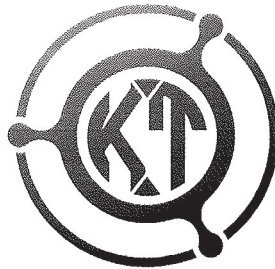


Alabama Community College System &
Higher Education

"Joint Purchasing Agreement"
Bid # ACCS-2022-01

Bid Due Date: February 11, 2022 4:00PM CST



KAM TECHNOLOGIES

151 Market Place, Montgomery, Alabama 36117

(334) 356-5202

www.KAM-TECHNOLOGIES.com

Letter of Transmittal

We are pleased to offer our response to the Request for Bid for the Alabama Community College System Joint Purchasing Agreement. We are including the Letter of Transmittal information organized as required by the RFB below.

A. Submitting Organization: KAM Technologies
151 Market Place
Montgomery, AL 36117

B. Person authorized to obligate organization:
Name: Quincy P. Minor
Title: CEO

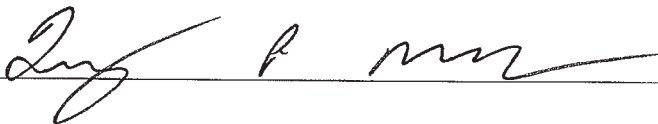
C. Person(s) authorized to negotiate the contract:
Name: Quincy Minor
Title: CEO
Phone: 334-850-3734

Name: Darris McQueen
Title: Director - Sales
Phone: 334-324-2315

D. Person to be contacted for clarification:
Name: Quincy Minor
Title: CEO
Phone: 334-850-3734

E. Acceptance of Conditions Governing the Procurement:
KAM Technologies, accepts all conditions governing this procurement.

F. Signature of person authorized to contractually obligate organization:

Signature: _____

Date: 2-11-22

G. Amendment Acknowledgement: (No Amendments Release)

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@dpe.edu.

Vendor Name: KAM Technologies. Last Updated: 2-11-22

JPA Website Address: www.kam-technologies/accsrfp-2022

	Name(s)	Phone Number(s)	E-mail Address(s)
Primary Contract Executive(s)	Quincy P. Minor	334-850-3734	quincy.minor@kam-technologies.com
Sr. Account/Sales Manager(s) (by region if necessary)	Darris McQueen	334-324-2315	Darris.mcqueen@kam-technologies.com
Account/Sales Manager(s) (by region if necessary)	Jonah Cardwell	334-451-2354	Jonah.cardwell@kam-technologies.com
Technical Support	Charles Carter	1-833-808-0045	support@kam-technologies.com

BID INFORMATION INDEX

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

	Document Name	Page Number(s)
Product and Services Delivery Overview	Response to General Requirements Tab	9
Geographic Coverage	Response to General Requirements Tab	9-10
Availability of Technical Support	Response to General Requirements Tab	9-10
Problem Resolution	Response to General Requirements Tab	10
Customer Satisfaction	Response to General Requirements Tab	10
Value Added Services	Response to General Requirements Tab	4-6
Reporting	Response to General Requirements Tab	10
Electronic Commerce	Response to General Requirements Tab	11
Breadth of Offering	Response to General Requirements Tab	11
Primary Account Representative	Response to General Requirements Tab	12
References	Reference Tab in Bid Book	Reference Tab
Pricing Level and Guarantee	Response to General Requirements Tab	12

- Bid Summary

We are pleased to respond to your Request for Bid for the Alabama College System Joint Purchasing Agreement. We have included in our responses an extensive product line for the Networking Equipment categories.

Our proposal includes:

1. 1. The Cleartouch Product Line at List price with Discount Levels.
2. The Cambium Products at a price set by Cambium.
3. The SingleWire Product Line at List Price with Discount Levels.
4. The Valcom Product Line at List Price with Discount Levels.
5. The Panasonic I-Pro Product Line at List Price with Discount Levels.
6. The Go Guardian Product Line at Price with Discount Levels.
7. The Digital WatchDog Networks Product Line at Price with Discount Levels.
8. The Datto Product Line at Price with Discount Levels.
9. The Approved Networks Product Line at Price with Discount Levels.
10. The HP/Aruba Product Line at Price with Discount Levels.
11. The Cisco Product Line at List Price with Discount Levels.
12. The TrippLite Product Line at Price with Discount Levels
13. The ViewSonic Product Line at Price with Discount Levels
14. In addition to the equipment, we are also offering equipment staging, installation and configuration services of all the above product lines.

