




Letter of Transmittal

- A. Submitting Organization:
LST (A Division of Lee Investment Consultants, LLC)
5296 Old US Hwy 278 East
Hokes Bluff, AL 35903
- B. Name and Title of Officer Authorized to contract LST:
Scott E. Lee
Managing Member
- C. Name and Title and Phone Number of Negotiating Officer for this contract:
Scott E. Lee
Managing Member
256-494-9080 ext. 1421
- D. Names, Titles and Phone Numbers of Individuals for Clarification:
John Alton Lee
Member
256-494-9080 ext. 1411

Scott Edward Lee
Managing Member
256-494-9080 ext. 1421

Lorie Holloway
General Manager
256-494-9080 ext. 1400

Justin Miller
Vice President Production and Engineering
256-494-9080 ext. 1431
- E. LST does hereby explicitly accept the conditions governing the procurement for this RFB for the Alabama College System and all agencies authorized to procure equipment and services under this RFB.
- F. Signature of Acceptance and Contractual obligation:


Managing Member
- G. LST acknowledges receipt of any and all amendments to this RFB by its signature above.



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.

Vendor Name: Lee Investment Consultants, LLC dba LST Last Updated: 02/11/2022

JPA Website Address: <http://www.LST.com>

	Name(s)		Phone Number(s)	E-mail Address(s)
Primary Contract Executive(s)	Scott E. Lee		(256) 494-9080 ext. 1421	Scott.Lee@LST.com
Sr. Account/Sales Manager(s) (by region if necessary)	John A. Lee		(256) 494-9080 ext. 1411	John.Lee@LST.com
Account/Sales Manager(s) (by region if necessary)	Scott E. Lee		(256) 494-9080 ext. 1421	Scott.Lee@LST.com
Technical Support	Justin Miller		(256) 494-9080 ext. 1431	Justin.Miller@LST.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)
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Availability of Technical Support	LST Bid Response - ACCS-2022-01	10, 33
Problem Resolution	LST Bid Response - ACCS-2022-01	10-11
Customer Satisfaction	LST Bid Response - ACCS-2022-01	11
Value Added Services	LST Bid Response - ACCS-2022-01	11-12
Reporting	LST Bid Response - ACCS-2022-01	12, 13, 63
Electronic Commerce	LST Bid Response - ACCS-2022-01	13-21
Breadth of Offering	LST Bid Response - ACCS-2022-01	24-26
Primary Account Representative	LST Bid Response - ACCS-2022-01	27
References	LST Bid Response - ACCS-2022-01	28-30
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GENERAL REQUIREMENTS AND SPECIFICATIONS

3.1 Acceptance of Conditions Governing the Procurement

LST, as indicated in the transmittal letter, accepts and acknowledges all conditions governing this procurement.

LST does hereby promote its compliance with the ISO 9001 requirement of this procurement. As provided per State Code, LST meets this requirement via its affiliations with the following companies and association:

- Intel Corporation to which LST is a Certified Partner (Please see Intel's ISO certification "Addendum 1")
- Cisco Systems to which LST is a Premier Partner (Please see Cisco's ISO certification "Addendum 1")

3.2 Incurring Cost

LST accepts and acknowledges that any and all cost associated with LST's preparation of this response to this RFB is borne solely by LST.

3.3 Vendor Responsibility

LST accepts and acknowledges that LST will be solely responsible for the fulfillment of the responsibilities under the terms and conditions of the contract. LST further understands that the procuring entities will issue purchase orders and make payments only to the named vendor(s).

3.4 Serving Subcontractors

LST accepts and acknowledges that LST can utilize its service and support contractual agreements with its established entities and individuals across the state in servicing and supporting LST throughout this contract. LST recognizes and acknowledges that its subcontractors cannot accept purchase orders or payments under this contract.

3.5 Amended Bids

LST accepts and acknowledges that LST can submit an amended bid up until the due date deadline, and if it does submit an amended bid, the amended bid replaces the prior bid submission in its entirety. LST acknowledges that the evaluation committee will not collate, merge or assemble bids.



3.6 Vendors Rights to withdraw Bid

LST accepts and acknowledges that LST can withdraw its bid at any time up to the submission dead line date, by submitting in written form a withdrawal statement signed by the duly authorized officer.

LST cannot withdraw its bid for 30 days after the submission dead line date and LST acknowledges that the selection committee reserves the right to waive informalities, select alternatives, and reject any or all responses, in the event such appears to be in the best interest of the System.

3.7 Bid Offer Firm

LST accepts and acknowledges that LST's bid will be considered firm for 90 days after the due date for receipt of bids.

3.8 Disclosure of Bid Contents

LST accepts and acknowledges that LST bid will be open to the public as a public record after the contracts are awarded. LST further acknowledges that the system is not responsible for any material's confidentiality within the bid, whether labeled confidential or not.

3.9 No Obligation

LST accepts and acknowledges that this procurement in no manner obligates the Alabama College System or any authorized entity to lease or purchase any products or services from LST until the bid is awarded and LST receives a valid purchase order.

LST further acknowledges that The System has the right to cancel the contract with LST for cause. Not limited to but including the 6 points of cause outlined in the RFB.

LST further acknowledges that The System reserves the right to terminate this agreement with 30 days written notice, for its convenience and without cause or penalty.

3.10 Legal Review

LST accepts and acknowledges that it is bound by the General Requirements contained in this RFB.

3.11 Governing Law

LST accepts and acknowledges that it shall comply with all federal, state, and local laws, ordinances, rules and regulations and all amendments thereto which in any manner may affect the operation and vendor's activities undertaken pursuant to this Agreement. LST will also comply with all state and local building, fire, health, zoning laws, codes and/or regulations that affect or that are applicable to



LST activities and operations hereunder. LST acknowledges the final agreement shall be governed and construed in accordance with the laws of the State of Alabama.

3.12 Basis for Bid

LST accepts and acknowledges that only information supplied by the System in writing or in this RFB should be used as the basis for the preparation of LST's responses.

3.13 Agreement Terms and Conditions

LST accepts and acknowledges that the agreement between The System and LST will follow the format specified and contain the terms and conditions outlined in this request. LST also acknowledges that The Alabama College System reserves the right to negotiate with LST provisions in addition to those contained in this RFB. LST further acknowledges that this RFB, as revised and/or supplemented, and LST's response will be incorporated into and become part of the agreement.

LST submits that it recognizes the terms and conditions described in this RFB and offers no recommendation for modification or variations to them for conducting business with LST under this contract.

3.14 Vendor Qualifications

LST accepts and acknowledges that the Evaluation Committee may make such investigations as necessary to determine the ability of LST to adhere to the requirements specified within the RFB. LST further recognizes that the Evaluation Committee will reject the bid of any vendor who is not a responsible bidder or fails to submit a responsive offer as defined.

3.15 Change in Vendor Representatives

LST accepts and acknowledges that the System reserves the right to require a change in LST representatives if its assigned representatives are not meeting its needs adequately.

3.16 Equipment and Services Schedules

LST accepts and acknowledges that it may offer only those products and services that are included on the Equipment and Services Schedule (ESS). LST will keep the schedule current and correct on our Internet website (<http://www.LST.com/shop.aspx>) maintained by LST and shall reflect changes in technology in accordance with the terms and conditions of the contract.

3.17 Benefit of Cost Reduction

LST shall provide The System the benefit of any reduction in price below the quoted price during the term of this contract. LST has provided for these occurrences inherently in its pricing proposal via a cost plus model. Our cost-plus model will automatically take into effect any price reductions or promotional offerings.



3.18 Bid Terms

LST acknowledges and accepts that by submitting a response, LST agrees that this contract is to be governed by the terms and conditions set forth in the bid. LST will offer no exceptions to the specifications.

3.19 Fiscal Funding

LST acknowledges and accepts that the continuation of the contract is contingent upon the appropriation of funds to fulfill the requirements of the contract by the legislature. LST further acknowledges that if the legislature fails to appropriate sufficient monies to provide the continuation of a contract, the contract shall terminate on the date of the beginning of the first fiscal year for which funds are not appropriated.

3.20 Insurance

LST acknowledges and accepts that LST shall bear the full and complete responsibility for all risk of damage or loss of equipment, products, or money resulting from any cause whatsoever and shall not penalize the System for any losses incurred in association with this agreement. Any insurance policy or policies shall cover the entire travel service operation at the System including all areas that may in the future be placed under the control or use of the vendor. LST will maintain, during the life of this contract, the following minimum insurance requirements:

KIND OF INSURANCE	MINIMUM LIMITS OF LIABILITY
Worker's Compensation	Statutory – Alabama
Employer's Liability	\$2,000,000 (each employee, each accident and policy limit)
Commercial General Liability: Each Occurrence Personal and Advertising Injury Products/Completed Operations General Aggregate	 \$2,000,000 \$2,000,000 \$2,000,000 \$3,000,000
Automobile Liability	\$2,000,000 each accident – combined single limit.

These policies shall contain a thirty- (30) days written notice to the System before cancellation, reduction or other modification of any kind to the required coverage.

LST acknowledges and accepts that LST, at its cost, must provide acceptable evidence of compliance with the worker's compensation insurance requirements of the State of Alabama. LST further acknowledges and accepts that in the event that LST fails to maintain and keep in force the insurance and Worker's Compensation coverage as herein provided, the System shall have the right to



terminate this contract. The System and vendor shall each be listed as the named insured in said policy(ies) so that each is independently protected to the face amount of the policy.

LST acknowledges and accepts that upon notification of award and prior to issuance of contract LST shall provide the System with certification of insurance with the required kinds of insurance and minimum liabilities specified, issued by an insurance company licensed to do business in the State of Alabama and carrying an AM Best rating of A- or better, signed by an authorized agent. In the event of cancellation, material change or intent not to renew any of the insurance requirements specified, thirty (30) days written notice shall be given to the System by the party initiating any revision.

3.21 New Products

LST acknowledges and accepts that unless specifically called for in this request, all products for purchase must be new, never previously used, and the current model and/or packaging. LST acknowledges that it shall not supply remanufactured, demonstrator, used, or irregular product to purchase unless otherwise specified in the request. LST further acknowledges that the manufacturer's standard warranty will apply unless otherwise specified in the request. LST will supply all requests complete, ready to be installed, including all cabling and connectors where applicable.

SPECIFICATIONS

This section contains specifications and relevant information vendors should use for the preparation of their responses.

Vendors should respond as described to each specification. The responses along with the required supporting material will be evaluated and awarded points accordingly.

3.22 Product and Services Delivery Overview

LST, (A Division of Lee Investment Consultants, LLC) with over 30 years of experience has a proven track record of delivering products and services to the education community of Alabama. LST provides products and services from the University of South Alabama in Mobile and Wallace Community College in Eufaula to Dekalb County Schools and Madison County Schools in north Alabama. LST has delivered quality products and services across the state of Alabama for over 30 years.

LST is either the oldest or one of the oldest PC system builders in the State of Alabama, producing over 400,000 systems sold in its thirty prosperous years. LST is one of the few PC vendors left in the state of Alabama that produces an Alabama assembled personal computer. With this longevity, LST has gained relationships and experience that allows LST to afford its customers within the state, a level of service and reliability unrivalled by its national competitors.



