partners request on all Cisco Platforms.
- Provided Bill of Materials validation and explanation upon customer's network requirements.
- Provided features and compatibility information on various Cisco products and technologies
- Own a case until resolution is reached, and assure the contact with the partner in every stage of the process.
- Coordinated Cisco's different Business Units for meeting customer requirements
- Ensured prompt resolution of queries put forth by Cisco partners and customers and maintained high customer satisfaction levels.
- In-depth knowledge on Cisco Product Configuration Tools like Dynamic Configuration Tool, Pricing Tool etc.
- Worked closely with customer at all technical and management levels to identify network capabilities and technical obstacles on engineering and implementation of Cisco technology
- Helped the partner to select the right IOS and licensing in new install and upgrade.
- Provided configuration basic Troubleshooting for Partners.
- Responsible for providing complete Routing, Switching solution for partners in terms of planning, designing and pricing of the solution (software, hardware, SMARTnet contract and licenses).
- Delivered trainings on Cisco products to corporate clients.
- Ensured prompt resolution of queries put forth by Cisco partners and customers and maintained high customer satisfaction levels.
- Assisted and participates in developing RFI and RFQ responses.
- Good product knowledge in all series of routers, switches etc.
- Engineering of enterprise network designs to meet increasing customer demands.
- Customer-focused and collaborative team player with highly adaptable interpersonal skills.
- Reviewed network requirements and high-level design.
- Participated in technical discussions on Cisco technologies.
- Provided configuration and troubleshooting help for the partners.

Tab 2: Section II Questionnaire -FORMS

TECHNOLOGY PRODUCTS AND SOLUTIONS CATALOG
TEXBUY RFP #021-010

CHECKLIST
(Include with submission)

- 1 Original, 1 Copy, and 1 Electronic Copy your Proposal
- Electronic Copy of Pricelist and Catalog
- Questionnaire
- Regional Map/Checklist
- Felony Conviction Disclosure and Debarment
- Texas Resident Information and Vendor Employment Certification
- MWBE/HUB Certification and Deviation and Compliance
- Cooperative Program Participation
- Conflict of Interest Questionnaire (Form CIQ)
- References
- Public Disclosure Laws and Copyright Information
- Consent to Release Confidential/Proprietary/Copyright Information to Members
- "EDGAR" Vendor Certification
- Antitrust Certification Statement
- SB 9 Contractor Certification: Contractor Employees
- SB 252 Certification
- Summary of Products and Services
- Pricing Sheet
- Market Basket
- Contract Acceptance and Signature Page

If you have received an addendum to this bid, please acknowledge receipt by initialing the number of the addendum below. Please call Andrew Pickens at (806) 677-5040 to verify outstanding addenda. Failure to acknowledge outstanding addenda is cause for disqualification.

Addendum #1. _____ 2. _____ 3. _____ 4. _____ 5. _____ 6. _____

SECTION II
QUESTIONNAIRE

➤ **OFFEROR INFORMATION**

Company Name: DISYS Solutions, Inc.

Company Address: 44670 Cape Court, Suite 100

City: Ashburn State: VA Zip: 20147

Primary Contact Name: Himmat Rathore Title: Senior Regional Manager

Phone: 571-707-3611 Email Address: TXsales@dsitech.com or himmat.rathore@dsitech.com

Company's Dun & Bradstreet (D&B) number: 96-275-1918

List the name of the person(s) who will be responsible for administration the contract resulting from this solicitation:

Himmat Rathore

What are your net terms of payment?

Net 30

Do you accept credit cards for payment? Yes No

Will you accept EFT payments and send EFT payments for TexBuy Admin Fees?

Yes No

Provide information regarding if your company has been involved in any litigation, bankruptcy, or reorganization in the past seven (7) years:

NONE

Does your company agree to report Quarterly sales through this contract for the purpose of calculating the TexBuy service fee via email (spreadsheet format preferred)?

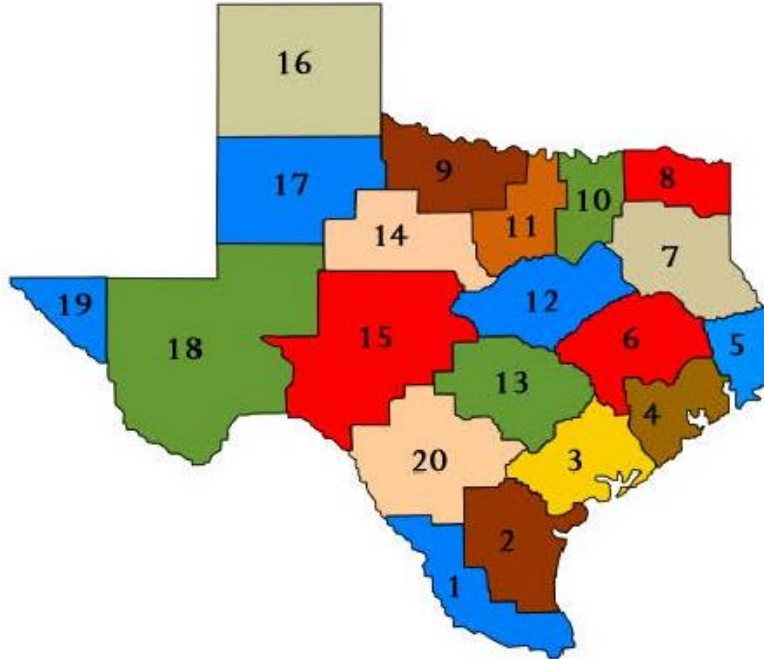
Yes No

If not, please explain:

N/A

REGIONAL MAP/CHECKLIST

Using the map and checklist below, indicate the Regions within the State of Texas in which your company can offer its goods and services. If your company is able to offer its goods and services state-wide, please indicate as such by checking "ALL Regions".



PLEASE CHECK ALL THAT APPLY

- | | | | | | |
|-----------|---------------------|--------------------------|-----------|---------------------|--------------------------|
| Region 1 | Edinburg Area | <input type="checkbox"/> | Region 11 | Fort Worth Area | <input type="checkbox"/> |
| Region 2 | Corpus Christi Area | <input type="checkbox"/> | Region 12 | Waco Area | <input type="checkbox"/> |
| Region 3 | Victoria Area | <input type="checkbox"/> | Region 13 | Austin Area | <input type="checkbox"/> |
| Region 4 | Houston Area | <input type="checkbox"/> | Region 14 | Abilene Area | <input type="checkbox"/> |
| Region 5 | Beaumont Area | <input type="checkbox"/> | Region 15 | San Angelo Area | <input type="checkbox"/> |
| Region 6 | Huntsville Area | <input type="checkbox"/> | Region 16 | Amarillo Area | <input type="checkbox"/> |
| Region 7 | Kilgore Area | <input type="checkbox"/> | Region 17 | Lubbock Area | <input type="checkbox"/> |
| Region 8 | Mount Pleasant Area | <input type="checkbox"/> | Region 18 | Midland/Odessa Area | <input type="checkbox"/> |
| Region 9 | Wichita Falls Area | <input type="checkbox"/> | Region 19 | El Paso Area | <input type="checkbox"/> |
| Region 10 | Richardson Area | <input type="checkbox"/> | Region 20 | San Antonio Area | <input type="checkbox"/> |

OR: All Regions _____

FELONY CONVICTION DISCLOSURE

Subsection (a) of Section 44.034 of the Texas Education Code states:

“A person or business entity that enters into a contract with a school district must give advance notice to the district if the person or an owner or operator has been convicted of a felony. The notice must include a general description of the conduct resulting in the conviction of a felony.”

