



**Alabama Community College System & Alabama
Higher Education Joint Purchasing Agreement
Bid# ACCS-2022-01
Submitted by: TSA, Inc.**

A. Letter of Transmittal

a. Submitting Organization:

TSA, Inc. (Technical & Scientific Applications, Inc)
1855 Data Drive, Suite 100
Hoover, AL 35244
877-384-1234

b. Authorized Contact – Obligating Contract:

Shannon Vinzant
Director – State, Local, and Education Division
Phone: 205-421-4934
Email: shv@tsa.com

c. Authorized Contact – Negotiating Contract:

Shannon Vinzant
Director – State, Local, and Education Division
Phone: 205-421-4934
Email: shv@tsa.com

d. Company Contacts:

Primary Contact for Contract and Marketing:

Shannon Vinzant
Director – SLED Division
(205) 421-4934 – Office
(877) 384-1234 x 4934 – Toll Free
(205) 402-2385 - Fax
shv@tsa.com – Email



Account Managers:

Shannon Vinzant

Director – SLED Division

(205) 421-4934 – Office

(877) 384-1234 x 4934 – Toll Free

(205) 402-2385 - Fax

shv@tsa.com – Email

Sissie McKnight

Account Manager – State, Local, & K12 Specialist

(205) 421-4937 – Office

(877) 384-1234 x4937 – Toll Free

(205) 402-2385 - Fax

sissie.mcknight@tsa.com – Email

Angie Livengood

Account Manager – State, Local, & K12 Specialist

(205) 421-4933 – Office

(877) 384-1234 x4933 – Toll Free

(205) 402-2385 - Fax

angie.livengood@tsa.com – Email

Curtis Churchwell

Account Manager – Higher Education Specialist

(205) 421-4933 – Office

(877) 384-1234 x4933 – Toll Free

(205) 402-2385 - Fax

angie.livengood@tsa.com – Email

Customer Service / Order Inquiries:

Geoff Hogg

Purchasing / Customer Service – SLED Division

(205) 421-4939 – Office

(877) 384-1234 x 4939 – Toll Free

(205) 402-2385 - Fax

geoff.hogg@tsa.com – Email

Rhiannon Jent

Inside Sales Representative – SLED Division

(205) 421-4942 – Office

(877) 284-1234 x4942 – Toll Free

(205) 402-2385 – Fax

rhiannon.jent@tsa.com Email



Invoicing/Accounts Receivable:

Keytha Daniels

Accounting

(832) 541-3767 – Office (DIRECT)

(800) 422-4872 x 1514 – Toll Free

keytha.daniels@tsa.com – Email

e. Acceptance of Conditions:

TSA, Inc. has read, understands and complies with ALL Terms and Conditions Governing the RFB and subsequent Procurement of item(s) in the response to RFB ACCS-2022-01

f. Authorized Signature:

g. Acknowledgement of Receipt of Amendments to BID:

This serves to acknowledge receipt of all amendments.



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: TSA, Inc./Technical & Scientific Application, Inc.

Date: 02/08/2022

Website Address: www.tsa.com

	Name(s)	Phone Number(s)	E-Mail Address(s)
Primary Contract Executive(s)	Shannon Vinzant	205-281-1751	shv@tsa.com
Senior Account/Sales Manager(s) (by region if necessary)	Angie Livengood <u>North Alabama</u>	205-421-4933	angie.livengood@tsa.com
	Shannon Vinzant <u>Central Alabama</u>	205-421-4934	shv@tsa.com
	Sissie McKnight <u>South Alabama</u>	334-546-5280	sissie.mcknight@tsa.com
Account/Sales Manager(s) (by region if necessary)	Rhiannon Jent <u>Inside Sales Support</u>	205-421-4942	rhiannon.jent@tsa.com
Technical Support	Cheryl Carter <u>Service Coordinator</u>	800-422-4872 ext 1543	cheryl.carter@tsa.com
	Frank Scott <u>Lead Repair/Support Technician</u>	205-421-4923	frank.scott@tsa.com
	Rowdy Evatt <u>Primary SLED Solution Architect</u>	205-421-4924	rowdy.evatt@tsa.com



