

Alabama Community College System

Joint Purchasing Agreement

Response to Request for Bid #: ACCS-2022-01

Alabama Community College System
Attn: Joint Purchase Agreement Initiative
135 South Union Street Suite #135
Montgomery, Alabama 3604
Phone: 334-293-4507
Email: jpa-notification@accs.edu



A. LETTER OF TRANSMITTAL

Each response must be accompanied by a letter of transmittal. The letter of transmittal **MUST**:

- A. Identify the submitting organization
- B. Identify the name and title of the person authorized by the organization to contractually obligate the organization
- C. Identify the name, title and telephone number of the person authorized to negotiate the contract on behalf of the organization
- D. Identify the names, titles and telephone numbers of persons to be contacted for clarification
- E. Explicitly indicate acceptance of the Conditions Governing the Procurement
- F. Be signed by the person authorized to contractually obligate the organization
- G. Acknowledge receipt of any and all amendments to this RFB.

Response:

The required letter of transmittal is provided on the following page.



February 11, 2022

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

Subject: Manufacturer Supplied Technology Equipment with Peripherals, Software, Networking, Equipment, Maintenance, and Professional Support Services
Request for Bid # ACCS-2022-01

Dear Alabama Community College System:

Thank you for giving Presidio Networked Solutions LLC, the opportunity to respond to the above-referenced solicitation. The Alabama Community College System (ACCS) is partnering with other Alabama higher education entities to request bids from technology equipment manufacturers and/or dealers on behalf of ACCS institutions and other authorized entities. The ACCS is comprised of the 23 community colleges, 2 technical colleges, 1 military institution, and the Alabama Technology Network. Additional entities may be added during the term of the contract. The purpose of the RFB is to establish a contract with qualified technology equipment suppliers, distributors, and/or manufacturers who can supply technology equipment and value-added professional services, including software and peripherals, and maintenance and support services to qualified ACCS purchasers.

Presidio Networked Solutions LLC (Presidio) understands the terms and conditions of the scope of services and can provide ACCS with the products and services desired that will meet or exceed your expectations. Presidio is one of the largest and most adept providers of advanced technology solutions and services. We are passionate about driving results for our clients, delivering the highest quality of products and services to help them unlock the unlimited potential of a completely connected world.

We recognize that in today's business climate, IT investments need to be strategic and practical to have immediate impact. Our holistic approach blends experience and expertise with proven processes and technologies to satisfy our clients' technical business objectives, providing significant value differentiation.

Presidio can provide quality products at competitively low prices because we hold the highest industry certifications from our original equipment manufacturers (OEMs). We maintain a portfolio of more than 500 OEM relationships, providing a comprehensive listing of approximately 1,800 products. Presidio can add OEMs and products to our portfolio to meet our clients' ever-changing current and future technology challenges.

Presidio acknowledges all amendments to this RFB.

Presidio can affirm that all proposed hardware is from manufacturers who hold ISO 9001 certification.



Presidio's designated Account Manager's for ACCS are Michael McClelland and Alan Young. They are the primary point of contact concerning our proposal content. Their direct contact information is:

Presidio Networked Solutions LLC

Michael McClelland, Sr. Account Manager

Phone: 813-321-3961, Cell: 863-712-8800, E-mail: mmcclelland@presidio.com

&

Alan Young, Account Manager

Phone: 205-238-6014, Cell: 205-790-6040, E-mail: alanyoung@presidio.com

If you have any questions or concerns regarding our proposal submission, please contact Michael or Alan via the phone numbers or email addresses provided above.

I am authorized by Presidio to obligate the company contractually and negotiate any contract with ACCS on behalf of Presidio. My direct contact information is:

Presidio Networked Solutions LLC

Keith Strohman, Senior Director

Phone: 301-313-2141, Cell: 443-286-5428

E-mail: kstrohman@presidio.com

Presidio explicitly accepts the conditions governing this ACCS procurement.

We look forward to working with ACCS to support all your IT needs.

Sincerely,

A handwritten signature in blue ink, appearing to read "K. Strohman", with a long horizontal flourish extending to the right.

Keith Strohman

Senior Director

B. EVALUATION SUBMISSION FORM

Presidio includes the Evaluation Submission Form on the page that follows.

6.5 Appendix E - Evaluation Submission Form

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

Vendor Contact Information

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

Vendor Name: Presidio Networked Solutions LLC Date: 2/11/2022

Website Address: _____

	Name(s)	Phone Number(s)	E-Mail Address(s)
Primary Contract Executive(s)	Keith Strohman	1.301.313.2141	kstrohman@presidio.com
Senior Account/Sales Manager(s) (by region if necessary)	Michael McClelland	813.321.3961	mmcclelland@presidio.com
Account/Sales Manager(s) (by region if necessary)	Alan Young	+1.205.238.6014	alanyoung@presidio.com
Technical Support			

BID INFORMATION INDEX

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

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D. BID SUMMARY

D.1 COMPANY OVERVIEW

Presidio is one of the largest and most adept providers of advanced technology solutions and services. We are passionate about driving results for our clients, delivering the highest quality of products and services to help them unlock the unlimited potential of a completely connected world.

Presidio recognizes that in today's business climate, IT investments need to be strategic and practical to have immediate impact. Our holistic approach blends experience and expertise with proven processes and technologies to satisfy our clients' technical business objectives, providing significant value differentiation.

As one of the largest solution providers in the U.S., Presidio combines experience and stability with regional expertise and service, so ACCS can rest assured we will be there to help you locally with the ability to cover your global business needs.

Presidio collaborates with technology vendors who drive innovation and are indisputable leaders of the IT industry. Our significant investment with select strategic partners allows us to achieve broad and deep sets of technical capabilities. Presidio has more than 3,000 IT professionals, 1,600+ of whom are highly certified consulting engineers, based conveniently in offices throughout the U.S. Our 97 percent client retention rate and annual growth rates demonstrate our passion for driving client results.

We are not just trusted partners; we enable new thinking that can benefit ACCS now and in the future.



D.1.1 PRESIDIO HELPS TRANSFORM YOUR BUSINESS

DRIVING BUSINESS TRANSFORMATION *... Through Technology Modernization*



Presidio designs and implements innovative solutions that create value and allow organizations to increase responsiveness, manage decreasing resources, and increase collaboration.

Organizations across all industries are challenging their IT teams to transform their businesses by implementing advanced technologies to better connect employees, business partners, and customers in an increasingly global marketplace. At the same time, organizations are looking to technology to enable innovation, IT teams are asked to reduce capital investments, deliver IT as a Service (ITaaS), and meet increasingly complex regulatory and compliance requirements.

Presidio can help. We design and implement innovative solutions that create value, and allow organizations to increase responsiveness, manage decreasing resources, and increase interagency collaboration.

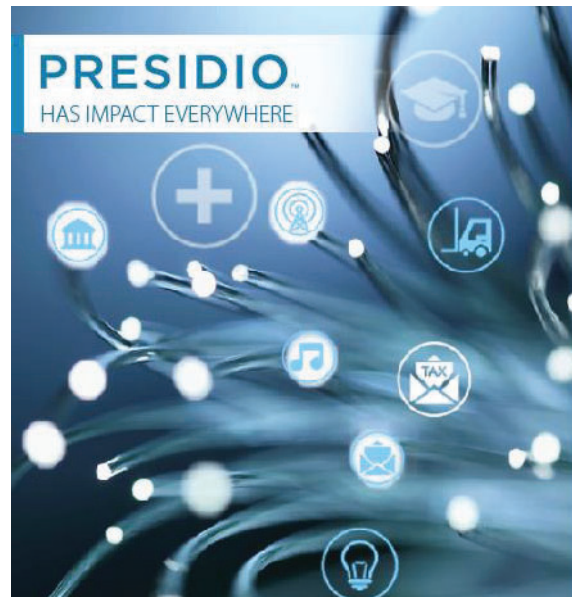
Our knowledge of advanced technologies paired with our broad portfolio of solutions and services offerings will help ACCS:

- ✓ Accelerate technology adoption
- ✓ Reduce operational costs
- ✓ Improve risk management and security
- ✓ Focus IT team on strategic priorities
- ✓ Boost IT productivity and service quality

D.2 HISTORY AND LINES OF BUSINESS

Presidio is a global digital services and solutions provider accelerating business transformation through secured technology modernization. Extensive teams of engineers and solutions architects with deep expertise across cloud, security, networking, and modern data center infrastructure help customers acquire, deploy, and operate technology that delivers impactful business outcomes. Presidio is a trusted strategic advisor with a flexible, full lifecycle model of professional, managed, and support and staffing services to help execute, secure, operationalize, and maintain technology solutions.

