

Alabama Community College System & Alabama Higher Education

"Joint Purchasing Agreement"
Bid # ACCS-2019-01



5911 Greenwood Parkway, Bessemer, AL 35022 * Phone 205-565-2200 * Fax 205-424-3789

www.logistasolutions.com

**Response to:
Request for Bid
The Alabama Community
College System & Alabama Higher
Education
Joint Purchasing Agreement**

MANUFACTURER SUPPLIED TECHNOLOGY EQUIPMENT
WITH PERIPHERALS,
SOFTWARE, NETWORKING, EQUIPMENT, MAINTENANCE
AND PROFESSIONAL SUPPORT SERVICES BID

February 15th, 2019

**Submitted by: Logista
5911 Greenwood Parkway
Bessemer, AL 35022**

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: Office Management Systems, Inc. DBA Logista Last Updated: 2-12-19

JPA Website Address: TBA – Will have link on logistasolutions.com

	Name(s)	Phone Number(s)	E-mail Address(s)
Primary Contract Executive(s)	Vic Murphy	205-565-2223	vmurphy@logistasolutions.com
Sr. Account/Sales Manager(s) (by region if necessary)	Robert Parker Sandra Jones Kay Franks	205-565-2271 205-565-2229 662-244-6517	rparker@logistasolutions.com sjones@logistasolutions.com kfranks@logistasolutions.com
Account/Sales Manager(s) (by region if necessary)	Robert Parker	205-565-2271	rparker@logistasolutions.com
Technical Support	Logista Network Operations Center	866-571-0257	

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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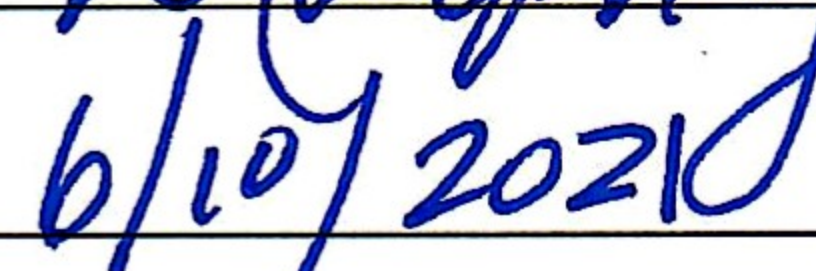
Letter of Transmittal

Logista is pleased to offer our response to the Request for Bid for the Alabama Community college System & Higher Education Joint Purchasing Agreement. We are including the Letter of Transmittal information required by the bid.

- A. Submitting Organization: Office Management Systems, Inc. DBA Logista
5911 Greenwood Parkway
Bessemer, AL 35022
- B. Person authorized to contractually obligate organization:
Name: Vic Murphy
Title: COO
- C. Person authorized to negotiate the contract:
Name: Vic Murphy
Title: COO
Tel# 205-565-2223
Email: vmurphy@logistasolutions.com
- D. Person (s) to be contacted for bid response clarification:
Name: Robert Parker
Title: SR. Public Sector Account Executive
Tel# 205-565-2271
Email: rparker@logistsolutions.com
OR
Name: Sandra Jones
Title: Inside Sales Account Manager
Tel# 205-565-2229
Email: sjones@logistasolutions.com
- E. Acceptance of Conditions Governing the Procurement:
Office Management Systems, Inc. DBA Logista accepts all conditions governing this procurement.

- F. Signature of person authorized to contractually obligate organization:

Signature: 

Date: 

- G. Logista acknowledges receipt of any and all amendments to this RFB

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Bid Summary

Logista is pleased to respond to your Request for Bid for the Alabama College System & Higher Education Joint Purchasing Agreement. We have included in our response an extensive product line we are proposing for Client computers, Servers, Printers, Monitors, Storage, Networking Equipment, VOIP/Unified Communications Solutions, Software and Other.