BID INFORMATION INDEX

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

	Document Name	Page Number(s)
Product and Services Delivery Overview	TSA Response ACCS 2022 01.pdf	7 & 14
Geographic Coverage	TSA Response ACCS 2022 01.pdf	18-19
Availability of Technical Support	TSA Response ACCS 2022 01.pdf	2, 4, 9, 18-19
Problem Resolution	TSA Response ACCS 2022 01.pdf	9
Customer Satisfaction	TSA Response ACCS 2022 01.pdf	2, 9
Value Added Services	TSA Response ACCS 2022 01.pdf	8
Reporting	TSA Response ACCS 2022 01.pdf	14, 19
Electronic Commerce	TSA Response ACCS 2022 01.pdf	14
Breadth of Offering	TSA Response ACCS 2022 01.pdf	14-15
Primary Account Representative	TSA Response ACCS 2022 01.pdf	1-2, 4, 15
References	TSA Response ACCS 2022 01.pdf	15, 20
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ACCS
Invitation to Bid: ACCS-2022-01
Submitted by: TSA, Inc.

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- F. Financial Documentation**



ACCS
Invitation to Bid: ACCS-2022-01
Submitted by: TSA, Inc.

Bid Summary

TSA shall extend special Bid pricing to ACCS for both the items requested on ACCS-2022-01 and future purchases to be made as needed. Pricing discounts vary by manufacturer, product category, and product offering. TSA has detailed **MINIMUM** discount levels* based on a discount percentage off of each manufacturer published catalog price(s) (MSRP/List PRICE) referenced in the ESS section of this bid package:

All minimum discounts referenced for this Bid were based on discounted MSRP's current on or after February 8th, 2022.

Manufacturer List Pricing changes from time to time and is available online at manufacturer sites and may be easily verified via TSA's Account Managers. In all cases, the manufacturer's current list price (i.e. MSRP) is directly and wholly dictated and verified by the individual manufacturer, but may also be verified through multiple websites, points of contact within the manufacturers organization, or through national distribution channel partners.

Three printed and one electronic copies of this Bid documentation, product specifications, and additional material is included with this Bid response.

* **Contract/Product Line Discount Exceptions:** Due to special competitive pricing programs, items listed on temporary price reductions (TPR's) and at promotional list prices may be exempt from the discount structure offered above.

NOTE **In most cases, ACCS will receive a higher level of discounting than the standard discount amounts listed above.** Competitive pricing/discount policies of certain manufacturers prohibit broad, all-inclusive category discounts that exceed the levels listed above for entire product categories. Products can and will be discounted beyond the level listed above, on an individual product and/or component basis to meet or exceed competitive pricing levels offered on contracts of similar size and scope.

NOTE* All information shared with TSA will be held in strict confidence between agent(s) of TSA, ACCS and/or its affiliates.



TSA, as provided support from manufacturers, shall offer any of the configurations requested by ACCS and/or its affiliates for testing, benchmark, and imaging purposes. Furthermore, TSA will provide **value added services** related to product research and discovery on behalf of ACCS and its affiliates, uplifted warranty fulfillment (as possible), pre-release product roadmap briefings (NDA may be required), facilitating meetings and consultations with product manufacturers as needed/requested by ACCS and/or its affiliates. TSA will assume all costs and responsibilities for shipment of test equipment to and from the designated site(s) for testing and benchmarking. TSA currently has secured online catalogs in place and ready for use by ACCS and/or its affiliates. These catalogs contain over 200,000 products from the world's 3 – largest distributors of technology equipment and components. Real time pricing, availability, quote and communication capabilities between ACCS and/or its affiliates and TSA, as well as other valuable procurement features such as customized formats are also included with the catalogs. User ID's and Passwords are available for use by ACCS and/or its affiliates personnel at the time of this Bid opening. For User ID and Password information, please contact Shannon Vinzant at 205-421-4934.

TSA shall immediately notify ACCS and/or its affiliates of price drops in contract items. This will be accomplished through proactive engagement between TSA, product manufacturers, and ACCS and its affiliates, and shall be accessible by and made available to all parties involved. In the event a price drop takes place between the time a product is quoted and the time a product is placed on order, ACCS and/or its affiliates will receive the lower price on the invoiced product. All catalog items offered in the TSA online catalog are priced using lowest dollar amount of items utilizing both a discount off list and subsequently a "cost plus" formula, affording ACCS and/or its affiliates the lowest pricing for all items offered in the catalog. Some items may require special "hard coding" to account for manufacturer rebates offered to TSA from manufacturers. In these cases, TSA shall maintain the online catalog on a regular basis, monitoring those items that are "hard coded" at specific price points, discounting them as the manufacturer discounts the products. List prices may be exempt from the discount structure offered above.