Presidio is an IT infrastructure solutions provider that services approximately 7,300 clients across a broad range of industries in the United States and abroad. Our nearly 1,600+ engineers assist our clients in designing, procuring, implementing, and managing IT infrastructures. We provide services to our predominantly middle-market client base covering cloud, modernizing infrastructure, workforce transformation, and security, including networking, data centers, mobility, security, collaboration, and contact centers. Our developed solutions incorporate technologies from over 500 leading OEMs, and we have over 3,000 employees in worldwide offices available to help our clients locally.



We believe that we are positioned uniquely to take advantage of the markets in which we operate because of our expertise and specialization. We focus on the middle-market segment of the IT services market. Since most large-scale IT service providers focus on larger enterprises and because smaller regional competitors are unable typically to provide end-to-end solutions, we believe the middle market is under-penetrated and under-served.

In February 2015, we were acquired by funds affiliated with Apollo Global Management. On March 10, 2017, Presidio became a publicly traded company on the NASDAQ exchange. On December 19, 2019, we were acquired by funds affiliated with BC Partners and continue to operate as Presidio. Presidio's common stock was delisted from the NASDAQ.

Some of our business units date back to 1985, and since inception, we have grown from a regional, network-focused provider to a leading U.S. solutions provider to a global solutions provider that offers a comprehensive suite of IT infrastructure solutions. Our early focus was on expanding our regional presence and skill set expertise through both organic and acquisitive growth. By 2010, we had completed six acquisitions that complemented our core services businesses, which also expanded our presence to 33 offices in 18 states. Since 2010, we have completed several additional acquisitions, creating one of the largest IT services providers in the nation with offices throughout the United States and abroad.

On August 5, 2020, Presidio announced the acquisition of Coda Global, based in Dallas, TX, to strengthen Presidio's stance as a leading provider of secure, hybrid-cloud infrastructures. Coda

Global's expertise, combined with Presidio's existing Cloud Group and our market-leading Infrastructure and Security Teams, enables Presidio to provide comprehensive hybrid cloud solutions that are unmatched in the industry. With this acquisition, Presidio's cloud-native consulting expertise guides organizations through every stage of the cloud journey, offering technology solutions to meet current business needs while providing the ability to scale as the business grows. From migrating legacy applications to the cloud to modernizing existing applications to delivering custom application development, Presidio positions its clients for secure, agile innovation.

On January 5, 2021, Presidio announced the completion of its acquisition of Arkphire, headquartered in Dublin, Ireland. Arkphire is a leading IT product procurement and services company serving customers internationally across more than 90 countries. The combined capabilities of Presidio and Arkphire create a new global IT solutions business with an ability to serve customers in all major markets. The combined entity creates a full services lifecycle business with global managed services capabilities for customers and stronger solution offerings and services capabilities for customers at scale.

Presidio operates primarily through two wholly-owned subsidiaries:

- Presidio Networked Solutions, a leading provider of life-cycle based IT infrastructure solutions and services for the enterprise, commercial and government markets; and,
- Presidio Technology Capital, an IT infrastructure leasing company.

These subsidiaries broaden Presidio's portfolio and enhance our technical capabilities to satisfy the diverse technology requirements and business objectives of growing and established companies. The result is a comprehensive portfolio of solutions and services that includes:

PRESIDIO NETWORKED SOLUTIONS	
PROFESSIONAL SOLUTIONS AND SERVICES	<p>Design and deployment of the following solution areas:</p> <ul style="list-style-type: none"> • Core Network and Wireless Infrastructure • Unified Communications and Collaboration • TelePresence/Video Conferencing • Data Center and Storage • Cloud Solutions/Capacity on Demand • Cyber Security • Mobility • Contact Center <p>Comprehensive services and support:</p> <ul style="list-style-type: none"> • Consulting Services: Proven expertise across both business processes and leading technologies, following industry best practices to help clients develop successful strategic IT plans. • Solution Deployment and Integration: Credentialed experts with real-world experience design and deploy solutions that leverage existing systems and integrate with emerging technologies. • Collaborative Maintenance Services: Support and management of manufacturer provided maintenance contracts.

	<ul style="list-style-type: none"> • Presidio Field Services: Flexible and scalable planning, coordination, and rollout of technologies to meet diverse requirements. • Supplemental Engineering Services: Provision of the “right resource at the right cost at the right time.”
GLOBAL SERVICES	<p>Enables multinational customers to deploy IT solutions globally with:</p> <ul style="list-style-type: none"> • Global hardware procurement, logistics, and services with multi-national and cross-border quoting and invoicing capabilities. • Global Project Management/Logistics globally orchestrated and locally delivered. • Customized Cost-Effective Solutions to accommodate IT budgets, regardless of location. • Global Project Management/Logistics orchestrated and delivered.
MANAGED SERVICES	<ul style="list-style-type: none"> • Network Management and Monitoring • Managed Security and Risk Services • Data Center Managed Services • Storage Management Services • Hosted Collaboration Services • Video and Telepresence Management • Contact Center Management Service • Telephony and Unified Communications Management • Telecom Carrier Consulting and Solution
PRESIDIO TECHNOLOGY CAPITAL	
EQUIPMENT FINANCING	<ul style="list-style-type: none"> • Traditional Master Lease Agreement • Technology Acquisition Leasing Lines • Project Finance – “As a Service” Solutions • Capacity on Demand • Qualifying Tier 1 Minority Business Enterprise (MBE) Credits • Payment Agreements • Presidio Access Support System – Asset Management System

D.3 FINANCIAL DOCUMENTATION

Each response must be accompanied with the following documentation:

D.3.1 STATE OF ALABAMA DISCLOSURE STATEMENT (NOTARIZED)

Presidio includes the State of Alabama Disclosure Statement on the pages that follow.

D.3.2 CERTIFICATE OF COMPLIANCE

Presidio includes the Certificate of Compliance on the page that follows.

D.3.3 IMMIGRATION STATUS FORM

Presidio includes Immigration Status Form on the page that follows.

D.3.4 CURRENT W-9

Presidio includes current W-9 on the pages that follow.



Presidio Networked Solutions LLC
W-9 Attachment

Business Name:	Presidio Networked Solutions LLC
Federal Tax classification:	SMLLC Disregarded Entity
Tax Address:	12100 Sunset Hills Road, Suite 300
City, state, and ZIP code:	Reston, VA 20190
Taxpayer Identification Number (TIN):	58-1667655

Presidio Networked Solutions LLC's tax identification number for the purpose of receiving **customer payments** is **58-1667655**. This is the number that should be used for the purpose of making payments to us.

Presidio Networked Solutions LLC is a single-member LLC (SMLLC) that is treated as a disregarded entity for U.S. income tax purposes, and Presidio Holdings Inc. EIN 45-1263428, is the single owner, and as such, is **required** to be shown on line 1 of IRS Form W-9 or similar State Information Reporting Forms. The owner's EIN 45-1263428 is to be used for federal tax reporting purposes and not the disregarded entity. See IRS Regulations section 301.7701-2(c)(2)(iii).

The address on any TAX forms is the tax headquarters listed above.

Sign *Chamara Paulino* Title: *Vice President* Date *1/4/2022*

Please remit to "**Presidio Networked Solutions LLC**" as the "**Payee**":

For Payments by Mail: Presidio Networked Solutions LLC PO Box 822169 Philadelphia, PA 19182-2169	For Payments by Overnight Courier: PNC Bank/Presidio Networked Solutions LLC Attn: 822169 525 Fellowship Rd, Suite 330 Mt Laurel, NJ 08054-3415
For Payments via Wire: Receiving Bank: PNC Bank PNC Bank ABA: 031000053 Beneficiary: Presidio Networked Solutions LLC Beneficiary Account Number: 8611678714	

If you have any questions about the bank account for payment, please contact DLAccountsReceivable@Presidio.com. Should you have any questions about your invoice, see your Collections Specialist's name, phone and fax number located on your invoice.

We greatly appreciate our valued business partnership.