Subsection (b) of Section 44.034 of the Texas Education Code further states:

“A school district may terminate a contract with a person or business entity if the district determines that the person or business entity failed to give notice as required by Subsection (a) or misrepresented the conduct resulting in the conviction. The district must compensate the person or business entity for services performed before the termination of the contract.”

Please check one of the following:

Offeror is a publicly held corporation. (Advance notice requirement does not apply to publicly held corporations)

Offeror is not owned or operated by anyone who has been convicted of a felony.

Offeror is owned or operated by the following individual(s) who has/have been convicted of a felony:

Name of felon(s): N/A

Conviction details: N/A

By signing below, I certify that the above information is true, complete, and accurate and that I am authorized by my company to make this certification.



Signature of Authorized Company Official

Vinu Luthra, Chief Operating Officer

Printed Name

➤ **DEBARMENT**

Neither the offeror nor an owner or principal of Offeror has been debarred, suspended or otherwise made ineligible for participation in Federal Assistance programs under Executive Order 12549, "Debarment and Suspension," as described in the Federal Register and Rules and Regulations.

No, Offeror is not currently debarred, suspended or otherwise ineligible.

Yes, Offeror is currently debarred, suspended or otherwise ineligible.

By signing below, I certify that the above information is true, complete, and accurate and that I am authorized by my company to make this certification.



Signature of Authorized Company Official

Vinu Luthra, Chief Operating Officer

Printed Name

➤ **TEXAS RESIDENT INFORMATION**

Chapter 2252, Subchapter A, of the Texas Government Code establishes certain requirements applicable to proposers who are not Texas residents. Under the statute, a "resident" offeror is one whose principal place of business is in Texas, including one whose ultimate parent company or majority owner has its principal place of business in Texas. Please answer as follows:

Offeror is a Resident Proposer.

Offeror is a Non-resident Proposer.

Offeror's principal place of business is located: Ashburn, Virginia

Complete Mailing Address: 44670 Cape Court

Suite 100

City: Ashburn State: VA Zip: 20147

Does Offeror's resident state require a proposer whose principal place of business is in Texas to underprice proposers whose resident state is the same as Offerors by a prescribed amount or percentage to receive a comparable contract?

Yes No

What is the specified amount or percentage? N/A

➤ **TEXAS RESIDENT INFORMATION**

Chapter 2252, Subchapter A, of the Texas Government Code establishes certain requirements applicable to proposers who are not Texas residents. Under the statute, a “resident” offeror is one whose principal place of business is in Texas, including one whose ultimate parent company or majority owner has its principal place of business in Texas. Please answer as follows:

- Offeror is a Resident Proposer.
 Offeror is a Non-resident Proposer.

Offeror’s principal place of business is located: Virginia

Complete Mailing Address: 44670 Cape Court
Suite 100
City: Ashburn State: VA Zip: 20147

Does Offeror’s resident state require a proposer whose principal place of business is in Texas to under-price proposers whose resident state is the same as Offerors by a prescribed amount or percentage to receive a comparable contract?

Yes No

What is the specified amount or percentage? N/A

➤ **VENDOR EMPLOYMENT CERTIFICATION**

Section 44.031(b) of the Texas Education Code establishes certain criteria that a school district must consider when determining to whom to award a contract. Among the criteria for certain contracts is whether the vendor or the vendor’s ultimate parent or majority owner (i) has its principal place of business in Texas; or (ii) employs at least 500 people in Texas.

If neither bidding company nor the ultimate parent company or majority owner has its principal place of business in Texas, does Offeror, ultimate parent company, or majority owner employ at least 500 people in Texas?

Yes No

By signing below, I certify that the information listed in “Texas Resident Information” and “Vendor Employment Certification” is true, complete, and accurate and that I am authorized by my company to make this certification



Signature of Authorized Company Official

Vinu Luthra, Chief Operating Officer
Printed Name

➤ **MWBE/HUB BUSINESS CERTIFICATION**

A proposer that has been certified as a Minority/Women Business Enterprise (also known as a “Historically Underutilized Business” or “HUB” and all referred to in this form as a “MWBE”) is encouraged to indicate its MWBE certification status when responding to this solicitation. Offeror certifies that company has been certified in the following categories: (Please check all that apply)

Minority Owned Business

My company has NOT been certified as MWBE.

Certificate Number: Virginia 1537 valid through June 4, 2025. Currently in process: NCTRCA (North Central Texas Regional Certification Agency)

Name of Certifying Agency: Commonwealth of Virginia, Department of Small Business & Supplier Diversity

Disadvantaged Business Enterprises (DBEs) will be afforded equal opportunities to submit bids and will not be discriminated against on the grounds of race, color, sex, disability, or national origin in consideration of an award.

By signing below, I certify that the above information is true, complete, and accurate and that I am authorized by my company to make this certification.



Signature of Authorized Company Official

Vinu Luthra, Chief Operating Officer

Printed Name

➤ **DEVIATION & COMPLIANCE**

If Offeror intends to deviate from the Standard Terms and Conditions, Specifications, or other requirements associated with this solicitation, Offeror must list or reference all such deviations on this form and provide complete and detailed information regarding the deviations below. Region 16 ESC/TexBuy will consider any deviations in its contract award decision and reserves the right to accept or reject a bid based upon any submitted deviation.

In the absence of any deviation identified and described in accordance with the above, Offeror asserts that it will fully comply with the Standard Terms and Conditions, Specifications, and all other requirements associated with this solicitation if awarded a contract.


List and fully explain any deviations Offeror is submitting:

NONE

➤ **COOPERATIVE PROGRAM PARTICIPATION**

Please place a checkmark next to the cooperative purchasing program that has awarded your company a current contract.