TSA will offer substitutions as permitted by ACCS and/or its affiliates for any item that is discontinued, no longer available, or backordered through normal channels of distribution. TSA will coordinate with ACCS and/or its affiliates and manufacturers to facilitate short range and long-range project planning, relative to equipment purchases and specification of equipment to minimize the amount of substitution that will be required by ACCS and/or its affiliates in order to complete the projects in a timely manner.



Payment

All items are invoiced on a Net30 basis to ACCS and/or its affiliates when the order has been completed.

Quantities

All items quoted in response to ACCS-2022-01 are quoted as single quantities, with the understanding that ACCS and/or its affiliates, at its discretion, may order none or more than the quantities listed in ACCS-2022-01 .

Prime Contractor Responsibilities

TSA shall assume responsibility for delivery and warranty service for all equipment, software, supplies, etc. purchased as a result of an award for a category(ies) of ACCS-2022-01 . TSA will act as the sole point of contact with regards to all product purchases, warranty claims, order status, and invoice/payment inquiries resulting from an award for a category(ies) of ACCS-2022-01 .

Technical Support

TSA shall provide statewide onsite warranty support, onsite post-warranty support (billable), onsite project planning assistance, and onsite procurement assistance as needed/as requested by ACCS and its affiliates. TSA has staff onsite for warranty repair as well as Certified Engineers to provide design and implementation services for products sold. Examples are virtualization projects, storage solutions, back up and disaster recovery expertise.

Warranty Period: Unless otherwise noted in special configurations, TSA will honor the Manufacturer's warranty beginning 30-days from the ship date or the first day following acceptance/installation of all items, whichever comes first.

Customer Service / Problem Resolution

Should any problems arise, members should contact their Account Manager as a first point of contact. The Account Manager will work to resolve any issues with the manufacturer and distributors as they arise. Should the problem not be resolved in a timely manner as determined by the member, they should contact Shannon Vinzant as an escalation point. Account Manager and Shannon Vinzant's contact information is noted in the Bid response.



ACCS
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D.1 Response to General Requirements, Terms and Conditions, and Specifications

TSA has read all terms and conditions, specifications, and instructions of this ITB thoroughly. Any item(s) not specifically addressed in the following responses are understood and agreed to in full.

Introduction

- 1.1 Purpose of this Request for Bid: TSA understands the purpose of this BID is to establish a Contract for technology equipment for members of ACCS. We understand the term will be 12 months with 2 additional 12-month options.
- 1.2 Summary Scope of Work: TSA has read and understands that we are to accept purchase orders and deliver technology equipment, including software and peripherals to authorized procuring members. We will provide pricing for maintenance services for equipment that is purchased and that members will have the option to purchase that maintenance or not.
- 1.3 Scope of Procurement: TSA has read and understands the wide range of products requested in this BID.
- 1.4 Definition of Terminology: TSA has read and understands the stated terminology and definitions provided.



Conditions Governing the Procurement

- 2.1 Explanation of Events: TSA understands that the following paragraphs describe the activities listed in the sequence of events.
 - 2.1.1 Issue of BID: TSA understands the BID is being issued by ACCS.
 - 2.1.2 Clarification and Responses: TSA has read and understands the process for questions regarding intent of clarity of the BID Request.
 - 2.1.3 Deadline to Submit Written Questions: TSA understands the deadline for submitting questions is February 4th, 2022.
 - 2.1.4 Response to Written Questions / BID Amendments: TSA has read and understands BID amendments and responses to written questions will be sent out via email to all vendors receiving the BID. TSA Has provided appropriate e-mail contact information related to our intent to provide a submission for this bid.
 - 2.1.5 Submission of Bid: TSA has read and understands. We are submitting 1 paper original, 1 paper copy and an electronic copy (jump drive) of the BID Response as required.
 - 2.1.6 Bid Evaluation: TSA has read and understands an Evaluation Committee will perform the evaluation of the Bids.
 - 2.1.7 Selection of Finalists: TSA has read and understands that the Committee will select finalists and only finalists will be invited to participate in subsequent steps for evaluation.
 - 2.1.8 Clarification from Finalists: TSA has read and understands that Finalists may be asked to submit clarification of their Bid if deemed necessary.
 - 2.1.9 Contract Award: TSA has read and understands that after review by the Evaluation Committee, ACCS will award contracts to the most advantageous vendors. No minimum or maximum number of awards have been predetermined.