With best regards,

Presidio Networked Solutions LLC

D.3.5 E-VERIFY MEMORANDUM OF UNDERSTANDING WITH ARTICLES (13 PAGES)

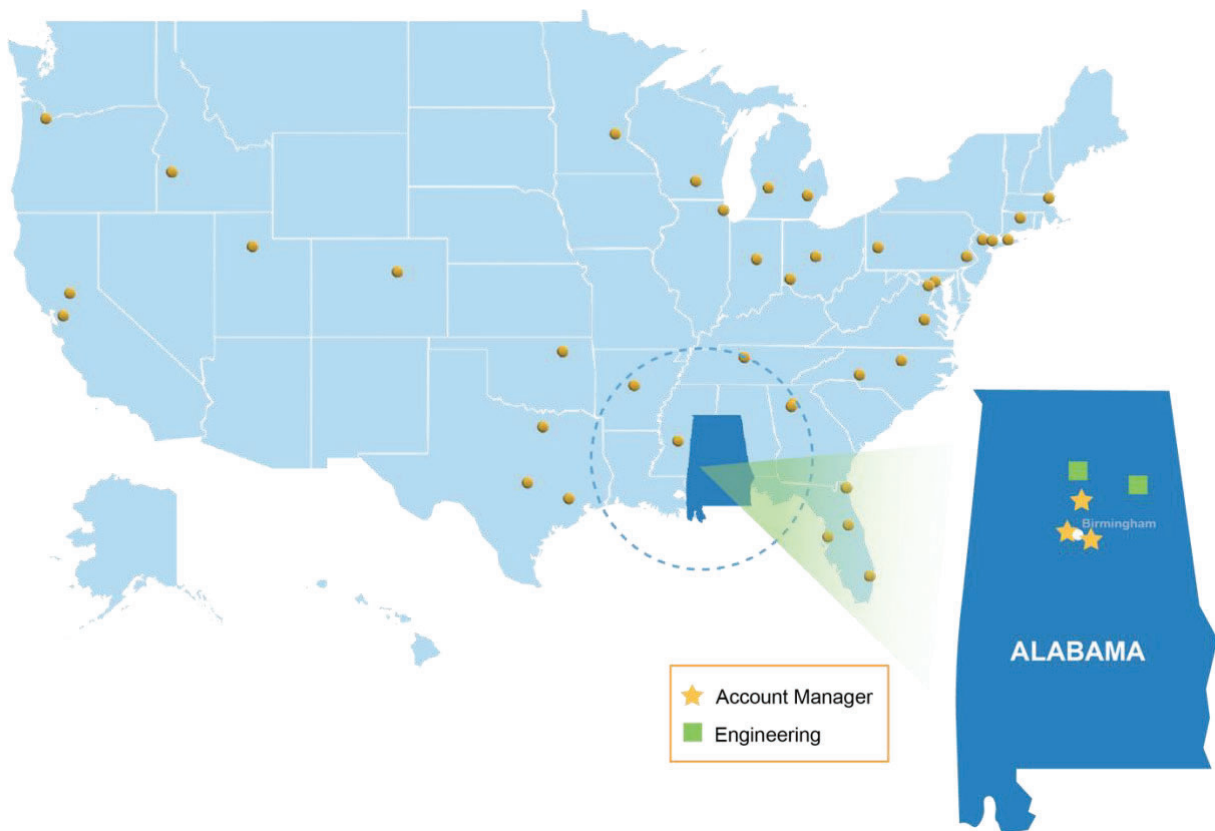
Presidio includes the E-Verify Memorandum of Understanding with Articles on the pages that follow.

E. RESPONSE TO GENERAL REQUIREMENTS AND SPECIFICATIONS

E.1 PRODUCT AND SERVICES DELIVERY OVERVIEW (RFP SEC 3.22)

Vendors must describe their ability to provide professional services, technology equipment including related products and support services to the System and the various authorized entities. The response to this requirement should, at a minimum, include a map with an indication of the locations where products may be delivered plus the number and type of support personnel or other resources that may be employed to service procuring entity purchase orders (a very basic example map for a fictitious company is provided in Appendix B). The narrative in response to this specification should include, at a minimum, a general overview of the proposed services and an overview of how the services are to be provided in the locations indicated.

Response:



Presidio can supply products and services throughout the State of Alabama. Our personnel are based in Birmingham as shown in the provided map.

Additionally, Presidio operates nationally and globally with 40+ offices strategically located throughout the U.S. and delivers to clients outside the U.S. through an international partner network reaching more than 150 countries. We employ over 3,000 individuals and are licensed to do business in all U.S. states.

E.1.1 AVAILABILITY OF TECHNICAL SUPPORT

CCIEs in Alabama	CCIEs within 200 Miles of the Alabama Border	Certified Engineers within 200 Miles of Alabama Border	
Chris Chambers #26280	Samuel Clements #40629 Logan Ward #6699 Sean Gavitt #21366 Matt Lang #20457 Brian Mailliard #10361	Steve Brickhouse – Presales Brian Ethington – Presales Jacob Gibb – Presales Rick Ballew Ryan Hughes Scott Jones Blake Nelson	Joseph Wheeler Shannon Allen Pierre Silva Chris Bolton Stephen Montgomery Kelly Chambers Chris Graziosi Barry Craft
Certified Engineers in Alabama			
Casey Nowak			

In addition to the above, Presidio employees over 1800+ highly certified engineers capable of remote support of many advanced technology platforms.

E.1.2 GEOGRAPHIC COVERAGE

Presidio is licensed to do business in all 50 States, with over 40 offices in the U.S. Presidio's headquarters is One Penn Plaza, New York, NY 10119.

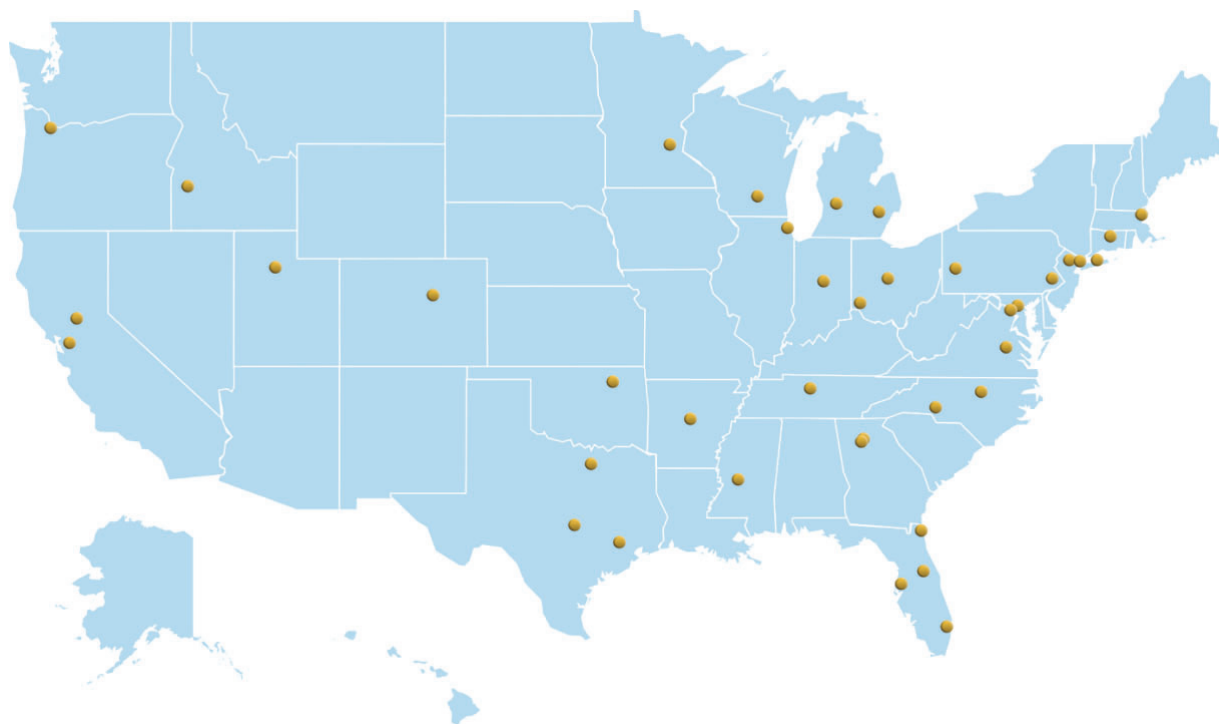


Exhibit 1. Presidio's Offices



Exhibit 2. Presidio's Global Coverage

Presidio's global offices are located in Brazil, India, Ireland, Singapore, and the United Kingdom. For the current list of office locations, see the following page at Presidio.com:

<http://www.presidio.com/our-company/locations>

Presidio's Engagement Methodology

Product failures outside the boundaries of an implementation project would adhere to the timelines and support processes of the manufacturer of the product that failed. Most technology manufacturers have product warranties with SLA criteria with an option to enhance their response through the purchase of add-on support products.

Presidio's proprietary approach to solution development and delivery, the Strategic Engagement Framework (SEF), ensures we deliver superior solutions and services to our clients consistently. Presidio works with ACCS to identify business objectives, address unknown variables, and potential liabilities; this ensures a solution in sync with your technology and business requirements. When we partner with ACCS and envision and plan, Presidio is confident we will execute a ACCS-focused business technology solution that may significantly reduce financial and organizational risk.

