

# Letter of Transmittal

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## **Letter of Transmittal**

### **A. Submitting Organization:**

**Arey Jones Educational Solutions  
3675-C Government Blvd  
Mobile, AL 36693**

### **B. Authorized Contract Signer:**

**Madeline Scarpella  
Director of Contracts**

**Phone: 800-998-9199  
Cell: 858-335-9254  
Fax: 800-403-9828  
E-Mail: Madeline@areyjones.com**

### **C. Authorized Contract Negotiator:**

**Peter P. Scarpella  
State Marketing Manager**

**Phone: 800-998-9199  
Cell: 205-807-2515  
Fax: 800-403-8828  
E-Mail: peter@areyjones.com**

### **D. Clarification Contact:**

**Peter P. Scarpella  
State Marketing Manager**

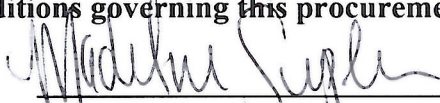
**Phone: 800-998-9199  
Cell: 205-807-2515  
Fax: 800-403-8828  
E-Mail: peter@areyjones.com**

### **E. Acceptance of Conditions:**

**Arey Jones Educational Solutions accepts all of the terms and conditions governing the procurement. Please see "Response to General Requirements and Specifications" section of our bid for sequence acceptance to ITB.**

**F. Authorized Signature:**

**Arey Jones Educational Solutions accepts all of the terms and conditions governing this procurement.**



**Madeline Scarpella  
Director of Contracts**

2-14-19  
**Date**

**G. Receipt of Amendments to RFB:**

**Arey Jones Educational Solutions has received and is in agreement to Addendum #1.**

## 6.5 Appendix E - Evaluation Submission form

The purpose of this form is to provide a single summary document per submitting vendor that references required materials. This document is intended to assist the Evaluation Committee easily find specific items of information during the evaluation process and to assist participating agency personnel in locating specific vendor information after the award of the bid.

### **Vendor Contact Information**

This will be published for participating agencies to streamline the vendor contact process. Vendors may not have all of these departments/positions/titles. Please complete this information as accurately as possible. If the information below changes, please send a revised version of this page to [JPA-Notification@accs.edu](mailto:JPA-Notification@accs.edu).

Vendor Name: **Arey Jones Educational Solutions** Last Updated: **Feb. 2019**

JPA Website Address:

	Name(s)	Phone Number(s)	E-mail Address(s)
Primary Contract Executive(s)	<b>Peter Scarpella</b>	<b>205-807-2515</b>	<b>Peter@areyjones.com</b>
Sr. Account/Sales Manager(s) (by region if necessary)	<b>Cathy Terzoli</b>	<b>800-998-9199</b>	<b>Cathy@areyjones.com</b>
Account/Sales Manager(s) (by region if necessary)	<b>Sydney Bensinger</b>	<b>800-998-9199</b>	<b>Sydney.Bensinger@areyjones.com</b>
Technical Support	<b>Erik Pitti</b>	<b>800-998-9199</b>	<b>Erik.Pitti@areyjones.com</b>

### **BID INFORMATION INDEX**

Please complete the following form to assist the Evaluation Committee in finding specific information as related to your bid response.

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Problem Resolution	Attachment C	6-11
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## Bid Summary

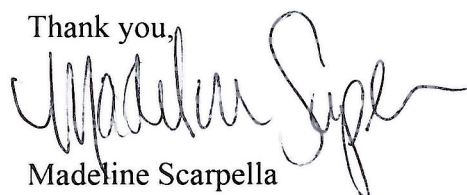
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Arey Jones Educational Solutions and Lenovo have teamed together to offer a complete and competitive response to the Alabama College System Joint Purchasing Agreement Bid. Together we have offered a complete line of Lenovo products with local support and delivery.

We feel we have presented this information in a neat and organized fashion as requested by the procurement department.

We appreciate the opportunity to submit this proposal and would welcome a presentation to the committee.

Thank you,



Madeline Scarpella

# Attachment C – Product and Services Delivery Overview

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## **Product and Services Delivery Overview:**

Broadway Typewriters Company “DBA” Arey Jones Educational Solutions is a privately held corporation that has been in business since 1897, and under the current ownership for over 45 years. The company was originally started as an office stationary business in 1897 has transitioned through the years to be a premier LENOVO Business Partner today. Arey Jones Educational Solutions is proud to be an “Education Only Reseller”. This focus on just the education marketplace allows us the ability to offer service & support that is unmatched in the State.

Arey Jones Educational Solutions is proud to be 1 of 65 “Premier” Lenovo Business Partners nationwide. This “Premier” status allows us to buy directly from Lenovo. Additionally This “Premier” status gives us the ability to procure product immediately as it is built by Lenovo and pricing that is the lowest available. Lenovo has been recognized as a world leader in computer technology, e-business and services. Lenovo’s Government & Education division focuses just on these marketplaces. Lenovo has focused on education for over 20 years. Education is not a new business to Lenovo, it is a business they have a large amount of experience in for many years.

Arey Jones has supplied services to schools in Alabama, with offices located throughout the state. The relationships we have built are long standing relationships with school systems in the state, as listed in our references. These long standing relationships demonstrate our commitment to the education marketplace, providing quality products, exceptional personalized service at competitive prices. Because Arey Jones Educational Solutions works exclusively with schools our technicians, installers, delivery teams and sales personnel are very familiar with the uniqueness of working with schools. Our delivery people, installers and technicians are sensitive to the classroom environment and the limitation schools have when receiving equipment. Our team of employees are in schools and administrative office every day, and conduct themselves in a courteous professional manner. Arey Jones WILL NOT subcontract any portion of this contract.

Arey Jones has configuration centers in Alabama and California. Computers can be shipped directly to the school sites or warehoused in our warehouse in Mobile, AL.

Arey Jones has staff of Microsoft and Novell trained & certified technicians and engineers. Our PC technicians are manufacture certified by Lenovo, per our dealership agreement. Your designated account managers for your district will be Peter Scarpella and Jessica Gorence. Peter is the State manager for Alabama and has over 20 years working with schools. Peter has been trained by Lenovo in educational marketing. One of the benefits of working with Peter Scarpella is he is part of the ownership of the company, this will allow for immediate attention to any time sensitive matters or resolution to any problems that may occur. Peter has the authority to make

decisions on behalf of the company without obtaining time consuming approval from upper management.

Sydney Bensinger has been part of the Arey Jones Sales team for over 5 years and has extensive training in the Lenovo Product line. Sydney's exceptional customer service and quick attention to customers' needs, makes her an excellent candidate to support those using the Alabama State Joint Purchasing Agreement.

### **Product Offerings:**

Arey Jones and Lenovo have teamed together to offer the entire Lenovo product line including, PC's, ThinkPad laptops, Monitors, Servers, and options. These offerings are presented in ESS portion of our response.

### **Geographic Coverage:**

Arey Jones Educational Solutions supports the entire State of Alabama with company employed Marketing Representatives, Service technicians, Systems Engineers and Installers. As displayed in the included map we support the State from 2 areas. We offer a 24 hour response to service requests and they are structured in the following way.

Northern Alabama and Southern Alabama are all supported by our Out bound Marketing Representatives, Service Technicians, System Engineers, and Installers. The Marketing Representatives are responsible for their territory and also have inside sales representative back-ups. They all report to the State Marketing Manager and are very experienced in Lenovo products & services. Service Technicians, Systems Engineers and Installers live in the geographic area they are responsible and are dispatched throughout the day from our Service Management Team. The technicians are supplied with a parts inventory of frequently replaced items and obtain non stock replacement parts from our parts facilities in each region. Lenovo offers 24 hour overnight shipping of all replacement parts. Our Systems Engineers support larger territories based on projects that are being implemented at the time.

We have provided this type of State Wide Service to Reading Alabama for over 5 years to support the over 3000 computers they have implemented.

### **Technical/Marketing:**

Arey Jones currently offers our support to the State of Alabama with 3 Marketing Representatives, 2 Inside Marketing Support Representatives, 10 Service Technicians and 4 System engineers. Our team of Marketing and Technical people offer support that is unmatched in the State. They are responsible for specific geographic coverage as listed above. Please see our organizational structure for further clarification. We also have the ability for larger needed products to pull people from our other Southeast service areas.