General Requirements and Specifications

- 3.1 Acceptance of Conditions Governing the Procurement: TSA has read and understands that submission of a Bid constitutes acceptance of the Evaluation Factors contained in this BID. TSA also indicates in the letter of transmittal that we accept the terms and conditions state in this BID.
- 3.2 Incurring Cost: TSA has read and understands that any cost associated with preparing this Bid submission is borne solely on TSA.
- 3.3 Vendor Responsibility: TSA has read and will comply.
- 3.4 Servicing Subcontractors: TSA has read and understands that subcontractors may be used for providing support services if needed. We understand that payment will not be issued by members directly to subcontractors under the terms and conditions of the contract.
- 3.5 Amended Bids: TSA has read and understands.
- 3.6 Vendors' Right to Withdraw Bids: TSA has read and understands.
- 3.7 Bid Offer Firm: TSA has read and understands that the quoted discount will be considered firm for 90 days after the due date for opening of the BID. Minimum discount pricing is based on manufacturer's complete catalog and we are submitting a complete catalog with published list price of the categories and product lines Bid. We understand that the minimum discount Bid applies to all items in a product category.
- 3.8 Disclosure of Bid Contents: TSA has read and understands that Bids will be kept confidential until the contracts are awarded and at that time all Bids will be open to the public.



- 3.9 No Obligation: TSA has read and understands that this BID or an award made to this BID in no manner obligates ACCS or any authorized entity to purchase any products or services until a valid purchase order is received from a ACCS member.
- 3.10 Legal Review: TSA has read and agrees to be bound by the General Requirements contained in this BID.
- 3.11 Governing Law: TSA has read, understands, and agrees.
- 3.12 Basis for Bid: TSA has read and understands that only information supplied by ACCS in writing or in this BID should be used as a basis for the preparation of the Bid response.
- 3.13 Agreement Terms and Conditions: TSA has read and agrees.
- 3.14 Vendor Qualifications: TSA has read and understands that the Evaluation Committee may make investigations as requirements specified within the BID.
- 3.15 Changes in Vendor Representatives: TSA has read, understands, and will comply.
- 3.16 Equipment and Services Schedules: TSA has read and agrees. An ESS has been provided within this bid package.
- 3.17 Benefit of Cost Reduction (and/or increase in product discount): TSA has read and agrees to give ACCS members the benefit of any price decrease (and/or increase in the quoted discount) during the term of the contract.
- 3.18 Bid Terms: TSA has read and agrees that by submitting a response to this Bid, we accept the terms and conditions stated in the BID.
- 3.19 Fiscal Funding: TSA understands that continuation of this contract is contingent upon appropriation of funding by the ACCS members governing body.
- 3.20 Insurance: TSA has read, understands and is compliant.



3.21 New Products: TSA has read and agrees. All equipment Bid will be new, never previously used equipment unless specifically called for.

Specifications Section:

3.22 Product and Services Delivery Overview: TSA has read and understands. Response is stated in the Bid section labeled Bid Summary.

3.23 Reporting: TSA agrees to this section of ACCS 2022 01. A sample file has been provided in this bid package, and additional formats will be made available as needed/requested by the governing body of any awarded contract resulting from this Bid. TSA currently provides the State of Alabama with monthly and quarterly reporting for contracts held by TSA. These reports will be made available in printed and/or electronic format.

3.24 Electronic Commerce: TSA currently utilizes ONEWORLDSYNC Channel Online and VarCommerce as electronic commerce tools and will provide secure access to these ecommerce tools on request by ACCS and current and future members of ACCS 2022 01 participants as defined in section 6.1 (Appendix A) of this Bid document.