1. The Hewlett Packard Enterprise Product Line
2. The Hewlett Packard Inc, Product Line
3. The Cisco Product Line
4. The Fortinet Product Line
5. The Adtran Product Line
6. The Kyocera Printer Line
7. The Aruba Networks Product Line
8. The Digium Telecom Product Line & Services
9. The VMware Product Line
10. The Microsoft Product Line
11. Viewsonic Product Line
12. The APC Product Line
13. The TrendMicro Product Line
14. The Barracuda Security Software Product Line
15. The CheckPoint Security Software Product Line
16. Blumira software
17. Logista Desktop, Server, & Network Managed Services
18. In addition to the equipment, Logista is also offering equipment staging, installation and configuration services.

Company History, Experience and Organization Structure

From our founding in 1983, Logista has grown to be a nationally recognized leader in a broad range of technology management solutions. Today, we are one of the largest technology support providers in the southeast US, providing innovative structured IT solutions to help schools and businesses reach their goals.

To every project, we assign a core set of guiding principles:

- Develop a flexible framework that can quickly adapt in a dynamics of the education environment
- Streamline projects and remove unnecessary complexity wherever possible
- Focus on our client's business/mission as well as technology needs
- Apply measurable service levels so our clients can see the value of their investment.

Logista is headquartered in Bessemer, AL. The Company has over 200 employees, over 250,000 square feet of warehouse space, a 24x7x365 NOC, locations in AL, MS, TN, GA, FL and a Help Desk. We maintain the highest certifications in the solutions we provide to our clients (CISCO Gold, HPE Platinum, HPI Gold, Microsoft Gold, VMWare, Veeam, Citrix, etc.)

The longevity and success of Logista can be attributed to the visionary leadership of the executive team followed by the commitment of the Logista extended team to every client's

success. The senior executives have been with the company since the beginning. They have demonstrated their committed making necessary changes to the organization to meet the ever changing needs of our clients, industries, and technology. Logista has evolved from being just a value added reseller to a leader in engineering, project deployments, and outsourced managed services.

Our clients range in size from 25 to 25,000 employees. We have clients that just operate in Alabama to ones that are nationwide. Our clients span across K-12, higher education, and commercial spaces. Logista started working with schools back in the 80's. Our success is due to our creativity, broad technology and industry knowledge, attention to detail and a strong security policy. Logista takes security seriously and is audited annually for SOC2 compliance and HIPAA mapping.

Logista deploys the IT infrastructure, provides field technical services, and manages product procurement for many of our clients.

Logista's technical personnel are located in Alabama, Tennessee, Georgia, and Mississippi. Our engineers and field technicians are certified in multiple areas and have a wealth of experience. We have over 100 technical personnel. We maintain the highest certifications in the solutions we provided to our clients.