Executive SUMMARY

QUALIFICATIONS AND EXPERIENCE

KAM Technologies (KAM) is a full-service provider of technology solutions specializing in end-to-end technology solutions. Our Staff has over 150 years of combined experience in designing and implementing both large- and small-scale technology solutions for government, education, and commercial clients. We provide all the products and services necessary to build high-performance networks and integrated Information Systems. Our intent is to help schools reach their technology goals as part of a greater effort to provide our school systems in the Southeast with the tools to educate students effectively so that they can compete in our Global Economy.

We build out your infrastructure and deliver customized solutions anywhere, even in lower-tier and rural markets. KAM Technologies all-fiber optic infrastructure allows our customers to move massive amounts of data at very high speeds, removing restrictive communication bottlenecks and better enabling them to achieve the full potential of their business plan.

KAM Technologies has led efforts to create long term strategies for K-12 schools, utilizing E-Rate as well as grants and other funding options. Our intent is to help schools reach their technology goals as part of a greater effort to provide our school systems in the Southeast with the tools to educate students effectively so that they can compete in our global economy).

We guide you through the E-Rate deadline-intensive, cumbersome application process. Local resources distinguish us from competitors. Our teams in Louisiana, Mississippi, Alabama, Georgia, and Florida ...

- Provide personal, concierge E-Rate application support,
- Understand unique state geographies and challenges and local permitting/zoning requirements, and
- Have reach-back to regional resources who specialize in E-Rate technology, billing, and reimbursement for network services.

APPROACH AND METHODOLOGY

KAM Technologies offers a wide range of network and computer system designs and implementation services that can be tailored to meet our customer's specific needs. We provide complete turnkey solutions or assist customers in the aspects of the specific project where they need our help. Overviews of some of the services offered are provided in the following:

SYSTEM PLANNING AND DESIGN

KAM Technologies engineers will help customers refine and document their system requirements while working closely with them to produce a comprehensive design to completely satisfy requirements. Our design packages include detailed descriptions and drawings of the system, complete bill of materials, specifications for all components and a project plan for completion.

SOLUTIONS MANAGEMENT - NETWORK HARDWARE STAGING, CONFIGURATION AND INSTALLATION

KAM Technologies will assist in the ordering, tracking, inventory control, assembly, configuration, site delivery and installation of network and computer hardware from all major manufacturers. Our facilities are equipped to handle multiple projects simultaneously. KAM Technologies is a Cisco Systems® Certified Partner and a Aruba Wireless Partner. Our Solutions Management Division provides complete management of each service implementation or project from the time the Purchase Order is received until the customer sign-off is completed. Solutions Management provides a single point of contact for the customer throughout this process, ensuring all customer needs are properly addressed.

COMPUTER SYSTEM APPLICATION INSTALLATION AND CONFIGURATION

KAM Technologies technicians are experienced in the installation and configuration of Microsoft products such as Windows Server, Exchange Server, and SQL Server. We are also familiar in the installation and configuration of numerous higher education applications and various Software Technology Incorporated products.

MANAGED NETWORK SERVICES, SYSTEM TROUBLESHOOTING AND PERFORMANCE TUNING

KAM Technologies has instituted a Network Operations Center (NOC) comprised of the latest technologies and a dedicated staff of highly trained technicians and engineers that are available to support all ongoing technical problems customers may encounter. This is important when a system is down, and employees are idle, or classes are affected adversely. Uniti Fiber uses analysis tools and expert systems software to decode and recommend solutions to performance problems. We also provide proactive network check-ups to baseline performance before and after new application deployment and identify any potential problems as network traffic increases. Managed Services contracts for Networks, Servers & even PCs are available and managed from the NOC.