3.25 Breadth of Offering: TSA has read and understands / is compliant. TSA is offering the entire line of HP and Non-HP equipment to include: desktops, notebooks, monitors, printers, tablets, workstations (client computers and peripherals), servers, storage, networking equipment, software, backup and disaster recovery solutions, etc...

Other: TSA has read and complies. Response is noted in the Bid Summary section of the Bid response.



- Due to the breadth of offering submitted by TSA and new product announcements, releases and availability, products being offered under terms and conditions of this Bid response are provided via electronic catalog as indicated in the Bid Section of this Bid submission. Additional clarification on specific offerings will be provided as requested by the Evaluation Committee, the Coordinator(s) of ACCS, and/or existing or potential ACCS members. All computer systems, workstations, laptops, tablets, etc. will be provided with, at minimum, a licensed operating system. The number and type of operating system options that are available to purchase with these systems will be made available to the Evaluation Committee upon request. A listing of available options will be provided upon request, but will commonly include utility software, office productivity application suites, enhanced or data center/server operating systems, and design software.
- 3.26 Primary Account Representative: TSA has read and is compliant. Contact information is included in the Bid response and any changes to this information will be immediately sent to ACCS.
- 3.27 References: TSA has read and is compliant. Included in our Bid response if references as requested.
- 3.28 Pricing Level and Guarantee: TSA has read and is compliant. Included in our Bid response is a description of products offered and the minimum discount for each category. We also understand and comply with the discount structure stated in this section of the BID.
- 3.29 Oral Presentation and Demonstration: TSA has read and will comply.
- 3.30 Equipment and Services Schedule: TSA has read and agrees. Included in our Bid submission is a complete ESS. As requested by ACCS members and amended, allowed, and



- approved by the governing body(ies) of ACCS 2022 01, TSA will make additional product lines available under the terms and conditions of a resulting contract.
- 3.31 Scope of Work: TSA has read and agrees.
 - 3.32 Title Passage: TSA has read and agrees.
 - 3.33 Quantity Guarantee: TSA has read and understands.
 - 3.34 Order of Precedence: TSA has read and agrees.
 - 3.35 Payment Provisions: TSA has read, understands, and accepts.
 - 3.36 Shipment and Risk of Loss: TSA has read and agrees.
 - 3.37 Warranties: TSA has read and is compliant.
 - 3.38 Price Discount Guarantee: TSA has read and will comply. TSA will extend discounted, promotional, and/or educational discounted pricing as allowed by manufacturer established guidelines. TSA will make every effort to bring awareness to ACCS members that these discounts exist under the established manufacturer programs.
 - 3.39 Technical Support: TSA has read and will comply.
 - 3.40 Product Delivery: TSA has read and agrees to the delivery terms.
 - 3.41 Impracticality of Performance: TSA has read and understands.
 - 3.42 Records and Audit: TSA has read, understands, and will comply.
 - 3.43 Use of Subcontractors: TSA has read and understands.
 - 3.44 Indemnification: TSA has read and agrees.
 - 3.45 Website Maintenance: TSA has read and understands. A website referencing currently awarded/amended ESS will be maintained as required per this section of ACCS 2022 01
 - 3.46 Ethics: TSA has read, understands, and will maintain compliant with all current and future ethics guidelines, rules, regulations, including documentation and record retention as



- required by this bid and various Code of Alabama Sections and subsections.
- 3.47 Replacement Parts: TSA has read and understands that refurbished parts may be used for replacement parts.
 - 3.48 FCC Certification: TSA has read and is compliant.
 - 3.49 Site Preparation: TSA has read and understands.
 - 3.50 Assignment: TSA has read and will comply.
 - 3.51 Survival: TSA has read and agrees.
 - 3.52 Lease Agreements: TSA has read and understands.
 - 3.53 Vendor Disclosure Statement: TSA has included a current signed and notarized vendor disclosure statement with this bid submission and will provide updated disclosure statement(s) as requested by various entities purchasing through ACCS 2022 01.