LST employs 17 persons of which 11 are technical service professionals. LST has acquired, over its 30+ years, certifications in both the personal computer industry and the networking industry to rival any competitor. LST is a Microsoft Certified Partner, Cisco Premier Partner, Intel Premier Partner, Microsoft Certified Education Partner, Microsoft OEM System Builder, and Samsung SCIP with specialization certifications including: RCDD, IP Telephony, IP Wireless, Fiber and individual certifications including: MCSE, CNE, CNA, CCNA, CCNP, CCDP plus much more. (Please see "Addendum 2")

Sales are viewed as a way of servicing our customers at LST. Our knowledgeable, friendly sales staff, (3 outside, 1 inside), assist in choosing the product that best fits our customers' needs and price points for their particular project.

LST provides standard 8 x 5 toll free customer support with a 4 hour response warranty and next business day service with all our personal computers and servers. LST also offers 24x7x365 support for critical infrastructure products. LST boasts one of the very few in-house operated and trained customer support services in the State of Alabama.

LST provides over 300,000 products and services to our customers and the potential customers of this RFB. These products are available for purchase from our web site or via our toll free sales and service number. The products encompass complimentary PC software, peripherals, network products, notebooks, IP Surveillance Products, PDAs, and much more.

LST is capable of delivery of our products via our own fleet of sales and service vans or via contracted shipping services. We currently deliver, with our fleet, across the entire state of Alabama and into Georgia, Tennessee, Florida and Mississippi.

To assure quality service and response times, LST employees or contracts with 3 organizations and 3 individuals to provide 6 service and/or depot locations that are strategically located across the state. This allows LST the ability, if needed, to be on-site within 4 hours anywhere in the state of Alabama. This allows LST to not only serve the entire state of Alabama but also to service our customers in a timely manner. (Please see Map "Appendix B").

LST resolves customer problems and complaints in a timely procedural solution with an emphasis on the old adage that the customer is always right. We strive for long term relationships and have found that with them come disagreements at times and just like any relationship worth having the problems can and are resolved. Our standard procedure is the following:

- Customer submits in writing the problem or complaint to their respective Account Executive within 90 days of occurrence.



- If the AE has the authority to resolve the problem he does so immediately.
- If he does not have the authority or disagrees with the complaint or problem he then submits in writing to a 3 member final authority group his position and the customer complaint or problem within 24 hours.
- The group will render their position within 1 business day and offer their solution to the customer.
- If the customer rejects this solution then the customer is asked for their proposed solution within 2 business days
- LST will respond to the customer solution within 1 business day.
- If the customer solution is rejected by LST then LST will ask for a mutually agreed upon independent third party arbitrator to be chosen for a final disposition.
- LST will absorb the cost of the arbitrator.

LST conducts surveys on both a formal and informal basis routinely. In our most recent survey LST graded out in all categories a superior score. Although, all our surveys have continually and historically returned positive reports, we constantly strive to improve our performance, because we understand that without satisfied customers, we will not last another 30 years. (Please see “Addendum 3”)

“The extra mile” is our motto towards servicing our customers. We offer a variety of “extra mile” services, they include: Custom configuration for hardware and software, network design, configuration, maintenance, on-site training and installation, and PC installation including network connectivity as well as server installation and server configuration.

LST also offers complementary services such as: LAN and WAN convergence design, configuration, maintenance, on-site training and installation. By converging data, voice and video across the same physical network LST provides customers with the recurring monthly cost and maintenance savings. LST’s Cisco IP Telephony experience and installs rival all of our national competitors and within the State of Alabama.

All of these value added services and complementary services are provided by LST throughout the entire State of Alabama.



For example, LST worked with Wallace Community College in Dothan and Eufaula to design, configure and install a converged data voice IP solution. Wallace and LST also integrated the latest IP Surveillance solutions into this network. To date we continue to support Wallace Community College in their ongoing maintenance and expansion of this network.

We have done the same with Calhoun County Schools as well as network services for Lurleen B Wallace Community College, Enterprise State Community College, Gadsden State Community College, Walker County Schools, Dekalb County Schools, Cherokee County Schools, Etowah County Schools, the University of Alabama in Gadsden, and many, many more.

We look forward to continued service to all our education institutions in this, our Great State of Alabama.

3.23 Reporting

LST will provide the Alabama College System Joint Purchasing Agreement members with robust easily accessible reports on all products ordered from LST on the LST website. Users may track total purchases, purchase status, order amounts, items on order, items included in purchase, payment history and date that the order was placed. Authorized personnel may obtain the reports at any time via the LST website. LST is currently providing these reporting services to members of the College System of Alabama at this time.

LST will compile the required report as it currently does for multiple Vendors on the State K12 JPA contract and forward it to the Joint Purchase Agreement Initiative Administrator within two weeks of the end of each quarter. The quarterly reports will be submitted in the form of a PDF file to the System Office to JPA-Notification@accs.edu. LST realizes that failure to provide this required report could result in removal from the contract.



Following is a sample quarterly report:

Quarterly Report for Jan 2014 – Mar 2014 for JPA Contract #

<u>Entity</u>	<u>PO #</u>	<u>Date Ord</u>	<u>Date Ship</u>	<u>Category</u>	<u>\$</u>
Wallace CC	WC 14-1004	01-11-14	01-21-14	PC	31,144.00
Wallace CC	WC 14-1099	02-15-14	02-22-14	Surveillance	77,686.00
Gadsden ST CC	GSCC 14-0066	01-13-14	01-14-14	Supplies	841.00
Gadsden ST CC	GSCC 14-1112	03-03-14	03-15-14	Surveillance	6,110.00
Enterprise ST CC	ESCC 14-1068	02-11-14	02-19-14	Networking	206,119.00
Enterprise ST CC	ESCC 14-1466	03-21-14	03-29-14	PC	22,229.00
Lurleen B Wallace CC	LBW 14-1033	01-19-14	01-28-14	PC	33,001.00

3.24 Electronic Commerce


LST provides user accounts that may be configured for the Equipment and Services Schedule via the LST web site.

To place an order online, a user will login using their e-mail address and password. The first page the user will see is the main page. The user will have the ability to search for an item in the search field by manufacturer part number or by description. They may also choose to browse to the item using one of the navigation categories.

After the user has located the item, they wish to purchase they simply select the item and click the "Add To Cart" button. The user may adjust the quantity and recalculate the total before they proceed to checkout. Once the user is ready to submit the order, from the shopping cart page they choose the "Checkout" link.

Once the order has been placed, a user may track the order from the time the order is processed to the time the product arrives.

Following are some screen shots of the LST e-commerce website and frequently asked questions.



LoginCreate An AccountForgot Password

Welcome!
Returning Customer
Email (Your email address)
bcampbell@juxtaposeseo.com
Password (account will be locked after 3 tries)
.....
 [Forgot password?](#)

New Customer? [Create an account](#)

Login Screen





My Cart

Your Shopping Cart allows you to view the current list of products that you have selected from the product database.

Search for Products

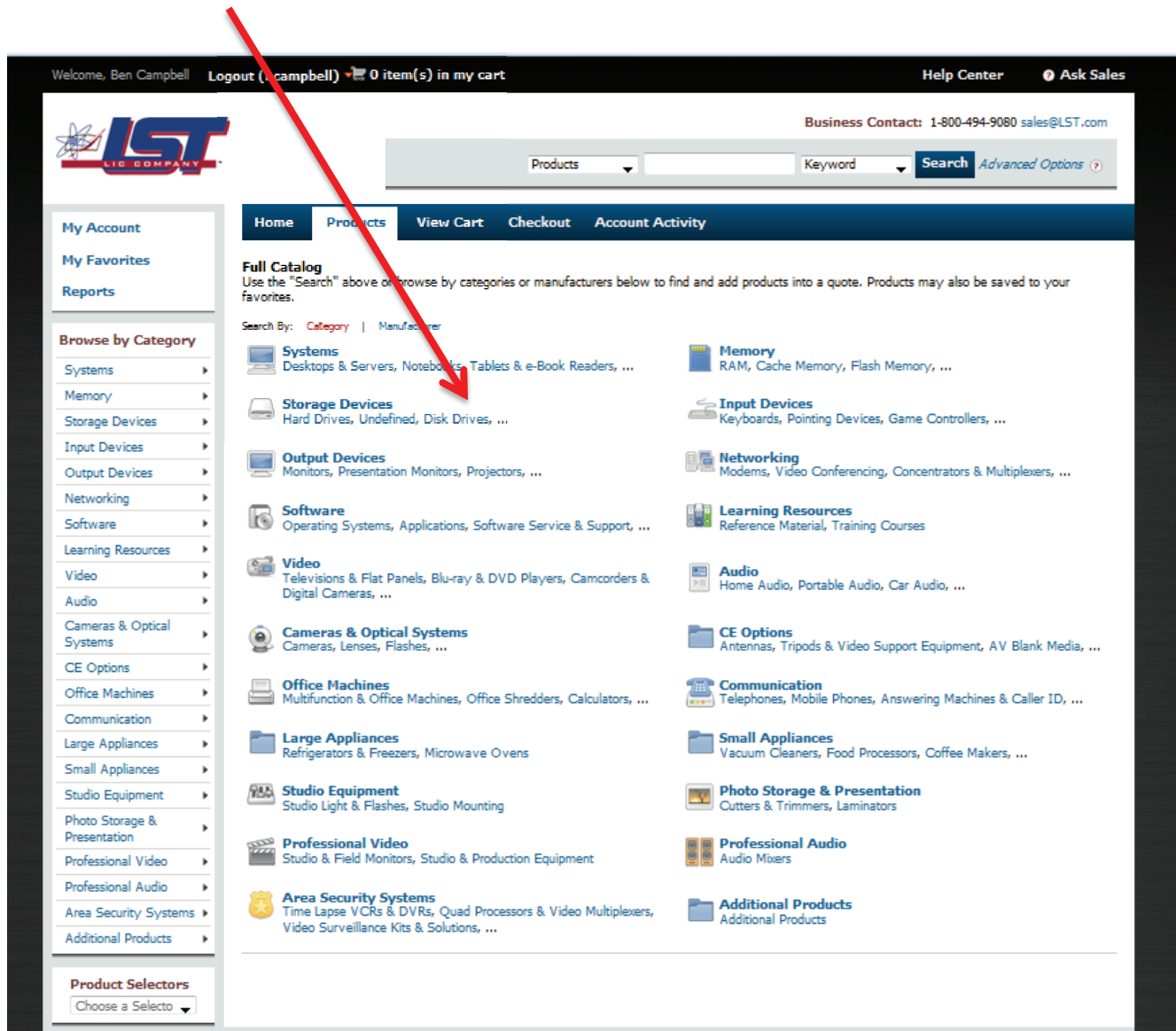
You have the following options in the search qualifier drop down menu: Keywords - Entering keywords will result in a search that looks for a match found on ALL words anywhere in the following fields: Description, Product Class, Category and Part Number.

Ask Sales

The Ask Sales feature is a convenient tool that increases communication between Sales Reps and their Customers during the sales cycle.