ENGINEERING CERTIFICATIONS

CCDA	CCNP-COLLA	CH-DCAAMR	CQS-CCSSR
CCDP	CCNP-DC	CH-DCASER	CQS-CVNS
CCNA	CCNP-SEC	CH-ECSEV2	CQS-CWSER
CCNA-DC	CCNP-V	CH-UCUCR	CQS-ECFE
CCNA-SEC	CCNPW	CQS-ASAFER	CQS-ECSE
CCNA-V	CH-CSSER	CQS-BNASER	CQS-ENASER
CCNA-VID	CH-CUAR	CQS-CCADR	CQS-UCTAMR
CCNA-WL	CH-CUWSSR	CQS-CCENT	CQS-UCTFER
CCNP	CH-CVR	CQS-CCSR1	CQS-UFTAM

- Responses to General Requirements and Specifications

In this section, we provide responses to each subsection in the General Requirements and Specifications section of the RFB. We have labeled the responses with the corresponding subsection number and title from the RFB. Additional information attached to this bid are referenced within these subsection responses.

3.1 Acceptance of Conditions Governing the Procurement

KAM Technologies is certified, and the majority of our product lines hold an ISO 9001 as well. The KAM Technologies ISO9001 is in the Company Information Tab. The product line ISO 9001's are attached in the Authorized seller Forms Tab.

3.2 Incurring Cost

We have read and understand that all costs associated with this response are at our expense.

3.3 Vendor Responsibility

We have read and understand that we are solely responsible for fulfilling the purchase orders issued and accepting payment.

3.4 Serving Subcontractors

If subcontractors are used for support services, they will not directly accept purchase orders or payment for products and services. All such activities will be performed by a Uniti Fiber employee.

3.5 Amended Bids

We have read and understand this section.

3.6 Vendors' Rights to Withdraw

We have read and understand this section.

3.7 Bid Offer Firm

We have read and understand this section. All pricing will be firm for at least 90 days.

3.8 Disclosure of Bid Contents

We have read and understand this section.

3.9 No Obligation

We have read and understand this section.

3.10 Legal Review

We have read and understand this section. We will comply.

3.11 Governing Law

We have read and understand this section. We will comply

3.12 Basis for Bid

We have read and understand this section. No other requirements other than those provided by the System will be considered.

3.13 Agreement Terms and Conditions

We have read and understand this section.

3.14 Vendor Qualifications

We have read and understand this section.

3.15 Change in Vendor Representatives

We have read and understand this section. We will comply with its provisions.

3.16 Equipment and Services Schedules

We have read and understand this section. We will comply with its provisions.

3.17 Benefit of Cost Reduction

We have read and understand this section. Any additional manufacturer discounts/promotions will be factored into our responses to purchase requests.

3.18 Bid Terms

We have read and understand this section.

3.19 Fiscal Funding

We have read and understand this section.

3.20 Insurance

We have read and understand this section. We will comply.

3.21 New Products

We have read and understand this section. All equipment will be new unless otherwise specified in the purchase order.

- Responses to Specifications

In this section, we provide responses to each subsection in the Specifications section of the RFB. We have labeled the responses with the corresponding subsection number and title from the RFB.

Additional information attached to this bid are referenced within these subsection responses.

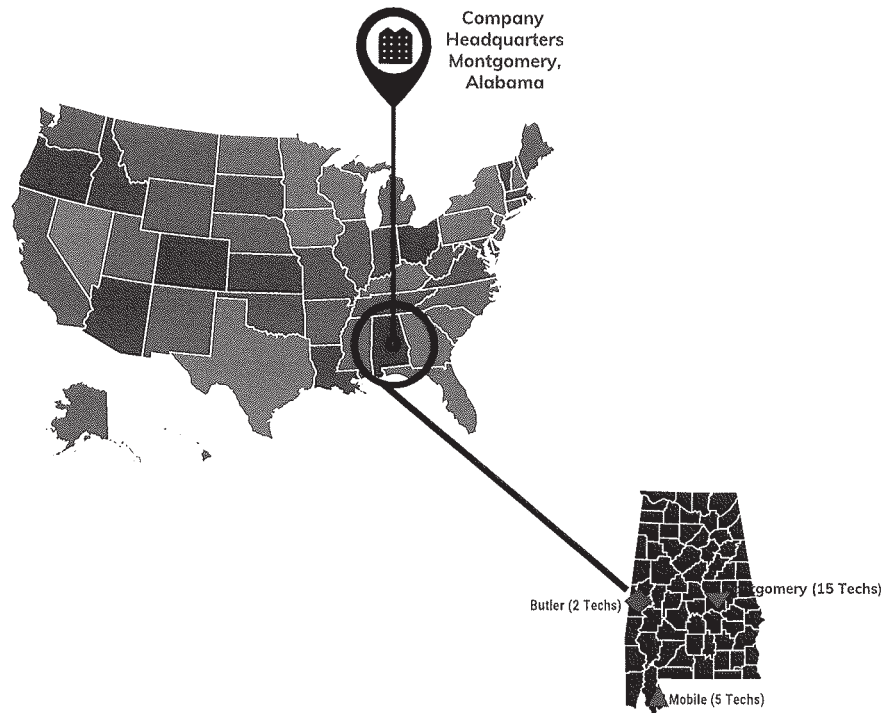
3.22 Product and Services Delivery Overview