### **Problem Resolution:**

Customer Satisfaction is our top priority. Having worked exclusively in the education community we are very conscious of the word of mouth that travels among educators. We are proud of our reputation in the State that has been built on our ability to provide prompt problem resolution.

The Alabama College System accounts will be managed by Peter Scarpella as part of the ownership of the company he can offer immediate resolution to any problems that may arise. Peter has the ability to authorize RMA's for any products that are not performing to the end users satisfaction. Peter is easily accessible by Cell Phone and voice mail pager if he is not in the office.

### **Customer Satisfaction:**

Arey Jones and Lenovo team together to offer service that is recognized by our customers as second to none. Lenovo has a customer satisfaction program in place to survey customers on service provided by Arey Jones and other Business Partners throughout the country. Lenovo will contact end users and ask them to rate the level of service they received on their warranty service, regarding downtime, parts replacement efficiency, courteousness, technical expertise and overall satisfaction. This is an ongoing program that has been in place for over 10 years.

Arey Jones is recognized as among the top Lenovo service providers in the United States. This status has been earned by receiving 90% or better in above mentioned categories by our customers. Please see documentation provided in this section.

### **Value Added Services:**

Arey Jones is pleased to offer a wide variety of Value added services. Some of these offerings are listed on the following pages.

### **Custom Hard Drive Imaging:**

Arey Jones Educational Solutions will offer hard drive imaging to your requirements as requested. We will inventory separate computer images based on your requirements and ship all orders with the requested image:

Arey Jones Educational Solutions will provide pre-configured hardware ready for images. Arey Jones will either deliver the equipment via company personnel, or ship the computers to a designated site, this is based on the college system's choice. If requested Arey Jones will have a technician on site to assist in the creation of this image. This will include but NOT be limited to the following:

- 1) Student WorkStations- Many Districts will load a classroom image based on grade level software and include all drivers and software for connectivity to the network.
- 2) Teacher WorkStations- Many Districts will load a Teacher image based on productivity software and include all drivers and software for connectivity to the network.

- 3) Administration WorkStations- Many Districts will load an Administration image based on productivity software and include all drivers and software for connectivity to the network.

Arej Jones can inventory these images and any additional images, the district can reference these images on purchase orders and the computers will be delivered as requested pre-configured.

As models change Arej Jones will update the image and if needed provide new models for imaging.

Arej Jones has worked with many school districts throughout the State of Alabama providing these services. Please see Attachment I for pricing.

### **Computer Hardware and Software Set-ups:**

Arej Jones will provide on-site set-up of computers as required. Arej Jones has a staff of over 8 trained installers providing unboxing, installation and connections of all peripheral devices. Arej Jones will install all computers and remove all boxes and packing material from site. Upon request Arej Jones will also at the time of set-up, install additional devices as required. Please see Attachment I for pricing.

### **Asset Management:**

Arej Jones Educational Solutions offers Asset Management solutions to Universities and Districts throughout the State of Alabama.

We can at the time of configuration of your computers apply asset tags to the CPU and a matching asset tag number to the outside of the box. This barcode then can be scanned with the serial number at the time of shipping and be entered into a database that can provide asset reporting back to the district.

We can provide reports based on criteria that is designated by the school system. When this feature is combined with our on site installation. We can provide a database for orders that identify, Asset number, serial number, date purchased, ship to location, room location at site, contact name, and more.

This service can be customized by the school system based on their needs. Please see Attachment I for pricing. The following are samples of reports that can and have been provided.

<b>Purchase Date</b>	<b>PO#</b>	<b>Equipment Purchased</b>	<b>Cost</b>	<b>Date Shipped</b>	<b>Ship to Location</b>
7-1-15	12345	LENOVO ThinkPad Laptop	\$1,800.00	8-1-15	Career Office Bevill Campus RM 123
7-5-15	23456	LENOVO ThinkCentre	\$1,200.00	8-5-15	Warehouse
7-10-15	34567	LENOVO Server	\$2,245.00	8-10-15	Bevill State Information Services Attn: John Light
7-15-15	45678	LENOVO ThinkPad Laptop	\$1,350.00	8-15-15	Bevill State Fayette Campus



The following is a sample of the asset report that we provide to Mobile County Public Schools. We can customize our reporting based on the needs of the college. We would welcome the opportunity to discuss this exciting offering.

Asset Tag	Date	Asset Description	Asset	Ship To / Site Name	Cost	Quantity	Asset	Job #	Cost Center / Site Name	Manufacturer	Model #	Serial #	Vendor Number	Vendor Name	Funding Source
40002451	04/08/2018	Lensuo Entry Level PC	273	CONSTRUCTION/PLANNING	8102	1	S1378 DC FA201578	CONSTRUCTION/PLANNING	IBM	71P3752AB1	71P3752AB1	005309	Arex Jones	5191	
40002451	04/08/2018	Lensuo Entry Level PC	273	CONSTRUCTION/PLANNING	8102	1	S1378 DC FA201578	CONSTRUCTION/PLANNING	IBM	71P3752AB1	71P3752AB1	005309	Arex Jones	5191	
40002531	04/08/2018	Lensuo Mid Level Laptop	269	BRIGGS ELEMENTARY SCHOOL	0750	1	S1387 DC T3306405	BRIGGS ELEMENTARY SCHOOL	IBM	71P3420AL7	71P3420AL7	005309	Arex Jones	4130	
40002531	04/08/2018	Lensuo Mid Level Laptop	269	BRIGGS ELEMENTARY SCHOOL	0750	1	S1387 DC T3306405	BRIGGS ELEMENTARY SCHOOL	IBM	71P3420AL7	71P3420AL7	005309	Arex Jones	4130	
40002231	04/08/2018	Lensuo Entry Level Tablet	269	FLORENCE HOWARD ELEMENTARY SCH	0305	1	S330 DC T3300267	FLORENCE HOWARD ELEMENTARY SCH	IBM	71P513772YAA	71P513772YAA	005309	Arex Jones	4130	
40002231	04/08/2018	Lensuo Entry Level Tablet	269	FLORENCE HOWARD ELEMENTARY SCH	0305	1	S330 DC T3300267	FLORENCE HOWARD ELEMENTARY SCH	IBM	71P513772YAA	71P513772YAA	005309	Arex Jones	4130	
40002231	04/08/2018	Lensuo High Level Laptop	269	CRANFORD BURNS MIDDLE SCHOOL	0130	1	S1465 DC BR130410	CRANFORD BURNS MIDDLE SCHOOL	IBM	71P3740B01	71P3740B01	005309	Arex Jones	7101	
40002231	04/08/2018	Lensuo Entry Level Desktop	273	CRANFORD BURNS MIDDLE SCHOOL	0130	1	S1465 DC BR130410	CRANFORD BURNS MIDDLE SCHOOL	IBM	71P3121AU4	71P3121AU4	005309	Arex Jones	7101	
40002011	04/08/2018	Lensuo Entry Level Tablet	269	INSTRUCTION TECH/MICRO COMPUTER	0642	1	S735 DC GP307743	INSTRUCTION TECH/MICRO COMPUTER	IBM	71P360220U	71P360220U	005309	Arex Jones	6001	
40003011	04/08/2018	Lensuo Entry Level Tablet	269	INSTRUCTION TECH/MICRO COMPUTER	0642	1	S735 DC GP307743	INSTRUCTION TECH/MICRO COMPUTER	IBM	71P360220U	71P360220U	005309	Arex Jones	6001	
40007751	04/08/2018	Lensuo High Level Desktop	273	FEDERAL PROGRAMS	0171	1	S1447 DC GP300095	FEDERAL PROGRAMS	IBM	71P37160R1	71P37160R1	005309	Arex Jones	4130	
40007801	04/08/2018	Lensuo High Level Desktop	273	BAKER HIGH SCHOOL	0100	1	S1345 DC BH320200	BAKER HIGH SCHOOL	IBM	71P3121AU4	71P3121AU4	005309	Arex Jones	7101	
40003711	04/08/2018	Lensuo Entry Level Laptop	269	CONSTRUCTION/PLANNING	8102	1	S735 DC FA201432	CONSTRUCTION/PLANNING	IBM	71P360220U	71P360220U	005309	Arex Jones	5197	
40003751	04/08/2018	Lensuo Entry Level Laptop	269	CONSTRUCTION/PLANNING	8102	1	S735 DC FA201432	CONSTRUCTION/PLANNING	IBM	71P360220U	71P360220U	005309	Arex Jones	5197	

### Arex Jones' Custom Etching:

Laptops can be engraved using the LaserPro EXPLORER etching machines per current District or University minimum specification requirements. These machines are the most technologically advanced laser engraver in the market. They allow 4 to 6 laptops to be engraved in approximately 8 minutes. The laptops are setup inside the etching machine on a fixed location allowing multiple units to be etched simultaneously. Once the laptops are in place the machine operator sets up the machine to run the preset District approved 3.25" x 9" logo to etch onto each laptop. Please see Attachment I for pricing.