- TASB BuyBoard
- Texas Comptroller's Office T-PASS/TXMA
- U.S. Communities Purchasing Alliance
- The Cooperative Purchasing Network (TCPN)
- Houston/Galveston Area Council (HGAC)
- Choice Partners
- NCPA Co Op
- Other (please list) TX DIR-TSO-4167 (Cisco); DIR-TSO-4160 (HPE)
- No previous cooperative contracts awarded.

CONFLICT OF INTEREST QUESTIONNAIRE		FORM CIQ
For vendor doing business with local governmental entity		
<p>This questionnaire reflects changes made to the law by H.B. 23, 84th Leg., Regular Session.</p> <p>This questionnaire is being filed in accordance with Chapter 176, Local Government Code, by a vendor who has a business relationship as defined by Section 176.001(1-a) with a local governmental entity and the vendor meets requirements under Section 176.006(a).</p> <p>By law this questionnaire must be filed with the records administrator of the local governmental entity not later than the 7th business day after the date the vendor becomes aware of facts that require the statement to be filed. See Section 176.006(a-1), Local Government Code.</p> <p>A vendor commits an offense if the vendor knowingly violates Section 176.006, Local Government Code. An offense under this section is a misdemeanor.</p>	OFFICE USE ONLY	
<p>1 Name of vendor who has a business relationship with local governmental entity.</p> <p style="text-align: center;">Not Applicable</p>	<p>Date Received</p>	
<p>2 <input type="checkbox"/> Check this box if you are filing an update to a previously filed questionnaire. (The law requires that you file an updated completed questionnaire with the appropriate filing authority not later than the 7th business day after the date on which you became aware that the originally filed questionnaire was incomplete or inaccurate.)</p>		
<p>3 Name of local government officer about whom the information is being disclosed.</p> <p style="text-align: center;">Not Applicable</p> <p style="text-align: center;">_____</p> <p style="text-align: center;">Name of Officer</p>		
<p>4 Describe each employment or other business relationship with the local government officer, or a family member of the officer, as described by Section 176.003(a)(2)(A). Also describe any family relationship with the local government officer. Complete subparts A and B for each employment or business relationship described. Attach additional pages to this Form CIQ as necessary.</p> <p style="text-align: center;">Not Applicable</p> <p>A. Is the local government officer or a family member of the officer receiving or likely to receive taxable income, other than investment income, from the vendor?</p> <p style="text-align: center;"><input type="checkbox"/> Yes <input type="checkbox"/> No</p> <p>B. Is the vendor receiving or likely to receive taxable income, other than investment income, from or at the direction of the local government officer or a family member of the officer AND the taxable income is not received from the local governmental entity?</p> <p style="text-align: center;"><input type="checkbox"/> Yes <input type="checkbox"/> No</p>		
<p>5 Describe each employment or business relationship that the vendor named in Section 1 maintains with a corporation or other business entity with respect to which the local government officer serves as an officer or director, or holds an ownership interest of one percent or more.</p> <p style="text-align: center;">Not Applicable</p>		
<p>6 <input type="checkbox"/> Check this box if the vendor has given the local government officer or a family member of the officer one or more gifts as described in Section 176.003(a)(2)(B), excluding gifts described in Section 176.003(a-1).</p>		
<p>7</p> <p style="text-align: center;"></p> <p style="text-align: center;">_____ Signature of vendor doing business with the governmental entity</p>		<p style="text-align: center;">May 27, 2021 _____ Date</p>

CONFLICT OF INTEREST QUESTIONNAIRE
For vendor doing business with local governmental entity

A complete copy of Chapter 176 of the Local Government Code may be found at <http://www.statutes.legis.state.tx.us/Docs/LG/htm/LG.176.htm>. For easy reference, below are some of the sections cited on this form.

Local Government Code § 176.001(1-a): "Business relationship" means a connection between two or more parties based on commercial activity of one of the parties. The term does not include a connection based on:

- (A) a transaction that is subject to rate or fee regulation by a federal, state, or local governmental entity or an agency of a federal, state, or local governmental entity;
- (B) a transaction conducted at a price and subject to terms available to the public; or
- (C) a purchase or lease of goods or services from a person that is chartered by a state or federal agency and that is subject to regular examination by, and reporting to, that agency.

Local Government Code § 176.003(a)(2)(A) and (B):

(a) A local government officer shall file a conflicts disclosure statement with respect to a vendor if:

(2) the vendor:

(A) has an employment or other business relationship with the local government officer or a family member of the officer that results in the officer or family member receiving taxable income, other than investment income, that exceeds \$2,500 during the 12-month period preceding the date that the officer becomes aware that

- (i) a contract between the local governmental entity and vendor has been executed;
- or
- (ii) the local governmental entity is considering entering into a contract with the vendor;

(B) has given to the local government officer or a family member of the officer one or more gifts that have an aggregate value of more than \$100 in the 12-month period preceding the date the officer becomes aware that:

- (i) a contract between the local governmental entity and vendor has been executed; or
- (ii) the local governmental entity is considering entering into a contract with the vendor.

Local Government Code § 176.006(a) and (a-1)

(a) A vendor shall file a completed conflict of interest questionnaire if the vendor has a business relationship with a local governmental entity and:

- (1) has an employment or other business relationship with a local government officer of that local governmental entity, or a family member of the officer, described by Section 176.003(a)(2)(A);
- (2) has given a local government officer of that local governmental entity, or a family member of the officer, one or more gifts with the aggregate value specified by Section 176.003(a)(2)(B), excluding any gift described by Section 176.003(a-1); or
- (3) has a family relationship with a local government officer of that local governmental entity.

(a-1) The completed conflict of interest questionnaire must be filed with the appropriate records administrator not later than the seventh business day after the later of:

(1) the date that the vendor:

- (A) begins discussions or negotiations to enter into a contract with the local governmental entity; or
- (B) submits to the local governmental entity an application, response to a request for proposals or bids, correspondence, or another writing related to a potential contract with the local governmental entity; or

(2) the date the vendor becomes aware:

- (A) of an employment or other business relationship with a local government officer, or a family member of the officer, described by Subsection (a);
- (B) that the vendor has given one or more gifts described by Subsection (a); or
- (C) of a family relationship with a local government officer.

➤ **REFERENCES**

Provide the names of five (5) individual governmental entity references that you currently do business with. Please do not include cooperatives.

1. Entity Name: Garland Independent School District, TX
Contact Person: Mr. Brad Walsh
Phone Number: 972-487-3655 (cell: 214-837-4398)
Email Address: bwalsh@garlandisd.net
2. Entity Name: Austin Independent School District, TX
Contact Person: Mr. Justin Slocum
Phone Number: 512-414-9298
Email Address: justin.slocum@austinisd.org
3. Entity Name: McKinney Independent School District, TX
Contact Person: Mr. Wesley Justice
Phone Number: 469-302-4051
Email Address: wjustice@mckinneyisd.net
4. Entity Name: Douglas County School System, GA
Contact Person: Mr. Dana Jones
Phone Number: 770-651-2347
Email Address: dana.jones@douglas.k12.ga.us
5. Entity Name: Henrico County Public Schools, VA
Contact Person: Mr. Larry Keith Fields
Phone Number: 804-640-0334
Email Address: lkfields@henrico.k12.va.us

By signing below, I certify that the above information is true, complete, and accurate and that I am authorized by my company to make this certification.