Products ordered from KAM Technologies may be delivered to any location within the State of Alabama. We primarily utilize the manufacturer's distribution channels to fulfill product orders and follow-up to insure delivery is performed on time. We are fully responsible for the delivery of equipment and will resolve any issues with equipment not arriving in the expected timeframe. If necessary, we can consolidate and stage large equipment orders until they are actually required to be on the institution's site(s).

We have support personnel located in every region of Alabama. We can provide a variety of services in addition to basic equipment procurement. These services include, but are not limited to, the following:

- LAN/WAN planning, procurement, implementation and support
- Implementation of Voice over IP (VoIP), IP Telephony systems, voice messaging, unified messaging and rich media conferencing.
- Smartnet maintenance registration and administration, including coordination of product returns and replacement shipping.
- Planning, implementation and documentation of structured network cabling systems.
- Installation, configuration and periodic reporting of system security status in conjunction with the Lightspeed Systems content filtering product line.
- Planning, implementation, staging, configuration and on-site setup of fully integrated classroom video conferencing systems.
- Coordination of activities involving multiple entities to insure the proposed solutions will meet the customers' requirements.

Our main Network Operations Center is located in Montgomery, AL. The following map indicates where our remote technicians are located.



3.23 Reporting

As a minimum, we will provide the purchase agreement utilization information in the sample format provided in the RFB. Below is an example of our vision for this report but we can and will provide quarterly utilization reports in virtually any format required by the Alabama College System (ACS). If the contract is awarded KAM Technologies, we will commit to implement and provide electronic delivery of reports and access to a web-based reporting tool for use only by authorized ACS personnel within the first three months of the contract.



KAM TECHNOLOGIES

Quarterly Usage Report First Quarter

				Jan 2022-March 2022
				Contract# ACCS2022-99T
JF Ingram State Technical College	Cisco Hardware		\$1,200,000.00	
	Installation Services		\$300,000.00	
	Digital WatchDog Hardware		\$300,000.00	
	Sub total			\$1,800,000.00
Univeristy of Alabama	Cisco Hardware		\$1,300,000.00	
	Installation Services		\$250,000.00	
	Sub Total			\$1,550,000.00
Alabama State University	ClearTouch Hardware		\$50,000.00	
	Installation Services		\$4,000.00	
	Sub Total			\$54,000.00
Snead State Community College	Cambium Hardware		\$275,000.00	
	Installation Services		\$15,000.00	
	Sub Total			\$290,000.00
Bishop State Community College	Cisco Order		\$75,000.00	
	Installation Services		\$15,000.00	
	ClearTouch Hardware		\$5,000.00	
	Installation Services		\$750.00	
	Sub Total			\$95,750.00
Grand Total				\$3,789,750.00

3.24 Electronic Commerce

KAM Technologies will maintain a website with access to the required items. KAM Technologies will also make the link to the website available on our company website, www.kam-technologies.com

3.25 Breadth of Offering

We propose to offer product lines in three categories. For the Networking Equipment category, we are offering the entire product line for Cisco Systems as well as the entire Aruba line. We are also including a portion of the Digital Watchdog offering (Network Video Surveillance).

