

## Solicitation Audit Checklist

<b>Proposal:</b>	AEPA 026-D Technology Catalog
<b>Awarded Vendor(s):</b>	CDWG
<b>Award Date:</b>	12/23/25
<b>Contract Number:</b>	026-D

X	1 Legal Affidavit(s)
X	2 Copy of Solicitation Documents
X	3 Copy of Questions & Answers
NA	4 Copy of Addenda
X	5 Notification Report
X	6 Access Report
X	7 Opening Record
X	8 Copy of Awarded Vendor Response(s)
X	9 Evaluation Summary & Recommendation
X	10 Copy of Award Letter(s) & Copy of Signed Contract(s)

# LOCALiQ

Aberdeen News  
Watertown Public Opinion

PO Box 630567 Cincinnati, OH 45263-0567

## AFFIDAVIT OF PUBLICATION

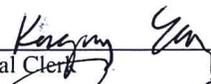
Cooperative Purchase, Lori Mittelstadt  
Lakes Country Service Cooperative  
1001 E Mount Faith AVE  
Fergus Falls MN 56537-2375

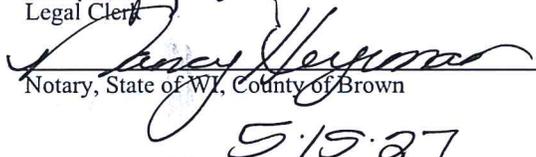
STATE OF SOUTH DAKOTA, COUNTY OF BROWN

The AMERICAN NEWS is a daily newspaper of general circulation, printed and published in Aberdeen, Brown County, South Dakota, and has been such a newspaper during the times hereinafter mentioned; and personal knowledge of the facts herein state that the notice hereto annexed was Published in said newspapers in the issue dated:

07/30/2025, 08/06/2025

That said newspaper is a legal newspaper published five days or more each week; with a bona fide circulation of more than two hundred copies daily; published in the English language within the said county of Brown for more than one year prior to the first publication of said notice; and printed in whole in an office maintained at the place of publication of said newspaper.  
Sworn to and subscribed before on 08/06/2025

  
\_\_\_\_\_  
Legal Clerk

  
\_\_\_\_\_  
Notary, State of WI, County of Brown

5.15.27

My commission expires

Publication Cost:	\$35.24	
Tax Amount:	\$0.00	
Payment Cost:	\$35.24	
Order No:	11487798	# of Copies:
Customer No:	1248830	0
PO #:	LABD0332478	

**THIS IS NOT AN INVOICE!**

*Please do not use this form for payment remittance.*

NANCY HEYRMAN  
Notary Public  
State of Wisconsin

## Legal Notice 026

Sealed solicitations will be received by the Association of Educational Purchasing Agencies (AEPA) on behalf of its 31 State Member Agencies until:

1:30 p.m. ET, September 16, 2025

Solicitations: 026-A Furniture, 026-B Health and Wellness, 026-C LED Lighting Supplies & Equipment, 026-D Technology Catalog, 026-E Student Transportation Solutions, 026-F EMS Supplies & Equipment, and 026-G HVAC Equipment & Installation.

All responses shall be submitted online via Bonfire by the due date and time listed above. Vendors are requested to visit AEPA's website at <https://aepacoop.org/registration-solicitations/> for instructions on how to register at no cost with Bonfire. AEPA documents will be released on July 31, 2025. Note that Vendors must be able to provide their proposed products and services in up to 31 states.

Solicitations will be publicly opened after 1:30 p.m. ET, September 16, 2025 at Lakes Country Service Cooperative, 1001 E Mt Faith, Fergus Falls, MN 56537. An opening record will be posted to AEPA-COOP.org.

Published July 30, August 6 2025, at the total approximate cost of 35.24 and may be viewed free of charge at [www.sdpublic-notices.com](http://www.sdpublic-notices.com)

LABD0332478

## AFFIDAVIT OF PUBLICATION

State of Florida, County of Broward, ss:

Anjana Bhadoriya, being first duly sworn, deposes and says: That (s)he is a duly authorized signatory of Column Software, PBC and duly authorized agent of The Bismarck Tribune, and that the publication(s) were made through The Bismarck Tribune on the following dates:

**PUBLICATION DATES:**

Jul. 30, 2025, Aug. 6, 2025

**NOTICE ID:** iMzSypfVu6ogxRBsFxXj

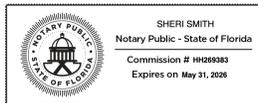
**PUBLISHER ID:** COL-ND-2022

**NOTICE NAME:** AEPA 026 - Bismarck Tribune

**Publication Fee:** \$136.62

*Anjana Bhadoriya*

(Signed) \_\_\_\_\_



**VERIFICATION**

State of Florida  
County of Broward

Subscribed in my presence and sworn to before me on this: 08/07/2025

*S. Smith*

Notary Public

Notarized remotely online using communication technology via Proof.

**AEPA #026 – Legal Notice  
Notice to Vendors**

Sealed solicitations will be received by the Association of Educational Purchasing Agencies (AEPA) on behalf of its 31 State Member Agencies until:

**1:30 p.m. ET, September 16, 2025**  
**Solicitations :** 026-A Furniture, 026-B Health and Wellness, 026-C LED Lighting Supplies & Equipment, 026-D Technology Catalog, 026-E Student Transportation Solutions, 026-F EMS Supplies & Equipment, and 026-G HVAC Equipment & Installation.