### Arex Jones LAN Support:

Arex Jones provides the following LAN Support services if requested. Please see Attachment I for pricing.

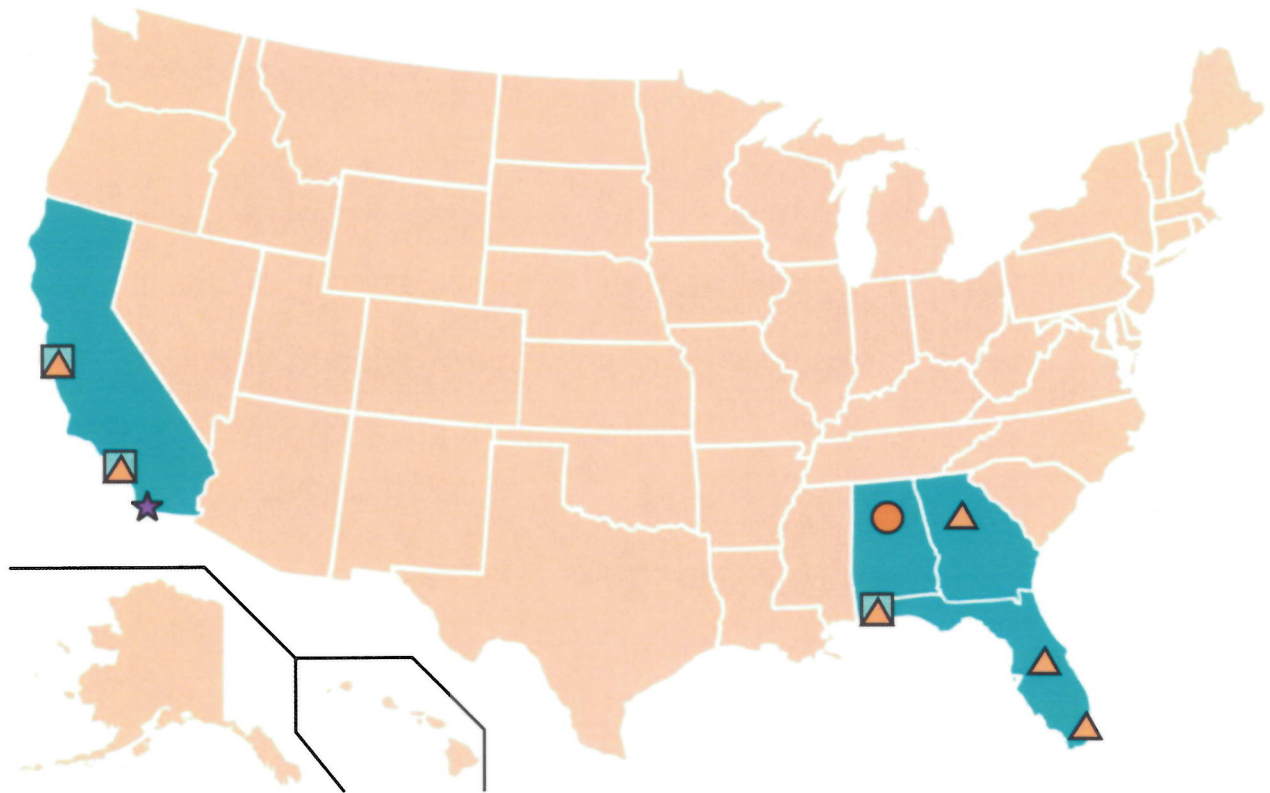
- **Problem Determination** in Network, Software, Hardware, and Environment.
- **Customization** of Network Operating System and Software
- **Install Updates** to Network Operating System and Software as required.
- **Install Additional Software** when requested
- **Consultation** on planning and modification to LAN, WAN, Internet, Intranet
- **Project Management** on specific projects upon request.

### Arex Jones Data Migration:

Arex Jones provides the following Data Migration services if requested. Please see Attachment I for pricing.

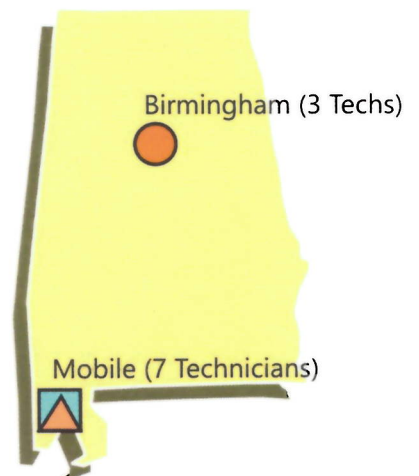
- **Backup Data** and user profiles to Network Drive or USB Hard Drive
- **Re-image PC** to the required Windows OS
- **Install District's/University's Anti Virus**
- **Join PC** to District domain
- **Transfer profiles** to PC
- **Transfer Data** from network drive or USB drive back to PC
- **Install network Printer**
- **Install Microsoft Remote Assistant update**

## Arey Jones Locations



### Legend

- ★ Corporate Headquarters
- Company Office
- Distribution Center
- △ Service Center



# Attachment D - Reporting

## Reporting:

Arey Jones will provide quarterly utilization reports to the Procurement Entity based upon the schedule and minimum content as described in the request for bid.

At a minimum Arey Jones will provide a quarterly report that includes the following information in this report. This report is in a Microsoft® Access database file and can be emailed or made available on our Web site.

## Quarterly Purchase Report:

Purchase Date	PO#	Equipment Purchased	Cost	Date Shipped	Ship to Location
7-1-15	12345	LENOVO ThinkPad Laptop	\$1,800.00	8-1-15	Career Office Bevill Campus RM 123
7-5-15	23456	LENOVO ThinkCentre	\$1,200.00	8-5-15	Warehouse
7-10-15	34567	LENOVO Server	\$2,245.00	8-10-15	Bevill State Information Services Attn: John Light
7-15-15	45678	LENOVO ThinkPad Laptop	\$1,350.00	8-15-15	Bevill State Fayette Campus

The above is a sample of the asset report that we provide to Mobile County Public Schools. We can customize our reporting based on the needs of the college. We would welcome the opportunity to discuss this exciting offering.