Signature of Authorized Company Official

Vinu Luthra, Chief Operating Officer

Printed Name

➤ **PUBLIC DISCLOSURE LAWS**

All Proposals, forms, documentation, or other materials submitted by the Offeror to TexBuy Purchasing Cooperative in response to this RFP may be subject to the disclosure requirements of the Texas Public Information Act (Texas Government Code chapter 552.001) or similar disclosure laws. The Offeror must clearly identify on this form any information in its Proposal (including forms, documentation, or other materials submitted with the Proposal) that the Offeror considers proprietary or confidential. If the Offeror fails to properly identify the information, TexBuy and Region 16 ESC shall have no obligation to seek protection of such information from public disclosure should a member of the public or other third party request access to the information under the Texas Public Information Act or similar disclosure law. The Offeror will be notified of any third party request for information that the Offeror has identified in this form as proprietary or confidential.

Please check one of the following:

- NO, I certify that none of the information included with this Proposal is considered proprietary or confidential.
- YES, I certify that this Proposal contains information considered proprietary or confidential and all such information is identified below.

Proprietary/Confidential Information (attach additional sheets if needed):

N/A

➤ **COPYRIGHT INFORMATION**

Does your Proposal (including forms, documentation, or other materials submitted with the Proposal) contain copyright information?

- NO, Proposal does not contain copyright information.
- YES, Proposal does contain copyright information.

If you responded "YES", please identify the specific documents or pages containing copyright information (attach additional sheets if needed):

N/A

➤ **CONSENT TO RELEASE CONFIDENTIAL/PROPRIETARY/COPYRIGHT INFORMATION TO
TEXBUY MEMBERS**

TexBuy members seeking to make purchases using the TexBuy contract may wish to view information included in the Proposals of awarded vendors. If you indicated that any of your included information is proprietary, confidential, or subject to copyright, and you are awarded a contract, your acceptance of the award constitutes your consent to the disclosure of such information to TexBuy members.

Note: Neither TexBuy Purchasing Cooperative nor its Administrators and personnel will be responsible for the use or distribution of information by TexBuy members or any other party.

By signing below, I certify that the information contained in "Public Disclosure Laws" and "Copyright Information" is true, complete, and accurate and that I am authorized by my company to make this certification and all consents and agreements contained herein.



Signature of Authorized Company Official

Vinu Luthra, Chief Operating Officer

Printed Name

“EDGAR” VENDOR CERTIFICATION
(2 CFR Part 200 and Appendix II)

When a Cooperative member seeks to procure goods and services using funds under a federal grant or contract, specific federal laws, regulations, and requirements may apply in addition to those under state law. This includes, but is not limited to, the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 CFR 200 (also known as the "Uniform Guidance" or new "EDGAR"). All Vendors submitting Proposals must complete this EDGAR Certification Form regarding the Offeror's willingness and ability to comply with certain requirements which *may* be applicable to specific TexBuy member purchases using federal grant funds. This completed form will be made available to TexBuy members for their use while considering their purchasing options when using federal grant funds. Members may also require Vendors to enter into ancillary agreements, in addition to the TexBuy's general terms and conditions, to address the member's specific contractual needs, including contract requirements for a procurement using federal grants or contracts.

*For each of the items below, the Offeror should certify the Vendor's agreement and ability to comply, where applicable, by having the Authorized Company Official check and initial the applicable boxes and sign the acknowledgement at the end of the "EDGAR Vendor Certification" section. **If you fail to complete any portion of the following section, TexBuy will consider the Vendor's response as "NO", the Vendor is unable or unwilling to comply. A "NO" response to any of the items may, if applicable, impact the ability of a TexBuy member to purchase from the Vendor using federal funds.***

➤ **ITEM 1 - VENDOR VIOLATION OR BREACH OF CONTRACT TERMS:**

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

Provisions regarding Vendor default are included in the TexBuy "Terms of Contract". Any Contract award will be subject to such TexBuy "Terms of Contract", as well as any additional terms and conditions in any Purchase Order or Cooperative member ancillary contract agreed upon by Vendor and the member, which must be consistent with and protect the member at least to the same extent as the TexBuy "Terms of Contract".

The remedies under the Contract are in addition to any other remedies that may be available under law or in equity.

By submitting a Proposal, you agree to these Vendor violation and breach of contract terms.

Vendor Certification – Item 1

YES, I agree to the above. (Initial: VL)

NO, I do NOT agree to the above. (Initial: _____)

➤ **ITEM 2 – TERMINATION FOR CAUSE OR CONVENIENCE:**

For any TexBuy member purchase or contract in excess of \$10,000 made using federal funds, you agree that the following term and condition shall apply:

The TexBuy member may terminate or cancel any purchase order under this contract at any time, with or without cause, by providing seven (7) business days advance written notice to the Vendor. If this Agreement is terminated in accordance with this paragraph, the member shall only be required to pay the vendor for goods or services delivered to the TexBuy member prior to the termination and not otherwise returned in accordance with the Vendor's return policy. If the TexBuy member has paid the Vendor for goods and services not yet provided as of the date of termination the vendor shall immediately refund such payment(s).

If an alternate provision for termination of a TexBuy member purchase for cause and convenience, including the manner by which it will be affected and the basis for settlement, is included in the member's purchase order or ancillary agreement agreed to by the Vendor, the TexBuy member's provision shall control.

Vendor Certification – Item 2

YES, I agree to the above. (Initial: VL)

NO, I do NOT agree to the above. (Initial: _____)

➤ **ITEM 3 – CONTRACT WORK HOURS AND SAFETY STANDARDS ACT:**

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

Vendor Certification – Item 3

YES, I agree to the above. (Initial: VL)

NO, I do NOT agree to the above. (Initial: _____)

➤ **ITEM 4 – RIGHT TO INVENTIONS MADE UNDER A CONTRACT OF AGREEMENT:**

If the TexBuy member's Federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experimental, developmental, or research work under that "funding agreement," the recipient or subrecipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

Vendor agrees to comply with the above requirements when applicable.