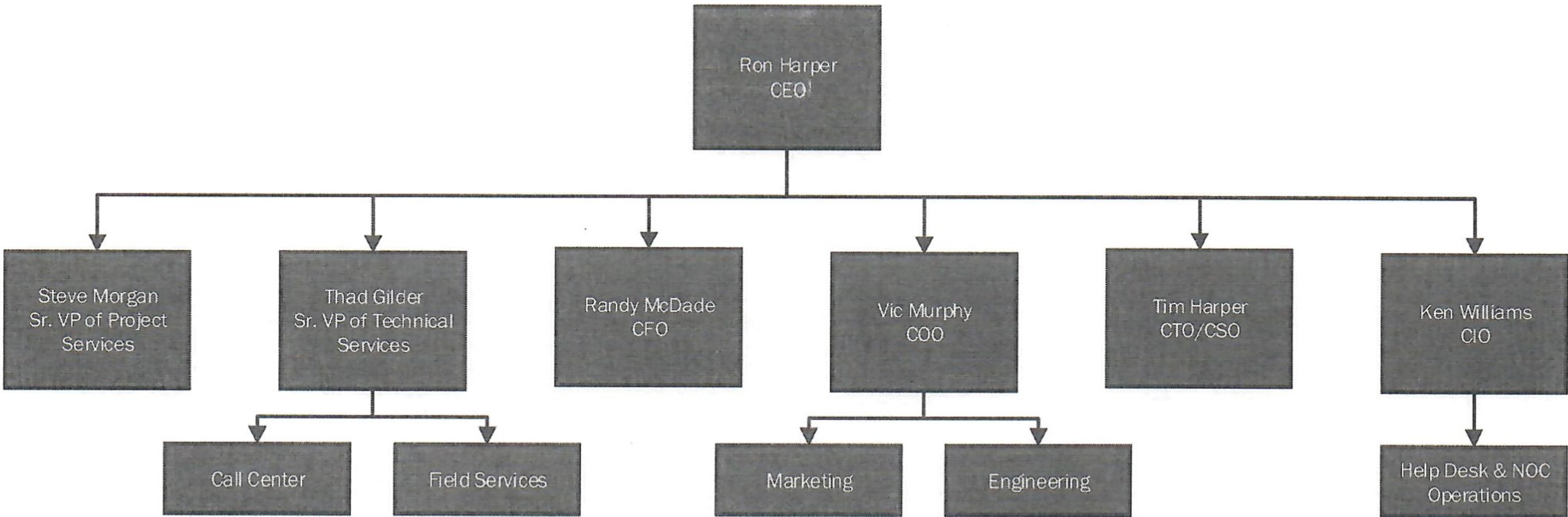
Logista employees engineers that hold certifications such as Cisco CCDP (Cisco Certified Design Professional), CCIE (Cisco Certified Intranetwork Expert), CCNP (Cisco Certified Network Professional), MCSE (Microsoft Certified Systems Engineer), CCNA (Cisco Certified Networking Associate), VMCP (VMware Certified Professional), MCTS (Microsoft Certified Technology Specialist), ACMP (Aruba Certified Mobility Professional), HP MASE (HPE Master ASE in Network Infrastructure, Storage Solutions Architect, FlexNetwork Solutions), Designing HPE/Nimble Solutions, HP-ATP (HPE ATP – Server Solutions), HPE-ASE (HPE ASE – Server Solutions), VMCE (Veeam).

Logista has over 200 full time employees working in AL, GA, MS, FL & TN with over 1300 industry certifications including APC, Cisco, Citrix, Dell, IBM, HPE, Intel, Lenovo, Microsoft, Riverbed, and VMware. Logista has been in business for over 30 years.

Logista has a lot of experience with contracts. We currently hold master agreement contracts with the State of Alabama, Division of Purchasing for the following manufacturer products.

1. Digium Telecom Products & Services
2. Genband Telephony Products & Services
3. TrendMicro Cyber Security Products & Services
4. Fortinet Security Products
5. HP Networking including Aruba
6. APC UPS Products
7. Polycom Telephony Products & Services
8. Adtran Networking Products & Services
9. CradlePoint, Inc. Products & Services
10. HPE Servers, Storage Solutions
11. HP Inc, Products & Services

Organizational Chart:



Company Locations

Logista has sales and service offices in Atlanta GA, Birmingham AL, Columbus MS, Jackson MS, Mobile AL and service hubs in Memphis TN, Atlanta GA, and Hattiesburg MS. We also have distribution facilities within our Columbus MS, Birmingham AL, and Mobile AL locations.



Logista, Columbus MS



Logista, Birmingham, AL

Response to General Requirements and Specifications

3.1 Acceptance of Conditions Governing the Procurement

Logista acknowledges and understands that the hardware manufacturer's we list have an ISO 9001 certification. The certification documents are in the attached bid tab labeled ISO 9001 Certs.

3.2 Incurring Cost

Logista has read and understands that all costs associated with this response are at our expense.

3.3 Vendor Responsibility

Logista has read and understands that we are solely responsible for fulfilling the purchase orders issued and accepting payments under the terms of the contract.