Bid Format and Organization

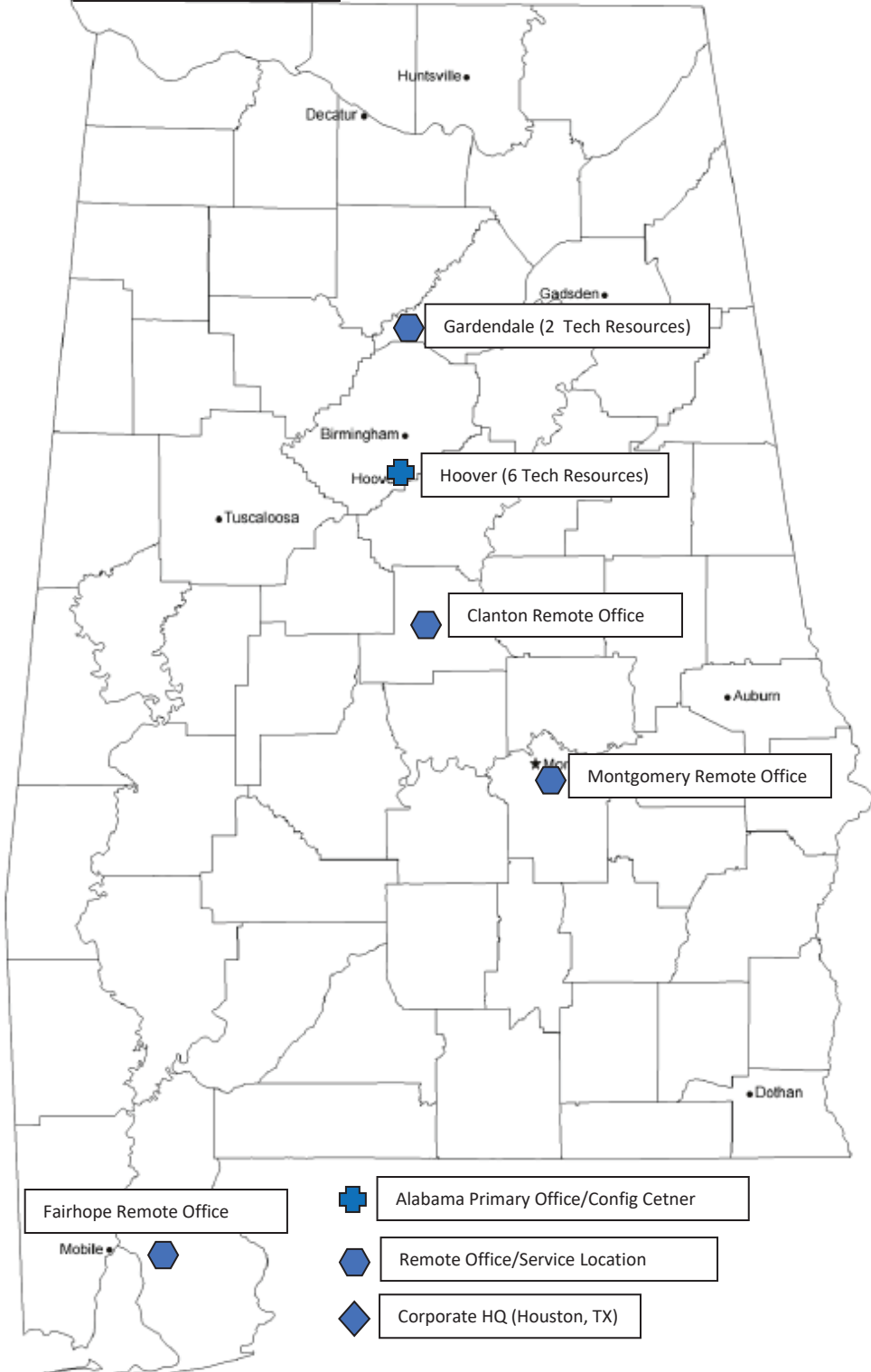
- 4.1 Bid Format: TSA has read and understands that all Bids must be typewritten and in binders with tabs delineating each section.
 - 4.1.1 Bid Organization: TSA has read and complies with the organization of the Bid response specified.
 - 4.1.2 Equipment and Services Schedule: TSA has read and complies with the requirements for the ESS.
 - 4.1.3 Financial Documentation: TSA has read and complies with this section of the requirements. All required documentation can be found within this bid package.

Evaluation

- 5.1 Evaluation Process: TSA has read and understands this section of the bid.
- 6.1 Appendix A: TSA has read and understands this section of the bid.