The screenshot shows the LST LIC COMPANY website interface. At the top, a navigation bar includes 'Welcome, Ben Campbell', 'Logout (bcampbell)', '1 item(s) in my cart', 'Help Center', and 'Ask Sales'. Below this is a search bar with a 'Products' dropdown menu, a 'Keyword' input field, and a 'Search' button. A red arrow points from the 'Search for Products' text box to the 'Products' dropdown menu. The main content area features a 'Welcome!' message, a 'Spotlight' section for the 'ASUSTeK COMPUTER - ASUS X75A DS51' laptop, and a 'Featured Products' section for the 'Lenovo ThinkCentre M78 5100'. A red arrow points from the 'My Cart' text box to the '1 item(s) in my cart' link. On the right side, there is a 'Browse By Category' section with a list of categories, and a 'Browse By Manufacturer' section at the bottom. A red arrow points from the 'Ask Sales' text box to the 'Ask Sales' link in the top navigation bar.

Browse by Category



Welcome, Ben Campbell | Logout (Ben Campbell) | 0 item(s) in my cart | Help Center | Ask Sales

Business Contact: 1-800-494-9080 sales@LST.com

Products | Keyword | Search | Advanced Options

Home | **Products** | View Cart | Checkout | Account Activity

Full Catalog
Use the "Search" above or browse by categories or manufacturers below to find and add products into a quote. Products may also be saved to your favorites.

Search By: **Category** | Manufacturer

Browse by Category

- Systems
- Memory
- Storage Devices
- Input Devices
- Output Devices
- Networking
- Software
- Learning Resources
- Video
- Audio
- Cameras & Optical Systems
- CE Options
- Office Machines
- Communication
- Large Appliances
- Small Appliances
- Studio Equipment
- Photo Storage & Presentation
- Professional Video
- Professional Audio
- Area Security Systems
- Additional Products

Product Selectors
Choose a Selector

Systems
Desktops & Servers, Notebooks, Tablets & e-Book Readers, ...

Storage Devices
Hard Drives, Undefined, Disk Drives, ...

Output Devices
Monitors, Presentation Monitors, Projectors, ...

Software
Operating Systems, Applications, Software Service & Support, ...

Video
Televisions & Flat Panels, Blu-ray & DVD Players, Camcorders & Digital Cameras, ...

Cameras & Optical Systems
Cameras, Lenses, Flashes, ...

Office Machines
Multifunction & Office Machines, Office Shredders, Calculators, ...

Large Appliances
Refrigerators & Freezers, Microwave Ovens

Studio Equipment
Studio Light & Flashes, Studio Mounting

Professional Video
Studio & Field Monitors, Studio & Production Equipment

Area Security Systems
Time Lapse VCRs & DVRs, Quad Processors & Video Multiplexers, Video Surveillance Kits & Solutions, ...

Memory
RAM, Cache Memory, Flash Memory, ...

Input Devices
Keyboards, Pointing Devices, Game Controllers, ...

Networking
Modems, Video Conferencing, Concentrators & Multiplexers, ...

Learning Resources
Reference Material, Training Courses

Audio
Home Audio, Portable Audio, Car Audio, ...

CE Options
Antennas, Tripods & Video Support Equipment, AV Blank Media, ...

Communication
Telephones, Mobile Phones, Answering Machines & Caller ID, ...

Small Appliances
Vacuum Cleaners, Food Processors, Coffee Makers, ...

Photo Storage & Presentation
Cutters & Trimmers, Laminators

Professional Audio
Audio Mixers

Additional Products
Additional Products

Subcategory

Welcome, Ben Campbell [Logout \(bcampbell\)](#) [0 item\(s\) in my cart](#) [Help Center](#) [Ask Sales](#)

Business Contact: 1-800-494-9080 sales@LST.com

Products Keyword [Search](#) [Advanced Options](#)









[Home](#) [Products](#) [View Cart](#) [Checkout](#) [Account Activity](#)

Products
Full Catalog

Search By: [Category](#) | [Manufacturer](#)

[Full Catalog](#) > [Systems](#) > [Desktops & Servers](#)

Select One [Go](#)

	Description	Mfr Part #	Sell Price	Add to Cart
	IBM System x3550 M3 7944 Server - rack-mountable - 1U - 2-way - 1 x Xeon E5607 / 2.26 GHz - RAM 4 GB - SAS - hot-swap 2.5" - no HDD - MGA G200eV - Gigabit LAN - no OS - Monitor : none. - Windows Server 2008 R2 Certified	794432U	\$2,295.00	+
	IBM System x3550 M3 7944 Server - rack-mountable - 1U - 2-way - 1 x Xeon E5649 / 2.53 GHz - RAM 4 GB - SAS - hot-swap 2.5" - no HDD - MGA G200eV - Gigabit LAN - no OS - Monitor : none. - Windows Server 2008 R2 Certified	794462U	\$3,219.00	+
	IBM System x3550 M3 7944 Server - rack-mountable - 1U - 2-way - 1 x Xeon X5690 / 3.46 GHz - RAM 4 GB - SAS - hot-swap 2.5" - no HDD - MGA G200eV - Gigabit LAN - no OS - Monitor : none. - Windows Server 2008 R2 Certified	794482U	\$4,609.00	+
	IBM System x3550 M3 7944 Server - rack-mountable - 1U - 2-way - 1 x Xeon L5640 / 2.26 GHz - RAM 4 GB - SAS - hot-swap 2.5" - no HDD - MGA G200eV - Gigabit LAN - no OS - Monitor : none. - Windows Server 2008 R2 Certified	7944H4U	\$3,415.00	+
	IBM System x3620 M3 7376 Server - rack-mountable - 2U - 2-way - 1 x Xeon X5650 / 2.66 GHz - RAM 4 GB - SAS - hot-swap 3.5" - no HDD - MGA G200eV - Gigabit LAN - no OS - Monitor : none. - Windows Server 2008 R2 Certified	737664U	\$3,709.00	+
	IBM System x3500 M3 7380 Server - tower - 5U - 2-way - 1 x Xeon E5606 / 2.13 GHz - RAM 4 GB - SAS - hot-swap 2.5" - no HDD - DVD - MGA G200eV - Gigabit LAN - no OS - Monitor : none. - Windows Server 2008 R2 Certified	7380B2U	\$2,289.00	+
	IBM System x3620 M3 7376 Server - rack-mountable - 2U - 2-way - 1 x Xeon E5645 / 2.4 GHz - RAM 4 GB - SAS - hot-swap 3.5" - no HDD - MGA G200eV - Gigabit LAN - no OS - Monitor : none. - Windows Server 2008 R2 Certified	7376D2U	\$2,889.00	+
	IBM System x3500 M3 7380 Server - tower - 5U - 2-way - 1 x Xeon E5645 / 2.4 GHz - RAM 4 GB - SAS - hot-swap 2.5" - no HDD - DVD -	7380D2U	\$2,749.00	+

Narrow Your Results

By Keyword(s)

[Search](#)

By Cat / Mfr / Spec

[Cat](#) [Mfr](#) [Spec](#)

Manufacturer

[\[+\] Show All 47](#)

Lenovo (898)

Super Micro Computer (709)

Dell (669)

Wyse Technology (575)

Hewlett-Packard (512)

[\[+\] Show All 47](#)

Processor / Clock Speed [>=](#)

Select One

Processor / Type

Select One

OS Provided / Type

Select One

RAM / Installed Size [>=](#)

Select One

Chassis / Form Factor

Select One

Networking / Wireless LAN Supported

Select One

My Account

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Browse by Category


- [Systems](#)
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- [Storage Devices](#)
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- [Software](#)
- [Learning Resources](#)
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- [Cameras & Optical Systems](#)
- [CE Options](#)
- [Office Machines](#)
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- [Large Appliances](#)
- [Small Appliances](#)
- [Studio Equipment](#)
- [Photo Storage & Presentation](#)
- [Professional Video](#)
- [Professional Audio](#)
- [Area Security Systems](#)
- [Additional Products](#)

Product Selectors

[Choose a Selector](#)

Product Page

Welcome, Ben Campbell
Logout (bcampbell)
0 item(s) in my cart
Help Center
Ask Sales



Business Contact: 1-800-494-9080 sales@LST.com

Products
Keyword
Search
Advanced Options

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Browse by Category

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Professional Video
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Product Selectors
Choose a Selector

Home
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Account Activity

Full Catalog > Systems > Desktops & Servers > IBM



IBM System x3550 M3 7944
Server - rack-mountable - 1U - 2-way - 1 x Xeon E5607 / 2.26 GHz - RAM 4 GB - SAS - hot-swap 2.5" - no HDD - MGA G200eV - Gigabit LAN - no OS - Monitor : none. - Windows Server 2008 R2 Certified

Manufacturer: IBM
Part #: 794432U
UPC: 0883436124379

Sell Price: \$2,295.00
Order Qty: 1

Add to Cart
Add to Favorites

Explore
Buy

Overview
Specifications
Related Products
Product Review

Product Description

The IBM System x3550 M3 builds on the Xeon processor technology with extreme processing power and superior energy management and cooling features. With a flexible, energy-smart design that integrates low-wattage components, the x3550 M3 can help you meet demanding workloads at a lower cost per watt.

Main Specifications

Check the complete specifications for the product and you can also e-mail by clicking "E-mail".

E-mail Specs
Print

Product Description	IBM System x3550 M3 7944 - Xeon E5607 2.26 GHz - Monitor : none.
Type	Server
Form Factor	Rack-mountable - 1U
Server Scalability	2-way
Processor	1 x Intel Xeon E5607 / 2.26 GHz (Quad-Core)
Processor Socket	LGA1366 Socket
Processor Main Features	Intel QuickPath Interconnect
Cache Memory	8 MB L3 cache
Cache Per Processor	8 MB
RAM	4 GB DDR3 SDRAM - ECC Chipkill - 1066 MHz - PC3-10600
Storage Controller	SAS (SATA-300 / SAS 2.0) - PCI Express 2.0 x8 (ServeRAID M1015) ; SATA

What's Included

- IBM System x3550 M3 7944
- Rack sliding rails



Shopping Cart

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Business Contact: 1-800-494-9080 sales@LST.com

Products Keyword Search Advanced Options

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- Software
- Learning Resources
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- CE Options
- Office Machines
- Communication
- Large Appliances
- Small Appliances
- Studio Equipment
- Photo Storage & Presentation
- Professional Video
- Professional Audio
- Area Security Systems
- Additional Products

Product Selectors
Choose a Selector

Home Products View Cart Checkout Account Activity

Shopping Cart

To edit items in your cart, click any of the links below.

Company: Juxtapose, LLC Date: Nov 19, 2013 2:20 PM EST
Contact: Campbell, Ben SalesRep: Campbell, Ben N/A
Doc #: Your Cart Description: None

Ask Sales

Del	Description	Qty	Tax	Unit Price	Total
	IBM System x3550 M3 7944				
	Server - rack-mountable - 1U - 2-way - 1 x Xeon E5607 / 2.26 GHz - RAM 4 GB - SAS - hot-swap 2.5" - no HDD - MGA G200eV - Gigabit LAN - no OS - Monitor : none. - Windows Server 2008 R2 Certified	1	No	\$2,295.00	\$2,295.00

Quick Add Product
Enter a mfr part # to add it to the cart.
 Add

Additional Notes (Optional)

Click here to update lease rates

Total: \$2,295.00


Free "ground" shipping when your order is over \$1,000. (Maximum weight of 70lbs.)