3.4 Serving Subcontractors

Logista has read and understands that if we use a servicing contractor, that the servicing contract (s) will not directly accept purchase orders or payments of product or services from procuring entities under the terms and conditions of the contract.

3.5 Amended Bids

Logista has read and will comply

3.6 Vendors' Rights to Withdraw Bid

Logista has read and will comply

3.7 Bid Offer Firm

Logista has read and acknowledges that pricing will be firm for at least 90 days

3.8 Disclosure of Bid Contents

Logista has read and acknowledges this section

3.9 No Obligation

Logista has read and acknowledges this section

3.10 Legal Review

Logista has read and will comply

3.11 Governing Law

Logista has read and will comply

3.12 Basis for Bid

Logista has read and acknowledges this section

3.13 Agreement Terms and Conditions

Logista has read and acknowledges this section

3.14 Vendor Qualifications

Logista has read and acknowledges this section

3.15 Change in Vendor Representatives

Logista has read and will comply

3.16 Equipment and Services Schedules

Logista has read and will comply with it's provisions

3.17 Benefit of Cost Reduction

Logista has read and acknowledges this section. Any additional manufacturer discounts or promotions will be included in our responses to quotes/purchase requests.

3.18 Bid Terms

Logista has read and acknowledges this section

3.19 Fiscal Funding

Logista has read and acknowledges this section

3.20 Insurance

Logista has read and will comply

3.21 New Products

Logista has read and acknowledges this section. Unless specifically called for in this request, all products for purchase will be new.

Response to Specifications

This section contains specifications and relevant information about Logista and our offerings to the System. They are numbered according to the corresponding section of the RFP.

3.22 Product and Services Delivery Overview

Logista is a local-owned company and has been in business since 1983. We have over 130,000 square feet of secured storage locations and 2 configurations facilities along with a 15,000 square feet warehouse space in Bessemer, AL to warehouse any product for project, imaging, or installation needs.

Any products ordered from Logista can be delivered to any location in the State of Alabama. Logista uses the manufacturer's normal distribution channels to fulfill orders and tracks delivery progress to insure delivery is made within the promised timeframe. Logista is fully responsible for delivery of equipment and will resolve any delivery issues promptly. If necessary Logista can coordinate and stage large orders until they are needed at a school site.

Logista has sales and services offices in Atlanta GA, Bessemer AL, Columbus MS, Jackson MS, Mobile AL with services hubs in Memphis TN, Atlanta GA, and Hattiesburg MS. We also have distribution facilities within our Columbus MS, Bessemer AL, and Mobile AL Logista.

In addition to product procurement, Logista has support personnel located throughout these sales and services office locations that can provide a variety of services.

Logista professional and technology services can address any need of the System. These services include, but are not limited to the following:

- Network planning and implementation

- Lifecycle Services

- Managed Print Services

- Datacenter Transformation, planning and implementation

- VoIP planning and implementation

- Cisco Smartnet maintenance registration and management of contracts

- Project management and technology refresh

- 24x7 Network monitoring and support

- Cloud Services

- Data Center Colocation

- Storage and Backup

- Professional Services

Logista's primary concern is for all of our customer's to be satisfied with our service. We have dedicated account managers that report directly to our VP of Sales and COO on all customer issues. Our dedicated inside sales manager, Sandra Jones 205-565-2229 or sjones@logistasolutions.com and outside sales manager, Robert Parker 205-565-2271 or rparker@logistasolutions.com are the first point of contacts for quotes, orders, ETA's, invoice questions, delivery escalation etc. Logista also has a Project Management team that manages large projects and rollouts. Logista's 24x7 Network Operations Center is available for services issues after the sale/installation.