Presidio's SEF is used in collaboration with Presidio clients to ensure better business results with minimal risk. To accomplish this, initiatives are broken down into activities, tasks, and deliverables in a series of phases that start with aligning needs of the business to the capabilities of technology solutions and evaluating for positive impact into the organization (Envisioning). When vision consensus is achieved, the solution is refined and proposed (Proposal). Capabilities of solutions are then further mapped into the technical and user environments, and a detailed design and project plan is developed (Systems Engineering and Planning). With a clear understanding of business impact, risks, and rewards, and with a comprehensive design and plan in place, the solution is implemented into the client environment (Execution). When the solution is in place, it is important to ensure a qualified, efficient, and timely support structure is in place to maintain optimal operating conditions and to ensure the solution continues to add value over time (Managed IT/OPEX). These phases combine to form the SEF. Details regarding each of the phases follow.

The following is a high-level diagram of Presidio's Strategic Engagement Framework.

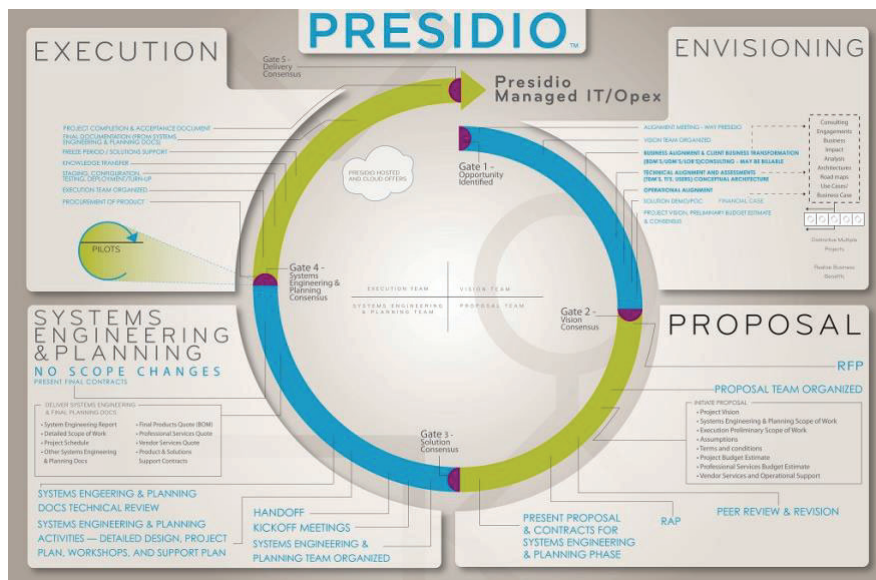


Exhibit 3. Presidio's Strategic Engagement Framework

Envisioning

The goal of the Envisioning Phase is to align technology usage to business needs and evaluate this alignment for positive impact to the organization. The Vision Team, comprised of both Presidio and client experts, is created to facilitate this process.

Understanding business needs extends far beyond the function of a proposed technology into an awareness of the environment, type of industry, strategic objectives, and tactical challenges of the organization. Determination of a possible solution's value to the organization is made quickly. If a potential technology application does not add positive impact, valuable time and resources are not spent pursuing it.

Envisioning is critical to the success and impact of a project. The Project Vision document is the main Vision Team deliverable and documents the work done in the Envisioning Phase. Another option for documenting Vision Consensus is the presentation format. Regardless of what format is used, after Vision Consensus is achieved, the next step is to move forward to the Proposal Phase.



Exhibit 4. SEF Envisioning Phase

Proposal

The goal of the Proposal Phase is to refine and formalize the Project Vision in a proposal. The Proposal Team, comprised of both Presidio and ACCS experts, is created to facilitate this process.

The Proposal incorporates the work done during the Envisioning Phase and includes a quote for the Systems Engineering and Planning Phase, key assumptions, and project terms and conditions. A budget estimate for the Execution Phase and a preliminary Bill Of Materials (BOM) may also be included. While the Execution Phase is a budget estimate, Presidio provides assurance any remaining conjecture will be eliminated during the Systems Engineering and Planning Phase.



Exhibit 5. SEF Proposal Phase

Systems Engineering/Planning

The goal of the Systems Engineering and Planning Phase is to assess and mitigate risk by documenting the project plan and creating a detailed design that considers all known issues pertaining to the technology solution, the client's business, and end users. The Systems Engineering and Planning Phase work incorporates industry and vendor best practices, as well as previous Presidio real-world execution experience.

The Systems Engineering and Planning Team, comprised of both Presidio and ACCS experts, is created to facilitate this process. This work is centered on the discovery of the existing environment and integrating the solution into the organization.

The Systems Engineering and Planning team creates the following Systems Engineering and Planning Phase documents and deliverables: Systems Engineering Report, Detailed Project Scope and Schedule, final BOM, and final Services Agreement to execute the solution. The work done in the Systems Engineering and Planning Phase significantly lowers risk by addressing all open issues and finalizing the fixed scope and budget before executing on the final decision.

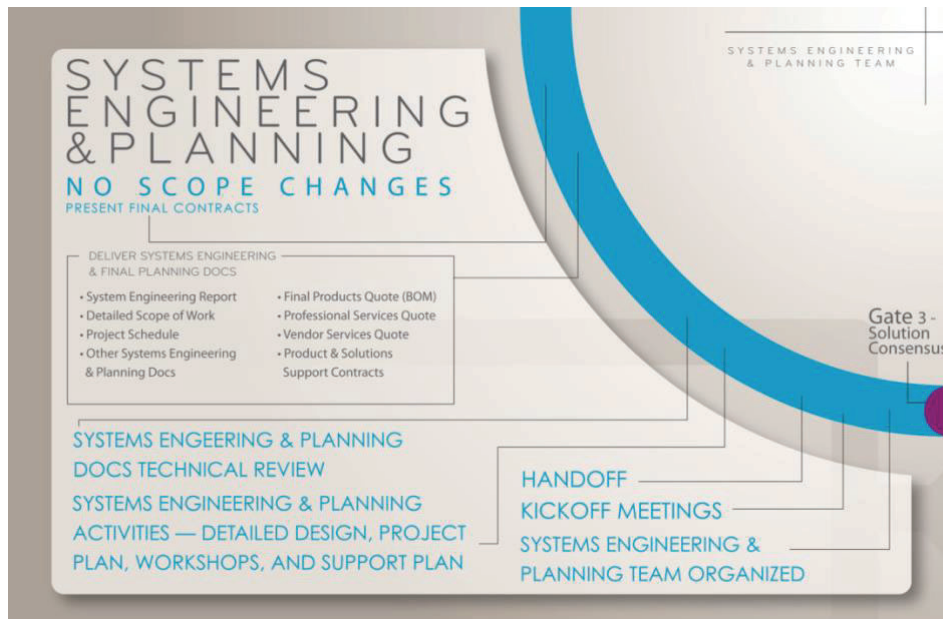


Exhibit 6. SEF Systems Engineering/Planning Phase

Execution

With a clear understanding of business impact, risks, and rewards, and with a comprehensive design and plan in place, the goal of the Execution Phase is to perform the Scope of Work (SOW) developed and finalized in the Systems Engineering and Planning Phase. This is the phase where the actual deployment of the solution takes place. The Execution Team is comprised of both Presidio and ACCS.



Exhibit 7. SEF Execution Phase

Post-Engagement Support

After the solution implemented, it is important to ensure a qualified, efficient, and timely support structure to maintain optimal operating conditions and ensure the solution continues to add value.

Presidio offers a comprehensive portfolio of Managed Services that addresses ACCS's daily IT management needs so your internal IT staff can focus on strategic initiatives. Our Managed Services offerings include:

- Network Services
- Security Services
- Data Center Services
- Collaboration Services
- Workplace Services
- Service Management

Vendors must thoroughly describe their procedures for resolving customer problems and complaints including timelines and escalation measures.

E.1.3 PROBLEM RESOLUTION

Presidio Project Escalation Strategy

The escalation strategy during the implementation of technologies during the SEF process is:



The timeline during escalation would be 24 hours or less during each phase of escalation.

Vendors must submit customer satisfaction statistics or survey results concerning the quality of the products and/or services offered.

E.1.4 CUSTOMER SATISFACTION

Presidio knows our existence depends on our customers. We participate in customer satisfaction initiatives with all of our key partners, and our culture fosters the highest levels of customer service. Our highly skilled and experienced team members share in this customer service

philosophy of consistently meeting our clients’ requirements and exceeding their expectations, resulting in over 95% staying with us year-after-year.

Presidio’s strong commitment to client satisfaction is demonstrated by consistently high satisfaction ratings among our clients and leading vendor partners.