Asset ID	Site	Asset Description	Asset	Ship To / Site Name	Order Quantity	Unit Cost	PO #	Cost Center Site Name	Manufacturer	Model #	Serial #	Vendor Name	Vendor Address
40002455	arevjones	Lenovo Entry Level PC	271	CONSTRUCTION/PLANNING	9102	\$1,800.00	FA301576	CONSTRUCTION/PLANNING	IBM	31P3302A41	2M146397	arevjones	9102
40002455	arevjones	Lenovo Entry Level PC	271	CONSTRUCTION/PLANNING	9102	\$1,800.00	FA301576	CONSTRUCTION/PLANNING	IBM	31P3302A41	2M146397	arevjones	9102
40002455	arevjones	Lenovo Mid Level Laptop	269	GRIGGS ELEMENTARY SCHOOL	0350	\$1,350.00	T3304405	GRIGGS ELEMENTARY SCHOOL	IBM	31P3400AL7	2K9191M3	arevjones	4130
40002455	arevjones	Lenovo Mid Level Laptop	269	GRIGGS ELEMENTARY SCHOOL	0350	\$1,350.00	T3304405	GRIGGS ELEMENTARY SCHOOL	IBM	31P3400AL7	2K9191M3	arevjones	4130
40002455	arevjones	Samsung Entry Level Tablet	269	FLORENCE HOWARD ELEMENTARY SCH	0305	\$330.00	T3302267	FLORENCE HOWARD ELEMENTARY SCH	IBM	TP511275VKA8	R2J0304A791	arevjones	4130
40002455	arevjones	Samsung Entry Level Tablet	269	FLORENCE HOWARD ELEMENTARY SCH	0305	\$330.00	T3302267	FLORENCE HOWARD ELEMENTARY SCH	IBM	TP511275VKA8	R2J0304A791	arevjones	4130
40002455	arevjones	Lenovo High Level Laptop	269	CRANFORD BURNS MIDDLE SCHOOL	0130	\$1,445.00	0R130430	CRANFORD BURNS MIDDLE SCHOOL	IBM	31P22740B03	2R926870	arevjones	7101
40002455	arevjones	Lenovo High Level Laptop	269	CRANFORD BURNS MIDDLE SCHOOL	0130	\$1,445.00	0R130430	CRANFORD BURNS MIDDLE SCHOOL	IBM	31P22740B03	2R926870	arevjones	7101
40002455	arevjones	Lenovo Entry Level Desktop	271	CRANFORD BURNS MIDDLE SCHOOL	0130	\$1,345.00	0R130430	CRANFORD BURNS MIDDLE SCHOOL	IBM	31P3212AU4	2M146397	arevjones	7101
40002455	arevjones	Lenovo Entry Level Desktop	271	CRANFORD BURNS MIDDLE SCHOOL	0130	\$1,345.00	0R130430	CRANFORD BURNS MIDDLE SCHOOL	IBM	31P3212AU4	2M146397	arevjones	7101
40002455	arevjones	Lenovo Entry Level Tablet	269	INSTRUCTION TECH/MICRO COMPUTER	0442	\$735.00	QP307743	INSTRUCTION TECH/MICRO COMPUTER	IBM	31P360220U	2R926870	arevjones	6001
40002455	arevjones	Lenovo Entry Level Tablet	269	INSTRUCTION TECH/MICRO COMPUTER	0442	\$735.00	QP307743	INSTRUCTION TECH/MICRO COMPUTER	IBM	31P360220U	2R926870	arevjones	6001
40002455	arevjones	Lenovo High Level Desktop	271	FEDERAL PROGRAMS	0132	\$1,445.00	QP307743	FEDERAL PROGRAMS	IBM	31P33140R0	2M146397	arevjones	4130
40002455	arevjones	Lenovo High Level Desktop	271	FEDERAL PROGRAMS	0132	\$1,445.00	QP307743	FEDERAL PROGRAMS	IBM	31P33140R0	2M146397	arevjones	4130
40002455	arevjones	Lenovo High Level Desktop	271	BAYER HIGH SCHOOL	0102	\$1,345.00	0R130430	BAYER HIGH SCHOOL	IBM	31P3212AU4	2M146397	arevjones	7101
40002455	arevjones	Lenovo High Level Desktop	271	BAYER HIGH SCHOOL	0102	\$1,345.00	0R130430	BAYER HIGH SCHOOL	IBM	31P3212AU4	2M146397	arevjones	7101
40002455	arevjones	Lenovo Entry Level Laptop	269	CONSTRUCTION/PLANNING	9102	\$1,350.00	FA301576	CONSTRUCTION/PLANNING	IBM	31P3302A41	2M146397	arevjones	9102
40002455	arevjones	Lenovo Entry Level Laptop	269	CONSTRUCTION/PLANNING	9102	\$1,350.00	FA301576	CONSTRUCTION/PLANNING	IBM	31P3302A41	2M146397	arevjones	9102



## Attachment E – Electronic Commerce

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### **Electronic Commerce:**

Arey Jones Educational Solutions will maintain an Internet web site that contains the complete ESS as well as product specifications and options. In addition Arey Jones will also provide enhanced options such as product selection, reporting and the ability to process purchase orders electronically.

### **Current Web site capability:**

Arey Jones Educational Solutions maintains a comprehensive e-commerce web site that allows Educational Institutions the ability to transact business digitally with our organization. The following describes many of the e-commerce capabilities offered at our dedicated web site [www.areyjones.com](http://www.areyjones.com)

### **Arey Jones Educational Solutions Home Page:**

Educational customers can access all areas of interest on the many products Arey Jones Educational provides Schools. Company information, hardware & software products, network integration services and customer contact information are all accessed from this site.

### **Lenovo Educational Pricing:**

As a National Lenovo Education Business Partner Arey Jones has a dedicated Lenovo e-commerce web site that educational customers can access to obtain up to the minute information on any product Arey Jones markets to schools. Lenovo updates this dedicated web site continually with all product announcements and pricing actions across all products. All price actions announced by Lenovo are automatically implemented throughout our web site. As a Lenovo e-commerce site, this dedicated site is connected directly to Lenovo's worldwide product information database and updated continually.

### **Arey Jones e-commerce capabilities:**

Our dedicated e-commerce site allows schools the ability to electronically access up to the minute products and pricing information. Upon entering our e-commerce site end users are encouraged to register themselves to transact business electronically at our site. After registration is complete customers can shop electronically for all products. As end users browse our site they add products to their "shopping cart" from any product family they choose. This "shopping cart" capability is specific to the contractual relationship that exists with the specific educational institution. At completion the customer can transmit an order to Arey Jones electronically for immediate processing.

### **Arey Jones Customer Contact capabilities:**

From any page within our web site customers have the capability to contact us electronically for a quick response. We provide key areas for end users to obtain responses electronically should they choose to contact us electronically rather than by phone. The following are the four key areas:

**Customer Service:** by accessing this link customers can obtain a response electronically or by phone from our customer service department. Order status, purchase order tracking and delivery information along with any other questions schools might require.

**Technical Support/Help Desk:** by accessing this link customers can obtain a response electronically or by phone technical support for any product or service provided through Arey Jones. Teachers and technology coordinators like this capability for a timely response to tech support questions when their hectic schedule doesn't allow them to call into our national tech support center.

**Sales & Information:** by accessing this link customers can ask for any product and pricing request they have for any of the Lenovo products and services Arey Jones markets. Again, this component allows teachers and administrators the ability to electronically contact our dedicated education marketing organization.

**Warranty Information:** by accessing this link customers and obtain "warranty information" on any product purchased through Arey Jones. Again, this component allows any end user to get timely responses electronically instead of calling into our tech support/help desk.

### **Sample Web site:**

The following is a sample of the Electronic Communication and Information Exchange Service that Arey Jones currently provides to Los Angeles Unified School District (LAUSD). This is a sample of what will be made available to you. In addition this site can be customized to meet your specific requirements.

### **Arey Jones Custom LAUSD Website:**

In order to provide an Electronic Communication and Information Exchange Service, Arey Jones has created and maintains a fully customized website specific to the products and services Arey Jones provides for LAUSD. This includes, but is not limited to the following items:

A complete listing of the manufacturer's published product/price list including: product description (written as well as a product image) of equipment, supplies and services available, manufacturer's product numbers, manufacturer's published price/cost, District's net discounted cost and product availability.



Integration Solutions Provider  
**AREY JONES**  
EDUCATIONAL SOLUTIONS


Microsoft Certified  
Solution Provider  
For Assistance - Call 800.998.9199  
HOME ABOUT US SOLUTIONS ADVOCACY CONTACT US CUSTOMER LOGIN


Los Angeles Unified School District | Partner Portal


Please select a system type


Pricing

Please choose the type of system you are looking to purchase from the list below. Click on the System Type name to choose it.




[Laptops and Tablets](#)  
Updated: 10/06/2015


[Desktop Micro Tower](#)  
Updated: 10/06/2015


[Desktop Small Form Factor](#)  
Updated: 10/06/2015

Warranty period verification by the equipment serial number, original purchase order number or District asset tag.