☐ Checkout
☐ Save Cart for Later
☐ Empty Cart
☐ Refresh Prices

☐ Continue Shopping
☐ E-mail
☐ Print Preview
☐ Print

Compare Products

Welcome, Ben Campbell
Logout (bcampbell)
1 item(s) in my cart
Help Center
Ask Sales



Business Contact: 1-800-494-9080 sales@LST.com





Products
Keyword
Search
Advanced Options

Home
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Products Comparison Results

E-mail
Print
Back

NOTE: The areas with red text indicate the differences between the product specifications.

Remove from Comparison	Remove	Remove	Remove	Remove
				
Part Number	3550150	406943	SL-M2625D/XAA	6WKWK
Manufacturer	Lexmark International	Ricoh	Samsung	Dell
Description	Lexmark MS410d - Printer - monochrome - Duplex - laser - Legal, A4 - 1200 dpi - up to 40 ppm - capacity: 300 sheets - USB	Ricoh Aficio SP 100 - Printer - monochrome - laser - Letter, A4 - 1200 x 600 dpi - up to 13 ppm - capacity: 50 sheets - USB	Samsung Xpress M2625D - Printer - monochrome - Duplex - laser - Legal - 4800 x 600 dpi - up to 27 ppm - capacity: 250 sheets - USB 2.0	Dell Laser Printer B1160 - Printer - monochrome - laser - Legal, A4 - 1200 dpi - up to 21 ppm - capacity: 150 sheets - USB
Price	\$403.00	\$116.00	\$160.00	\$95.00
	Add to Cart	Add to Cart	Add to Cart	Add to Cart
Add checked Items to Cart				
Main Specifications				
Dimensions (WxDxH)	15.7 in x 15 in x 10.4 in	15.8 in x 14.5 in x 4.7 in	14.5 in x 13.2 in x 8 in	13 in x 8.5 in x 7 in
Manufacturer Warranty	1 year warranty			1 year warranty
Automatic Duplexing	Yes		Yes	
Microsoft Certification				Compatible with Windows 7
Total Media Capacity	300 sheets	50 sheets	250 sheets	150 sheets
Max Media Size (Standard)	Legal, A4	Letter, A4	Legal	Legal, A4
Product Description	Lexmark MS410d - printer - monochrome - laser	Ricoh Aficio SP 100 - printer - monochrome - laser	Samsung Xpress M2625D - printer - monochrome - laser	Dell Laser Printer B1160 - printer - monochrome - laser
Media Handling	250-sheet input tray, 50-sheet multipurpose tray	50-sheet input tray	250-sheet paper cassette, 1-sheet manual tray	
Processor	800 MHz	80 MHz	600 MHz	300 MHz
				Microsoft Windows 2000, openSUSE 11.0, openSUSE

Product Selectors
Choose a Selecto



Product Selectors


Find compatible products for digital devices.

Product Selectors help consumers find compatible products for their digital devices. These selectors are hosted solutions powered by DataSource™ and synchronized with our catalog. Intelligence and logic is layered onto the DataSource foundation to empower shoppers to find and buy the right products.

Our website provides three multi-manufacturer product selectors:

- Memory
- Ink & Toner
- Battery & Power

Welcome, Ben Campbell Logout (bcampbell) 1 item(s) in my cart Help Center Ask Sales



Business Contact: 1-800-494-9080 sales@LST.com

Products Keyword Search Advanced Options

My Account

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Reports

Browse by Category

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Input Devices

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Video

Audio

Cameras & Optical Systems

CE Options

Office Machines

Communication

Large Appliances

Small Appliances

Studio Equipment

Photo Storage & Presentation

Professional Video

Professional Audio

Home Products View Cart Checkout Account Activity

Ink & Toner Selector

Product Type Printers













Manufacturer Hewlett-Packard

Product Line HP Color LaserJet

Model HP Color LaserJet 2500tn

Go Back

Select One Go

	Description	Mfr Part #	Sell Price	Add to Cart
	HP Drum kit - 1 - 20000 pages - for Color LaserJet 1500, 1500L, 1500L xi, 2500, 2500L, 2500Lse, 2500n, 2500tn	C9704A	\$233.00	
	V7 Toner cartridge (replaces HP C9703A, HP Q3963A) - 1 x magenta - 4000 pages - remanufactured - government GSA - for HP Color LaserJet 1500, 2500, 2550, 2820, 2840	V72500MG	\$69.00	
	V7 Toner cartridge (replaces HP C9701A, HP Q3961A) - 1 x cyan - 4000 pages - remanufactured - for HP Color LaserJet 1500, 2500, 2550, 2820, 2840	V72500CG	\$69.00	
	V7 Toner cartridge (replaces HP C9700A, HP Q3960A) - 1 x black - 5000 pages - remanufactured - government GSA - for HP Color LaserJet 1500, 2500, 2550, 2820, 2840	V72500BG	\$69.00	
	V7 Toner cartridge (replaces HP C9702A, HP Q3962A) - 1 x yellow - 4000 pages - remanufactured - government GSA - for HP Color LaserJet 1500, 2500, 2550, 2820, 2840	V72500YG	\$76.00	
	Verbatim Toner cartridge (replaces HP C9701A, HP Q3961A) cyan - remanufactured - for HP Color LaserJet 1500, 1500L, 2500, 2500L, 2500Lse, 2500n, 2500tn, 2550L	95375	\$76.00	



Frequently Asked Questions

How can I search for products?

You have the following options in the search qualifier drop down menu: Keywords - Entering keywords will result in a search that looks for a match found on ALL words anywhere in the following fields: Description, Product Class, Category and Part Number. See Advanced Search below for more details. Part # - This selection accepts both supplier and manufacturer part numbers. The results will display exact matches first, followed by products where the part number is in the beginning of the part number, then in the middle of the part number and then where it is found at the end of the part number. Multiple part numbers can be searched by inserting OR between part numbers in the input search field. General Search Tips How does keyword search work? The default setting for a keyword search is to match to products that contain ALL keywords used in the search. For example: a search for "hp notebook 17t-cn000" will match products that contain hp AND notebook AND 17t-cn000. How can I search for more than one product at a time? Searching for multiple products can be performed in Advanced Search or in the search bar keyword search by entering an "OR" between the different products that you are searching for. How can I get fewer results? For fewer results you may try the following: Add an additional search term to the keyword box Select the "In Stock Only" option (remember that the product you are looking for will not display if it is out of stock) Use the "Narrow Your Results" options in the right hand margin of the search results page to help zoom in on the product you are looking for.

How to add to the Shopping Cart

You can add products to the Shopping Cart from the My Favorites list or by searching for a product from the comprehensive product database and then selecting Add to Cart / Quote from the search results page or from within the Product Overview page.

What is my Shopping Cart?

Your Shopping Cart allows you to view the current list of products that you have selected from the product database including: Product Description Part Number Quantity Price Once you're ready to place an order, you can checkout from the shopping cart.

Can I have multiple carts open?

You cannot have multiple carts open. If you choose to select Copy to Cart as New when one cart is already open, the system will prompt you to: Add the information to the existing cart Delete information in the existing cart and create new Cancel the procedure



Once I have all the items I want, do I need to create a quote or can I proceed right to Checkout?

Once you have added all the items to your cart you can proceed right to Checkout. However, if you cancel your Checkout process at any time, your information will not be saved. Your information will only be saved when you click on the Agree button under Terms and Conditions.

What does Copy to Cart as New mean on the Quote page?

Copy to Cart as New on the quote page allows you to save the quote and do one of the following:
Add the information to the existing cart
Delete information in the existing cart and create a new cart
Cancel the procedure.

Can I modify an order once I checkout?

You cannot modify an order once it has gone through the Checkout process.

What is the Ask Sales feature?

The Ask Sales feature is a convenient tool that increases communication between Sales Reps and their Customers during the sales cycle. While they are building a cart in their Store Site, your Customers can use the Ask Sales feature to enter questions about specific documents and products and then submit their questions to their Sales Rep for advice. Your customer can use the Priority dropdown menu to let you know how important this request for information is. If the customer checks the 'Reference the current cart for the sales persons review' option, the current document will be included in the request, making it easier for you to answer their inquiry. They can also use the Doc Number field to enter a different quote or sales order number for your review. When your Customers submit an Ask Sales request, their Sales Rep will receive the request by e-mail.

Why does it say "Please contact your Sales Rep to purchase this product"?

If your Sales Rep limits you to certain products or if the product has a special price, it will prompt you to contact your Sales Rep so that they can provide an accurate price if any promotions are affecting the price or if the product is currently unavailable.

What options are available before my order is processed?

Once a quote is converted to an order, you are sent through the Checkout process, where you are guided through 4 easy steps: Shipping & Billing Order Options (payment and delivery) Review Order Terms and Conditions.



What if I have questions about what products are available for my specific needs?

You can submit a question to your Sales Rep by going to the Ask Sales link within the Store Site. Your Sales Rep will then prepare and e-mail you a link to a pre-built cart (quote) detailing recommended options.

3.25 Breadth of Offering *[\(Please see our complete catalog enclosed or online for a complete listing of Products in excess of 300,000\)](#)*

CLIENT COMPUTERS

(Workstations, Desktops, Terminals, Laptops, Tablets, Notebooks, Handheld Devices)

LST has been offering computer related services and products to school systems in the state of Alabama for over thirty years. Our client computer offerings range from tablets to high end workstations. Product brands include, but are not limited to Acer, Asus, Dell, HP, IBM, Lenovo, and Samsung. *[\(Please see our complete catalog enclosed or online for a complete listing of Products in excess of 300,000\)](#)*

SERVERS

LST has been offering server related services and products to school systems in the state of Alabama for over thirty years. Product brands include, but are not limited to Cisco, Hewlett Packard Enterprise, Intel, Lenovo, and Super Micro. *[\(Please see our complete catalog enclosed or online for a complete listing of Products in excess of 300,000\)](#)*

PRINTERS

LST offers a complete line of printers, from all the leading manufacturers. The manufacturers include, but are not limited to, Hewlett Packard, Lexmark, Epson, and Xerox. *[\(Please see our complete catalog enclosed or online for a complete listing of Products in excess of 300,000\)](#)*

MONITORS

LST offers monitors and displays from a variety of leading manufacturers. *[\(Please see our complete catalog enclosed or online for a complete listing of Products in excess of 300,000\)](#)*

STORAGE

The technology sector has literally thousands of data storage applications, hardware and software. If the word “storage” is searched in LST on-line catalog a potential customer will be able to view almost two thousand products. *[\(Please see our complete catalog enclosed or online for a complete listing of Products in excess of 300,000\)](#)*



NETWORKING EQUIPMENT

LST has been offering network related services and products to school systems in the state of Alabama for over thirty years. Our network hardware offerings range from small five port switches to large chassis based switches. Product brands include, but are not limited to Cisco, Hewlett Packard, Allied Telesis, D-Link, ADTRAN, and Netgear. (Please see our complete catalog enclosed or online for a complete listing of Products in excess of 300,000)

AUDIO AND VIDEO CONFERENCING EQUIPMENT

LST offers a complete line of audio and video conferencing equipment, from all the leading manufacturers. The manufacturers include, but are not limited to, Samsung, Cisco, and Polycom. (Please see our complete catalog enclosed or online for a complete listing of Products in excess of 300,000)