Net Promoter, is the worldwide standard for organizations to measure, understand, and improve their customer experience. Presidio has consistently maintained a Net Promoter Score above 50. Exhibit 4. illustrates Presidio’s ranking on the Net Promoter Score Scale.

Exhibit 8. Presidio Net Promoter Score

Presidio consistently delivers proven high-quality service.



Vendors must thoroughly describe their ability to provide value added technical services including installation, training or directly related optional services and the geographic area where the services may be provided. Vendors should provide a map with an indication of the locations where each type of value-added service may be provided.

Response:

E.1.5 VALUE ADDED SERVICES

Presidio’s superior expertise is our core strength. Our clients view Presidio as an extension of their organization proactively working with them to identify opportunities and apply solutions that improve technology challenges and satisfy business objectives. By taking the time to understand how our clients define success, Presidio designs enduring solutions that meet your immediate needs, and prepare you for tomorrow.

One of Presidio’s main competitive advantages is our ability to integrate complex, multi-technology environments. We have the technical expertise to navigate and assess unique IT challenges, interpret requirements, and transform the latest technology innovations into meaningful enhancements to our clients’ existing infrastructure. We combine the strategic vision, planning skills, and business acumen typically found in only the largest consulting companies,

with the actionable, results-oriented approach of systems integrators. We provide the right levels of support using the most cost-effective programs available. In summary, Presidio offers the following:

INSIGHT	<ul style="list-style-type: none">• Collaborative and Consultative Approach to Solving for IT and Business Challenges• Strategic Engagement Framework for complex integration projects• Experience and Depth with top Innovators in Market
INTEGRITY	<ul style="list-style-type: none">• Architect Solutions we Know will work• Focused on Business impact from the start• Design for short term/long term problem solving
ASSURANCE	<ul style="list-style-type: none">• Able to help you support any solution and environment• Financial strength to help find right procurement and financing models• Customer satisfaction and Client Experience focused delivery model

E.2 REPORTING (RFP SEC 3.23)

Vendors must agree to provide quarterly utilization reports to the System based upon the schedule and minimum content as described in this request. Quarterly reports must be submitted to The System Office to JPA-Notification@accs.edu. The electronic copy must be in the form of a PDF file. Vendors must describe their ability and commitment to meet this requirement and include a sample quarterly report with the bid response. The required report must be compiled and forwarded to the Joint Purchase Agreement Initiative Administrator within two weeks of the end of each quarter. Vendors may count quarters either from the calendar (i.e., the end of March will be the end of the first quarter) or from the time we awarded you the bid (i.e., May 1 will be the end of the first quarter). An example of the required reporting format is included in Appendix C. Failure to provide the required report in the specified format could result in removal from the contract.

Response:

Presidio agrees to provide quarterly utilization reports to the System based upon the schedule and minimum content described in the request. Presidio includes a sample of the report in Exhibit 9.

Name	Description	Status
Maintenance Contract Device Detail	This report provides details of all contracts and devices originating from the Manufacturer B2B, Manufacturer Import and Manual Upload data sources. It includes End of Life information where available. Filter by Manufacturer, Data Source, Last Date of Support or Contract End Date.	Not Subscribed
Maintenance Contract Summary	This report is a summary of all contracts and devices originating from the Manufacturer B2B, Manufacturer Import and Manual Upload data sources. It includes Manufacturer, Contract, Service Level, Part Numbers, Serials, Contract Start Date and Contract End Date, Data Source, Last Updated Date and Owner. Run the report on your entire contract database or filter by Manufacturer, Data Source or Contract End Date.	Not Subscribed
Order Status Detail	View detailed shipment information such as tracking numbers, serial numbers	Not Subscribed
Order Summary	View order history details, status, order total, billing and shipping info and document category	Not Subscribed

PO #	Order #	Order Date	Order Title	Order Status	Order Total	Bill To Address Name	Bill To Address Line 1	Bill To City	Bill To State	Bill To Zip Code	Ship To Address Name	Ship To Address Line 1	Ship To Ad	Ship To City	Ship To State	Ship To Zip Code	Document Hierarchy
PO000166	20011214000000-01	1/20/2021 11:54	Cathoun CC - Cisco Phones	Closed	2000	Cathoun Community College	P.O. Box 2216	Decatur	AL	35609-2216	Cathoun Community College	6250 US Highway 21		Tanner	AL	35671	
PO000056	20011214000000-01	3/30/2021 12:19	Cathoun - IBM for General Network Support	Closed	8000	Cathoun Community College	P.O. Box 2216	Decatur	AL	35609-2216	Cathoun Community College	6250 US Highway 21		Tanner	AL	35671	

Exhibit 9. Sample Report

Vendors are encouraged to describe and include additional sample reports. Vendors are encouraged to describe other reporting capabilities such as electronic delivery of reports or direct access to Internet or other databases that may be used to administer the agreements or support marketing.

Response:

Within the MyPresidio portal, users can run reports and export them to MS Excel. Users also have the option of subscribing to reports. The reports are emailed to you automatically on a schedule of your choosing. See Exhibit below.

The screenshot displays the 'MY REPORTS' section of the MyPresidio portal. At the top, there is a purple folder icon and the text 'MY REPORTS'. Below this is a link for 'ORDER STATUS DETAIL' with a subtext 'View detailed shipment information such as tracking numbers, serial numbers'. The main area is divided into two sections: 'FILTER CRITERIA' and 'SCHEDULE'. The 'FILTER CRITERIA' section includes fields for 'Order Date' (with a dropdown set to 'On Any Date'), 'Status' (with a dropdown set to '[All]'), and 'Title' (with an empty text box). There are also 'From' and 'To' date pickers. Below these fields are 'RUN' and 'SAVE' buttons. The 'SCHEDULE' section has a subtext: 'If you would like to receive the report on a regular basis, choose your settings below. If you have saved any filter criteria above, the report will send based on those selections.' It offers three scheduling options: 'Daily' (with 'Every' and 'At' fields), 'Weekly' (with day selection checkboxes and 'At' field), and 'Monthly' (with 'On the' and 'At' fields, and radio buttons for 'First Day' and 'Last Day'). A 'SUBSCRIBE' button is located at the bottom right of the 'SCHEDULE' section.

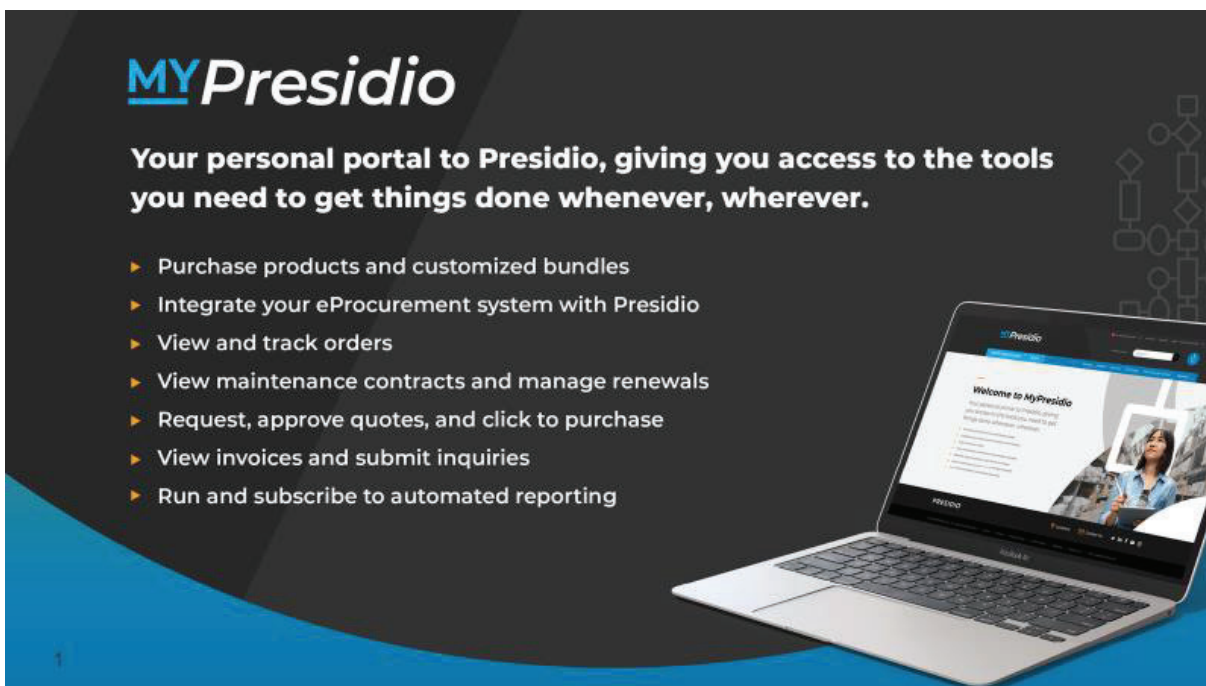
Exhibit 10. Presidio's Vision Portal – Reports

E.3 ELECTRONIC COMMERCE (RFP SEC 3.24)

Vendors must describe their ability to provide and maintain, at a minimum, an Internet website that contains the complete ESS as well as product specifications and options. Vendors are encouraged to describe an existing capability or commitment to implement a website that would provide procuring entities guidance and assistance with product selection, purchase order tracking, reporting or other relevant capability. The ability or commitment to accept and process purchase orders electronically should be thoroughly described. Internet URL's may be provided which reference sites that demonstrate the desired functionality.