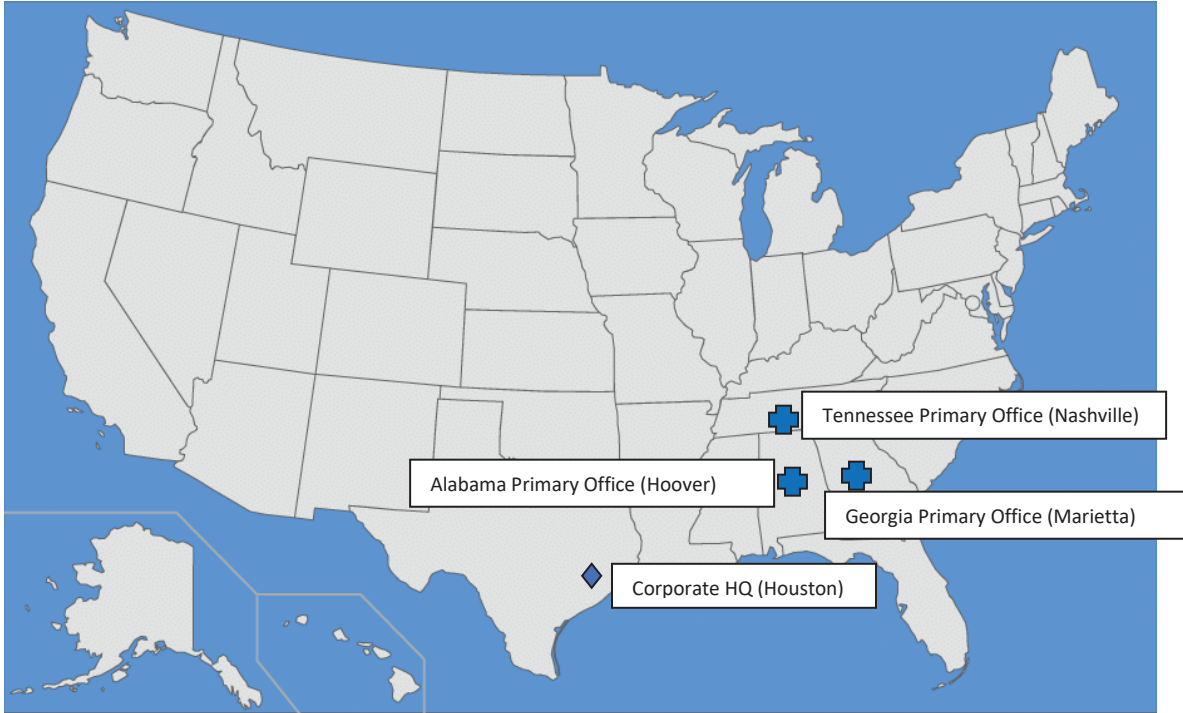


6.2 Appendix B





6.2 Appendix B (continued)



6.3 Appendix C – Reporting - Sample Utilization Report

A	B	C	D	E	F	G	H	I	J	K	L
Customer Name	Customer Address	Customer City	ST	Zip	MFG Part Number	Product Description	Cust Ref Number	Qty	Unit List Price	Invoice Date	Ref Number
Sample School A	123 College Street	CityA	AL	35244	2UL97UT#ABA	HP K12 STR11EEG4 CeI3350 11.4GB/64 PC U.S. - English localization	SS-123456	30	\$234.00	1/8/2018	83490
Sample School B	123 Powers Street	CityB	AL	36104	2DW50UT#ABA	HP PROMO 250 G6 i3-6006U 15.6 4GB/500 PC U.S. - English localization	CB-654321	1	\$469.00	1/8/2018	83493
Sample School B	123 Powers Street	CityB	AL	36104	U9BA4E	HP 3y PickupReturn Notebook Only SVC	CB-654321	1	\$77.00	1/8/2018	83493

6.4 Appendix D – Vendor Disclosure, Immigration Compliance and Financial Forms

All forms required at the time of this bid opening are included in this bid. Any items required as a result of intent to award this bid will be provided as required per terms and conditions of this bid.



ACCS
Bid# ACCS-2022-01
Submitted by: TSA, Inc.