Vendor Certification – Item 4

YES, I agree to the above. (Initial: VL)

NO, I do NOT agree to the above. (Initial: _____)

➤ **ITEM 5 – CLEAN AIR ACT AND FEDERAL WATER POLLUTION CONTROL ACT**

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

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

Vendor Certification – Item 5

YES, I agree to the above. (Initial: VL)

NO, I do NOT agree to the above. (Initial: _____)

➤ **ITEM 6 – DEBARMENT AND SUSPENSION:**

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

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

Vendor Certification – Item 6

YES, I agree to the above. (Initial: VL)

NO, I do NOT agree to the above. (Initial: _____)

➤ **ITEM 7 – BYRD ANTI-LOBBYING AMENDMENT:**

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

As applicable, Vendor agrees to file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 USC 1352).

Vendor Certification – Item 7

YES, I agree to the above. (Initial: VL)

NO, I do NOT agree to the above. (Initial: _____)

➤ **ITEM 8 – PROCUREMENT OF RECOVERED MATERIALS:**

For TexBuy member purchases utilizing Federal funds, the Vendor agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a TexBuy member may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

Vendor Certification – Item 8

YES, I agree to the above. (Initial: VL)

NO, I do NOT agree to the above. (Initial: _____)

➤ **ITEM 9 – PROCUREMENT OF RECOVERED MATERIALS:**

For purchases using federal funds in excess of \$150,000, a TexBuy member may be required to negotiate profit as a separate element of the price. See 2 CFR 200.323(b). When required by a TexBuy member, the Vendor agrees to provide information and negotiate with the TexBuy member regarding profit as a separate element of the price for a particular purchase. However, the Vendor agrees that the total price, including profit, charged by Vendor to the TexBuy member shall not exceed the awarded pricing, including any applicable discount, under the Vendor's Contract with TexBuy Purchasing Cooperative.

Vendor Certification – Item 9

YES, I agree to the above. (Initial: VL)

NO, I do NOT agree to the above. (Initial: _____)

➤ **ITEM 10 – GENERAL COMPLIANCE AND COOPERATION WITH COOPERATIVE MEMBERS**

In addition to the foregoing specific requirements, the Vendor agrees, in accepting any Purchase Order from a TexBuy member, it shall make a good faith effort to work with the TexBuy member to provide such information and to satisfy such requirements as may apply to a particular TexBuy member purchase or purchases including, but not limited to, applicable recordkeeping and record retention requirements.

Vendor Certification – Item 10

YES, I agree to the above. (Initial: VL)

NO, I do NOT agree to the above. (Initial: _____)

➤ **ITEM 11 – NON-COLLUSION STATEMENT**

The Vendor certifies under penalty of perjury that your response is in all respects bona fide, fair, and made without collusion or fraud with any person, joint venture, partnership, corporation or other business or legal entity.

Vendor Certification – Item 11

YES, I agree to the above. (Initial: VL)

NO, I do NOT agree to the above. (Initial: _____)

By signing below, I certify that the information in this form is true, complete, and accurate and that I am authorized by my company to make this certification and all consents and agreements contained herein.

DISYS Solutions, Inc.

Company Name



Signature of Authorized Company Official

Vinu Luthra, Chief Operating Officer

Printed Name

➤ **ANTITRUST CERTIFICATION STATEMENT – Texas Government Code 2155.005**

I affirm under penalty of perjury of the laws of the State of Texas that:

1. I am duly authorized to execute this contract on my own behalf or on the behalf of the company, corporation, firm, partnership, or individual (Company) listed below;
2. In connection with this bid, neither I nor any representatives of the Company have violated any provision of the Texas Antitrust laws referenced in Texas Business & Commerce Code Chapter 15;
3. In connection with this bid, neither I nor any representative of the Company have violated any federal antitrust law; and
4. Neither I nor any representatives of the Company have directly or indirectly communicated any of the contents of this bid to a competitor of the Company or any other company, corporation, firm, partnership, or individual engaged in the same line of business as the Company.


Company Name: DISYS Solutions, Inc.

Address: 44670 Cape Court, Suite 100

City, State, Zip: Ashburn, VA, 20147

Bidder Signature:  Date: May 27, 2021

Printed Name: Vinu Luthra Title: Chief Operating Officer

Signature of Authorized Company Official: 

Printed Name: Vinu Luthra Date: May 27, 2021

Company Official's Title: Chief Operating Officer

➤ **SB 9 CONTRACTOR CERTIFICATION: CONTRACTOR EMPLOYEES (AS APPLICABLE)**

Texas Education Code Chapter 22 requires entities that contract with school districts to obtain criminal history records on covered employees. Covered employees with disqualifying criminal histories are prohibited from serving at a school district. Contractors must certify to TexBuy/Region 16 ESC that they have complied and must obtain similar certifications from their subcontractors. The law requires each contractor to obtain the criminal histories of its covered employees. For more information or to set up an account, a contractor should contact the Texas Department of Public Safety's Crime Records Service at 512.424.2474.

Definitions:

Covered employees: Employees of a contractor who have or will have continuing duties related to the service to be performed at a school district and have or will have direct contact with students. TexBuy will be the final arbiter of what constitutes continuing duties and direct contact with students.

Disqualifying criminal history: (1) a conviction or other criminal history information designated by TexBuy; (2) a felony or misdemeanor offense that would prevent a person from being employed under Texas Education Code § 22.085(a), that is: if at the time of the offense, the victim was under 18 or was enrolled in a public school: (a) a felony offense under Title 5, Texas Penal Code; (b) an offense on conviction for which a defendant is required to register as a sex offender under Chapter 62, Texas Code of Criminal Procedure; or (c) an offense under federal law or the laws of another state that is equivalent to (a) or (b).

On behalf of DISYS Solutions, Inc. ("Contractor"), I, the undersigned authorized signatory for Contractor, certify to TexBuy Purchasing Cooperative that: (check one)

None of Contractor's employees are *covered employees*, as defined above. If this box is checked, I further certify that Contractor has taken precautions or imposed conditions to ensure that its employees will not become *covered employees*. Contractor will maintain these precautions or conditions throughout the time the contracted services are provided.

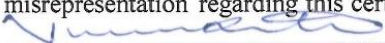
Or

Some or all of Contractor's employees are *covered employees*. If this box is checked, I further certify that:

1. Contractor has obtained all required criminal history record information regarding its covered employees. None of the covered employees has a disqualifying criminal history.
2. If Contractor receives information that a covered employee subsequently has a reported criminal history, Contractor will immediately remove the covered employee from contract duties and notify TexBuy in writing within 3 business days.
3. Upon request, Contractor will provide TexBuy with the name and any other requested information of covered employees so that TexBuy may obtain criminal history record information on the covered employees.

If TexBuy/Region 16 ESC objects to the assignment of a covered employee on the basis of the covered employee's criminal history record information, Contractor agrees to discontinue using that covered employee to provide services at TexBuy/Region 16 ESC/TexBuy members.