VOIP/UNIFIED COMMUNICATIONS SOLUTIONS

LST has been offering VOIP/unified communications solutions to school systems in the state of Alabama for over twenty years. Product brands include, but are not limited to Cisco, Polycom, and RingCentral. (Please see our complete catalog enclosed or online for a complete listing of Products in excess of 300,000)

VIDEO SURVEILLANCE SOLUTIONS

LST offers a wide range of video surveillance solutions, from all the leading manufacturers. The manufacturers include, but are not limited to, Samsung, Sony, and Meraki. (Please see our complete catalog enclosed or online for a complete listing of Products in excess of 300,000)

KEY AND ACCESS CONTROL EQUIPMENT

LST offers a complete line of key and access control equipment, from all the leading manufacturers. The manufacturers include, but are not limited to, Honeywell, Bosch, and IDenticard. (Please see our complete catalog enclosed or online for a complete listing of Products in excess of 300,000)

LICENSED OPERATING SYSTEMS & GENERAL PURPOSE SOFTWARE

LST offers a complete line of operating systems, server operating systems, server software, network software, and general purpose software products from all of the leading providers. (Please see our complete catalog enclosed or online for a complete listing of Products in excess of 300,000)

SERVICES

Custom System imaging	\$65.00
System Restore services	\$65.00 per hour
Delivery and installation services	\$45.00 per machine
24x7x365 Technical support	Included in system cost
Next day on-site warranty support	Included in system cost



Workstations

Custom System imaging	\$65.00
System Restore services	\$65.00 per hour
Delivery and installation services	\$45.00 per machine
24x7x365 Technical support	Included in system cost
Next day on-site warranty support	Included in system cost

Laptop Systems

Custom System imaging	\$65.00
System Restore services	\$65.00 per hour
Delivery and installation services	\$45.00 per machine
24x7x365 Technical support	Included in system cost
Next day on-site warranty support	Included in system cost

Servers

Delivery and installation services	\$95.00 per hour
Presales configuration assistance	No Cost
Remote monitoring and maintenance	Monthly Contract price
Complete network installation and configuration	\$95.00 per hour
Next day on-site warranty support	Included in Server cost
24x7x365 Technical support	Included in Server cost
Custom configuration services	Included in Server cost

Networking Equipment

Delivery and installation services	\$65.00 per hour
Remote monitoring and maintenance	Monthly Contract Price
Presales configuration assistance	No Cost
Complete installation and configuration	\$95.00 per hour
Remote IOS upgrade	\$65.00 per hour



3.26 Primary Account Representative

The Primary Account Executive for this RFB and inquiring educational institutions will be:

Scott E Lee
PO Box 2042
5296 Old US Hwy 278 East
Hokes Bluff, AL 35903
256-494-9080 ext. 1421 (phone)
256-492-9109 (fax)
Scott.Lee@LST.com

The Primary Marketing Supervisor for this RFB and inquiring educational institutions will be:

John Alton Lee
PO Box 2042
5296 Old US Hwy 278 East
Hokes Bluff, AL 35903
256-494-9080 ext. 1411 (phone)
256-492-9109 (fax)
John.Lee@LST.com



3.27 References

Calhoun County Schools
4400 McClellan Blvd.
Anniston, AL 36206
Contact: Lance Driskell
256-741-7400

Services: Computers, Networking equipment and services and general technology products



4400 McClellan Blvd
PO Box 2084 - Anniston AL 36202
Phone: 256-741-7400 Fax: 256-237-5332
-CalhounCountySchools.com

To Whom it Concerns,

Please include Lee Investment Consultants, LLC dba LST, as one of the approved vendors for this RFP. LST is an important vendor for Calhoun County Schools and we work with them constantly.

If you have any questions please contact me at 256-741-7483 or ldriskell@ccboe.us.

Thank you!

Lance Driskell

Director of Technology

Calhoun County Schools



Lurleen B. Wallace Community College, Andalusia

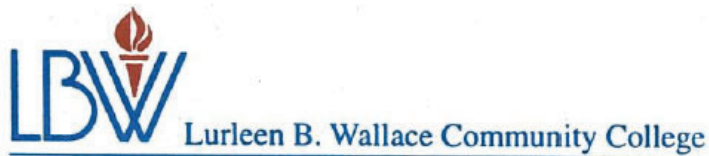
1000 Dannelly Blvd

Andalusia, AL 36420

Contact: Alan G. Cobb

334-493-5340

Services: Computers, Servers, Networking equipment and services and general technology products



Wednesday, February 9, 2022

Re: Joint Purchase Agreement for 2022

To Whom It May Concern:

Please include Lee Investment Consultants, LLC dba LST, as one of the approved vendors for this RFP. LST is an important vendor for Lurleen B. Wallace Community College, and we have worked with them for many years as they have provided us with technical support and solutions for our IT infrastructure.

If you have any questions, please contact me at 334-493-5340 or agcobb@lbwcc.edu.

Sincerely,

A handwritten signature in blue ink that reads 'Alan G. Cobb'.

Alan G. Cobb
Network Administrator
Lurleen B. Wallace Community College



Enterprise State Community College

600 Plaza Drive

Enterprise, AL 36330

Contact: Jason Trull

334-347-2623

Services: Computers, Servers, Networking equipment and services and general technology products



ENTERPRISE STATE
COMMUNITY COLLEGE

Jason Trull

600 Plaza Drive

Enterprise, AL 36330

February 10, 2021

Re: Joint Purchase Agreement

To Whom It Concerns:

Our institution has enjoyed a long-term strategic relationship with LST (a Lee Investment Consultants, LLC Company) as a vendor for our IT products and services. Over the last fiscal year we have spent well in excess of \$300,000.00 with LST.

We have on-going strategic plans based around LST services and products they sell. We have received nothing but the best service and support from LST and are extremely satisfied with the products and services that they provide.

Please accept this as a letter of request and recommendation for LST to be approved on the new JPA agreement.

Sincerely,

A handwritten signature in black ink, appearing to read "Jason Trull", is written over a light blue rectangular background.

Jason Trull

IT Director, ESCC



3.28 Pricing Level and Guarantee

LST will provide an aggressive price structure with honest savings for the Alabama College System Joint Purchasing Agreement.

LST, an Alabama based Corporation, although being in business to make a profit recognizes that providing advantages to the educational system of Alabama with aggressive pricing not only benefits the state, but in the long run benefits LST. Therefore, LST has established an extreme discount of cost-plus ten percent for all products. This price structure is guaranteed and will be updated on the LST website on a weekly basis.

In addition to aggressive baseline pricing, LST will negotiate for additional discounts for volume purchases made through the Alabama College System Joint Purchasing Agreement.

3.29 Oral Presentation and Demonstration

LST acknowledges and accepts that if selected as a finalist, LST agrees to provide the Evaluation Committee the opportunity to meet with and question the proposed primary account representative at the oral presentation (if deemed necessary by the Evaluation Committee). The proposed primary account manager will conduct the presentation. LST will demonstrate their Internet based reporting and electronic commerce capabilities to the Evaluation Committee.

3.30 Equipment and Services Schedule

LST has included in this response an equipment and services schedule encompassing all of the products and services offered. The equipment and services schedule contains over 300,000 items; therefore LST is providing this list in an electronic format only. The equipment and services schedule is identified by the title of LST catalog.

3.31 Scope of Work

LST acknowledges and accepts that LST shall deliver computing system products and services to procuring entities in accordance with the terms of this agreement. LST recognizes that this Agreement is a contract. LST further acknowledges that LST shall provide products or services only upon the issuance and acceptance by LST of valid "purchase orders". LST recognizes that purchase orders will be issued to purchase the license for software or to purchase or lease products listed on the ESS. LST further recognizes that a procuring entity may purchase any quantity of product or service listed in the ESS at the prices stated therein. LST also acknowledges that for large orders, the procuring entity may negotiate quantity price discounts below the ESS price(s) for a given purchase order. LST may and will offer educational institutions educational price discounts that result in prices below the ESS listed prices.



3.32 Title Passage

LST acknowledges the Title to equipment shall pass to the procuring entity upon acceptance of equipment.

3.33 Quantity Guarantee

LST acknowledges that this agreement is not an exclusive agreement and that procuring entities may obtain computing system products and services from other sources during this agreement term.

3.34 Order of Precedence

LST acknowledges the order of precedence set forth by this RFB and in doing so recognizes the following:

That each purchase order that is accepted by LST will become a part of the agreement as to the products and services listed on the purchase order only; no additional terms or conditions will be added by LST to this agreement as a result of LST accepting a purchase order. LST does also hereby recognize the following order of precedence:

- 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

LST acknowledges and accepts that all payments under this agreement are subject to the provisions of:

- A. Acceptance
- B. Payment of Invoice
- C. Invoices

As outlined specifically in this RFB.

3.36 Shipment and Risk of Loss

LST acknowledges and accepts that LST shall ship all products F.O.B. destination. LST recognizes that the risk of loss or damage to the products shall pass to the procuring entity upon delivery to the procuring entity. LST agrees to assist the procuring entity with the processing of claims for such loss or damage and to expedite the processing of claims for such loss or damage and to expedite replacement of lost or damaged products. LST acknowledges that all destination charges are included in the product price on the ESS.



LST offers or requires no additional license agreements or sales order contracts, which must be signed prior to delivery of proposed items. LST acknowledges that documents not submitted with this response will not be considered at a later date and that in all cases, should there be a conflict of terms and conditions, those terms and conditions in this REQUEST and any resulting System purchase order will prevail.

LST also recognizes that whenever a procuring entity does not accept any product and returns it to the LST, all related documentation furnished by LST shall be returned also. LST shall accept and bear all risk of loss or damage with respect to returned products except for loss or damage directly attributable to the negligence of the procuring entity.

LST recognizes that unless otherwise agreed upon by the procuring entity, LST is responsible for the pick-up of returned equipment. LST also understands that software and documentation will be returned via U.S. Mail at the expense of the procuring entity.

LST recognizes that unless otherwise arranged between the procuring entity and LST, all shipments of products shall be by LST truck, UPS, or Federal Express Second Day.

3.37 Warranties

LST acknowledges and accepts that the products are covered under the warranties in effect at the time the products are delivered.

3.38 Price Guarantees

LST acknowledges and accepts that the procuring entity shall pay the lower of the prices contained in the ESS or an announced promotion price, educational discount price, general price reduction or large order negotiated price. Only general price reduction decreases will apply to all subsequent orders accepted by LST after the date of the issuance of the revised prices. LST further agrees to maintain ESS product prices in accordance with the volume price discount guarantees filed. Prices set forth in the ESS are subject to change without prior notice. LST acknowledges and accepts that special pricing discounts offered shall remain in effect for a minimum of 30 days after award of bid.

3.39 Technical Support

LST agrees to maintain a toll-free technical support telephone line. The line shall be accessible to procuring entity personnel who wish to obtain competent technical assistance regarding the installation or operation of products supplied by LST. LST agrees to offer this toll-free technical support on an 8x5 basis.