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7/30, 8/6 - COL-ND-2022



**AFFIDAVIT OF PUBLICATION**

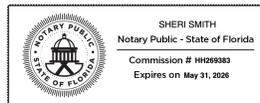
State of Florida, County of Broward, ss:

Anjana Bhadoriya, being first duly sworn, deposes and says: That (s)he is a duly authorized signatory of Column Software, PBC and duly authorized agent of the The Forum of Fargo-Moorhead (MN), a newspaper printed and published in the City of Moorhead, County of Clay, State of Minnesota.

1. I have personal knowledge of the facts stated in this Affidavit, which is made pursuant to Minnesota Statutes §331A.07.
2. The newspaper has complied with all of the requirements to constitute a qualified newspaper under Minnesota law, including those requirements found in Minnesota Statutes §331A.02.
3. The dates of the month and the year and the day of the week upon which the public notice attached/copied below was published in the newspaper are as follows: Wednesday, July 30, 2025, Wednesday, August 6, 2025
4. The publisher's lowest classified rate paid by commercial users for comparable space, as determined pursuant to §331A.06, is as follows: \$25.00 per column inch.
5. Pursuant to Minnesota Statutes §580.033 relating to the publication of mortgage foreclosure notices: The newspaper's known office of issue is located in CASS County. The newspaper complies with conditions described in §580.033, subd. 1, clause (1) or (2). If the newspaper's known office of issue is located in a county adjoining the county where the mortgaged premises or some part of the mortgaged premises described in the notice are located, a substantial portion of the newspaper's circulation is in the latter county.

*Anjana Bhadoriya*

(Signed) \_\_\_\_\_



**VERIFICATION**

State of Florida  
County of Broward

Subscribed in my presence and sworn to before me on this: 08/07/2025

*S. Smith*

\_\_\_\_\_  
Notary Public

Notarized remotely online using communication technology via Proof.

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Notice to Vendors**

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**1:30 p.m. ET, September 16 ,  
2025**

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Solicitations will be publicly opened after **1:30 p.m. ET, September 16, 2025** at Lakes Country Service Co-operative, 1001 E Mt Faith, Fergus Falls, MN 56537. An opening record will be posted to AEPACOOOP.org. (Jul. 30; Aug. 6, 2025)

# CLASSIFIEDS + PUBLIC NOTICES

STARTRIBUNE.COM/CLASSIFIEDS • 612.673.7000 • 800.927.9233

Cooperative Purchasing Network  
N/A  
D-3-AII

Advertiser:  
Agency:  
Section-Page-Zone(s):  
Description:

Ad Number: 0000521276-01  
Insertion Number: N/A  
Size: 1 Col x 3.57 in  
Color Type: 0

The Minnesota Star Tribune  
Business  
Wednesday, August 6, 2025

**GENERAL POLICIES**  
Review your ad on the first day of publication. If there are mistakes, notify us immediately. We will make changes for errors and adjust your bill, but only if we receive notice on the first day the ad is published. We limit our liability in this way, and we do not accept liability for any other damages which may result from error or omission in or from an ad. All ad copy must be approved by the newspaper, which reserves the right to request changes, reject or properly classify an ad. The advertiser, and not the newspaper, is responsible for the truthful content of the ad. Advertising is also subject to credit approval.

**Legal Notices**

**PUBLIC NOTICE:**  
Pursuant to Mn Statute 168B.06 SUB D.2 the following impounded items will be auctioned at Twin Cities Transport & Recovery - 3760 Flowerfield Rd. Blaine MN 55014 763-784-7501  
If it is impossible to determine with reasonable certainty the identity and address of the registered owner and all lienholders, the notice shall be published once in a newspaper of general circulation in the area where the motor vehicle was towed from or abandoned. Published notices may be grouped together for convenience and economy.  
- All of the listed items have the right to reclaim in accordance with Mn Statute 168B.06 Subdivisions 1-5  
- All unclaimed items constitute a waiver by them of all right, title, and interest in the contents and consent to sell or dispose of the contents under section 168B.08

5/2/2025 Trailer | Crystal PD, 5/21/2025 Enclosed Trailer | Private Property

**Proposals for Bids**

**AEPA #026 - LEGAL NOTICE**

**Notice to Vendors**  
Sealed solicitations will be received by the Association of Educational Purchasing Agencies (AEPA) on behalf of its 31 State Member Agencies until: 1:30 p.m. ET, September 16, 2025  
Solicitations: 026-A Furniture, 026-B Health and Wellness, 026-C LED Lighting Supplies & Equipment, 026-D Technology Catalog, 026-E Student Transportation Solutions, 026-F EMS Supplies & Equipment, and 026-G HVAC Equipment & Installation.

All responses shall be submitted online via Bonfire by the due date and time listed above. Vendors are requested to visit AEPA's website at: <https://aepacoop.org/> for instructions on how to register at no cost with Bonfire. AEPA documents will be released on July 31, 2025. Note that vendors must be able to provide their proposed products and services in up to 31 states.

Solicitations will be publicly opened after 1:30 p.m. ET, September 16, 2025 at Lakes County Service Cooperative, 1001 E Mt Faith, Ferguson Falls, MN 56537. An opening record will be posted to AEPACOOP.org.

**Garage Sales - NW, SW & W Suburbs**

**Multi family garage sale 8/7-9. 14573 Carriage Lane NE, Prior Lake. Camping gear, household, furniture, shelves, books, decorative items, pots/pans, bikes**

Place a classified ad today.