Integration Solutions Provider  
**AREY JONES**  
EDUCATIONAL SOLUTIONS

Microsoft Certified  
Solution Provider  
For Assistance - Call 800.998.9199  
HOME ABOUT US SOLUTIONS ADVOCACY CONTACT US CUSTOMER LOGIN

Los Angeles Unified School District | Partner Portal

Please select a system type

Search

AREY JONES Educational Solutions has worked with over 100 K-12 Educational entities throughout California. With this experience AREY JONES has perfected an industry leading Asset Management Database. This program provides comprehensive asset information reports accuracy and efficiency in asset used K-12 departments such as software compliance, insurance, help desk, and ITD access to inventory data in needs requests.

Search by Serial No.

or

Search by Asset Tag

or

Search by Purchase Order No.

Archival database of all serialized equipment sold to the District by purchase order number, location, serial number, etc.

Integration Solutions Provider  
**AREY JONES**  
EDUCATIONAL SOLUTIONS

Microsoft Certified Solution Provider  
For Assistance - Call 800.998.9199

HOME ABOUT US SOLUTIONS ADVOCACY CONTACT US CUSTOMER LOGIN

Los Angeles Unified School District | Partner Portal

Asset Details

Serial No	MXL101232H	Asset Tag	LAUSD0097047
School Location	VALLEY REG EL #7	Install Date	2011-02-22
Location ID	7399	Room No	25
Purchase Order	<a href="#">PGTD0010834</a>	Monitor Serial No	CHK0491082
Warranty Expiration Date	3/21/2016	Asset Cost	1054.24
Manufacturer	HP	Item Type	Desktop
Item Number	AJ2474V		
Windows OS License No	00186080170979		
Horton AV License No	District Purchase		
MS Office License No	Enrollment #54199789		

Back

# Attachment F – Breadth of Offering

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## **Breadth of Offering:**

**Arey Jones Educational Solutions and Lenovo Corporation are proud to offer a complete line of computer offerings as requested by the Request for Bids.**

**The following describe our complete Breadth of Offering as requested.**

## **Processing Unit Categories:**

DeskTop	Lenovo ThinkCentre Desktops as listed in the ESS
LapTop	Lenovo ThinkPad Laptops as listed in the ESS.
Tablets	Lenovo ThinkPad Tablets as listed in the ESS.
Multimedia Hardware	Lenovo ThinkStations as listed in the ESS.
Servers	Lenovo Servers as listed in the ESS.
Professional Services	Arey Jones Integration Services

We have offered a complete line of products and various models for each of the above categories.

## **Peripheral Categories:**

Monitors	Lenovo Monitors as listed in our ESS.
Storage	Lenovo Options for Desktops and Servers as listed in our ESS.
Other	Full availability of options from Lenovo & their partners as listed in our ESS.

## **Operating Systems:**

All Lenovo WorkStations, Desktops, MicroTowers, ThinkPad Laptops, come with a licensed operating system.

Lenovo Servers do not come bundled with an operating system but MS Server is available.

# Attachment G – Primary Account Representative

---

## **Primary Account Representative:**

**Arey Jones Educational Solutions will support this contract with the following contacts.**

## **South East VP of Sales:**

### **Peter Scarpella**

Peter is the South East VP of sales for Arey Jones Educational Solutions. Peter has over 20 years' experience working in the education marketplace. One of the benefits of working with Peter Scarpella is he is part of the ownership of the company, this will allow for immediate attention to any time sensitive matters or resolution to any problems that may occur. Peter has the authority to make decisions on behalf of the company without obtaining time consuming approval from upper management.

## **Alabama Marketing Supervisor & Primary Account Representative:**

### **Sydeny Bensinger**

The designated account manager for this procurement will be Sydney Bensinger. Jessica is the Sales and Marketing Account representative for Alabama and has over 5 years' experience working with schools. Sydney has been trained by Lenovo in educational marketing, and is well versed in all Lenovo education programs.

Sydney Bensinger  
Arey Jones Educational Solutions  
3675 Government Blvd., Suite C  
Mobile, AL 36693

Cell Phone	213-880-9510
Office	800-998-9199
Fax	800-403-8828

## **Inside Sales Support:**

### **Alyssa Dubin**

Alyssa is the inside presale & order status support for this procurement. Alyssa is well experienced in the full Lenovo product line. Alyssa is a dedicated inside support representative that can provide immediate information for this procurement.

Office	800-998-9199
Fax	800-403-8828



# Attachment H – References

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## Attachment “H”

### References:

Arey Jones Educational Solutions is proud to be an “Education Only Reseller”. This focus on only the education marketplace allows us the ability to offer service and support that is unmatched in the state.

Arey Jones Educational Solutions has vast experience in implementing large quantities of computers into schools throughout the State of Alabama as outlined below.

#### **Mobile County Public School Systems – Mobile, AL**

Contact Information:

David Akridge, Executive Manager of Information Technology

1 Magnum Pass, Mobile, AL 36618

Phone: 251-221-5142 ext. 6204

Fax: 251-221-6260

Email: dakridge@mcpss.com

Arey Jones has worked with Mobile County Public School System over 20 years. We currently provide HP Servers, IBM/Lenovo Product (desktops, laptops, tablets and servers) warranty service for the 97 schools and offices throughout the district as well as integration services for IBM/Lenovo and HP for these same sites. We have provided custom services for Mobile County Public Schools as well as imaging and installing large special project roll outs.

#### **Windows 7 Migration Project**

Arey Jones’ team of technicians was deployed to several school campuses to collect the serial numbers of existing machines with Windows 98 Operating System. Once the data was collected, we created and provided an electronic database of the machines types, serial numbers and room numbers for Mobile County’s IT Department. Mobile County was then able to decide how many machines to refresh. Arey Jones delivered pre-imaged and asset tagged Windows 7 machines to the campuses and completed the data migration and installation of the new systems. Arey Jones moved the existing Windows 98 machines to a designated location on each campus for recycling. We provided Mobile County’s IT department with a complete electronic asset database for each school site.

#### **1:1 Student Laptop Initiative for Middle and High Schools featuring the Lenovo X130e**

Arey Jones provided custom imaging, etching and asset tagging of the Lenovo Student laptops. Our installation teams worked with Mobile County’s IT department and the school sites on the deployment of the student laptops. Upon completion of the



installation, Arey Jones provided the district office with a complete electronic asset database including additional information Mobile County's IT department requested

**Baldwin County Board Education – Loxley, AL**

Contact Information:

Homer Coffman, Chief Technology Officer,  
1071 B Avenue, Loxley, AL 36551

Phone: 251.972.6850

Fax: 251.972.6851

Email: [hcoffman@bcbe.org](mailto:hcoffman@bcbe.org)

Arey Jones has worked with the Baldwin County Board of Education for 13 years. We have provided Lenovo and HP computers and servers to schools throughout their district with Pre-configured, Pre-imaged computers. We provide the un-boxing and set-up of the computers for desktops and laptops. To date, we have delivered and installed in excess of 12,000 computers with installation and 3-5 year on-site warranty, including hard drive replacement per request.

**Computer Refresh Program**

An Arey Jones representative and a Baldwin County employee surveyed a selected number of Baldwin County's school sites in search of out of warranty computers and collected the data off the machines. Arey Jones provided Baldwin County IT department with an electronic database of the machines. Once the data was collected, Baldwin was able to determine the amount of machines to be replaced. Arey Jones provided the Pre-imaged and asset tagged computers to the school sites and worked with Baldwin County IT department on the installation and setup of the new computers. At the time of Installation, Arey Jones' technicians moved the older computers to a designated location on the school campus for disposal.

**System Relocation, Recycling and Disposal**

Baldwin County has provided Arey Jones with a list of locations containing out of warranty equipment that needed to be picked up and delivered to storage for recycling/disposal. Arey Jones technicians have picked up a variety of items under Baldwin County IT's direction: desktops, laptops, monitors, scanners, VCRs, televisions, printers, servers, ETC. Our technicians' record the asset tag number, serial number, model type, and the location from where we removed the equipment and provide Baldwin County an electronic copy of the equipment we've picked up. Arey Jones also provides computer moves within the district from one school site to another.