3.40 Product Delivery

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

3.41 Impracticality of Performance

LST acknowledges and accepts that a party shall be excused from performance under this agreement for any period that the party is prevented from performing as a result of an act of God, strike, war, civil disturbance, epidemic, or court order, provided that the party has prudently and promptly acted to take any and all steps that are within the party's control to ensure performance. Subject to this provision, such non-performance shall not be deemed a default or a ground for termination.

3.42 Records and Audit

LST agrees to maintain 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. These records shall be subject to inspection by the procuring entity and appropriate governmental authorities with the state of Alabama. The procuring agency shall have the right to audit billings either before or after payment. Payment under this agreement shall not foreclose the right of the procuring entity to recover excessive or illegal payments.

3.43 Use of Subcontractors

LST acknowledges and accepts LST may subcontract installation, training, warranty or maintenance services. LST recognizes that LST shall remain solely responsible for the performance of this agreement. LST further recognizes that all procuring entity payments for products or services shall be made directly to LST.

(Please see "Addendum 4")

3.44 Indemnification

LST acknowledges and accepts that they shall indemnify and hold harmless the System from any loss, cost or expense suffered or incurred in connection with any claim, suit or proceeding brought against The System so far as it is based on defects in products provided to the System.

LST hereby covenants and agrees, at its sole cost and expense during the term of this agreement, to indemnify and hold harmless the System and its officers, agents and employees against and from any and all claims or demands by or on behalf of any person, firm, corporation or governmental authority, arising out of, attributable to or in connection with the use, occupation, possession, conduct or management of LST concerning the equipment or services performed and rendered hereunder, including, but without limitation, any and all claims for injury or death to persons or



damage to property. LST also covenants and agrees, at its sole cost and expense, to hold the System and its officers, agents, and employees from and against all judgments, costs, counsel fees, expense and liabilities incurred in connection with any such claim and any action or proceeding brought thereon, and in case any action is brought against the System or against any of its officers, agents, or employees, by reason of any such claim, LST upon notice from the System will resist and defend such action or proceeding by qualified counsel. However, the provisions of this Section shall not apply to any claims arising from the negligent or willfully wrongful acts or omissions of the System, or its officers, agents, or employees.

LST acknowledges and accepts that for the purposes of paragraph 3.44, the term, the System, shall include all entities listed in Appendix A or any subsequent revision thereof and their respective officers, directors, employees, agents and assigns.

3.45 Website Maintenance

LST agrees to maintain and support an Internet website for access to the ESS, configuration assistance, product descriptions, product specifications and other aids in accordance with instructions provided by the contract. In addition, LST shall provide electronic commerce assistance for the electronic submission of purchase orders, purchase order tracking and reporting.

3.46 Ethics

LST 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.

LST warrants that no owner, officer, partner, board or director member, employee, or holder of more than 5% of the fair market value of your firm or any member of their households is a public official or public employee (including the System) as defined by the Code of Alabama Section 36-25-1, this information must be included in your response. Failure to disclose this information in your response will result in the elimination of your response from evaluation. If your firm is awarded any contract as a result of this REQUEST, the System reserves the right to furnish a copy of any resulting contract to the State of Alabama Ethics Commission as directed in the Code of Alabama, Section 36-25-11, within ten (10) days of award.

3.47 Replacement Parts

LST acknowledges and accepts that replacement parts may be refurbished with agreement of procuring entity.

3.48 FCC Certification



LST acknowledges and accepts that hardware supplied by LST shall meet all applicable FCC Certifications. LST further acknowledges that Improper, falsely claimed or expired FCC certifications are grounds for contract termination.

3.49 Site Preparation

LST acknowledges and accepts that a procuring entity shall prepare and maintain its site in accordance with written instructions furnished by LST prior to the scheduled delivery date of any equipment or service and shall bear the costs associated with the site preparation.

3.50 Assignment

LST acknowledges and accepts that they shall 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

LST acknowledges and accepts that certain paragraphs of this agreement including but not limited to Patent, Copyright, Trademark, and Trade Secret Indemnification; Indemnification; and Limit of Liability shall survive the expiration of this agreement. LST further acknowledges that Software licensees, lease, warranty and service agreements that were entered into under the terms and conditions of this agreement shall survive this agreement.

3.52 Lease Agreements

LST acknowledges and accepts that LST may lease equipment to procuring entities in accordance with terms and conditions approved by the appropriate governing authority for the procuring entity.

3.53 Vendor Disclosure Statement

Act 2001-955 requires the disclosure statement to be completed and filed with all proposals, bids, contracts, or grant proposals to the State of Alabama in excess of \$5,000. In circumstances where a contract is awarded by competitive bid, the disclosure statement shall be required only from the person receiving the contract and shall be submitted within ten (10) days of the award.

Upon being awarded the contract, Alabama State Law requires that the vendor must complete a Vendor Disclosure Statement. The 2-page form and the instructions are available online as noted per Appendix D. The completed forms must be returned to the Joint Purchase Agreement Administrator by within ten (10) days of the award. The form is required by the vendor and covers the duration of the bid.



Addendum 1



Credential Verification Report

Justin Miller - CSC011281631

This Publish Credential Verification Report for ben.campbell@lst.com, prepared on 03/05/2015, is available for viewing until 03/19/2015.

Candidate Information

Name **Justin Miller**
Mailing Address **5340 OLD US HWY 278
E**
City **Hokes Bluff**
* State/Province **Alabama**
Postal Code **35903**
Primary Email Address **justin.miller@lst.com**

Personal Note From Candidate

Justin M. Miller Credentials

Credentials

General Certifications

Associate

■ CCDA

Sep 23, 2011 Certified
Jul 30, 2012 Recertified
Aug 22, 2012 Recertified
Apr 29, 2013 Recertified
Apr 30, 2013 Recertified
Feb 19, 2014 Recertified
Apr 30, 2014 Recertified
May 1, 2014 Recertified
May 2, 2014 Recertified

Status

Certified

Certified

Sep 23, 2011

Expires

May 2, 2017

■ CCNA Routing and Switching

Aug 29, 2011 Certified
Sep 23, 2011 Recertified
Sep 23, 2011 Recertified
Jul 30, 2012 Recertified
Jul 30, 2012 Recertified
Aug 22, 2012 Recertified
Aug 22, 2012 Recertified
Apr 29, 2013 Recertified
Apr 30, 2013 Recertified
Feb 19, 2014 Recertified
Apr 30, 2014 Recertified
May 1, 2014 Recertified
May 2, 2014 Recertified

Certified

Aug 29, 2011

May 2, 2017

Professional

■ CCNP Routing and Switching

Certified

May 2, 2014

May 2, 2017

Specializations

Data Center Certifications

■ Cisco Unified Computing Technology Design Specialist

Certified

Feb 19, 2014

Feb 19, 2016

Channels Representative

Field Engineer Representative

■ Express Collaboration Field Engineer Representative

Certified

Apr 30, 2013

Apr 30, 2015

Systems Engineer Representative

■ Cisco Collaboration Architecture Systems Engineer Representative

Certified

Mar 18, 2014

Mar 18, 2016

■ Unified Computing Technology Systems Engineer Representative

Certified

Feb 19, 2014

Feb 19, 2016

Additional Proctored Exams for Validating Knowledge (not for Cisco Career Certification)

Internet Based Testing

■ Cisco TelePresence Video Field Engineer for Express Spec

Certified

Apr 1, 2013

Apr 1, 2015

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v.1502.188

Addendum 3

Survey of Quality and Performance

LST respectfully requests that you rank the following products and services provided by LST to your organization as follows:

On a scale of 1 to 5, with:

1. being poor
2. needing improvement
3. satisfactory
4. above average
5. excellent

1. PC selection (i.e. configuration multiples)	5
2. Quality of PC components	5
3. Server selection (i.e. configuration multiples)	5
4. Quality of Server components	5
5. Sales assistance in product ordering	5
6. Timely Delivery of Order	5
7. Availability of Sales assistance	5
8. Customer Support - Technical assistance	4
9. Warranty Response	5
10. Service Response	5
11. Product Offerings	5
12. Courtesy of LST employees	5
13. Knowledge and helpfulness of LST employees	5
14. Problem resolution performance of LST employees	5
15. Overall Performance to your organization by LST	5

Please also include any other recommendation or suggestion you may have to help us better serve you.

LST has assisted my company in building our network from the ground up. All of our PC's and our server were built by LST and installed by them as well. They have been very responsive to any service or technical issues we have presented them.

Survey of Quality and Performance

LST respectfully requests that you rank the following products and services provided by LST to your organization as follows:

On a scale of 1 to 5, with:

1. being poor
2. needing improvement
3. satisfactory
4. above average
5. excellent

1. PC selection (i.e. configuration multiples)	5
2. Quality of PC components	4
3. Server selection (i.e. configuration multiples)	3
4. Quality of Server components	3
5. Sales assistance in product ordering	5
6. Timely Delivery of Order	4
7. Availability of Sales assistance	5
8. Customer Support - Technical assistance	5
9. Warranty Response	3
10. Service Response	4
11. Product Offerings	4
12. Courtesy of LST employees	5
13. Knowledge and helpfulness of LST employees	5
14. Problem resolution performance of LST employees	4
15. Overall Performance to your organization by LST	5

Please also include any other recommendation or suggestion you may have to help us better server you.

I gave Server and Warranty a 3 because it was not needed in my order. Overall, great service and selection. Will buy from again. Will also refer friends and family.

Survey of Quality and Performance

LST respectfully requests that you rank the following products and services provided by LST to your organization as follows:

On a scale of 1 to 5, with:

1. being poor
2. needing improvement
3. satisfactory
4. above average
5. excellent

1. PC selection (i.e. configuration multiples)	5
2. Quality of PC components	4
3. Server selection (i.e. configuration multiples)	3
4. Quality of Server components	3
5. Sales assistance in product ordering	4
6. Timely Delivery of Order	4
7. Availability of Sales assistance	4
8. Customer Support - Technical assistance	5
9. Warranty Response	3
10. Service Response	5
11. Product Offerings	4
12. Courtesy of LST employees	4
13. Knowledge and helpfulness of LST employees	5
14. Problem resolution performance of LST employees	4
15. Overall Performance to your organization by LST	4

Please also include any other recommendation or suggestion you may have to help us better server you.



Addendum 4

LST authorized subcontractors for service and maintenance:

- | | | |
|------------------------------|-------------------|--------------------|
| • PC911 | Cullman County | Giorgio Torregrosa |
| • Jess's PC Service | Tuscaloosa County | Savannah E. Lee |
| • Ackers PC | Baldwin County | Chet Acker |
| • Godfrey Technical Services | Lee County | Paul Godfrey |
| • IBEC | Madison County | Brent Zitting |
| • Cherokee Computers | Cherokee County | David Deck |

Addendum 5

JPA Vender Questions and Answers

1. In order to accommodate Vendor's COVID protocols in the wake of the ongoing surge from the Omicron variant, would the state allow digitally signed submissions in response to the RFB.

Please refer to section "2.1.5 Submission of Bid" in the Request for Bid. It states to submit Two (2) paper copies and an electronic copy (CDROM or USB Drive) of the bid responses are required with a completed Evaluation Submission form (Appendix E). The electronic copy of the bid response should be a single PDF file that mirrors the bound, paper copies. Each copy of the response should be placed in a single volume where practical. All documents submitted with the response should be in that single volume. One copy "must" be marked as "original" with the company officer's signature.