**Mortgage Foreclosures**

**25-118428 NOTICE OF MORTGAGE FORECLOSURE SALE**  
THE RIGHT TO VERIFICATION OF THE DEBT AND IDENTITY OF THE ORIGINAL CREDITOR WITHIN THE TIME PROVIDED BY LAW IS NOT AFFECTED BY THIS ACTION. NOTICE IS HEREBY GIVEN, THAT default has occurred in the conditions of the following described mortgage:  
DATE OF MORTGAGE: July 1, 2016  
ORIGINAL PRINCIPAL AMOUNT OF MORTGAGE: \$137,000.00  
MORTGAGOR(S): Ervin Moore, a married man  
MORTGAGEE: Mortgage Electronic Registration Systems, Inc.  
TRANSACTION AGENT: Mortgage Electronic Registration Systems, Inc.  
MIN#: 10086710000532869  
LENDER OR BROKER AND MORTGAGE ORIGINATOR STATED ON THE MORTGAGE: American Mortgage & Equity Consultants, Inc.  
SERVICER: Nationstar Mortgage LLC  
DATE AND PLACE OF FILING: Filed July 1, 2016, Hennepin County Registrar of Titles, as Document Number 105363656  
ASSIGNMENTS OF MORTGAGE: Assigned to: Lakeview Loan Servicing, LLC  
LEGAL DESCRIPTION OF PROPERTY: Lot 8, Block 8, "Le Baron's First Addition to Minneapolis"  
REGISTERED PROPERTY: PROPERTY ADDRESS: 5131 Dupont Avenue North, Minneapolis, MN 55430  
PROPERTY IDENTIFICATION NUMBER: 12-118-21-22-0173 COT# 1472818  
COUNTY IN WHICH PROPERTY IS LOCATED: Hennepin  
THE AMOUNT CLAIMED TO BE DUE ON THE MORTGAGE ON THE DATE OF THE NOTICE: \$123,410.68  
THAT all pre-foreclosure requirements have been complied with; that no action or proceeding has been instituted at law or otherwise to recover the debt secured by said mortgage, or any part thereof;  
PURSUANT, to the power of sale contained in said mortgage, the above described property will be sold by the Sheriff of said county as follows:  
DATE AND TIME OF SALE: March 18, 2025, 10:00AM  
PLACE OF SALE: Sheriff's Main Office, Civil Division, Room 190, City Hall, 350 South Fifth St., Minneapolis, MN 55415 to pay the debt secured by said mortgage and taxes, including attorneys fees allowed by law, subject to redemption within 6 months from the date of said sale by the mortgagor(s) or their personal representatives or assigns.  
TIME AND DATE TO VACATE PROPERTY: If the real estate is an owner-occupied, single-family dwelling, unless otherwise provided by law, the date on or before which the mortgagor(s) must vacate the property, if the mortgage is not reinstated under section 580.30 or the property is not redeemed under section 580.23, is 11:59 p.m. on September 18, 2025, or the next business day if September 18, 2025 falls on a Saturday, Sunday or legal holiday.  
"THE TIME ALLOWED BY LAW FOR REDEMPTION BY THE MORTGAGOR, THE MORTGAGOR'S PERSONAL REPRESENTATIVES OR ASSIGNS, MAY BE REDUCED TO FIVE WEEKS IF A JUDICIAL ORDER IS ENTERED UNDER MINNESOTA STATUTES, SECTION 582.032, DETERMINING, AMONG OTHER THINGS, THAT THE MORTGAGED PREMISES ARE IMPROVED WITH A RESIDENTIAL DWELLING OF LESS THAN FIVE UNITS, ARE NOT PROPERTY USED FOR AGRICULTURAL

**216 General Announcements**

**SAINT PAUL CLASSIC BIKE TOUR**  
Enjoy a Music Festival on Wheels!  
Sunday, September 7, 2025  
Scenic routes of 13 to 32 miles with live music at every stop!  
Explore more at [BikeClassic.org](http://BikeClassic.org)

**324 Collectibles**

**PAYING CASH (no check)**  
for gold/10k, 14k, 18k, 22k & dental; silver coin, sterling flatware, jewelry, Rolex+ watches, QVC/HSN, antique items, old comics/sports cards, collectibles. House calls/office visit, 46 yrs bus. BBB A+/WCCO #1 Appraiser/Google 4.9 stars. Call for free advice/appt. 9am-9pm/7 days a week.  
Mark & Susan 612-802-9686

**404 Dogs**

**Bernese Mountain Dog AKC Puppies**  
Shots, socialized, family farm raised, 9 weeks. Very social! \$1,100. 320-808-8423

**ENGLISH SPRINGER PUPS AKC \$800.** For more info call or text: 641-425-1558. Pics on request!

**English Springer spaniel puppies** AKC registered Springer spaniel puppies. Ready on August 15th. Shots and information text or call: 507-273-4764. \$1,200.00 507-273-4764

**German Shepherd AKC blk/tan/bl ec temp, OFA, vet ck, 40 yrs. \$2,000.** 763.203.5725 [www.bartellhaus.com](http://www.bartellhaus.com)

**GOLDEN IRISH PUPPIES** DOB 6/14, 5M, 1F. SHOTS AND VET CHKD. \$750 Stanley, WI 715-644-2219

**Golden Retriever Pups Mom Dad AKC.** Available to be seen. Males Females. Got home August 28th. Shots and Chipped. \$1,500.00 612-384-9693

