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: [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

<table>
<thead>
<tr>
<th>Name(s)</th>
<th>Phone Number(s)</th>
<th>E-mail Address(s)</th>
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<tbody>
<tr>
<td>Primary Contract Executive(s)</td>
<td>Quincy P. Minor</td>
<td>334-850-3734</td>
</tr>
<tr>
<td>Sr. Account/Sales Manager(s) (by region if necessary)</td>
<td>Darris McQueen</td>
<td>334-324-2315</td>
</tr>
<tr>
<td>Account/Sales Manager(s) (by region if necessary)</td>
<td>Jonah Cardwell</td>
<td>334-451-2354</td>
</tr>
<tr>
<td>Technical Support</td>
<td>Charles Carter</td>
<td>1-833-808-0045</td>
</tr>
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</table>

BID INFORMATION INDEX

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

<table>
<thead>
<tr>
<th>Document Name</th>
<th>Page Number(s)</th>
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</thead>
<tbody>
<tr>
<td>Product and Services Delivery Overview</td>
<td></td>
</tr>
<tr>
<td>Geographic Coverage</td>
<td>Response to General Requirements Tab</td>
</tr>
<tr>
<td>Availability of Technical Support</td>
<td>Response to General Requirements Tab</td>
</tr>
<tr>
<td>Problem Resolution</td>
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<td>Response to General Requirements Tab</td>
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<td>Response to General Requirements Tab</td>
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<tr>
<td>Electronic Commerce</td>
<td>Response to General Requirements Tab</td>
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<tr>
<td>Breadth of Offering</td>
<td>Response to General Requirements Tab</td>
</tr>
<tr>
<td>Primary Account Representative</td>
<td>Response to General Requirements Tab</td>
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<tr>
<td>References</td>
<td>Reference Tab in Bid Book</td>
</tr>
<tr>
<td>Pricing Level and Guarantee</td>
<td>Response to General Requirements Tab</td>
</tr>
</tbody>
</table>
- 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. 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.
7. The Digital WatchDog Networks Product Line at Price with Discount Levels.
8. The Datto 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.
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.
APPRAOCH 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

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<th>CH-DCAAMR</th>
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- 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.
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.
# Quarterly Usage Report

First Quarter

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**Grand Total**                  |                       | $3,789,750.00 |

Contract# ACCS2022-99T

Jan 2022-March 2022
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.
# Certificate of Liability Insurance

**Certificate Number:**

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**Description of Operations/Locations/Vehicles:**

ACORD 25 (2016/03) © 1988–2015 ACORD CORPORATION. All rights reserved.

The ACORD name and logo are registered marks of ACORD.
February 8, 2022

Re: ACCS Joint Purchasing Agreement

To whom it may concern;

Clear Touch Interactive, Inc. provides interactive technology solutions that help 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,

[Signature]

Keone Trask
President
ktrask@getcleartouch.com
(864) 973-7973
February 8, 2022

Kam Technologies LLC
112 Asbury Dr.
Pratville, AL, 36067-7134
U.S.A.
HPE Partner Agreement #: US-809665

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,

[Signature]

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 M. Johnson
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                        Date
Vice President of Sales
Approved Networks, LLC
6 Orchard Rd #150
Lake Forest, CA 92630
800-590-9535

800 590-9535  6 Orchard Rd, Lake Forest, CA 92630  www.approvednetworks.com
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,

[Signature]

Valerie Greenberg
Corporate Counsel
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,

[Signature]

Adam Collier
Inside Sales Manager
Office: (866) 446-3595 ext284
Cell: (949) 231-8535
admc@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,

Amy Lee

Amy Lee
Panasonic i-PRO Sensing Solutions Corporation of America
Senior Contracts Manager
Amyw.lee@us.panasonic.com
407-630-4673
2/7/2022

Alabama Community College System
Attn: Joint Purchase Agreement TT Initiative
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,

[Signature]

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