Logista does not conduct formal surveys with our clients. We do take our customer's satisfaction seriously. The senior management of the Logista is involved with each of our clients in some form or fashion. Our reputation and repeat business is based upon our client's satisfaction with the solutions we provide. We follow up with each client on every project to make sure we not only did what we said we were going to do, but are the delighted and willing to be a reference. If for some rare event we miss the mark, the owners of the company are notified and resources are deployed to resolve the issue immediately. The 36 year history of Logista is made up of one success story after another

3.23 Reporting

As a minimum, Logista will provide quarterly utilization reports to the Systems based upon the schedule and minimum content as described in the bid request. The reports will be submitted to The System Office to JPA-Notification@accs.edu in PDF file format. The format below is an example of a report we currently submit to the State of Alabama for our HPE Enterprise Products contract but can be tailored to the System's specific format request.



- ▲ Headquarters / Warehouse
Birmingham, AL – 14 Engineers;
Network Operations Center
- Major Location – Columbus, MS –
150,000 Sq Ft; Warehouse,
Configuration Center; LR3 – Disposal
Services
- Other offices:
Huntsville, AL – Sales Office
Montgomery, AL – 2 Engineers
Mobile, AL – 2 Engineers
Nashville, TN – 1 Engineer
Memphis, TN – 2 Engineers
Tupelo, MS – 1 Engineer
Jackson, MS – 8 Engineers
Hattiesburg, MS – 1 Engineer
Atlanta, GA – Sales Office

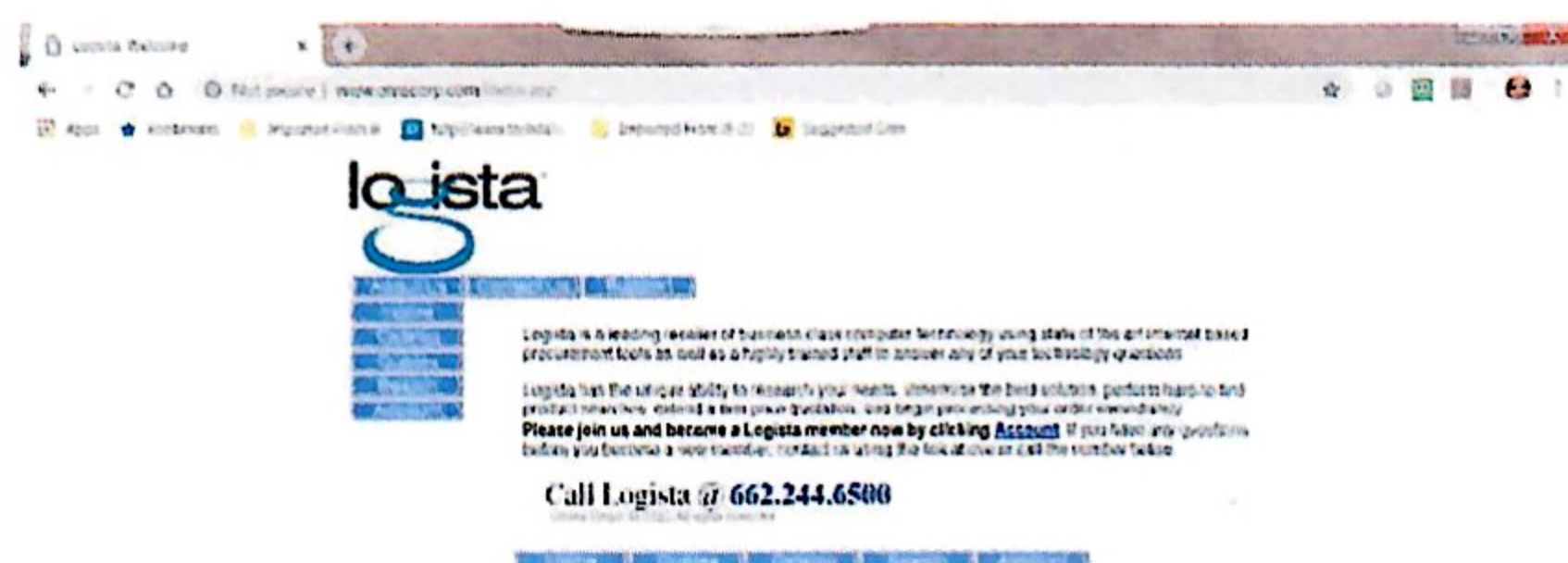
EXAMPLE



December 2018 - Sales Report			Hewlett Packard Enterprise Products (HPE)		
			Contract:	MA 999 16000000032	
			Report Date:	1/7/2019	
Invoice Date	Invoice Number	Purchasing Entity	Address	Sales Amount	Fee Amount