**PEMBROKE WELSH CORGI AKC 3F.** 12 wks, 2 trl, 1 red & white. Vet work up to date. \$1,100. 612-221-6531

All rental advertising in the Star Tribune is subject to the laws which make it illegal to advertise "any preference, limitation or discrimination based on race, color, national origin, ancestry, religion, creed, sex, marital status, sexual orientation, handicap, disability, familial status or status regarding public assistance or an intention to make any such preference, limitation or discrimination". The Star Tribune will not knowingly accept any advertisements which are in violation of the law. All dwellings advertised in the Star Tribune publications are available on an equal opportunity basis.  
Resources:  
Mpls. Civil Rights 612-673-3012  
MN Human Rights 651-296-5663  
Rental Home Line 612-728-5767  
HUD 1-800-669-9777

**633 APTS & CONDOS UNFURN. NW, SW & WEST SUBURBS**

**Golden Valley/New Hope 2701 Xylon Ave. Sunset Apts. Huge newly remod 2BR!** Scrn porch, new carpet, walk-in closets, sec sys, new D/W, central AC, on bus. Free gar. Heat & NA PP EA. Was \$1695, now \$1650! Avail now. 612-670-1104

**687 Roommates Wanted**

**Roommate wanted** Upstairs 2BR, full bath, lg walkthrough closet, split utilities, \$1,300. Quite safe neighborhood. 763-260-3111 please text