**Bevill State Community College – Sumiton, AL**

**Contact Information:**

John Light, IT Director

Sumiton Campus

101 State Street, Sumiton, AL 36548

Phone: 205.648.3271, ext. 5414

Fax: 205.648.3706

Email: [jligh@bscc.edu](mailto:jligh@bscc.edu)

We have worked with Bevill State Community College over 10 years. We have provided pre-configured and asset tagged systems in excess of 8,000 computers to Bevill State Community College. This includes delivery to 6 of their campuses in Alabama. We have completed installations on each of the campuses and have provided electronic asset databases.

**Student Computer Lab Refresh Project**

Bevill State Community College purchased desktops and monitors as part of a refresh program for their student computer labs. Arey Jones created and applied custom asset tags to the desktops and monitors and created an electronic database with certain information the customer required. Arey Jones technicians installed and set up the systems on 4 of the 6 campuses within the desired time frame needed by the IT department.

# Attachment I – Pricing Level and Guarantee

## **3.28 Pricing Level and Guarantee:**

The discount off baseline pricing for our response is as follows.

Product	Baseline price	Discount from Baseline price
Lenovo Computers	Web/List Price	-27%
Lenovo Options	Web/List Price	-27%
Lenovo Displays	Web/List Price	-7%
Lenovo ThinkPads	Web/List Price	-27%
Lenovo Tablets	Web/List Price	-5%
Lenovo Workstations	Web/List Price	-27%
Lenovo Warranty Desktop/ Laptop/ Workstation	Web/List Price	-17%
Lenovo Warranty Servers	Web/List Price	-22%
Lenovo Servers	Web/List Price	-26%

The baseline prices are available at the manufacturers' web sites.

Lenovo pre-discounted Topsellers/ Express Models will receive a -3% discount from the Baseline price. Lenovo Baseline prices are available at [Lenovo.com](http://Lenovo.com).

<p><b>Cumulative discounts for purchases of &amp; \$1 million.</b></p> <p><b>\$1 Million cumulative purchases an additional -1% may be discounted from purchases.</b></p>
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The Professional Services pricing as detailed in Attachment C is as follows.

Basic Installation	\$39.00 each
Enhanced Installation	\$59.00 each
Custom Imaging	\$17.00 each
Custom Etching	\$19.00 each
Asset Management	\$3.00 each
Base Technician Support	\$59.00/hour
LAN Support	\$99.00/hour

# Attachment J – Price List

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## Price List:

**In an effort to conserve paper we have included the price lists on USB drives in the front of the binder.**

# Attachment J – Equipment and Services Schedule

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## Equipment and Services Schedule:

Arey Jones Educational Solutions and Lenovo are pleased to offer the following equipment and service schedule. The following pages are the complete line of Lenovo products and additional items that are available. These items are also available at the Lenovo web site at [www.lenovo.com](http://www.lenovo.com).

Upon award of a contract, the Lenovo web price will be displayed on our web site that can be reduced by the percentages below.

The prices shown in this section reflect the Web/List price. These prices are to be discounted base on the discount level stated below. This discount structure is also listed in the Pricing level and guarantee section of our response.

The products included and their discount percentages are listed below.

Lenovo ThinkCentre Desktop and MicroTower	<b>COMPUTERS - 27% off Web/List Price</b>
Lenovo ThinkCentre Desktop and MicroTower	<b>OPTIONS - 27% off Web/List Price</b>
Lenovo Displays	<b>DISPLAYS - 7% off Web/List Price</b>
Lenovo ThinkPad Laptops	<b>LAPTOPS - 27% off Web/List Price</b>
Lenovo ThinkPad Tablets	<b>TABLETS - 5% off Web/List Price</b>
Lenovo Workstations	<b>COMPUTERS - 27% off Web/List Price</b>
Lenovo Warranty Desktop/ Laptop/ Workstations	<b>COMPUTERS - 17% off Web/List Price</b>
Lenovo Warranty Servers	<b>SERVERS - 22% off Web/List Price</b>
Lenovo Servers	<b>SERVERS - 26% off Web/List Price</b>

**Retail Prices are listed in the Equipment and Services Schedule. Please take the above discount off.**



## Attachment K – Shipment and Risk of Loss

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### **Shipment and Risk of Loss:**

**All products shall ship F.O.B. Destination. Arey Jones uses the following methods of delivery, UPS, FedEx, and our trucks.**

**Our sales orders do not include statements of terms and conditions. Terms and conditions in this Request for bid and issued entity purchase orders will prevail.**

# Attachment L - Warranties

---

## **Attachment “L”**

### **Warranties:**

Lenovo Desktops and Servers are covered under a three-year on site warranty for parts and labor. Lenovo ThinkPads warranties are based on model type, the minimum warranty is one (1) year and high end ThinkPads include a three (3) year warranty. All ThinkPads can be upgraded to a three (3) year warranty, under the pricing schedule for this procurement. The warranty begins on the day the school receives the equipment.

All peripheral products and additional items are covered by the Manufactures warranty. All products listed include as a minimum a one (1) year warranty.

### **Warranties:**

Lenovo Desktop warranties include a 3 year on site warranty and in the event of a hard drive failure, Arey Jones will replace the hard drive and reload the operating system and its software applications back to its originally delivered state. This includes if on the initial sale a custom image was ordered with computer, this image will be replaced on hard drive failures. The benefit of this additional coverage it minimizes the need for school technicians.

### **Warranty Tracking:**

Arey Jones Educational Solutions uses the state of the art RepairEdge Asset and Service Management software. This software is integrated with our accounting system and at the time our customers place a service call they simply provide the serial number of their product and a history of that item is immediately available. If there had been a prior service call placed on this item, the contact information including equipment location would be available.

If the school site decides to include our asset management & installation, they can simply provide the serial # or asset # and an installation and service history would be available. Our asset management offering is described in our “ESS” section of this bid response.

## Attachment M – Technical Support

---

### **Technical Support:**

Arey Jones' technical support can be reached by calling our toll-free number at 1-800-998-9199 or using our **24 hour** Web site access at [www.areyjones.com](http://www.areyjones.com). Arey Jones' technical support is available during normal business hours, defined as 8:00 a.m. to 5:00 p.m., Central Standard Time, Monday through Friday. Faxed call requests will be received on our 1-800-403-8828 fax number.

Arey Jones offers Educational Technology Specialists and a dedicated Specialists and a dedicated Education Help Desk. Within 24 hours of placing your call, an Arey Jones technician will be on site. Arey Jones technicians carry parts kits with them and most service calls are completed on the initial visit.

Lenovo is an industry leader and is known for their superior Help Desk Support with first call problem resolution.

**Both Arey Jones' technical support and Lenovo's support are available for the life of the computer.**

# Attachment N – Web site Maintenance

---

## **Web site Maintenance:**

Arey Jones Educational Solutions will maintain an Internet web site that contains the complete ESS as well as product specifications and options.

## **Current Web site Capability:**

Arey Jones Educational Solutions maintains a comprehensive e-commerce web site that allows Educational Institutions the ability to transact business digitally with our organization. The following describes many of the e-commerce capabilities offered at our dedicated web site [www.areyjones.com](http://www.areyjones.com).

## **Arey Jones Educational Solutions Home Page:**

Educational customers can access all areas of interest on the many products Arey Jones Educational provides Schools. Company information, hardware & software products, network integration services and customer contact information are all accessed from this site.

## **Lenovo Educational Pricing:**

As an National Lenovo Education Business Partner Arey Jones has a dedicated Lenovo e-commerce web site that educational customers can access to obtain up to the minute information on any product Arey Jones markets to schools. Lenovo updates this dedicated web site continually with all product announcements and pricing actions across all products. All price actions announced by Lenovo are automatically implemented throughout our web site. As an Lenovo e-commerce site this dedicated site is connected directly to Lenovo's worldwide product information database and updated continually.