All equipment will be new, unopened and in the manufacturer's packaging. All required software and firmware licensing will be included in the systems. Under no circumstances will we assist in circumventing the manufacturer's software licensing policies.

We have attached the product listings and pricing for Cisco Systems, Aruba, Datto, Viewsonic, Microsoft. In addition, pricing for our service offerings are provided that will enable

participating institutions to purchase equipment and services that will effectively provide a turnkey solution. We believe we add value by providing more than just products for those institutions that require assistance in implementation.

3.26 Primary Account Representative

The primary account representative for this proposal will be Quincy P Minor, located in our Montgomery, AL office.

3.27 References

See the "References" tab of this bid for a list of a complete customer reference list.

3.28 Pricing Level and Guarantee

We have included the pricing levels in the attached spreadsheets. We are offering the entire Cisco Systems product line of networking hardware and software at a 20% discount off of the manufacturer's list price. Cisco Systems Smartnet maintenance is offered at 20% off the manufacturer's list price. In addition, we are offering Viewsonic, Datto, Cleartouch at a standard education price. We are also offering Digital Watchdog, Triplight, Approved Networks, with standard discounts noted in its tab respectively. In addition to the equipment, we are also offering equipment staging, installation and configuration services which are also included in the attached pricing sheets.

3.29 Oral Presentation and Demonstration

KAM Technologies agrees to provide the Evaluation Committee the opportunity to meet with and question the proposed primary account representative.

3.30 Equipment and Services Schedule

The Equipment and Services Schedule (ESS) for our product and service submissions are included as a tab to this bid opportunity. Our ESS includes the discounts described herein.

3.31 Scope of Work

We agree to deliver the products or services requested through a valid purchase order from all approved procuring entities of this contract. We also understand and support efforts for more competitive discounts where applicable.

3.32 Title Passage

KAM Technologies understands that title of equipment will pass to the procuring entity upon acceptance.

3.33 Quantity Guarantee

KAM Technologies understands this agreement is not exclusive and procuring entities may procure products from other vendors

3.34 Order of Precedence

KAM Technologies has read, understands and agrees with the order of precedence for resolving conflicts.

3.35 Payment Provisions

KAM Technologies has read, understands and agrees with the payment provisions described in the RFB.

3.36 Shipment and Risk of Loss

KAM Technologies understands that we are responsible for freight charges and will assist with the settlement claims of damaged goods. We understand the title passes at the time the goods reach their destination and we retain title and control until delivered and accepted by the buyer. KAM Technologies will only agree to pay the expense of returned items when the return is a result of incorrect shipment of procured products by KAM Technologies or its distribution partners. All shipments of products will be by UPS or Fedex Ground Service. Any request for a more expeditious shipment will be at the expense of the buyer.

3.37 Warranties

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

3.38 Price Guarantees

KAM Technologies agrees the procuring entity will pay the lower of the prices contained in our Equipment and Services Schedule. Any additional discounts will be negotiated between the procuring entity and KAM Technologies.

3.39 Technical Support

KAM Technologies maintains a toll-free technical information assistance line. The toll-free number for this service is 833-808-0045

3.40 Product Delivery

KAM Technologies agrees to deliver products to the procuring entity within 30 days of receipt of a valid purchase order.

3.41 Impracticality of Performance

KAM Technologies agrees to act prudently and promptly to take steps to avoid being excused from performance for any reason.

3.42 Records and Audit

KAM Technologies agrees to maintain detailed records pertaining to each purchase order for a period of three years from the date of purchase order acceptance. We will make these records available upon request by the procuring entity or appropriate governmental authorities.

3.43 Use of Subcontractors

KAM Technologies understands that we are solely responsible for the performance of this agreement.

All know subcontractors will be identified in the applicable addendum.

3.44 Indemnification

KAM Technologies has read, understands and agrees with the Indemnification terms outlined.

3.45 Website Maintenance

KAM Technologies will maintain and support an Internet website for access to our product lists, product descriptions, product specifications in accordance with instructions provided by this contract.

3.46 Ethics

KAM Technologies warrants that it presently has no interest and shall not acquire any interest, direct or indirect, which would conflict in any manner or degree with the performance of services required under this agreement. We also understand the System employees are not allowed to accept personal gifts or gratuities.