3.24 Electronic Commerce

Logista will maintain a website with access to the required items. Logista will make available to any enterprise users the ability to search for product, create quotes using the contract discounts, turn quotes to orders, and look at real time availability. www.logistasolutions.com.



3.25 Breadth of Offering

Logista proposes to offer product lines in the following categories.

Client Computer – Logista is offering the Hewlett Packard Inc (HPI) product line for workstations, desktops, laptops and tablet devices.

Servers – Logista is offering the Hewlett Packard Enterprise (HPE) product line and the Cisco Product line.

Printers – Logista is offering the Kyocera product line and the HPI product line.

Monitors – Logista is offering the Viewsonic product line.

Storage – Logista is offering the HPE product line, and the PURE Storage product line.

Networking Equipment – Logista is offering the HPE Aruba Networks product line and the Cisco product line

VOIP/Unified Communications Solutions – Logista is offering the Digium/ Sangoma Telephony and Cisco product lines.

Software - Logista is offering the Microsoft, VmWare, Veeam, CheckPoint and Barracuda product lines, Blumira software

Professional Services - In addition to the manufacturer professional services, Logista is also offering our own professional services.

Other – Logista is offering APC, TrendMicro, Adtran, Aerochive and Barracuda product lines

We have attached a comprehensive product listing for each product line we are proposing. In addition to the manufacturer product listings, Logista is also offering our own services to provide the system with a turnkey solution.

All equipment will be new, unopened in the original manufacturer's packaging. All required software that comes "in the box" from the manufacturer will be included with the hardware.

Logista will follow all manufacturer policies and will assist any entity in the System resolve licensing or software issues that may arise.

3.26 Primary Account Representatives

The primary account representatives for this agreement are:

Robert Parker, Sr. Public Account Executive

Logista

205-565-2271 – direct

205-529-6362 – cell

888-292-7643 x2271 – toll free

rparker@logistasolutions.com

and

Sandra Jones, Inside Sales Account Manager

Logista

205-565-2229 – office

888-292-7643 x2229 – toll free

sjones@logistasolutions.com

3.27 References

Jason Cope, Director of Technology

City of Hoover

Hoover, Alabama

Office: (205) 444-7561

Jason.cope@hooveralabama.gov

HPE Servers, Edgecore Networking, Barracuda and Checkpoint Security, and Cisco Telecommunications. And engineering services and support.

Dr. JoAnne Stephens

Birmingham City Schools

Birmingham, Alabama

(205) 231-5646

jstephens@bhm.k12.al.us

Network design and implementation. Break Fix services and onsite engineering services

Brian Hightower

Alabama Department of Transportation

Montgomery, Alabama

(334) 353-6830

hightowerj@dot.state.al.us

Network Security Software and Devices, TrendMicro, Fortinet

3.28 Pricing Level and Guarantee

Logista is offering the following discounts off of manufacturer's MSRP.