## **Arey Jones e-commerce capabilities:**

Our dedicated e-commerce site allows schools the ability to electronically access up to the minute products and pricing information. Upon entering our e-commerce site end users are encouraged to register themselves to transact business electronically at our site. After registration is complete customers can shop electronically for all products. As end users browse our site they add products to their "shopping cart" from any product family they choose. This "shopping cart" capability is specific to the contractual relationship that exists with the specific educational institution. At completion the customer can transmit an order to Arey Jones electronically for immediate processing.

## **Arey Jones Customer Contact capabilities:**

From any page within our web site customers have the capability to contact us electronically for a quick response. We provide key areas for end users to obtain responses electronically should



they choose to contact us electronically rather than by phone. The following are the four key areas:

**Customer Service:** by accessing this link customers can obtain a response electronically or by phone from our customer service department. Order status, purchase order tracking and delivery information along with any other questions schools might require.

**Technical Support/Help Desk:** by accessing this link customers can obtain a response electronically or by phone technical support for any product or service provided through Arey Jones. Teachers and technology coordinators like this capability for a timely response to tech support questions when their hectic schedule doesn't allow them to call into our national tech support center.

**Sales & Information:** by accessing this link customers can ask for any product and pricing request they have for any of the Lenovo products and services Arey Jones markets. Again, this component allows teachers and administrators the ability to electronically contact our dedicated education marketing organization.

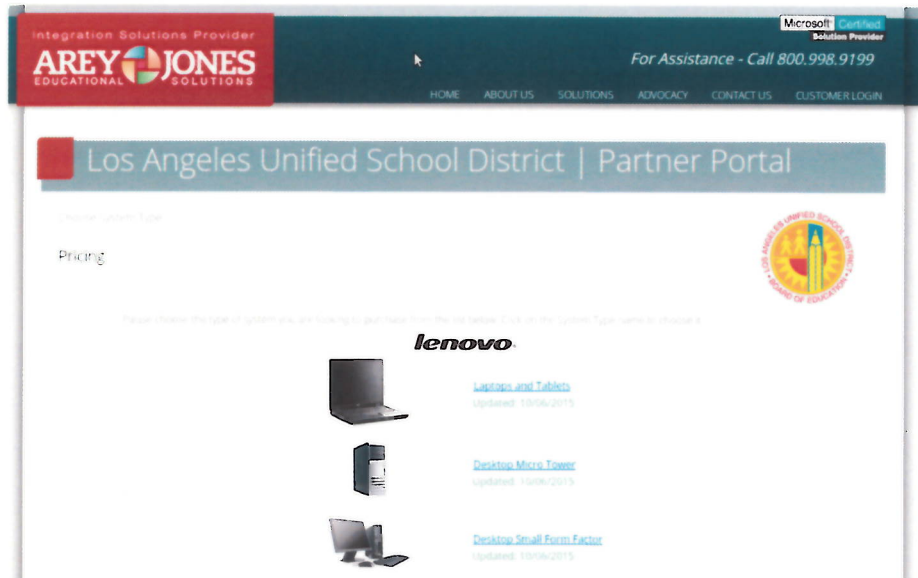
**Warranty Information:** by accessing this link customers can obtain "warranty information" on any product purchased through Arey Jones. Again, this component allows any end user to get timely responses electronically instead of calling into our tech support/help desk.

#### **Sample Web site:**

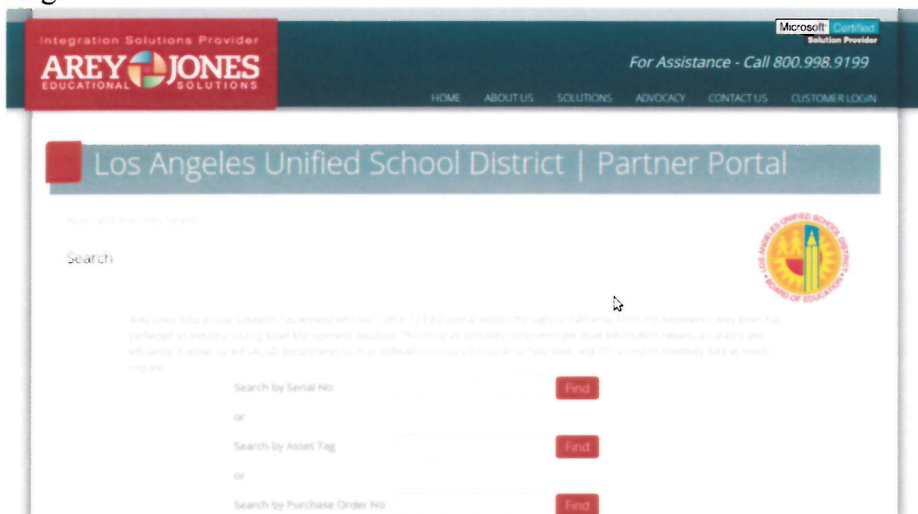
The following is a sample of the Electronic Communication and Information Exchange Service that Arey Jones currently provides to Los Angeles Unified School District (LAUSD). This is a sample of what will be made available to you. In addition this site can be customized to meet your specific requirements.

#### **Arey Jones Custom LAUSD Website:**

In order to provide an Electronic Communication and Information Exchange Service, Arey Jones has created and maintains a fully customized website specific to the products and services Arey Jones provides for LAUSD. This includes, but is not limited to the following items: A complete listing of the manufacturer's published product/price list including: product description (written as well as a product image) of equipment, supplies and services available, manufacturer's product numbers, manufacturer's published price/cost, District's net discounted cost and product availability.



Warranty period verification by the equipment serial number, original purchase order number or District asset tag.



Archival database of all serialized equipment sold to the District by purchase order number, location, serial number, etc.

The screenshot displays the 'Los Angeles Unified School District | Partner Portal' interface. At the top, there is a navigation bar with the AREY JONES logo, a Microsoft Certified Solution Provider badge, and a contact number: 'For Assistance - Call 800.998.9199'. The main header reads 'Los Angeles Unified School District | Partner Portal'. Below this, the page is titled 'Asset Details' and features a table of equipment information. A 'Back' button is located at the bottom of the table.

Serial No.	MRL101232H	Asset Tag	LAUSD0097047
School Location	VALLEY REG. SL #7	Install Date	2011-02-22
Location ID	7399	Room No.	25
Purchase Order	<a href="#">PO160016834</a>	Monitor Serial No.	CNKG491082
Warranty Expiration Date	2/21/2016	Asset Cost	1054.24
Manufacturer	HP	Item Type	Desktop
Item Number	AUG474V		
Windows OS License No.	00186080170979		
Norton AV License No.	District Purchase		
MS Office License No.	Enrollment #54195789		

[Back](#)

# Attachment O - Subcontractors

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## **Use of Subcontractors:**

**Arey Jones Educational Solutions does not subcontract installation, training, and warranty or maintenance services. Arey Jones employees perform all services we provide.**



February 11, 2019

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## **FCC**

Emissions are regulated in the United States by the Federal Communications Commission, FCC. Lenovo authorizes its products to the FCC Part 15 Regulations for unintentional radiators using a Declaration of Conformity. The FCC Declaration of Conformity is located in the user documentation and will identify the device and the responsible party by address and telephone number located within the United States. Wireless network devices such as Bluetooth, IEEE 802.11, WiFi, and wide area networks (cellular) are FCC certified and operate under a Grant of Equipment Authorization. FCC certificated devices are identified by a FCC ID number which is located on the device label.

In some cases it may be necessary for customers that are not located in the USA to ship your Lenovo computer to a location in the USA. This will often require what is called an FCC 740 form, which provides the U.S. Federal Communications Commission (FCC) with a declaration that imported radio frequency devices meet with FCC guidelines. If your product does NOT contain a wireless device, it is authorized by the FCC DoC process. You may then place "FCC DoC" in the appropriate location on the FCC 740 Form.

Typically, Lenovo computers contain wireless devices that are mounted internally to the product. Each of these wireless devices is approved by the FCC using a grant of authorization. This grant approval and approval number is specific to each wireless devices, and your computer may contain one or more wireless devices, either Bluetooth, WLAN (Wireless LAN), or WWAN (Wireless WAN).