**Mortgage Foreclosures**

PRODUCTION, AND ARE ABANDONED.  
DATED: January 16, 2025  
LAKEVIEW LOAN SERVICING, LLC  
ASSIGNEE OF MORTGAGE  
LOGS LEGAL GROUP LLP  
TRACY J. HALLIDAY - 034610X  
LOGS LEGAL GROUP LLP  
ATTORNEYS FOR MORTGAGE  
1715 YANKEE DOODLE ROAD, SUITE 210 EAGAN, MN 55121 (952) 831-4060  
THIS IS A COMMUNICATION FROM A DEBT COLLECTOR.  
DATED: March 4, 2025  
LAKEVIEW LOAN SERVICING, LLC  
ASSIGNEE OF MORTGAGE  
LOGS LEGAL GROUP LLP  
TRACY J. HALLIDAY - 034610X  
LOGS LEGAL GROUP LLP  
ATTORNEYS FOR MORTGAGE  
1715 YANKEE DOODLE ROAD, SUITE 210 EAGAN, MN 55121 (952) 831-4060  
25-118428  
NOTICE OF POSTPONEMENT OF MORTGAGE FORECLOSURE SALE  
The above referenced sale scheduled for April 22, 2025, at 10:00 AM, has been postponed to April 22, 2025, at 10:00 AM, and will be held at sheriffs main address Civil Division, Room 190, City Hall, 350 South Fifth St., Minneapolis, MN 55415.  
Unless the mortgage is reinstated under Minnesota Statute 580.30 or the property is redeemed under Minnesota Statute 580.23 the property must be vacated by October 22, 2025. If this date falls on a Saturday, Sunday or legal holiday, the date to vacate will be the next business day at 11:59 p.m.  
THIS IS A COMMUNICATION FROM A DEBT COLLECTOR.  
DATED: March 4, 2025  
LAKEVIEW LOAN SERVICING, LLC  
ASSIGNEE OF MORTGAGE  
LOGS LEGAL GROUP LLP  
TRACY J. HALLIDAY - 034610X  
LOGS LEGAL GROUP LLP  
ATTORNEYS FOR MORTGAGE  
1715 YANKEE DOODLE ROAD, SUITE 210 EAGAN, MN 55121 (952) 831-4060  
25-118428  
NOTICE OF POSTPONEMENT OF MORTGAGE FORECLOSURE SALE  
The above referenced sale scheduled for April 22, 2025, at 10:00 AM, has been postponed to July 1, 2025, at 10:00 AM, and will be held at sheriffs main address Civil Division, Room 190, City Hall, 350 South Fifth St., Minneapolis, MN 55415.  
Unless the mortgage is reinstated under Minnesota Statute 580.30 or the property is redeemed under Minnesota Statute 580.23 the property must be vacated by November 27, 2025. If this date falls on a Saturday, Sunday or legal holiday, the date to vacate will be the next business day at 11:59 p.m.  
THIS IS A COMMUNICATION FROM A DEBT COLLECTOR.  
DATED: April 1, 2025  
LAKEVIEW LOAN SERVICING, LLC  
ASSIGNEE OF MORTGAGE  
LOGS LEGAL GROUP LLP  
TRACY J. HALLIDAY - 034610X  
LOGS LEGAL GROUP LLP  
ATTORNEYS FOR MORTGAGE  
1715 YANKEE DOODLE ROAD, SUITE 210 EAGAN, MN 55121 (952) 831-4060  
25-118428  
NOTICE OF POSTPONEMENT OF MORTGAGE FORECLOSURE SALE  
The above referenced sale scheduled for May 27, 2025, at 10:00 AM, has been postponed to August 5, 2025, at 10:00 AM, and will be held at sheriffs main address Dakota County Law Enforcement Center, 1580 Hwy 55, Lobby S-100, Hastings, MN 55033.  
Unless the mortgage is reinstated under Minnesota Statute 580.30 or the property is redeemed under Minnesota Statute 580.23 the property must be vacated by February 5, 2026. If this date falls on a Saturday, Sunday or legal holiday, the date to vacate will be the next business day at 11:59 p.m.  
THIS IS A COMMUNICATION FROM A DEBT COLLECTOR.  
DATED: April 21, 2025  
NEWREZ LLC d/b/a SHELLPOINT MORTGAGE SERVICING  
ASSIGNEE OF MORTGAGE  
LOGS LEGAL GROUP LLP  
TRACY J. HALLIDAY - 034610X  
LOGS LEGAL GROUP LLP  
ATTORNEYS FOR MORTGAGE  
1715 YANKEE DOODLE ROAD, SUITE 210 EAGAN, MN 55121 (952) 831-4060  
THIS IS A COMMUNICATION FROM A DEBT COLLECTOR.  
DATED: April 21, 2025  
NEWREZ LLC d/b/a SHELLPOINT MORTGAGE SERVICING  
ASSIGNEE OF MORTGAGE  
LOGS LEGAL GROUP LLP  
TRACY J. HALLIDAY - 034610X  
LOGS LEGAL GROUP LLP  
ATTORNEYS FOR MORTGAGE  
1715 YANKEE DOODLE ROAD, SUITE 210 EAGAN, MN 55121 (952) 831-4060  
25-118428  
NOTICE OF POSTPONEMENT OF MORTGAGE FORECLOSURE SALE  
The above referenced sale scheduled for April 24, 2025, at 10:00 AM, has been postponed to May 27, 2025, at 10:00 AM, and will be held at sheriffs main address Dakota County Law Enforcement Center, 1580 Hwy 55, Lobby S-100, Hastings, MN 55033.  
Unless the mortgage is reinstated under Minnesota Statute 580.30 or the property is redeemed under Minnesota Statute 580.23 the property must be vacated by November 27, 2025. If this date falls on a Saturday, Sunday or legal holiday, the date to vacate will be the next business day at 11:59 p.m.  
THIS IS A COMMUNICATION FROM A DEBT COLLECTOR.  
DATED: April 21, 2025  
NEWREZ LLC d/b/a SHELLPOINT MORTGAGE SERVICING  
ASSIGNEE OF MORTGAGE  
LOGS LEGAL GROUP LLP  
TRACY J. HALLIDAY - 034610X  
LOGS LEGAL GROUP LLP  
ATTORNEYS FOR MORTGAGE  
1715 YANKEE DOODLE ROAD, SUITE 210 EAGAN, MN 55121 (952) 831-4060  
25-118428  
NOTICE OF POSTPONEMENT OF MORTGAGE FORECLOSURE SALE  
The above referenced sale scheduled for August 5, 2025, at 10:00 AM, has been postponed to November 4, 2025, at 10:00 AM, and will be held at sheriffs main address Dakota County Law Enforcement Center, 1580 Hwy 55, Lobby S-100, Hastings, MN 55033.  
Unless the mortgage is reinstated under Minnesota Statute 580.30 or the property is redeemed under Minnesota Statute 580.23 the property must be vacated by May 4, 2026. If this date falls on a Saturday, Sunday or legal holiday, the date to vacate will be the next business day at 11:59 p.m.  
THIS IS A COMMUNICATION FROM A DEBT COLLECTOR.  
DATED: July 1, 2025  
LAKEVIEW LOAN SERVICING, LLC  
ASSIGNEE OF MORTGAGE  
LOGS LEGAL GROUP LLP  
TRACY J. HALLIDAY - 034610X  
LOGS LEGAL GROUP LLP  
ATTORNEYS FOR MORTGAGE  
1715 YANKEE DOODLE ROAD, SUITE 210 EAGAN, MN 55121 (952) 831-4060  
25-118428  
NOTICE OF POSTPONEMENT OF MORTGAGE FORECLOSURE SALE  
The above referenced sale scheduled for August 5, 2025, at 10:00 AM, has been postponed to November 4, 2025, at 10:00 AM, and will be held at sheriffs main address Dakota County Law Enforcement Center, 1580 Hwy 55, Lobby S-100, Hastings, MN 55033.  
Unless the mortgage is reinstated under Minnesota Statute 580.30 or the property is redeemed under Minnesota Statute 580.23 the property must be vacated by May 4, 2026. If this date falls on a Saturday, Sunday or legal holiday, the date to vacate will be the next business day at 11:59 p.m.  
THIS IS A COMMUNICATION FROM A DEBT COLLECTOR.  
DATED: June 26, 2025  
NEWREZ LLC d/b/a SHELLPOINT MORTGAGE SERVICING  
ASSIGNEE OF MORTGAGE  
LOGS LEGAL GROUP LLP  
TRACY J. HALLIDAY - 034610X  
LOGS LEGAL GROUP LLP  
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THIS IS A COMMUNICATION FROM A DEBT COLLECTOR.  
DATED: June 26, 2025  
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ASSIGNEE OF MORTGAGE  
LOGS LEGAL GROUP LLP  
TRACY J. HALLIDAY - 034610X  
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Unless the mortgage is reinstated under Minnesota Statute 580.30 or the property is redeemed under Minnesota Statute 580.23 the property must be vacated by February 5, 2026. If this date falls on a Saturday, Sunday or legal holiday, the date to vacate will be the next business day at 11:59 p.m.  
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DATED: June 26, 2025  
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ASSIGNEE OF MORTGAGE  
LOGS LEGAL GROUP LLP  
TRACY J. HALLIDAY - 034610X  
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ATTORNEYS FOR MORTGAGE  
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DATED: June 26, 2025  
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**AFFIDAVIT OF PUBLICATION**

STATE OF MINNESOTA )  
COUNTY OF HENNEPIN )

  
650 3rd Ave. S, Suite 1300 | Minneapolis, MN | 55488

Terri Swanson, being first duly sworn, on oath states as follows:

1. (S)He is and during all times herein stated has been an employee of the Star Tribune Media Company LLC, a Delaware limited liability company with offices at 650 Third Ave. S., Suite 1300, Minneapolis, Minnesota 55488, or the publisher's designated agent. I have personal knowledge of the facts stated in this Affidavit, which is made pursuant to Minnesota Statutes §331A.07.