Response:

The MyPresidio portal provides a single destination for the tools needed by your organization.



MY Presidio

Your personal portal to Presidio, giving you access to the tools you need to get things done whenever, wherever.

- ▶ Purchase products and customized bundles
- ▶ Integrate your eProcurement system with Presidio
- ▶ View and track orders
- ▶ View maintenance contracts and manage renewals
- ▶ Request, approve quotes, and click to purchase
- ▶ View invoices and submit inquiries
- ▶ Run and subscribe to automated reporting

The image shows a laptop displaying the MY Presidio portal. The screen displays a 'Welcome to MyPresidio' message and a list of links: 'Home', 'My Profile', 'My Orders', 'My Contracts', 'My Invoices', 'My Reports', and 'My Settings'. A woman is visible in the background of the portal interface.

E.4 BREADTH OF OFFERING (RFP SEC 3.25)

Vendors must, at a minimum, offer products or services in at least one of the following categories:

- Client Computers (Workstations, Desktops, Terminals, Laptops, Tablet, Notebook, Handheld Devices)
- Servers
- Printers
- Monitors
- Storage
- Networking Equipment
- Audio and Video Conferencing Equipment
- Multimedia Hardware
- VOIP/Unified Communications Solutions
- Video Surveillance Solutions
- Key and Access Control Equipment
- Software
- Professional Services
- Other

Response:

Presidio provides quality products at competitively low prices because we hold the highest industry certifications from our OEMs. We maintain a portfolio of more than 500 OEM relationships, providing a comprehensive listing of thousands of products including computers, printers, monitors, servers, storage, networking, audio visual, multimedia, VoIP/UC, video surveillance, and key/access control equipment and software along with related installation, support, and training services. Additionally, Presidio is able to add OEMs and products to our portfolio to meet our clients' ever-changing current and future technology challenges.

Vendors must provide a comprehensive list of the models or variations available in each of the following categories for which a vendor offers products:

- Client Computers (Workstations, Desktops, Terminals, Laptops, Tablet, Notebook, Handheld Devices)
- Servers
- Printers
- Monitors
- Storage
- Networking Equipment
- Audio and Video Conferencing Equipment
- Multimedia Hardware
- VOIP/Unified Communications Solutions
- Video Surveillance Solutions
- Key and Access Control Equipment
- Software
- Other

Response:

Comply and reference the vendor list with associated discounts.

Client Computers (Workstations, Desktops, Terminals, Laptops, Tablet, Notebook, Handheld Devices)	Dell, HP Inc., Lenovo, etc.
Servers	Dell, HPE, Cisco, etc.
Printers	Dell, HP Inc, etc.
Monitors	Dell, HP Inc,
Storage	Dell, HPE, Pure, NetApp, etc.
Networking Equipment	Cisco, Fortinet, Aruba, etc.
Audio and Video Conferencing Equipment	Cisco
VOIP/Unified Communications Solutions	Cisco, Fortinet, Zoom, Microsoft, etc.
Video Surveillance Solutions	Multiple partnerships
Key and Access Control Equipment	Multiple partnerships
Software	Multiple partnerships
Other	

The narrative that is submitted in support of the list should provide the Evaluation Committee with a clear indication of the breadth of the product line flexibility and performance.

Response:

Presidio provides quality products at competitively low prices because we hold the highest industry certifications from our OEMs. We maintain a portfolio of more than 500 OEM relationships, providing a comprehensive listing of thousands of products including computers, printers, monitors, servers, storage, networking, audio visual, multimedia, VoIP/UC, video surveillance, and key/access control equipment and software along with related installation, support, and training services. Additionally, Presidio is able to add OEMs and products to our portfolio to meet our clients' ever-changing current and future technology challenges.

Exhibit 11. Sample of Presidio's Industry Certifications

Presidio holds the highest industry certifications.

VENDOR	PRESIDIO'S CERTIFICATION LEVEL AND OTHER CREDENTIALS
Apple	Value-Added Reseller
APC	Elite Partner Authorized Reseller
Aruba Networks	Platinum Partner, Channel Partner
Avaya/Nortel	Sapphire Partner
Barracuda Networks	Platinum Partner
BlueCoat	Premier Partner
BMC Software	Elite Partner
Brocade	Premier Partner
CA Technologies	Premier Partner
Check Point Software	Silver Partner and Value-Added Reseller

VENDOR	PRESIDIO'S CERTIFICATION LEVEL AND OTHER CREDENTIALS
Ciena	Gold Partner Authorized Reseller
Cisco Systems	Gold Integrator Partner Master Collaboration Specialization Master Security Specialization Master Cloud Builder Specialization Managed Services Master Provider Advanced Data Center Networking Infrastructure Advanced IoT- Connected Safety and Security Specialization Advanced Routing and Switching Advanced Security Advanced Unified Communications Advanced Wireless LAN Other Authorizations: Cisco Smart Care Service Digital Media System Advanced Technology Partner (ATP) - Cisco TelePresence ATP - Customer Voice Portal ATP - Data Center Unified Computing ATP - MDS Fabric Switching ATP - Outdoor Wireless Mesh ATP - Unified Contact Center Enterprise ATP - Video Surveillance Authorized Unified MeetingPlace Partner Authorized Service Partner Video Registered Partner Cisco Powered Managed Unified Communications Cisco Powered Managed Security Presidio is Cisco's largest Services partner; 2nd largest Cisco revenue resale partner; and 3rd largest resale hardware partner in the United States
Citrix	Platinum Partner Authorized Seller: XenApp Fundamentals, Access Gateway, Branch Repeater, Essentials for Microsoft Hyper-V, XenServer, and NetScaler. Certified: XenApp and XenDesktop. Networking for Data Center Specialist Virtualization Specialist
CommVault Systems	Platinum Partner
DELL	Titanium Partner
EMC	Platinum Partner Velocity ² Advantage Partner Value Added Reseller Global Services Subcontractor Alliances: ASN Implement Partner Velocity Solution Partner
Emerson Network Power	Diamond Partner
Extrahop	Premier Partner
Extreme Networks	Diamond Partner
F5 Networks	Platinum Partner
FireEye	Platinum Partner
Fluke Networks	Preferred Partner
Fortinet	Expert Partner

VENDOR	PRESIDIO'S CERTIFICATION LEVEL AND OTHER CREDENTIALS
Gigamon	Platinum
Good Technology	Tier 1 Partner
Hitachi Data Systems	Silver Partner
HP	Platinum Partner Platinum HPE SW Specialist Platinum Converged Infrastructure Specialist Gold Partner: Enterprise Server Gold Partner: Enterprise Storage Gold Partner: Networking Gold Partner: ServiceOne Gold Cloud Builder Specialist Silver HPE Security – Data Security Silver HPE Security ArcSight US BDA Agent Partner US HP Source Partner Direct US Qualified Software Partner
IBM	Premier Partner System Storage Specialty
Imperva	Premier Partner
Infoblox	Elite Partner
Intel	Platinum Partner
IPcelerate	Gold Partner
Jabra	Authorized Partner
Juniper Networks	Elite Partner
McAfee	Premier Partner
Microsoft	Gold Application Development Gold Application Integration Gold Cloud Platform Gold Cloud Productivity Gold Collaboration and Content Gold Communications Gold Data Analytics Gold Data Platform Gold Datacenter Gold DevOps Gold Messaging Gold Enterprise Mobility Management Gold Project and Portfolio Management Gold Small and Midmarket Cloud Solutions Gold Windows and Devices Silver Enterprise Resource Planning Silver Security
MobileIron	Gold Partner
Motorola	Gold Partner
NetApp	Star Partner, Authorized Professional Service Partner (APSP), and Platinum Authorized Reseller
NetScout Systems Inc.	Platinum Partner
Nimble Storage	Gold Partner Authorized Reseller
Open Gear	Premier Partner