If you are filling out the FCC Form 740, and are unsure about the location of the FCC ID for the wireless devices in your computer, here are some guidelines:

- For IdeaPad notebooks and IdeaCentre All-In-One desktops, the FCC ID label should be visible to the user and is typically identified using the format "Contains FCC ID: XXXXXXX".
- For ThinkPad notebooks and ThinkCentre All-In-One desktops, this FCC ID will not be visible from the exterior, but is located internally on the wireless device itself. There will typically be a pointer label that states that this FCC ID is visible by removing a user accessible panel so that you can see it.

<https://www.lenovo.com/us/en/lenovo/emc/>

**BUREAU VERITAS**  
Certification



## **LENOVO GROUP, LTD.**

**7001 DEVELOPMENT DRIVE  
MORRISVILLE, NC 27560 USA**

This is a multi-site certificate, additional site details are listed on the next page(s)

*Bureau Veritas Certification Holding SAS certifies that the Management System of the above organization has been audited and found to be in accordance with the requirements of the management system standards detailed below*

### *Standards*

## **ISO 9001:2015**

### *Scope of certification*

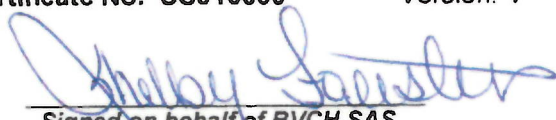
**DESIGN, DEVELOPMENT, MANUFACTURING  
FULFILLMENT, MARKETING, SALES AND SERVICE OF  
LENOVO COMPUTER PRODUCTS AND DEVICES**

Certification cycle start date: **18 September 2017**

Subject to the continued satisfactory operation of the organization's Management System, this certificate expires on: **30 June 2019**

Original certification date: **1 July 2016**

Certificate No. **US010600** Version: **1**

  
**Signed on behalf of BVCH SAS**

Local office: Bureau Veritas Certification North America, Inc.  
16800 Greenspoint Park Drive, Suite 300S  
Houston, Texas USA  
[www.us.bureauveritas.com/bvc](http://www.us.bureauveritas.com/bvc)



Further clarifications regarding the scope of this certificate and the applicability of the management system requirements may be obtained by consulting the organization. To check this certificate validity please call **+(800) 937-9311**.

Certification body address: 67/71 Boulevard du Château - 92200 Neuilly-sur-Seine - France



**BUREAU VERITAS**  
Certification



# LENOVO GROUP, LTD.

*Standards*

## ISO 9001:2015

*Certified Locations*

Site	Address	Scope
Morrisville, NC - HQ	7001 Development Drive Mornsville, NC 27560	Responsibility of the company's overall QMS through the management of documentation/changes, management review, corrective actions, internal audit, planning/evaluation and compliance to applicable requirements.
Morrisville, NC	7001 Development Drive Morrisville, NC 27560	Design, development, fulfillment, marketing, sales, and service of Lenovo computer products and devices.
Indaiatuba - Sao Paulo, Brazil	Centro logístico indaiatuba – CLIN Estrada Municipal IDT-334 (Estrada dos Leites), nº 200, Módulos 5 a 11, Bairro Sapezal, Indaiatuba - SP	Manufacturing of Lenovo computer products and devices
Pondicherry, India	RS No. 19/1A & 2A Cuddalore Main Rd. Edayar Palayam Village	Manufacturing of Lenovo computer products and devices
Yokohama, Japan	Minatomirai Center Building 2F 3-6-1 Minatomirai, Nishi-Ku	Development of Lenovo computer products and devices
Apodaca (Monterrey), Mexico	Boulevard Escobedo No 316, Apodaca Industrial Park PO 66600	Manufacturing of Lenovo computer products and devices
Bratislava, Slovakia	Digital Park, Einsteinova 8510 01	Sales, marketing, services, logistics, operations, finance
Whitsett, NC	6540 Franz Warner Parkway Whitsett, NC 27377	Manufacturing of Lenovo computer products and devices

**Certificate No. US010600**

**Version: 1**

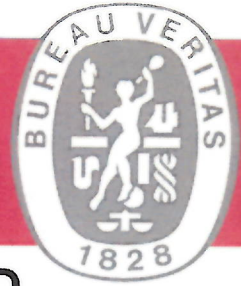
*[Signature]*  
**Signed on behalf of BVCH SAS**

Local office: Bureau Veritas Certification North America, Inc.  
16800 Greenspoint Park Drive, Suite 300S  
Houston, Texas USA  
[www.us.bureauveritas.com/bvc](http://www.us.bureauveritas.com/bvc)



Further clarifications regarding the scope of this certificate and the applicability of the management system requirements may be obtained by consulting the organization. To check this certificate validity please call **+(800) 937-9311**.

**BUREAU VERITAS**  
Certification



**LENOVO GROUP, LTD.**  
7001 DEVELOPMENT DRIVE  
MORRISVILLE, NC 27560 USA

This is a multi-site certificate, additional site(s) are listed on the next page(s)


*Bureau Veritas Certification Holding SAS – UK Branch certifies that the Management System of the above organization has been audited and found to be in accordance with the requirements of the management system standards detailed below*

**ISO 14001:2015**

*Scope of certification*

**DEVELOPMENT AND MANUFACTURING OF LENOVO COMPUTER PRODUCTS AND DEVICES**

Original cycle start date: **17 June 2013**  
Expiry date of previous cycle: **15 September 2018**  
Certification / Recertification cycle start date: **18 September 2017**  
Subject to the continued satisfactory operation of the organization's Management System,  
this certificate expires on: **15 June 2019**  
**Certificate No. US010601**      Version: **1**

  
**Signed on behalf BVCH SAS – UK Branch**

Certification body address: **5<sup>th</sup> Floor, 66 Prescott Street, London E1 8HG, United Kingdom**  
Local office: **16800 Greenspoint Park Drive, Suite 300S, Houston, TX 77060**

*Further clarifications regarding the scope of this certificate and the applicability of the management system requirements may be obtained by consulting the organization. To check this certificate validity please call: +(800) 937-9311*







# LENOVO GROUP, LTD.


## ISO 14001:2015

*Scope of certification*

### DEVELOPMENT AND MANUFACTURING OF LENOVO COMPUTER PRODUCTS AND DEVICES

Site	Address	Scope
Morrisville, NC - HQ	7001 Development Drive Morrisville, NC 27560	Responsibility of the company's overall EMS through the management of documentation/changes, management review, corrective actions, internal audit, planning/evaluation and compliance to applicable requirements.
Morrisville, NC	7001 Development Drive Morrisville, NC 27560	Development of Lenovo computer products and devices
Indaiatuba - Sao Paulo, Brazil	Centro logístico indaiatuba – CLIN Estrada Municipal IDT-334 (Estrada dos Leites), nº 200, Módulos 5 a 11, Bairro Sapezal, Indaiatuba - SP	Manufacturing of Lenovo computer products and devices
Essen, Germany	Medion AG, Am Zehnthof 77, 45307	Research and Development of computer products and devices
Pondicherry, India	RS No. 19/1A & 2A Cuddalore Main Rd. Edayar Palayam Village	Manufacturing of Lenovo computer products and devices
Yokohama, Japan	Minatomirai Center Building 21F 3-6-1 Minatomirai, Nishi-Ku	Development of Lenovo computer products and devices
Apodaca (Monterrey), Mexico	Boulevard Escobedo No 316, Apodaca Industrial Park PO 66600	Manufacturing of Lenovo computer products and devices
Whitsett, NC	6540 Franz Warner Parkway Whitsett, NC 27377	Manufacturing of Lenovo computer products and devices

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**Signed on behalf BVCH SAS – UK Branch**

Certification body address: 5th Floor, 66 Prescott Street, London E1 8HG, United Kingdom  
Local office: 16800 Greenspoint Park Drive, Suite 300S, Houston, Texas USA



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Further clarifications regarding the scope of this certificate and the applicability of the management system requirements may be obtained by consulting the organisation.  
To check this certificate validity please call: +(800) 937-9311