2. The newspaper has complied with all of the requirements to constitute a qualified newspaper under Minnesota law, including those requirements found in Minnesota Statutes §331A.02.

3. The dates of the month and the year and day of the week upon which the public notice attached/copied below was published in the newspaper are as follows:

<u>Dates of Publication</u>	<u>Advertiser</u>	<u>Account #</u>	<u>Order #</u>
StarTribune 07/30/2025	COOPERATIVE PURCHASING CONNECTION	1000337556	521276
StarTribune 08/06/2025	COOPERATIVE PURCHASING CONNECTION	1000337556	521276

4. The publisher's lowest classified rate paid by commercial users for comparable space, as determined pursuant to § 331A.06, is as follows: **\$459.20**

5. Mortgage Foreclosure Notices. Pursuant to Minnesota Statutes §580.033 relating to the publication of mortgage foreclosure notices: The newspaper's known office of issue is located in Hennepin County. The newspaper complies with the conditions described in §580.033, subd. 1, clause (1) or (2). If the newspaper's known office of issue is located in a county adjoining the county where the mortgaged premises or some part of the mortgaged premises described in the notice are located, a substantial portion of the newspaper's circulation is in the latter county.

FURTHER YOUR AFFIANT SAITH NOT.

*Terri Swanson*

---

Subscribed and sworn to before me on: 08/07/2025

*Diane E. Rak Kleszyk*

---



Notary Public



# Invitation for Bid AEPA #026-D TECHNOLOGY CATALOGS

**BID SECURITY REQUIRED: NONE**

## Part A – Instructions and Specifications

### Notice to Respondents

Solicitation offers will be received by the Association of Educational Purchasing Agencies (AEPA) on behalf of its Member Agencies until: **September 16, 2025, at 1:30 p.m. ET**

**Each package consists of multiple parts:**

- Part A – Instructions and Specifications**
- Part B – AEPA General Terms and Conditions**
- Part C – Member Agency (State) Terms and Conditions**
- Part D – Questionnaire**
- Part E – Signature Forms**
- Part F – Discount & Pricing Workbook**

All offers must be submitted online via the Bonfire eProcurement website by the due date and time listed above. AEPA solicitation documents can be downloaded after registering, at no cost, on Bonfire, <https://aepacoop.bonfirehub.com/>. Bonfire has recently changed its name to EUNA Procurement. Therefore, the names Bonfire and EUNA Procurement are interchangeable in this solicitation.

AEPA and/or the respective Member Agencies reserve the right to reject any or all offers in whole or in part; to waive any formalities or irregularities in any offers, and to accept the offers, which in its discretion, within state law, are for the best interest of any of the AEPA Member Agencies and/or their Participating Entities. Note that Respondents must be able to provide their proposed products and services in up to thirty-one states including Arkansas, California, Colorado, Connecticut, Florida, Georgia, Illinois, Indiana, Iowa, Kansas, Kentucky, Massachusetts, Michigan, Minnesota, Missouri, Montana, Nebraska, New Jersey, New Mexico, North Carolina, North Dakota, Ohio, Oregon, Pennsylvania, South Carolina, Texas, Virginia, Washington, West Virginia, Wisconsin, and Wyoming. Note that not all states participate in each solicitation. The complete list of participating states is found below.

**Solicitations will be opened online on September 16, 2025, at 2:00 p.m. ET. at EducationPlus, 1460 Craig Road, St. Louis, MO 63146.**

**The online opening link is below:**

<https://us06web.zoom.us/j/85896115580?pwd=DOTCZooyJWXAlubz66IBckFnr8Oxp4.1>

**Meeting ID 858 9611 5580**

**Bid & Contract Timeline:**

July 31, 2025	Release of IFBs/RFP via Bonfire
August 18, 2025	Voluntary Pre-Bid Conference Call
August 29, 2025	Deadline for questions from Respondents
September 16, 2025	Deadline for Submittals and Reading via Bonfire
September 17, 2025	Opening Record posted on the AEPA website, <a href="http://www.aepacoop.org">www.aepacoop.org</a>
December 1-3, 2025	AEPA Approval of Offers
After December 3, 2025	Director of Solicitations submits contracts to AEPA Member Agencies to be forwarded to Vendor Partners for signature
	Initial contract term–See Term of Contract and Extensions in General Terms & Conditions. Annual contract renewal dates subject to approval by AEPA

**I. General Solicitation Procedures****A. Issuing Agency**

The great benefit to the vendor is that one response may be prepared for approval by AEPA and awarded by multiple AEPA Member Agencies and utilized by their Participating Entities located throughout many states. Solicitations may be issued as an IFB or an RFP depending on the category of goods/services being solicited. Respondents to a solicitation will submit their response in the required formats (PDF, Excel) of all files requested along with current pricing via Bonfire, a free online bidding platform, by the published due date and time. Respondents selected in response to this solicitation have the potential to provide products and services to local education agencies serving over 36,000,000 (excludes non-represented AEPA states) students, with additional local government agencies as permitted by state law.

Each AEPA Member Agency will individually publish notice of the solicitation. Respondents will submit responses online, electronically via Bonfire (<https://aepacoop.bonfirehub.com/>). Instructions on registering for AEPA solicitations on Bonfire can be found on the AEPA website, <https://aepacoop.org/registration-solicitations>. Responses deemed complete at opening will be evaluated by solicitation category committees comprised of AEPA Member Agencies representatives who have indicated they will participate in the category of products and services being solicited, and after AEPA approval, individual AEPA Member Agencies may award contracts to the AEPA approved Vendor Partners or reject their offers.