I also certify to TexBuy/Region 16 ESC on behalf of Contractor that Contractor has obtained certifications from its subcontractors of compliance with Texas Education Code, Chapter 22. Noncompliance or misrepresentation regarding this certification may be grounds for contract termination.

 Vinu Luthra, Chief Operating Officer May 27, 2021
Signature of Authorized Company Official Printed Name Date

➤ **SB 252 CERTIFICATION**

The 2017 Texas Legislature enacted Senate Bill 252 (codified in chapter 2252 of the Texas Government Code) relating to prohibiting governmental contracts with a company doing business with Iran, Sudan, or a foreign terrorist organization.

Definitions:

“Foreign Terrorist Organization” means an organization designated as a foreign terrorist organization by the United States Secretary of State as authorized by 8 U.S.C. Section 1189.

“Governmental Contract” means a contract awarded by a governmental entity for general construction, an improvement, a service, or public works project or for purchase of supplies, materials or equipment. This term includes a contract to obtain a professional or consulting service subject to Chapter 2254 of the Texas Government Code.

STATEMENT: I hereby certify that DISYS Solutions, Inc. (Company/business name) is not listed on the website of the Comptroller of the State of Texas concerning the listing of companies that are identified under Section 806.051, Section 807.051 or Section 2253.153. I further certify that should the above-named company enter into a contract that is on said listing of companies on the website of the Comptroller of the State of Texas which do business with Iran, Sudan or any Foreign Terrorist Organization, I will immediately notify TexBuy Purchasing Cooperative.

Company Name: DISYS Solutions, Inc.

Signature of Company’s Authorized Official: 

Print Name: Vinu Luthra, Chief Operating Officer

TECHNOLOGY PRODUCTS AND SOLUTIONS CATALOG
TEXBUY RFP #021-010

ACCEPTANCE OF BID AND CONTRACT PAGE

BIDDER: Having carefully examined the Proposal Notice, General Terms and Conditions, and Specifications, the undersigned Authorized Submitter hereby proposes and agrees to furnish goods/service in strict compliance with the terms, conditions, and specifications set forth in this document. The Submitter affirms that, to the best of his knowledge, the RFP has been arrived at independently and is submitted without collusion with anyone to obtain information or gain any favoritism that would in any way limit competition or give them an unfair advantage over other submitters in the award of this proposal.

It is understood that the owner reserves the right to accept or reject any or all bids and alternates, and waive all irregularities. It is further agreed that this RFP shall be completed within the time frame set forth and at no additional cost to Region 16 ESC for unexpected or unforeseen circumstances.

Company Name: DISYS Solutions, Inc. Date: May 27, 2021

Company Address: 44670 Cape Court, Suite 100

City: Ashburn State: VA Zip: 20147

Authorized Name: Vinu Luthra Title: Chief Operating Officer

Authorized Signature (ink) 

Email Address: bidsdistribution@dsitech.com Phone: 571-707-3636

REGION 16 ESC/TEXBUY: Your bid response is hereby accepted. As a Vendor Partner you are now bound to provide the products and services identified in this RFP. Your response has been approved by the Region 16 Education Service Center Board of Directors, including all terms, conditions, specifications, exceptions, and any amendments. The intent of this contract is to constitute the final and complete agreement between Region 16 ESC/TexBuy Purchasing Cooperative and the vendor Partner. No change or modification of this contract shall be valid unless in writing and signed by both parties. **The term of this agreement shall commence on July 1, 2021 and continue until June 30, 2022 unless terminated, canceled, or extended. By mutual agreement, the contract may be extended for three (3) additional 12-month periods ending on June 30, 2023, June 30, 2024, and June 30, 2025.**

Region 16 ESC/
TexBuy Representative Lance Terrell Title Chief Financial Officer

Signature _____ Date _____

Tab 3: Proposed Products and Services

DISYS Solutions, Inc., (DSI's) vast network of distributors and manufacturers combines strengths in manufacturing, distribution, and electronic commerce; and offers greater efficiencies in time to market, cost, and real-time links in the supply chain. By managing our supply chain, DSI brings product procurement and manufacturing expertise together which results in the highest quality products built with industry-leading components delivered in the least amount of time.

Our online ordering tools and resources allow us to see availability and pricing at all of our major distributor partners. This allows us to ensure our fill rate remains above 99% and reduce the total acquisition cost, thereby allowing DSI to provide additional cost savings to our customers. Online tools also allow us to track shipment status and communicate unforeseen delays immediately.

In addition, due to the myriad of configuration options, manufacturer specials, and daily changes in list prices, DSI provides "Quotes on Demand." This ensures that each Participating Agency is aware of the options, pros and cons based on form, fit, function and budget and is ensured of products that fit/integrate into their existing environment.

DSI maintains an Online store, However, Quotes on Demand ensure each customer receives the most current information, applicable discounts, and deeper discounts as available. DSI will provide products and services that support all technology areas as outlined below and minimum discounts as provided under Tab 4 – Pricing Sheet.

Access to the Online store is available though our website at www.DSITech.com. Please see Tab 4 for additional information.

Item #	Description
1	Telecommunication Products
2	Audio/Video Products
3	Desktop Computers
4	Laptops, Notebooks, PDA's
5	Data Storage
6	Servers
7	Software
8	Battery Back-up, Power, Surge
9	Accessories, Cables
10	Keyboard, Mice, Input Devices
11	Interactive Whiteboards
12	DVD, Books, Music and Video
13	Office Equipment, Printers
14	Other Services Offered (Explain in detail. Add another sheet if needed)

Tab 4: Cost

Offeror shall submit pricing based on the proposed discount from offeror's published catalog price list. A copy of the price lists must accompany the proposal in an electronic format on a flash drive or CD.

Each product or service category proposed is to be priced separately. The offeror may choose to only offer those products or services it so desires.

Services that are not based on a discount from catalog price list shall be offered with a detailed rate chart. Please describe in detail a fee schedule for all services proposed shown in a format that allows for clear calculation of total cost.

Installation is available at an extra charge and will be included in the quote if installation is required/requested.

DSI does not maintain a retail store front.

DSI maintains an electronic Online store accessible by going to www.DSITech.com

Select Online Store from header options in the black top row.

Create an Account.

Browse our offering: It can be searched by manufacturer, part number, or category. List price is provided as available. Discounts "Off List Price" will be applied on the official "Quote on Demand." Deeper discounts are applied based on quantity and manufacturer policies at time of "Quote on Demand."

Freight:

Quoted price includes FOB Destination. Inside delivery must be specified at time of quote.

Please note due to the size and fluid nature of the DSI Online Store, a flash dive of the catalog offering cannot be provided.