VENDOR	PRESIDIO'S CERTIFICATION LEVEL AND OTHER CREDENTIALS
Oracle Corporation	Gold Partner
Paessler	Silver Partner
Palo Alto Networks	Diamond Innovator Partner NextWave Platinum Reseller
Polycom	None
Pure Storage	Elite Partner
Red Hat	Advanced Partner
RedSky	Gold Partner
Riverbed Technology	Elite Partner
RSA Security	Premier Partner
SAGEM Communication	Gold Partner
Solar Winds Network	Gold Partner
Sophos	Platinum Partner
SourceFire	Platinum Partner
Symantec	Gold Partner
Trend Micro	SecureOne Partner
Unidesk	Silver Partner
VCE Company	Gold Partner
Veeam	Platinum Partner
Veritas	Registered Partner
VMware	Principal Partner VMware Authorized Consultant (VAC) Authorized Reseller
Websense	Gold Partner
Xirrus	Gold Partner
Zebra Technologies	Registered ISV
Zoom Technologies	Gold Partner

Other strategic partners include DataDomain, E-Watch, Fortress Technologies, fSONA, Global Knowledge, Lenovo, Oracle, and SecureLogix. We can resell other brands of products available through national distribution organizations, such as Tech Data and Ingram Micro. Vendors must provide, at a minimum, a licensed operating system with each type of processor, where applicable.

Vendors must provide a list of the operating systems for each of the following categories of processors:

Client Computers (Workstations, Desktops, Terminals, Laptops, Tablet, Notebook, Handheld Devices).
Servers
Networking Equipment
Audio and Video Conferencing Equipment
VOIP/Unified Communications Solutions
Key and Access Control Equipment

Other

Response:

Presidio follows the guidelines of each hardware manufacturer for operating system support of their hardware. This will include but not be limited to Windows, Linux, Unix, etc.

The narrative that is submitted in support of the list should provide the Evaluation Committee with a clear indication of the number and type of operating systems that are proposed.

Response:

Presidio follows the guidelines of each hardware manufacturer for operating system support of their hardware. This will include but not be limited to Windows, Linux, Unix, etc.

Vendors may propose and provide a wide range of the general-purpose software products. Vendors may provide a summarized list of the general-purpose software that is proposed for each of the following categories of processors:

- Client Computers (Workstations, Desktops, Terminals, Laptops, Tablet, Notebook, Handheld Devices).
- Servers
- Networking Equipment
- Audio and Video Conferencing Equipment
- VOIP/Unified Communications Solutions
- Video Surveillance solutions
- Key and Access Control Equipment
- Other

Response:

Presidio follows the guidelines of each hardware manufacturer for application support of their hardware as well as the guidelines of the numerous independent software vendors.

The narrative that is submitted in support of the list should provide the Evaluation Committee with a clear indication of the number and type of general-purpose software products that are proposed.

Response:

Presidio maintains a portfolio of more than 500 OEM relationships, providing a comprehensive listing of thousands of products including computers, printers, monitors, servers, storage, networking, audio visual, multimedia, VoIP/UC, video surveillance, and key/access control equipment and software along with related installation, support, and training services.

Vendors may propose and provide a wide range of the technical services including installation, training and technical support:

Client Computers (Workstations, Desktops, Terminals, Laptops, Tablet, Notebook, Handheld Devices)
Servers Printers Monitors Storage
Networking Equipment
Audio and Video Conferencing Equipment
Multimedia Hardware
VOIP/Unified Communications Solutions
Video Surveillance solutions
Key and Access Control Equipment
Other

Response:

Presidio employees over 1800+ highly certified engineers capable of supporting requirements under all the above fields.

The narrative that is submitted in support of the list should provide the Evaluation Committee with a clear indication of the number and type of technical support services that are proposed.

Response:

Presidio maintains a portfolio of more than 500 OEM relationships, providing a comprehensive listing of thousands of products. To support the technical requirements of this broad portfolio, Presidio employees 1800+ highly certified engineers.

E.5 PRIMARY ACCOUNT REPRESENTATIVE (RFP SEC 3.26)

Vendors must identify by name and location both the proposed primary account representative and the marketing supervisor who will be responsible for the performance of the agreement. Any changes to this information must be immediately sent to the Joint Purchase Agreement Administrator.

Response:

The proposed primary account representative is Mr. Michael McClelland, his backup will be Mr. Alan Young who is local to Alabama. Contact information and address for both are:

Presidio Networked Solutions LLC
4211 W. Boy Scout Blvd, Suite 680, Tampa, FL 33607
Michael McClelland, Sr. Account Manager
Phone: 813-321-3961, Cell: 863-712-8800, E-mail: mmcclelland@presidio.com
&
Alan Young, Account Manager
Remote Office: (Birmingham, AL)
Phone: 205-238-6014, Cell: 205-790-6040, E-mail: alanyoung@presidio.com

The proposed primary marketing supervisor for ACCS is Mr. Steve Munnell. His direct contact information is:

Presidio Networked Solutions LLC
12 Cadillac Drive, Suite 130, Brentwood, TN 37027
Steve Munnell, Sales Director
Phone: 615-686-2585, Cell: 615-957-9941, E-mail: smunnell@presidio.com

E.6 REFERENCES (RFP 3.27)

Vendors must submit three (3) references of entities of like size and complexity, and/or entities that have or are currently receiving similar products and services to those proposed by the vendor for this procurement. Each reference must include the name of the contact person, address, telephone number and description of products and services provided.

Response:

UNIVERSITY OF SOUTHERN MISS	
CONTACT NAME	Tina Copeland
ADDRESS	2609 West 4th Street, Hattiesburg, MS 39401
TELEPHONE NUMBER / E-MAIL	(601) 266-1000 / Tina.Copeland@usm.edu
DESCRIPTION OF PRODUCTS AND SERVICES PROVIDED	Solutions to include server, storage, virtualization, backup, network segmentation

CALHOUN COMMUNITY COLLEGE	
CONTACT NAME	Nathan Tyler
ADDRESS	6250 US Highway 31
TELEPHONE NUMBER / E-MAIL	(256) 306-2817 / nathan.tyler@calhoun.edu
DESCRIPTION OF PRODUCTS AND SERVICES PROVIDED	Security, VOIP, Network Services, Voice Services

SOUTH LOUISIANA COMMUNITY COLLEGE	
CONTACT NAME	Nick Pitre
ADDRESS	320 Devalcourt Street, Lafayette, LA 70506
TELEPHONE NUMBER / E-MAIL	(337) 521-9000 / nick.pitre@solacc.edu
DESCRIPTION OF PRODUCTS AND SERVICES PROVIDED	Voice / Collaboration / Wireless / Security / Route / Switch / Telepresence / Storage / Data Center – services for all projects.

E.7 PRICING LEVEL AND GUARANTEE (RFP SEC 3.28)

Vendors must submit with their responses a narrative that describes the baseline (published) pricing and the initial pricing level discount that is proposed, by product class or category in the ESS. The response to this specification is expected to be in the form of a percentage discount from a published, baseline price listing. Vendors must describe the baseline pricing and provide information where the baseline pricing may be accessed and verified.

Firm Price – Initial quoted discount levels must remain constant throughout the term of this agreement, subject only to subsequent increased discount amounts.

Response:

Presidio includes our Line Card on the pages that follow.

Presidio maintains a portfolio of more than 500 OEM relationships. Each OEM maintains a Corporate Price List. Presidio offers the following minimum discounts per OEM. In most cases the final discount offered will be higher than this listing subject to each OEM's policies.

E.8 ORAL PRESENTATION AND DEMONSTRATION (RFP SEC 3.29)

If selected as a finalist, vendors agree 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 is expected to conduct the presentation. Vendors will be required to demonstrate their Internet based reporting and electronic commerce capabilities to the Evaluation Committee.

Response:

Presidio acknowledges, understands and will comply.

E.9 EQUIPMENT AND SERVICES SCHEDULE (RFP SEC 3.30)

Vendors must submit with their responses a complete Equipment and Services Schedule including all the products and services offered, at the initial pricing level stated in response to section 3.25.

The ESS may be submitted in a single file, PDF format on a compact disc, USB drive, or made available via a website.

Response:

Presidio acknowledges, understands and will comply.

Presidio maintains a portfolio of more than 500 OEM relationships, providing a comprehensive listing of thousands of products including computers, printers, monitors, servers, storage, networking, audio visual, multimedia, VoIP/UC, video surveillance, and key/access control equipment and software along with related installation, support, and training services.

The MyPresidio portal provides a single destination for tools and products.