The procurement activities of AEPA are limited to document preparation, distribution of the solicitation, initial evaluation, and recommendation for possible approval to AEPA Member Agencies. AEPA consists of agency officials who have agreed to assist one another in meeting the public purchasing needs of local school districts and other political subdivisions.

Contracts awarded through cooperative purchasing must meet the procurement laws of the states of each AEPA Member Agency. When these laws are satisfied, an individual entity using these contracts is deemed in compliance with competitive procurement regulations. As allowed by specific state statutes, they can issue purchase orders for any amount without the necessity to prepare their own solicitation. This saves the entity time and allows for economical and efficient purchasing.

**AEPA requires that Respondents only respond if they can offer prices equal to or better than what they ordinarily offer to individual entities or cooperatives with equal or lesser volume.** State laws that permit or encourage cooperative purchasing contracts do so in the belief that it saves the participants both time and money. Time is saved by having access to discounted contracts publicly solicited and being able to purchase what is needed without having to wade through the solicitation process (write solicitation, advertise the solicitation, open each response, evaluate, and select). Money is saved on procurement costs and lower prices will be the result of volume purchasing. Therefore, a contract issued by a cooperative can be used by hundreds of separate political units; but if it has the same or higher prices than what a single agency or state contract can get through its own solicitation, a cooperatively solicited contract may not be attractive to these members. **We request that Respondents respond with advantageous pricing and package so that together we can attract members to prefer the cooperatively awarded contract.**

The AEPA policy for membership permits new agencies to become AEPA Member Agencies upon approval of existing members. If additional agencies are added, they and their members may procure from existing contracts upon approval of the Awarded Vendor Partners and in accordance with their state laws.

#### **B. Questions**

All questions from Respondents must be submitted online through Bonfire, AEPA will not accept questions in any other format during the solicitation process. All questions received during the solicitation process will be available via Bonfire. All Respondents will be automatically notified through email when AEPA responds to a question asked by a potential Respondent. It is the Respondent's responsibility to check Bonfire for any questions and answers before the deadline. Questions received after the deadline will not be answered.

Should AEPA issue addenda during the solicitation process, all Respondents will be automatically notified through email of the released addenda. AEPA is not responsible for Respondents not acknowledging the issued addenda and not submitting a response according to those changes.

Questions regarding accessing this solicitation through Bonfire can be directed to the Director of Solicitations at [bid-committee@aepacoop.org](mailto:bid-committee@aepacoop.org).

#### **C. Respondent Qualifications**

An essential part of the solicitation process is an evaluation to qualify the company being considered. All solicitations must contain answers, responses, and/or documentation to the information requested in the documents. Any Respondent failing to provide the required information/documentation may be considered non-responsive, this includes submitting a response not in the proper format.

Respondents must demonstrate their ability, capacity, and available resources to provide the proposed products and services to 90 percent of the AEPA Member Agencies indicating an interest in participating in the categories being solicited, or at least one Region for solicitations involving a Regional component. The Respondents are required to communicate and demonstrate within their response they have extensive knowledge, background, and at least five (5) years of experience with manufacturing, obtaining, delivering, installing, maintaining, and/or supporting the product lines of products, equipment, services, or software offered. AEPA and/or its Member Agencies reserve the right to accept or reject newly formed companies or companies failing to demonstrate their abilities or capacity solely based on information provided in the response and/or its own investigation of the company.

#### **D. Bid/Proposal Security**

If required as noted at the top of this Part, bids or proposals must be accompanied by a satisfactory security bond. Please note that not all AEPA Bid categories require a security bond.

If a security bond is required, a hard copy of the bid security must be in the possession of AEPA on or before, the exact due date and time. Original copies of the security must be submitted to AEPA c/o EducationPlus, ATTN: Purchasing Dept., 1460 Craig Road, St. Louis, MO 63146 in a sealed envelope with the Solicitation Number, Solicitation Category, and Respondent's name and address clearly indicated on the envelope or box. A copy of the bid security must be submitted via Bonfire. AEPA will not reject a response from a vendor whose bid bond has not arrived by the due date and time as long as a scanned copy of the bid bond dated prior to the due date is uploaded with their response and the actual bond is in transit. If the designated location for receiving the bid security is closed due to an unforeseen circumstance on the day the security is due (due date), the security will be due at the same time on the next day the building is open.

An acceptable bid/proposal security will have the principal being the Respondent and the Association of Educational Purchasing Agencies listed as the Agency of Record. The security may be a one-time bond underwritten by a surety company licensed to issue bonds in the state of Nevada and said surety to be approved in federal circular 570 as published by the United States Treasury Department or the equivalent in cash or an irrevocable letter of credit from a FDIC financial institution. The security bond must remain in force for one hundred twenty (120) days after the solicitation opening.