D.2 References

Alabama Department of Finance – Division of Purchasing

Contact: Jaeri Ellis
Address: 100 North Union Street Suite 192
Montgomery, AL 36130
Phone: 334-242-7259
Jaeri.Ellis@purchasing.alabama.gov

Alabama Department of Public Health

Contact: Roy Case
Address: 201 Monroe Street Suite 800
Montgomery, AL 36104
Phone: 334-206-7000
Roy.Case@adph.state.al.us

Alabama Department of Human Resources

Contact: Nitin Rastogi
64 North Union Street – 6th Floor
Montgomery, AL 36130
Phone: 334-353-0087
Nitin.Rastogi@dhr.alabama.gov

St. Clair County Board of Education

Contact: Russ Stewart
175 College Street
Odenville, AL 35120
Phone: 205-594-7131
Russ.Stewart@sccboe.org



D.3 Attachment – Equipment and Services Schedule (ESS)		
Manufacturer	Description	Minimum Discount Percentage
HPI	HPI Printers, Plotters, MFP's - Printing and Imaging	20%
HPI	HPI Commercial Desktops, Laptops, Tablets, Monitors - Personal Systems	19%
HPI	HPI OEM and 3rd Party Options & Accessories	5%
HPE	HPE Server, Storage,Networking, HC & HP OEM Options	25%
HP/HPE	HP & HPE Support and Maintenance Contracts	10%
Rubrik	Rubrik Backup Solutions	30%
Rubrik	Rubrik Options & Support	10%
Netapp	Netapp Storage & HyperConverged	16%
Netapp	Netapp Support & Services	5%
APC	APC Power Supply/Backup & Datacenter Products	8%
Fortinet	Fortinet Firewall, Gateway, Security, & Wireless Products	15%
Lenovo	Lenovo Desktop, Laptop, Monitor, Server and Accessories	10%
Palo Alto	Palo Alto Firewall & Security Products	10%
Palo Alto	Palo Alto Implementation, Support, Services, & Maintenance	5%
Extreme Networks	Network, Switching, Routing, Wireless Products and Services	10%
Microsoft	Microsoft Hardware, Software (Commercial and Academic) Products, Services, & Subscriptions	3%
Cisco	Cisco Products, Options, Service & Support	10%
Nutanix	Nutanix Products and Services	5%
Broadcom	Broadcom Fibre Channel Networking	10%
VMWare	VMWare Software, Licensing, Service, Support	5%
Dell-EMC	Dell-EMC Storage, Server, Converged, Hyper-Converged Hardware Products and Accessories	25%
Dell-EMC	Dell-EMC Datacenter Accessories, Software, Installation, Support & Services	5%
Dell	Dell Business Class Desktop, Laptop, & Tablet Equipment	20%
Dell	Dell Displays, Monitors, & Projectors	10%
Dell	Dell Accessories, Support, & Services	5%
Logitech	Logitech Peripherals, Accessories, A/V, Communications Products	5%
Poly	Poly VOIP, Video Conferencing, Accessories & Options	10%

NOTE** Manufacturer buying programs such as HP and HPE Smart Buy are items that have promotional discounted manufacturer list prices and may not reflect the minimum discount off list percentage as non-promotional items. These items should reflect a lower final price when compared to equivalent non-promotional items with standard contract discounts. As additional discounted pricing is negotiated by or provided to TSA, additional discounts will be provided to ACCS members.



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F. Financial Documentation

Per Section 4.1.3 Financial Documentation Requirement, the following items are included in this bid package:

1. State of Alabama Disclosure Statement (Notarized)
2. Certificate of Compliance (Notarized)
3. Immigration Status Form (Witnessed)
4. Current W-9
5. E-Verify Memorandum of Understanding with Articles



TSA Response
RFB# ACCS-2022-01
Bid Due 2/11/2022 4:00PM CST

(Original)

Submitted by: Shannon Vinzant - TSA, Inc.



ACCS
RFB# ACCS-2022-01
Bid Due: 2/12/2022 4:00PM CST

TSA Response (Copy 1)

Submitted by: Shannon Vinzant - TSA, Inc.



**Alabama Community College System
Joint Purchasing Agreement Initiative
135 South Union Street, Suite 135
Montgomery, AL 36104**

**RFB# ACCS-2022-01
Bid Due: 2/11/2022 4:00PM CST**

**TSA Response
Submitted by: Shannon Vinzant**