E.10 SCOPE OF WORK (RFP SEC 3.31)

The vendor shall deliver computing system products and services to procuring entities in accordance with the terms of this agreement. Accordingly, the vendor shall provide products or services only upon the issuance and acceptance by vendor of valid “purchase orders”. Purchase orders will be issued to purchase the license for software or to purchase or lease products listed on the ESS. A procuring entity may purchase any quantity of product or service listed in the ESS at the prices stated therein. For large orders, the procuring entity may negotiate quantity price discounts below the ESS price(s) for a given purchase order. Vendor may offer authorized educational institutions educational price discounts that result in prices below the ESS listed prices.

Response:

Presidio acknowledges, understands and will comply.

E.11 TITLE PASSAGE (RFP SEC 3.32)

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

Response:

Presidio acknowledges, understands and will comply.

E.12 QUANTITY GUARANTEE (RFP SEC 3.33)

This agreement is not an exclusive agreement. Procuring entities may obtain computing system products and services from other contract awarded vendors during the agreement term.

Response:

Presidio acknowledges and understands.

E.13 ORDER OF PRECEDENCE (RFP SEC 3.34)

Each purchase order that is accepted by the vendor 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 to this agreement as the result of acceptance of a purchase order. In the event of any conflict among these documents, the following order of precedence shall apply:

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

Response:

Presidio acknowledges and understands.

E.14 PAYMENT PROVISIONS (RFP SEC 3.35)

All payments under this agreement are subject to the following provisions:

- A. Acceptance

The procuring entity shall determine whether all products delivered to it meet the vendor's published specifications. No payment shall be made for any products until the products have been accepted by the procuring entity.

Unless otherwise agreed upon between the procuring entity and the vendor, within thirty (30) days from the date the procuring entity receives written notice from the vendor that payment is requested for services or within thirty (30) days from the receipt of products, the procuring entity shall accept or reject the products or services.

B. Payment of Invoice

Payments shall be submitted to the vendor at the address shown on the invoice. Payment shall be tendered to the vendor within thirty (30) days from acceptance.

In the event an order is shipped incomplete (partial), the procuring entity must pay for each shipment as invoiced by the vendor unless the procuring entity has clearly specified "No Partial Shipments" on each purchase order.

C. Invoices

Invoices shall be submitted to the procuring entity.

Response:

Presidio acknowledges and understands

E.15 SHIPMENT AND RISK OF LOSS (RFP SEC 3.36)

Vendor must ship all products F.O.B. destination regardless of price discounts. Risk of loss or damage to the products shall pass to the procuring entity upon delivery to the procuring entity. Vendor 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. Destination charges shall be included in the product price on the ESS.

Response:

Presidio acknowledges and complies.

All 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. Documents not submitted with the response will not be considered at a later date. 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.

Response:

Presidio acknowledges and complies.

Whenever a procuring entity does not accept any product and returns it to the vendor, all related documentation furnished by the vendor shall be returned also. The vendor shall 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.

Response:

Presidio acknowledges and complies.

Unless otherwise agreed upon by the procuring entity, the vendor is responsible for the pick-up of returned equipment. Software and documentation will be returned via U.S. Mail at the expense of the procuring entity.

Response:

Presidio acknowledges and complies.

Unless otherwise arranged between the procuring entity and vendor, all shipments of products shall be by vendor truck, UPS, or Federal Express Second Day (or other way, specify).

Response:

Presidio acknowledges and complies.

E.16 WARRANTIES (RFP SEC 3.37)

At a minimum, the products shall be covered under the manufacturer's warranties in effect at the time the products are delivered or the warranties in effect at the time of contract award, whichever is most beneficial to the procuring entity.

Response:

Presidio acknowledges and understands

E.17 PRICE GUARANTEES (RFP SEC 3.38)

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 vendor after the date of the issuance of the revised prices. Vendor agrees to maintain ESS product prices in accordance with the volume price discount guarantees filed. Prices set forth in the ESS

are subject to decrease without prior notice. Special pricing discounts offered by successful bidders after the award of bids shall remain in effect for a minimum of 30 days.

Response:

Presidio acknowledges, understands and will comply.

E.18 TECHNICAL SUPPORT (RFP SEC 3.39)

The vendor 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 the vendor.

Response:

Presidio acknowledges this requirement. Technical Support will be provided by the Original Equipment Manufacturer (OEM).

E.19 PRODUCT DELIVERY (RFP SEC 3.40)

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

Response:

Presidio acknowledges, understands, and will comply based upon the availability from the OEM.

E.20 IMPRACTICALITY OF PERFORMANCE (RFP SEC 3.41)

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.

Response:

Presidio acknowledges and understands.

E.21 RECORDS AND AUDIT (RFP SEC 3.42)

Vendor 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.

Response:

Presidio acknowledges, understands, and will comply.

E.22 USE OF SUBCONTRACTORS (RFP SEC 3.43)

The vendor may subcontract installation, training, warranty or maintenance services. However, the vendor shall remain solely responsible for the performance of this agreement. All procuring entity payments for products or services shall be made directly to the vendor. If subcontractors are to be used, the name of the authorized subcontractor(s) shall be identified in the applicable participating addendum(s).

Response:

Presidio acknowledges, understands, and will comply.

E.23 INDEMNIFICATION (RFP SEC 3.44)

The vendor 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.

The vendor 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 the vendor 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 or any and all claims for Patent, Trademark, Copyright, Intellectual Property, or Trade Secret Infringement. The vendor 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, the vendor 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.

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.

Response:

Presidio acknowledges, understands, and will comply based on flow-through from the OEM.

E.25 WEBSITE MAINTENANCE (RFP SEC 3.45)

Vendor 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, vendor may provide electronic commerce assistance for the electronic submission of purchase orders, purchase order tracking and reporting.

Response:

Presidio acknowledges and understands.

E.26 ETHICS (RFP SEC 3.46)

The vendor 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.

If any 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.

System employees are not allowed to accept personal gifts or gratuities.

Response:

Presidio acknowledges, understands, and will comply.

E.27 REPLACEMENT PARTS (RFP SEC 3.47)

Replacement parts may be refurbished with agreement of procuring entity.

Response:

Presidio acknowledges, understands, and will comply.

E.28 FCC CERTIFICATION (RFP SEC 3.48)

The vendor agrees that hardware supplied by the vendor meets all applicable FCC Certifications. Improper, falsely claimed or expired FCC certifications are grounds for contract termination.

Response:

Presidio acknowledges, understands, and will comply based on manufacturer representations. Exceptions may be necessary on a product-by-product basis as determined by the manufacturer.

E.29 SITE PREPARATION (RFP SEC 3.49)

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

Response:

Presidio acknowledges and understands.

E.30 ASSIGNMENT (RFP SEC 3.350)

The vendor 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.

Response:

Presidio acknowledges, understands, and will comply.

E.31 SURVIVAL (RFP SEC 3.51)

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. Software licensees, lease, warranty and service agreements that were entered into under the terms and conditions of this agreement shall survive this agreement.

Response:

Presidio acknowledges, understands, and will comply.

E.32 LEASE AGREEMENTS (RFP 3.52)

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

Response:

Presidio acknowledges, understands, and will comply. Presidio offers flexible financing products and services.

E.33 VENDOR DISCLOSURE STATEMENT (RFP SEC 3.53)

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 form is required by the vendor and covers the duration of the bid.

Vendor agrees, for the duration of the agreement, that they will not violate federal immigration law or knowingly employ, hire for employment, or continue to employ an unauthorized alien within the State of Alabama in compliance with the Beason-Hammon Alabama Taxpayer & Citizen Protection Act (Act 2011-535). Upon being awarded the contract, Alabama State Law requires that the vendor must complete the Business Entity Employer Contractor Compliance form as proof that the vendor has enrolled in the E-Verify program as required by state law. The form and the instructions are available online as noted per Appendix D. E-Verify documentation, which is unavailable due to the Federal Government shutdown, will be deferred until such documentation may be obtained from any federal agency.

It is furthered agreed that the terms and commitments contained herein shall not constitute a debt of the State of Alabama in violation of Section 213 of the Constitution of Alabama of 1901, as amended by Amendment Number 26. If any provision of the agreement shall contravene any statute or constitutional provision, either now in effect or which may be enacted during the term of this agreement, then the conflicting provision of this agreement shall be deemed null and void. Vendor understands, acknowledges, and agrees that its sole and exclusive remedy for any claim which may arise for or relate to this agreement is to file a claim with the Board of Adjustment of the State of Alabama.

In compliance with Act 2016-312, the vendor hereby certifies it is not currently engaged in, and will not engage in, the boycott of a person or an entity based in or doing business with a jurisdiction with which this state can enjoy open trade.

Response:

Presidio acknowledges, understands, and will comply.