The Hewlett Packard Enterprise Products by category

- ISS, CS, MCS, SGI 28% off List
- SimPlivity 39% off List
- MSA, Synergy 28% off List
- 3PAR, Nimble 36% off List
- PointNext Services 22% Off List

The Hewlett Packard Inc, Products by category

- Personal Computer (i.e. desktop, workstation, laptop, tablets)
- HP Inc. Displays, Monitors & Projectors 22% off list
- HP Inc. Accessories (e.g. mouse, keyboard, bags, cases, adapters) 21% off list

The Cisco Product Line at List Price with Discount Levels

The Fortinet Product Products by category

- Category A on price list (36% off list)
- Category B on price list 36% off list
- Category C on price list 21% off list
- Category D on price list 1.5% off list
- Category E on price list 21% off list
- Category F on price list 36% off list
- Category H on price list 21% off list
- Category I on price list (Fortinet technical services) 0% off list
- The Adtran Product Products by category
- The Kyocera Printer Line at 40% off list

- The Aerochive Product Line at educational discount levels
 - The Aruba Networks Products by Category
 - Networking, Linking, fiber modems, power Over 41% off List
 - Software Subscription 41% off List
 - Software Maintenance 20% off List
 - Training/Education Services 10% off List
 - Miscellaneous Catalog (e.g., cables, converters, power supplies) 10% off List
-
- The Digium Telecom products by category
 - Switchvox products & support 20% off list
 - Asterisk Support & Retail Training products 0% off list
 - Phone Sets 16% off list
 - Parts & Miscellaneous 3% off list
-
- The VMware Product Line at educational discount levels
 - The Microsoft Product Line at Education Price
 - Viewsonic Product Line at a price set by Viewsonic
 - The APC Product products by category
 - Data Centers and Server Rooms Infrastructure Racks & Components 16% off list
 - Networking and Cable Management Solutions 22% off list
 - Power Distribution for Racks 23% off list
 - Racks and Accessories 14% off list
 - NetBotz Products and Software 23% off list
 - Surge Protection and power Conditioning 28% off list
 - Back-UPS product line 22% off list
 - Back-UPS parts, additional add-ons, replacement batteries and cartridges 15% off list
 - Miscellaneous Parts (management cards, cables) 20% off list
-
- The TrendMicro Product products by category
 - Hardware 44% off list
 - Software 44% off list
 - Subscriptions 33% off list
 - Maintenance 34% off list
 - Technical services (e.g., installation, consulting, training, staging/deployment) 3.5% off list
-
- The Barracuda Security Software Product Line at 0-5% off list
-
- The CheckPoint Security Software Product Line at 0-5% off list
 - PURE Storage Product Line at educational discount levels
 - Blumira software – 2-3% off list
 - Logista Desktop, Server, & Network Managed Services – Pricelist attached
-
- All the discount levels will be the minimum discounts offered throughout the term of the contract.

3.29 Oral Presentation and Demonstration

Logista agrees to provide the Evaluation Committee the opportunity to meet with and question our primary account representative.

3.30 Equipment and Services Schedule

The Equipment and Services Schedule (ESS) for our product and service submissions are included under the tab labeled "ESS". Our ESS includes MSRP pricing.

3.31 Scope of Work

Acknowledged. Logista agrees to deliver products and services requested through a valid purchase order or procurement card to all approved entities included in this agreement. Logista strives to provide the best possible pricing available and will support efforts to obtain best discounts available.

3.32 Title Passage

Logista has read and acknowledges that title to equipment will pass to the procuring entity upon acceptance of equipment.

3.33 Quantity Guarantee

Logista has read and acknowledges that this agreement is no exclusive and that the system may purchase products and services from other awarded vendors.

3.34 Order of Precedence

Logista has read and acknowledges that each purchase order that we accept will become a part of the agreement and that no additional terms and conditions will be added to this agreement as the result of acceptance of a purchase order. In addition, Logista agrees that in the event of any conflict among these documents, the order of precedence shall apply:

- A. the terms and conditions of this RFB
- B. exhibits to this agreement
- C. the list of products and services contained in the purchase order
- D. vendor's response

3.35 Payment Provisions

Logista has read and acknowledges this section

3.36 Shipment and Risk of Loss

All physical products will be shipped F.O.B. destination. Electronic items such as warranty and/or licensing are delivered via email. Logista's distribution channels ships via UPS, Fedex or by a trucking line for large heavy weight items. Logista agrees to assist the procuring entity with the processing of claims for loss or damaged products. We recommend that the procuring entity examine boxes with noticeable damage and note that with the freight company for easier processing of damaged claims. Logista will not charge the procuring entity for return shipment of any products that are shipped to the procuring entity that is our error. However, the procuring entity will be responsible for return freight charges upon an approved return authorization if they were to order in error. Any request for expedited shipments will be at the cost of the procuring entity.