3.47 Replacement Parts

All use of refurbished replacement parts will be coordinated with the procuring entity,

3.48 FCC Certification

KAM Technologies agrees that all hardware supplied meets all applicable FCC Certifications.

3.49 Site Preparation

KAM Technologies has read, understands and agrees with the site preparation section.

3.50 Assignment

KAM Technologies will not assign nor transfer any interest in this agreement or assign any claims for money due or to become due under this agreement without prior written approval from procuring entity.

3.51 Survival

KAM Technologies has read, understands and agrees with the survival section.

3.52 Lease Agreements

KAM Technologies understands the procuring entity may agree to lease equipment.

3.53 Vendor Disclosure Statement

KAM Technologies has provided the Vendor Disclosure Statement in the bid. Please see the Vendor Disclosure Statement Tab.

Example Required
Usage Report



KAM TECHNOLOGIES

Quarterly Usage Report First Quarter

JF Ingram State Technical College	Cisco Hardware			\$1,200,000.00	Jan 2022- March 2022 Contract# ACCS2022-99T
	Installation Services			\$300,000.00	
	Digital WatchDog Hardware			\$300,000.00	
	Sub total				\$1,800,000.00
Univeristy of Alabama	Cisco Hardware			\$1,300,000.00	\$1,550,000.00
	Installation Services			\$250,000.00	
	Sub Total				
Alabama State University	ClearTouch Hardware			\$50,000.00	\$54,000.00
	Installation Services			\$4,000.00	
	Sub Total				
Snead State Community College	Cambium Hardware			\$275,000.00	\$290,000.00
	Installation Services			\$15,000.00	
	Sub Total				
Bishop State Community College	Cisco Order.			\$75,000.00	\$95,750.00
	Installation Services			\$15,000.00	
	ClearTouch Hardware			\$5,000.00	
	Installation Services			\$750.00	
	Sub Total				
Grand Total					\$3,789,750.00

Please find the attached certificate of insurance. The policy has the listed limits and in conjunction to that KAM Technologies has a \$1,000,000.00 that covers the requirements of the RFP.



KAMTECH-01

MSUMMERLIN

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

1/31/2022

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an **ADDITIONAL INSURED**, the policy(ies) must have **ADDITIONAL INSURED** provisions or be endorsed. If **SUBROGATION IS WAIVED**, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Starke Agency, Inc. 210 Commerce St. Montgomery, AL 36104	CONTACT NAME:	
	PHONE (A/C, No, Ext): (334) 263-5535 FAX (A/C, No): (334) 264-3375	
	E-MAIL ADDRESS: info@starkeagency.com	
	INSURER(S) AFFORDING COVERAGE	NAIC #
INSURED KAM Technologies, LLC 151 Market Pl Montgomery, AL 36117	INSURER A : Travelers Prop Cas Co of	25674
	INSURER B : Travelers Indemnity Co.	25658
	INSURER C : Lloyd's of London	15642
	INSURER D :	
	INSURER E :	
	INSURER F :	

COVERAGES

CERTIFICATE NUMBER:

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:			ZLP-16P23063	1/31/2022	1/31/2023	EACH OCCURRENCE \$ 1,000,000
							DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 300,000
							MED EXP (Any one person) \$ 5,000
							PERSONAL & ADV INJURY \$ 1,000,000
							GENERAL AGGREGATE \$ 2,000,000
							PRODUCTS - COMP/OP AGG \$ 2,000,000
							\$
B	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY			BA-1T249455	1/31/2022	1/31/2023	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000
							BODILY INJURY (Per person) \$
							BODILY INJURY (Per accident) \$
							PROPERTY DAMAGE (Per accident) \$
							\$
							\$
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> EXCESS LIAB DED <input checked="" type="checkbox"/> RETENTION \$ 10,000			CUP-1T249535	1/31/2022	1/31/2023	EACH OCCURRENCE \$ 1,000,000
							AGGREGATE \$ 1,000,000
							\$
							\$
							\$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) <input type="checkbox"/> Y/N <input checked="" type="checkbox"/> N/A If yes, describe under DESCRIPTION OF OPERATIONS below						PER STATUTE <input type="checkbox"/> OTH-ER <input type="checkbox"/>
							E.L. EACH ACCIDENT \$
							E.L. DISEASE - EA EMPLOYEE \$
							E.L. DISEASE - POLICY LIMIT \$
C	Professional Liab			ESK0038190550	1/31/2022	1/31/2023	1,000,000 Aggregate 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER

CANCELLATION

PROOF OF COVERAGE

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE



February 8, 2022

Re: ACCS Joint Purchasing Agreement

To whom it may concern;

Clear Touch Interactive, Inc. provides interactive technology solutions that helps educational institutions, government agencies and commercial enterprises to Interact Differently. These interactive technology solutions are specifically designed for the demands and requirements of today's collaborative environments.

Kam Technologies is an authorized reseller of Clear Touch Interactive, Inc. products and solutions and is authorized to provide sales, service and support in the State of Alabama; and specifically, to meet the needs and requirements of this Solicitation. Kam Technologies is currently a Signature Elite Partner which is the highest level attainable through our reseller program. Kam Technologies, has demonstrated their ability to deliver exceptional results and efforts through extensive Clear Touch experience and training.

Sincerely,

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

Keone Trask
President
ktrask@getcleartouch.com
(864) 973-7973



Hewlett Packard Enterprise

Hewlett Packard Enterprise Company
11445 Compaq Center Drive WEST
Houston TX, 77070
U.S.A.



a Hewlett Packard
Enterprise company

February 8, 2022

Kam Technologies LLC

112 Asbury Dr.
Prattville, AL, 36067-7134
U.S.A.
HPE Partner Agreement #: US-609595

To whom it may concern:

Kam Technologies LLC is an HP Enterprise / Aruba Authorized Partner in the US, which includes access to all commercial products and the services associated with them – not requiring additional authorization and includes all Open products from an authorized HPE US Commercial Distributor, for resale to end user customers in the USA.

HPE Point of Contacts for Partner Authorization verification are listed below:
Support Team: AMSPartnersupport@hpe.com

Customers can also locate or confirm partners through the HPE Partner Locator at <http://findapartner.hpe.com/>

Sincerely,

Shelly D. Deal

AMS Lead, PFS BRM Global Partner Contracts
Sales Operations

February 8, 2022

Alabama Community College System
Attn: ITS
P.O. Office Box 302130
Montgomery, AL 36130-2130

To whom it may concern;

Cambium Networks is proud to be part of the ACCS-2022 bid opportunity in working with Kam Technologies. This letter certifies that Kam Technologies is a Cambium Networks authorized education reseller/dealer in good standing with our organization. I understand that ACCS is an Alabama bidding and purchasing program.

Kam Technologies is a partner of Cambium Networks and has been successfully marketing and selling the Cambium line of wireless products in the state of Alabama. I am confident that Kam Technologies will do an excellent job of representing and marketing the Cambium Networks solutions as defined in the ALJP bid proposal.

As a Regional Sales Manager, Southeast, I have the authority to write this letter and my contact number is 864-525-5453.

I look forward to a mutually successful relationship working with ALJP through Kam Technologies. If you have any questions, please do not hesitate to reach out.

Sincerely,



Yancey Johnson
Regional Sales Manager
Cambium Networks

February 7, 2022

To:

Alabama Community College System on behalf of KAM Technologies

From:

Approved Networks, LLC

6 Orchard Rd. #150

Lake Forest, CA 92630

800-590-9535

Re:

KAM Technologies – Approved Networks, LLC Authorized Reseller

151 Market Place

Montgomery, AL 36117

To whom it concerns,

This is to verify KAM Technologies is an Approved Networks, LLC (Approved Networks) authorized reseller.

Approved Networks has partnered with KAM Technologies for over 2 years as a reseller of our products. KAM Technologies has provided exemplary service to Approved Networks and their end users of our products, providing fiber optic solutions to educational institutions throughout the states of Alabama and Florida.

Approved Networks, LLC does not have an education marketing program.

KAM Technologies is authorized by Approved Networks to bid and participate in the Alabama State Department of Education RFP process for the purpose of reselling Approved Networks products.