2. Vendor is a remarketer of third-party hardware products and related maintenance support services and does not manufacture the items proposed. As such, an ISO 9001 certification is not pertinent to Vendor's core business, rather we rely upon OEMs' ISO certifications for quality management of the products we sell. Considering Vendor's position, would the State waive the ISO 9001 requirement for vendors wishing to sell hardware?

Vendor would need to submit a copy of the manufacturer's ISO 9001 for any products they offer as resellers. The ACCS will not waive the ISO 9001 requirement.

3. Although the bid in questions is more for general purpose computing technology, it does specify that vendors with value-added professional services, software and services would be considered. Would Vendor be able to respond to the RFP in question with our parking management solutions. If not, are there plans for the Alabama Community College System to issue a parking-specific RFP in the future?

Vendor is allowed to submit in their RFB all offerings that fall under the RFB section 3.25 Breadth of Offering.

4. Can you confirm that it is acceptable for me to hand deliver our sealed bid response (ACCS-2022-01) to 135 South Union Street #135?

Yes, it is acceptable to hand deliver your RFB.

5. Vendor is proposing XXX products to the ACCS at a minimum discount price of x% off current list price and x% off Support/Maintenance services. Final pricing will be negotiated accordingly by the Primary Account Manager.
 - a. The above is our current response on the existing Bid Award. As we are bidding multiple vendor partner products, it would be extremely difficult to maintain access to current price lists for all items offered by every vendor we represent. Will the above format still be acceptable as a response?

Vendor will provide the current list price of all products and services as well as provide the exact amount for discount pricing in their RFB response. The ACCS will not accept "XXX" or "x%" as an acceptable response.

6. Some of our Security vendors offer an ISO27001 certification instead of the ISO9001 required for manufacturing. Will you accept an ISO27001 instead of the ISO9001 for these solutions?

The ACCS will not accept the ISO 27001 certification in place of the ISO 9001 certification requirement.

7. You list a VOIP/Unified Communications product category. While there are a few premise-based solutions available, most all Voice/UC vendors have either shifted or now offer a cloud-based version (Cisco WebEx, MS Teams, for example). Are these solutions eligible for this contract or are just premise-based solutions being accepted at this time?

Yes, it is acceptable to offer a cloud-based versions of VOIP and Unified Communications. This will fall under the "Other" category as stated in the RFB. (See RFB Section 3.25 Breadth of Offering).



8. If there are any Amendments issued that require an inked signature, will the Bid Due date change as well?

The ACCS does not anticipate issuing any future amendments that will require an inked signature.

9. Vendor would like to ask if an E-Verify Memorandum form is required for this bid response's submission. It is listed in the RFB but could not be located on the ACCS web portal among bid documentation. If it is required of CDW•G, can you please provide the latest version of this form, or let us know where we can find it?

The E-Verify Memorandum is a required RFB document. An example of the document will be posted on the website ACCS website. It consists of total of 13 pages.

10. Regarding section 3.3 Vendor Responsibility and 3.4 Servicing Sub-Contractors – Vendor business model is to utilize named resellers for all activities associated with sales, purchasing and order fulfillment. Is Vendor permitted to respond directly to this Request for Bid, name resellers to the Vendor contract, and have the reseller(s) be responsible to all aspects of the contract fulfillment to include quoting, accepting purchase orders, invoicing and accepting payment from the procuring entities?

Vendor and/or Manufacturer is permitted to respond directly to this RFB. Vendor and/or Manufacturer may name resellers in their RFB response.

11. Can you please provide more detail on the online catalog and reporting capabilities that you wish to see? Would a simple price list of products and service levels suffice for the catalog for items, such as VoIP and Unified Communication, which require more detailed discussions than a simple online punch out catalog can provide?

The ACCS encourages that the vendor provides as much detailed information relating to any product and service levels they offer.

12. Will the committee extend the bid submission deadline by two weeks to February 25th, 2022? Doing so will allow HP Inc and other organizations the ability to respond with our best bid responses.

Due to the expiration date of February 28th, 2022, for the current JPA, we will not be able to extend the deadline for responses.

13. Due to the Equipment and Services Schedule (ESS) having a large page count (potentially over 1,000 pages), can Vendors include the complete ESS as a separate file in Excel or PDF format on the USB in lieu of providing it as a hard copy?

Section 3.30 of the RFB requests a hard copy of the vendor ESS. The ACCS encourages all sections of the RFB be followed in its entirety for consideration of award.

14. As additional services, may we propose our Cost Per Page print services, which includes Maintenance services and all parts and consumables needed to maintain the printers? If we can provide maintenance services for the Printer category at Cost Per Page, can we provide a not-to-exceed Cost Per Page price per device since a published list price and part number would not be available? Please note that charges are for printed pages only for maintenance services.

The ACCS encourages that the vendor provides as much detailed information relating to any product and service levels they offer.



15. Are resellers/integrators required to hold the ISO 9001 to submit a response? Or should manufacturers name resellers/integrators who do not hold said certification as resellers on a manufacturer-led response?

Vendor would need to submit a copy of the manufacturer's ISO 9001 for any products they offer as resellers. The ACCS will not waive the ISO 9001 requirement. Therefore, if you have said manufacturers that do not hold a ISO 9001 Certification, the reseller or integrator will not be allowed to submit these products or services as part of their Breadth of Offering. (Reference Section 3.25 in the RFB.)

16. Vendor provides enterprise service management, integration/automation, and project portfolio management software solutions. Do our solutions fit within the parameters of this Request for Bid?

Yes, it is acceptable to offer enterprise service management, integration/automation, and project portfolio management software solutions. This may be considered under the "Other" category as stated in the RFB. (See RFB Section 3.25 Breadth of Offering).

17. What is the procurement process once a vendor is added to this contract? Do the participants listed in section 6.1 Appendix A go through the RFP process or just procure directly off this contract?

The participants procure directly off this contract once their entities purchasing protocols have been met.

18. Are there additional terms and conditions that our legal team should review other than what is contained in the Request for Bid?

There are not any additional terms and condition that your legal team should review other than what is contained in the current Request for Bid.

19. Is ACCS looking for a response or confirmation to each item detailed in the Specification section?

Yes. The vendor will need to acknowledge each item detailed in the specification section.

20. One of the products that we plan to include in our offering requires custom scoping based on the specific institutions needs and requirements. This is the only product offering that does not have a fixed price. With that being said, we would still be willing to offer all ACCS affiliated institutions a discount off the price. When responding to this RFP, could we list this product and include a "custom price" and list the appropriate discount?

The ACCS encourages the vendor to provide as much detailed information relating to any product and service levels they offer. The ACCS will accept "custom price" for our institutions custom scoping needs and their specified requirements.

21. Vendor is a wholesale distributor of thousands of passive telecom and data products that schools use every day, it's impossible to list every single item with a price. We were going to submit our top manufacturers with discounts off MSRP/List by category. This works in several other programs we participate in. Will you accept this format?

The ACCS encourages the vendor to provide as much detailed information relating to any product and service levels they offer.

22. It is indicated the electronic bid responses should be single pdf file that mirrors the bound, paper copies. The product catalogs applying to each provider/manufacture can be voluminous, sometimes hundreds, if not thousands of pages. Is it allowed to reference in the PDF response a URL for an online copy of the provider/manufacturers catalog with reference for a discount level applying to the catalog? This will reduce the number of pages to be submitted.

The ACCS encourages all sections of the RFB be followed in its entirety for consideration of award. The ACCS will not allow any other submissions outside of the requirement stated in Section 2.1.5 "Submission of Bid" in the Request for Bid.

23. Could ACCS please provide clarification on organization of response? Would ACCS like to see a point-by-point response starting with the General Requirements and Specifications?

The vendor will need to acknowledge each item detailed in the RFB. The ACCS encourages that the vendor provides as much relevant and detailed information relating to each section of the RFB.

24. What information would you like to see in the bid summary? The RFP states. "A bid summary may be included by vendor to provide the Evaluation Committee with an overview of the technical and business features of the response; however, this material will not be used in the evaluation process unless specifically referenced from other portions of the vendor's response." But is there anything specific ACCS would like to see here?

The vendor will need to acknowledge each item detailed in the RFB. The ACCS encourages that the vendor provides as much relevant and detailed information relating to each section of the RFB.

25. A question regarding references? Would ACCS like to see very general references or specific to certain products or customers?

The ACCS prefers that you submit your references according to Section "3.27 References" of the RFB.

26. Does ACCS have an idea of when they will be able to post responses to questions? Will ACCS post answers with enough time for us to review and adjust our response before we have to ship? Due to this tight timeline, would ACCS grant an extension of 1 week? Would ACCS accepted an electronic submission via email on the due date with a hard copy to follow?

Due to the expiration date of February 28th, 2022, for the current JPA, we will not be able to extend the deadline nor accept electronic submissions via email on the due date with a hard copy to follow for responses.

27. Are we to only provide products/services and category discounts based on the categories called out in the RFP? We can respond to every category that is currently called out in the RFP, in addition, we can provide additional categories and products that are not called out as well. Are we allowed to respond with our entire catalog of products even if the category is not called out?

The ACCS encourages that the vendor provides as much relevant and detailed information relating to each section of the RFB. These may be considered under "Other" category as stated in the RFB. (See RFB Section 3.25 Breadth of Offering).

28. "Vendor must include ISO 9001 certification as required by State Code governing Joint Purchasing Agreements". Can you please advise if this is a firm requirement? We feel we can offer a competitive response but do not at this time have this particular certification.

The ACCS requires the vendors to include the ISO 9001 certification as required by the 2020 Code of Alabama Section 16-61E-1.



29. As a manufacturer, we utilize authorized resellers to resell our products and services to end customers. We would like to respond directly to the RFB as prime manufacturer and list/assign authorized resellers under the agreement. Is this acceptable under the contract?

Vendor and/or Manufacturer is permitted to respond directly to this RFB. Vendor and/or Manufacturer may name resellers in their RFB response.

30. Can a manufacturer bid on this contract? If so, can we name resellers to put under our contract? Is services required to bid on this?

Vendor and/or Manufacturer is permitted to respond directly to this RFB. Vendor and/or Manufacturer may name resellers in their RFB response. The ACCS encourages that the vendor provides as much detailed information relating to any product and service levels they offer.

31. Please advise if "license agreements or sales order contracts, which must be signed prior to delivery of proposed items, must be included with the bid for review by the System", in addition, they may include click-wrap terms or if vendors are to provide only those license agreements or sales order contracts requiring physical signature. Additionally, some vendors require execution of separate agreements for maintenance of products sold. Please advise if the System requires copies of those agreements as well.

The ACCS does not require copies of any agreement or sales order contracts executed between the vendor and purchasing entity. Please respond to the RFB as written.

32. Can you tell me specifically, please where I can find the Response to Written Questions?

You can find the responses to submitted questions at www.accs.edu/vendors on February 8th, 2022.

33. There are no detailed list of the quantities and specifications for hardware and software rather than generic list in paragraph 3.25. Is there other document detailing Breadth of RFB listing including quantities, types and models requested? Do we need to STAARS system for details?

There is not an additional document detailing the Breadth of Offering in the RFB that includes quantities, types and models of your product offering. You do not need to access the STAARS system for details.