PRICING SHEET

Item #	Description	Catalog Name	Discount off Catalog Pricelist	Exceptions	Comments
1	Telecommunication Products	Cisco Systems	35%	Smart Net	Smart Net will be at 20% , UCS on higher discount
		Palo Alto	20%		
		Hewlett Packard Enterprise	20%		
2	Audio/Video Products	ClearTouch	10%		
		Crestron	10%		
		Epson	10%		
		Sharp	10%		
		SONY	10%		
3	Desktop Computers	Dell	5%		
		HP	5%		
		Lenovo	5%		
4	Laptops, Notebooks, PDA's	Dell	5%		
		HP	5%		
		Acer	5%		
		Samsung	5%		
		Lenovo	5%		
		Asus	5%		
5	Data Storage	Dell EMC	10%		
		Pure Storage	10%		
		NetApp	10%		
		IBM	10%		
		Nutanix	10%		
		Pivot 3	10%		
		Veritas	10%		
		Commvault	10%		
6	Servers	Dell	10%		
		HP	10%		
		Cisco UCS*	50%		
7	Software	Cisco Smart Net	20%		
		Cisco Meraki Licenses	35%		

Item #	Description	Catalog Name	Discount off Catalog Pricelist	Exceptions	Comments
8	Battery Back-up, Power, Surge	Tripplite	15%		
		APC	15%		
		Eaton	15%		
9	Accessories, Cables	C2C	10%		
10	Keyboard, Mice, Input Devices	Logitech	10%		
11	Interactive Whiteboards	SmartBoard	10%		
12	DVD, Books, Music and Video	No Bid			
13	Office Equipment, Printers	HP	5%		
		EPSON	5%		
14	Other Services Offered				
	Audio	Algo	10%		
	Locking & Security Devices	APC	15%		
	Audio	Ashly Audio	10%		
	Projector, Data, & Video Supplies	ATEN	5%		
	Audio	Atlas Sound	15%		
	Projector, Data, & Video Supplies	Atlona	15%		
	Audio	Audio Technica	5%		
	Audio	AKG	5%		
	Monitors	Avocor	5%		
	Presentation Supplies/ Projector, Data, & Video	Barco	10%		
	Audio	beyerdynamic	5%		
	Audio	Biamp	30%		
	Presentation Supplies/ Projector, Data, & Video	BrightSign	5%		
	Audio	BSS	10%		
	Presentation Supplies/ Projector, Data, & Video	Canon	10%		
	Presentation Supplies/ Projector, Data, & Video	Chief	10%		
	Presentation Supplies/ Projector, Data, & Video	Christie	10%		
	Cables	Comprehensive Connectiv	10%		
	Audio / Presentation/ Projector, Data, & Video/ Video Conferencing/ Cables	Creston	35%		

Item #	Description	Catalog Name	Discount off Catalog Pricelist	Exceptions	Comments
14	Other Services Offered				
	Presentation Supplies/ Projector, Data, & Video	DA-LITE	20%		
	Audio	dbx	12%		
	Audio	Crown	5%		
	Monitors	Elo Touch Solutions	5%		
	Presentation/ Projector, Data, & Video Supplies	Epson	6%		
	Presentation Supplies	Furman	10%		
	Monitors	Hisense Pro	5%		
	Presentation/ Projector, Data, & Video/ Video Conferencing/ Monitors	Hitachi	5%		
	Presentation/ Projector, Data, & Video/ Video Conferencing	Infocus	5%		
	Audio	JBL	15%		
	Audio / Presentation/ Projector, Data, & Video/ Video Conferencing/ Cables	LG	5%		
	Audio	Listen	5%		
	Projector, Data, & Video	Luxul	30%		
	Locking & Security Devices	Middle Atlantic	30%		
	Photography	Nikon	5%		
	Monitors	NEC	5%		
	Presentation/ Projector, Data, & Video/ Video Conferencing	Optoma	5%		
	Presentation/ Projector, Data, & Video/ Video Conferencing/ Photography	Panasonic	5%		
	Locking & Security Devices	Peerless-AV	5%		
	Monitors	Planar	5%		
	Monitors	Samsung	5%		
	Monitors	Sharp	5%		
	Monitors/Projector,Data & Video	Sony	5%		
	Audio	Soundcraft	5%		
	Locking & Security Devices	SurgeX	5%		
	Audio/ Media Recording & Playback	TASCAM	10%		
	Audio	Toa	5%		
	Locking & Security Devices	Tripp-Lite	5%		
	Presentation Supplies	tvONE	5%		
	Cables/ Locking & Security Devices	VDO360	5%		
	Audio	Valcom	10%		
Presentation/ Projector, Data, & Video Supplies	Vivitek	5%			
Audio	Wahsega	10%			

Professional Services Hourly Rates:

SKU/Part Number	Item Description	List Price/ Hr.
Camera Operator	Livestream	\$150.00
Sr. Audio Engineer	Livestream	\$180.00
Jr. Audio Engineer	Livestream	\$120.00
Sr. Video Engineer	Livestream	\$180.00
Jr. Video Engineer	Livestream	\$120.00
System Programmer	Design Build	\$200.00
Cabling Installer	Design Build	\$100.00
Sr AV Engineer	Design Build	\$200.00
Jr AV Engineer	Design Build	\$150.00
Audio Technician	Design Build	\$120.00
Videographer	Position	\$120.00
Post Production	Position	\$150.00
Sr Collaboration Engineer	Position	\$250.00
Collaboration Engineer	Position	\$200.00
System Programmer	Design Build	\$200.00
Cabling Installer	Design Build	\$100.00
Sr AV Engineer	Design Build	\$200.00
Jr AV Engineer	Design Build	\$150.00
Audio Technician	Design Build	\$120.00
Jr. Network Engineer	Network Engineer (CCNA CCNP)	\$160.00
Sr. Network Engineer	Network Engineer (CCIE, CCPE)	\$250.00
Project Manager	Project Manager (PMP)	\$145.00