My signature below indicates my explicit authority to sign on behalf of Approved Networks, LLC. My direct contact information is included below for any further verification.

Steve Tasu
Vice President of Sales
Approved Networks, LLC
6 Orchard Rd #150
Lake Forest, CA 92630
800-590-9535

Date



February 6, 2022

CONFIRMATION OF AUTHORIZATION

To Whom it May Concern:

I am writing to confirm that the following company is an authorized reseller in good standing of Datto, Inc. products, services and associated warranties:

KAM Technologies
151 Market Place
Montgomery, AL 36117

If you have any questions about this letter, please feel free to contact me at vgreenberg@datto.com

Sincerely,

A handwritten signature in black ink, appearing to read "Val S", with a long horizontal flourish extending to the right.

Valerie Greenberg
Corporate Counsel



KAM Technologies

February 7, 2022

To: Alabama Community College System

KAM Technologies is an Authorized Dealer of DW and, as such, is duly authorized to sell, provide installation, training and/or maintenance services for all DW product.

Best Regards,

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

Adam Collier

Inside Sales Manager

Office: (866) 446-3595 ext284

Cell: (949) 231-8535

adamc@digital-watchdog.com

www.digital-watchdog.com



February 8, 2022

Alabama Community College College System
Attn: Joint Purchase Agreement Initiative
135 South Union Street Suite#135
Montgomery, AL 36104

RE:
KAM Technologies
Brian Sims
151 Market Place
Montgomery, AL 36117
C:334-850-3127
brian.sims@kam-technologies.com

This letter serves as confirmation that KAM Technologies (i-PRO ID- i845837) is an authorized reseller of Panasonic i-PRO Security, Video Insight and Monitor Cast Hardware, Accessories, Installation, Services and Associated Peripheral Products included in this solicitation. KAM Technologies is a preferred Silver Partner in good standing with Panasonic i-PRO Sensing Solutions Corporation of America.
Feel free to contact me at amyw.lee@us.panasonic.com or 407-630-4673 should you require any further clarification.

Thank you,

A handwritten signature in cursive script that reads 'Amy Lee'.

Amy Lee
Panasonic i-PRO Sensing Solutions Corporation of America
Senior Contracts Manager
[Amyw.lee@us.panasonic.com](mailto:amyw.lee@us.panasonic.com)
407-630-4673



2/7/2022

Alabama Community College System
Attn: Joint Purchase Agreement TTinitiative
135 South Union Street Suite #135
Montgomery, AL 36104-3833

To Whom It May Concern:

Singlewire Software, LLC hereby confirms that, as of the date of this letter, KAM Technologies is an authorized channel partner for the purchase and resale of Singlewire Software products and/or services.

Furthermore, KAM Technologies has achieved the following:

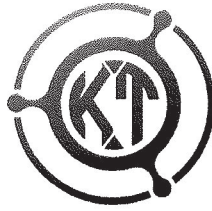
- KAM Technologies is an education reseller
- KAM Technologies has been an authorized reseller of the Singlewire Software product suite since 2021
- Singlewire Software and KAM Technologies will work together to provide the solution and technical support to Alabama Joint Processing Program

If you need additional information, please contact me.

Sincerely,

A handwritten signature in black ink, appearing to read 'Mike Payne', written over a horizontal line.

Mike Payne
Vice President of Sales
mike.payne@singlewire.com
(608) 661-1140



KAM TECHNOLOGIES

References

Montgomery County School System
307 S. Decatur Street
Montgomery, AL 36104
Solomon Raife
Solomon.raife@mps.k12.al.us
(334) 313-1708

Lowndes County Schools
153 Oak Street
Hayneville, AL 36040
Benitha Mathews
bmathews@lowndesboe.org
(334) 301-9147

Pickens County Schools
377 LaDow Center Circle
Carrolton, AL 35447
Sebastian Shamery
shamerys@pickens.k12.al.us
(205) 367-2062

Roanoke City Board of Education
557 Main Street
Roanoke, AL 36274
Blake Treadwell
btreadwell@roanokecityschools.org
(334) 646-3835

Bullock County Schools
108 W. Hardaway Ave.
Union Springs, AL 36089
James Henderson
james.henderson@bullockco.org
(334) 473-9686