34. Is this RFB and extension of the RFB issued in 2019 or is this a new RFB?

This is a new Request for Bid. It is intended to replace the RFB that was issued in 2019. The 2019 ACCS JPA will expire on February 28th, 2022.

35. We would like to submit an additional question to request a one-week extension to the February 11 submission deadline.

Due to the expiration date of February 28th, 2022, for the current JPA, we will not be able to extend the deadline for responses.



36. Do you require a paper copy of the manufacturer's price lists, or only paper copies of the dealer letters and discounts off list? In the past, our bid response did NOT include the manufacturer price lists, because some of them can be up to 100 pages long. And with the changing of pricing, we usually just keep that updated on our website.

Vendors and/or resellers must supply the current pricing related to all products and services that they offer from manufacturers. The ACCS encourages all sections of the RFB be followed in its entirety for consideration of award. The ACCS will consider award to vendors who follow requirements stated in Section 2.1.5 "Submission of Bid" of the Request for Bid.

37. Our company offers Networking and software products and services as outlined within the RFP. We provide services specifically intended to enhance the Cybersecurity features of the technology we supply to customers. These services include Managed Security SOC Services, Network and Application Penetration Testing, Cybersecurity Incident Response, Data Loss Prevention Consulting and Vulnerability Management. Would including such services be acceptable and/or appropriate for the purpose of this RFP?

Yes, it is acceptable to include Managed Security SOC Services, Network and Application Penetration Testing, Cybersecurity Incident Response, Data Loss Prevention Consulting and Vulnerability Management. This will fall under the "Other" category as stated in the RFB. (See RFB Section 3.25 Breadth of Offering).

38. Will the committee extend the bid submission deadline by two weeks to February 25th, 2022? Doing so will allow HP Inc and other organizations the ability to respond with our best bid responses.

Due to the expiration date of February 28th, 2022, for the current JPA, we will not be able to extend the deadline for responses.

39. The due date says due February 11th, but can you confirm the time? Is it 5pm?

The deadline for the ACCS to receive 2022 Joint Purchasing Agreement RFB responses is February 11th, 2022, at 4:00 PM CST.

40. Per Appendix 6.1, please further define the "other participants" that will be able to utilize this contract. For example, may the Alabama City, County, or State Public Safety agencies be able to purchase from this contract? Is this contract considered a regional cooperative contract that will allow AL state public safety institutions to utilize this contract for procurement purposes? Are contract participants limited to include only educational institutions within the boundaries of Alabama?

Only Alabama Educational Institutions and State of Alabama Institutions of Higher Learning may purchase under the ACCS Joint Purchasing Agreement for Technology.

41. If "Manufacturer A" bids this contract, may a certified reseller also bid the same devices on their contract? If "Manufacturer A" bids and is awarded a contract and provides a list of certified resellers for the ACCS organization to purchase from, is this acceptable?

Vendor and/or Manufacturer is permitted to respond directly to this RFB. Vendor and/or Manufacturer may name resellers in their RFB response.



42. Section 3.36 references "Destination charges" being included in the product price. Can we charge shipping separately, or do I need to bundle shipping in with the price of the commodity and/or discount percentage off? If shipping is separate, we can provide deeper discounts.

Destination or shipping charges may be included in the product pricing; however, it must be specified in the vendor quote or contract what amount is dedicated towards shipping and destination charges.

43. We intend to use MSRP as our baseline pricing. What is the procedure if the MSRP pricing changes? Would we simply update this price sheet on our website and notify ACCS?

Any changes to the RFB will need to be submitted to the ACCS JPA Administrators email address. The email is JPA-Notification@accs.edu.

44. Given the recent winter storms creating delivery delays from major transportation companies, may Offerors email electronic copies to be considered as meeting the due date, with the hard copy original and electronic copy (on USB) to follow in the mail?

Due to the expiration date of February 28th, 2022, for the current JPA, we will not be able to extend the deadline nor accept electronic submissions via email on the due date with a hard copy to follow for responses.

45. Please confirm the bid due date. Are bids due on February 11th or on February 14th? Please confirm overall usage numbers.

The deadline for the ACCS to receive 2022 Joint Purchasing Agreement RFB responses is February 11th, 2022, at 4:00 PM CST. The bid opening will be conducted on February 14th, 2022, at 10:00 AM CST. When referencing usage numbers, the ACCS will need more reference information to answer this part of the vendor question.



Appendix A

Alabama Community College System Institutions and Other Participants

Community Colleges

Bevill State Community College, Sumiton, AL
Bishop State Community College, Mobile, AL
John C. Calhoun Community College, Decatur, AL
Central Alabama Community College, Alexander City, AL
Chattahoochee Valley Community College, Phenix City, AL
Coastal Alabama Community College, Bay Minnette, AL
Enterprise Community College, Enterprise, AL
Gadsden State Community College, Gadsden, AL
Jefferson State Community College, Birmingham, AL
J.F. Drake State Community and Technical College, Huntsville, AL
T.A. Lawson State Community College, Birmingham, AL
Lurleen B. Wallace Community College, Andalusia, AL
Northeast Alabama Community College, Rainsville, AL
Northwest-Shoals Community College, Muscle Shoals, AL
Shelton State Community College, Tuscaloosa, AL
Snead State Community College, Boaz, AL
Southern Union State Community College, Wadley, AL
H. Councill Trenholm State Community College, Montgomery, AL
George C. Wallace Community College, Dothan, AL
Wallace State Community College, Hanceville, AL
George Corley Wallace State Community College, Selma, AL

Technical Colleges

J.F. Ingram State Technical College, Deatsville, AL
Reid State Technical College, Evergreen, AL

Military Academy

Marion Military Institute, Marion, AL

Statewide Development Training

Alabama Technology Network (ATN), Montgomery, AL

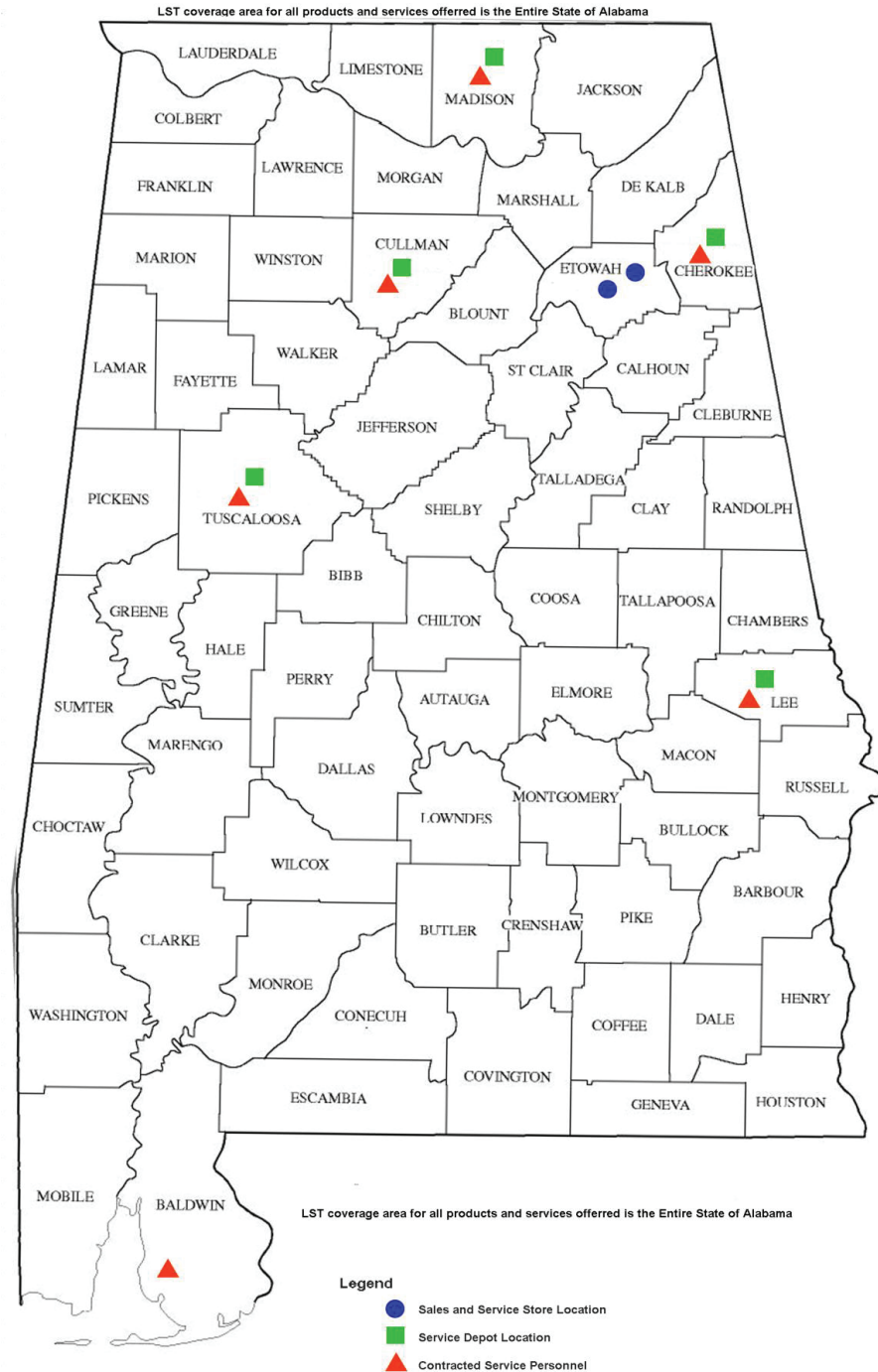
Other Participating Public Institutions of Higher Education

Alabama Fire College, Tuscaloosa, AL
Alabama State University, Montgomery, AL
Athens State University, Athens, AL
Auburn University-Montgomery, Montgomery, AL
Jacksonville State University, Jacksonville, AL
Troy University, Troy, AL
University of Alabama, Tuscaloosa, AL
University of Alabama Birmingham - Birmingham, Alabama, AL
University of Alabama Huntsville - Huntsville, AL
University of North Alabama, Florence, AL
University of West Alabama, Livingston, AL

Other Participating Public Institutions K-12

Pike County Board of Education and Tuscaloosa County School System

Appendix B Example Map





Appendix C

Example of Required Usage Report

Quarterly Usage Report for Jan 2014 – Mar 2014 for JPA Contract

<u>Entity</u>	<u>PO #</u>	<u>Date Ord</u>	<u>Date Ship</u>	<u>Category</u>	<u>\$</u>
Wallace CC	WC 20-1004	01-10-20	01-23-20	PC	31,144.00
Wallace CC	WC 20-1099	02-15-14	02-22-14	Surveillance	77,686.00
Gadsden ST CC	GSCC 14-0066	01-13-14	01-14-14	Supplies	841.00
Gadsden ST CC	GSCC 14-1112	03-03-14	03-15-14	Surveillance	6,110.00
Enterprise ST CC	ESCC 14-1068	02-11-14	02-19-14	Networking	206,119.00
Enterprise ST CC	ESCC 14-1466	03-21-14	03-29-14	PC	22,229.00
Lurleen B Wallace CC	LBW 14-1033	01-19-14	01-28-14	PC	33,001.00