3.37 Warranties

All products will be covered by the manufacturer's warranty upon delivery.

3.38 Price Guarantees

Logista acknowledges that the procuring entity will pay the discount off list pricing in the ESS or an announced promotion price, educational discount price, general price reduction or a

negotiated price. Only general price reduction decreases will apply to all subsequent orders accepted by vendor after the date of the issuance of the revised prices. Logista agrees to maintain ESS product prices in accordance with the volume price discount guarantees filed. Special pricing discounts offered after the award of bids shall remain in effect for a minimum of 30 days.

3.39 Technical Support

In addition to the Manufacturer's toll free number for technical assistance, Logista also maintains a 24x7 help desk with a toll free number - 866-502-7274.

3.40 Product Delivery

Logista agrees to deliver products to procuring entities within 30 days after receipt of a valid purchase order unless otherwise negotiated with the procuring entity.

3.41 Impracticality of Performance

Logista agrees to take all steps within our control to ensure prompt performance in the case of any performance issues as a result of an act of God strike war, civil disturbance, epidemic, or court order.

3.42 Records and Audit3

Logista agrees to keep detailed records pertaining to the price of services rendered and products delivered for a period of three years from the date of acceptance of each purchase order.

3.43 Use of Subcontractors

Logista does not plan to use subcontractors for purchases made under this agreement. There may be manufacturer supplied installations of products where manufacturer badged employee will perform the installation such as an HPE 3PAR upgrade etc and those installations are manufacturer specific sku's that are purchased with a configuration.

3.44 Indemnification

Logista has read and acknowledges this section

3.45 Website Maintenance

Logista will maintain and support an internet website for access to the ESS, configuration assistance, product descriptions, product specifications and other aids in accordance with the contract.

3.46 Ethics

Logista does not presently and will not acquire any interest, direct or indirect, which would conflict in any manner or degree with the performance of services required under this agreement.

3.47 Replacement Parts

Logista acknowledges that replacements parts may be refurbished with the agreement of the procuring entity.

3.48 FCC Certification

Logista acknowledges that all equipment supplied meets FCC certifications

3.49 Site Preparation

Logista has read and acknowledges this section.

3.50 Assignment

Logista has read and acknowledges that we will not transfer any interest in this agreement or assign any claims for money due under this agreement without prior written approval from the procuring entity.

3.51 Survival

Logista has read and acknowledges this section

3.52 Lease Agreements

Logista has read and acknowledges that the procuring entity may want to lease equipment.

3.53 Vendor Disclosure Statement

Logista will provide a disclosure statement upon award of contract. Furthermore, Logista agrees for duration of the agreement, that we will not violate federal immigration law or knowingly employ, hire for employment, or continue to employ an unauthorized alien within the State of Alabama in compliance with the Beason-Hammon Alabama Taxpayer & Citizen Protection Act. Logista further agrees that the terms and commitments contained herein shall not constitute a debt of the State of Alabama in violation of Section 213 of the Constitution of Alabama of 1901, as amended by Amendment Number 26. Logista certifies that we are not currently engaged in, and will not engage in, the boycott of a person or an entity based in or doing business with a jurisdiction with which this state can enjoy open trade.

BID FORMAT AND ORGANIZATION

4.1 Bid Format

Logista has read acknowledges this section in its entirety.

4.1.1 Bid Organization

Logista has read and acknowledges this section in its entirety.

4.1.2 Letter of Transmittal

Logista has read and acknowledges this section in its entirety.

EVALUATION

5.1 Evaluation Process

Logista has read and acknowledges this section in its entirety.