Tab 5: Market Basket

Description	Item No.	Market Basket Item	Current Catalog List Price	Discount % Off Catalog List Price Per Bid	Unit Cost After Discount	Deeper Discount Offered
Telecommunication Prod	CP-7841-K9=	Cisco IP Phone 7841	\$366.28	42%	212.44	Yes
Telecommunication Prod	MR36-HW	Cisco Meraki MR36 Wi-Fi 6 Indoor AP	\$751.62	42%	\$435.94	Yes
Telecommunication Prod	US-16-150W	Ubiquiti UniFi Switch US-16-150W	No Bid			
Telecommunication Prod	AIR-AP2802I-B-K9	Cisco Aironet 2802I	\$1,601.23	42%	\$928.71	Yes
Telecommunication Prod	WS-C3850-12XS-S	Cisco Catalyst 3850-12XS-S	\$19,551.88	42%	\$11,340.09	Yes
Telecommunication Prod	UF-MM-1G	Ubiquiti U Fiber Multi-Mode	No Bid			
Audio / Video Products	DELL-E2720H	Dell E2720H	N/A	5%	N/A	Yes
Audio / Video Products	V11H793020	Epson PowerLite 1785W - 3LCD projector - portable - Wi-Fi	\$1,099.99	20%	879.99	Yes
Audio / Video Products	960-000764	Logitech HD Pro Webcam C920	\$79.99	10%	71.99	Yes
Audio / Video Products	981-000507	Logitech USB Headset H340	\$29.99	20%	23.99	Yes
Audio/ Video Products	NP-P474U	NEC P474U - LCD projector - LAN	\$3,499.00	30%	2,449.30	Yes
Audio/ Video Products	UVC-G3-DOME	Ubiquiti UniFi UVC-G3-DOME	No Bid			
Audio/ Video Products	UVC-G3-PRO	Ubiquiti UniFi UVC-G3-PRO	No Bid			
Desktop Computers	W7XP4	Dell OptiPlex 3070 - MLK - micro - Core i5 9500T 2.2 GHz - 8 GB - 256 GB	N/A	5%	N/A	Yes
Desktop Computers	10T7002CUS	Lenovo ThinkCentre M720q - tiny - Core i5 8400T 1.7 GHz - 8 GB - 256 GB	\$809.00	5%	768.55	Yes
Desktop Computers	7LL81UT#ABA	HP SB EliteDesk 800 G5 SFF Core i7-9700 8GB RAM 1TB Windows 10 Pro	N/A	5%	N/A	Yes

Description	Item No.	Market Basket Item	Current Catalog List Price	Discount % Off Catalog List Price Per Bid	Unit Cost After Discount	Deeper Discount Offered
Desktop Computers	X4M79	Dell OptiPlex 7070 - micro - Core i7 9700T 2 GHz - 8 GB - 128 GB	N/A	5%	N/A	Yes
Laptops	2J9V0	Dell Latitude 5500	N/A	5%	N/A	Yes
Laptops	TC6KM	Dell Chromebook 3100	N/A	5%	N/A	Yes
Laptops	C740	Lenovo Yoga (10th Gen)	N/A	5%	N/A	Yes
Laptops	20RD005FUS	Lenovo ThinkPad E15 20RD	\$679.00	5%	\$645.05	Yes

Data Storage	USB3FD008GB-AX	8GB USB3 FLASH DR USB3FD008GB-AX	No Bid			
Data Storage	CT250MX500SSD1	Crucial MX500	\$49.99	5%	\$47.49	Yes
Data Storage	ZA500CM1A003	Seagate Barracuda ZA500CM1A003	N/A	5%	N/A	Yes
Data Storage	ST8000VX004	Seagate SkyHawk Surveillance HDD ST8000VX004	N/A	5%	N/A	Yes

Accessories	29747	C2G USB C Ethernet and 3 Port USB A Hub	\$49.99	30%	\$34.99	Yes
Accessories	39998	C2G 7.5in USB 2.0 Fast Ethernet Network Adapter	\$19.99	20%	\$15.99	Yes
Accessories	41350	C2G 8in HDMI to VGA Adapter Converter Dongle	\$39.99	30%	\$27.99	Yes
Accessories	460-BCQP	Dell Essential Sleeve 13 (E51320V)	N/A	5%	N/A	Yes
Accessories	CF226X	HP 26X	\$283.34	30%	\$198.34	Yes
Accessories	Q5950A	HP 643A	\$313.40	30%	\$219.38	Yes
Accessories	UUSBHAUB6IN	StarTech.com 6in Micro USB Cable	\$8.99	30%	\$6.29	Yes

Description	Item No.	Market Basket Item	Current Catalog List Price	Discount % Off Catalog List Price Per Bid	Unit Cost After Discount	Deeper Discount Offered
Office Equipment, Printers	6027/NI	Xerox WorkCentre 6027/NI	No Bid			
Office Equipment, Printers	C400/DN	Xerox VersaLink C400DN - printer - color - laser	No Bid			
Office Equipment, Printers	V12H757020	Epson DC-13 Document Camera	N/A			
Software	CON-SNT-CP8841K9	Cisco SMARTnet	\$10.00	20%	\$8.00	Yes
Software	LIC-ENT-5YR	Meraki MR Enterprise License 5YR	\$451.58	42%	\$261.92	Yes
Software	CROSSWDISEDU	Chrome Education Upgrade	No Bid			
Software	79P-05717	Microsoft Office Professional Plus 2019	No Bid			
Software	Q6Z-00007	Microsoft Exchange Online Plan 2	No Bid			
Servers	P19774-B21	HPE ProLiant DL360 Gen10 4208 1P 16GB-R P408i-a NC 8SFF 500W PS Server	\$4,239.00	30%	\$2,967.30	Yes
Servers	P02464-B21	HPE ProLiant DL380 Gen10 SMB - rack-mountable - Xeon Silver 4210 2.2 GHz -	\$4,800.00	30%	\$3,360.00	Yes
Servers	RHY7W	Dell EMC PowerEdge R440 - rack-mountable - Xeon Silver 4208 2.1 GHz - 16 GB	N/A	5%	N/A	Yes
Servers	7X02A0CENA	Lenovo ThinkSystem SR630 - rack-mountable - Xeon Silver 4208 2.1 GHz - 16 G	\$2,129.00	20%	\$1,703.20	Yes

Description	Item No.	Market Basket Item	Current Catalog List Price	Discount % Off Catalog List Price Per Bid	Unit Cost After Discount	Deeper Discount Offered
Battery Back-up, Power, Surge	OR1500LCDRT2U	CyberPower Smart App Intelligent LCD OR1500LCDRT2U	\$439.00	20%	\$351.20	Yes
Battery Back-up, Power, Surge	SMART1500RM2U	Tripp Lite UPS Smart 1500VA 1350W Rackmount AVR 120V Pure Sine Wave USB DB9 SNMP 2URM	\$1,051.20	35%	\$683.28	Yes
Battery Back-up, Power, Surge	SRCOOL12K	Tripp Lite Portable Cooling Unit / Air Conditioner 12K BTU 3.4kW 120V 60Hz	\$1,174.40	35%	763.36	Yes
Keyboard, Mice, Input Devices	97470	Verbatim Wireless Mini Travel Mouse	\$19.50	30%	\$13.65	Yes
Keyboard, Mice, Input Devices	920-002714	Logitech Media Combo MK200	\$24.99	10%	\$22.49	Yes
Keyboard, Mice, Input Devices	KM636-BK-US	Dell KM636 - keyboard and mouse set - black - wireless	N/A	5%	N/A	Yes