## **E. Solicitation Submittal**

### **1. Preparation of the Response**

- a. The solicitation is published in multiple parts.
  - i. Part A contains the solicitation instructions, and the technical specifications.
  - ii. Part B is the general terms and conditions for all AEPA agencies.
  - iii. Part C includes specific state terms and conditions. This is where you will find information about each AEPA state member and any specific procurement rules of each state.
  - iv. Part D is a required Questionnaire found and completed in Bonfire.
  - v. Parts E and F are to be filled out in their entirety and submitted online via Bonfire in their required formats with the Respondent's offer. Some categories may request additional forms. All forms must be uploaded before the published solicitation due date and time of opening.
- b. All responses must be on the forms provided by AEPA for each solicitation found in Bonfire unless otherwise noted. Respondents will submit all documents, in their required formats, online via Bonfire by the due date and time of the solicitation.
- c. Forms requiring signatures must be submitted by the person authorized to sign the bid or proposal response. Failure to properly sign the solicitation documents may result in the offer being deemed non-responsive.
- d. In case of an error in extension of prices in the solicitation, unit prices must govern.
- e. Periods of time stated as a number of days must be in calendar days, not business days.
- f. It is the responsibility of all Respondents to examine the entire solicitation package, to seek clarification of any item or requirement that may not be clear, and to check all responses for accuracy before submitting an offer. Negligence in preparing an offer confers no right of withdrawal after due time and date.
- g. The Respondents' ability to follow the preparation instructions set forth in this solicitation will also be considered as an indicator of the Respondents' ability to follow instructions should they receive an award as a result of this solicitation. Any contract between the AEPA Member Agency and a Respondent requires the delivery of information and data. The quality of organization and writing reflected in the offer will be considered to be an indication of the quality of organization and writing which would be prevalent if a contract was awarded. As a result, the offer will be evaluated as a sample of data submission.

2. **Document Development:** Forms for this solicitation are published in Bonfire, in Excel, and PDF formats. Some forms (Questionnaire and Market Baskets) may be completed directly in Bonfire. Respondents must scan and upload all documents to Bonfire following the Solicitation Checklist, along with any additional documents or files other than those listed below that may be requested and/or related to the solicitation.
  - a. **Part C – Member Agency (State) Terms and Conditions:** Some states require additional documentation and signature forms. Review Part C and submit the required state documents with your offer. Submit all state-specific forms as one (1) form in PDF format.
  - b. **Part D – Questionnaire:** Complete directly in Bonfire. The Questionnaire seeks information about the Respondent's pricing structure, service areas, past performance, and commerce processes. The Company Information form provides background information on the Respondent's company.
  - c. **Part E – Signature Forms:** Complete the forms provided. The signature form includes multiple areas where signatures are required. Submit the form as one (1) individual form in PDF format.
  - d. **Part F – Discount & Pricing Workbook:** Complete the Excel workbook provided. Be sure to complete the **REQUIRED** tabs as outlined in Part F.
3. **Solicitation Transmittal**
  - a. It is the responsibility of the Respondent to be certain that its submittal has been uploaded in its entirety to Bonfire, on or prior to the exact published due date and time.
  - b. Submitted responses will be opened, and the Opening Record will be posted on the AEPA website.

- F. **Solicitation Evaluation, Approval, and Award:** Solicitation responses received will be evaluated in accordance with acceptable standards of cooperative procurement, set forth in and governed by the Procurement Codes of AEPA Member Agency's states; AEPA by-laws, policies, and procedures; AEPA Member Agencies' policies and procedures.

For IFB categories, approval of prospective Vendor Partners and recommendation of contracts will be made to the lowest responsive and responsible Respondent utilizing the criteria listed in this solicitation. As a reminder, AEPA recommends offers to Respondents. Final contract awards are subsequently made by individual AEPA Member Agencies.

1. **Responsive Offer:** A responsive offer reasonably and substantially conforms to all material requirements of the solicitation. Offers must be responsive and approved by AEPA to receive award consideration by AEPA Member Agencies. To be responsive, the response must meet all of the requirements below:
  - a. Submitted on time.
  - b. Materially satisfy all mandatory requirements identified throughout the solicitation.
  - c. Must substantially conform to all of the specified requirements in the solicitation in the judgment of AEPA and its AEPA Member Agency representatives.
  - d. Any deviation from the requirements indicated herein must be stated, in writing, and included with the offer submitted. Otherwise, it will be considered that responses are in strict compliance with all requirements, and any successful vendor will be held responsible, therefore.
  - e. Deviations or exceptions stipulated in response may result in the offer being classified as non-responsive. Language to the effect that the Respondent does not consider this solicitation to be part of a contractual obligation will result in that Respondent's offer being disqualified. Terms of the solicitation that any Respondent considers particularly unwarranted, and to which that would have to take significant exception in his/her offer, should be stated clearly and concisely as exceptions and/or deviations.

- f. In preparing a proposal, the Respondent's inability to follow the proposal preparation instructions set forth in this solicitation and its inability to provide written responses, narratives, requested and support documentation relating to the Respondent's qualifications; abilities; capacity; products; specifications; delivery, installation, setup, maintenance; support services and pricing utilized by AEPA evaluators may result in the Respondent's offer to be deemed non-responsive.
2. **Non-responsive Offer:** Any offer that does not conform to all material requirements of the solicitation including, but not limited to: offers received in a manner other than via Bonfire; offers that do not contain required items and/or provided in the format required, such as proper and/or signed forms, pricing, catalogs, electronic files; offers that do not contain the proper security bond where required; failure to meet the specified qualifications, product specifications, stipulated documentation or pricing equal to or better than individual entities or cooperatives with equal or lesser volume. AEPA reserves the right to request documents that do not affect pricing, waive minor irregularities, and/or seek clarification following its Board approved procedures. Offers deemed non-responsive will not be considered for approval and award.
3. **Responsible Respondent:** A responsible Respondent is a firm or person with the qualifications, capability, and capacity to fulfill the contract requirements with integrity and reliability, which will ensure good faith performance. As a part of the process of determining responsible Respondents during the evaluation period, the category committee may request reports that describe the financial soundness of your organization. You may be asked to include a third-party report or reports that demonstrate your firm's strength. Accepted financial reports may include balance sheets and Profit & Loss statements for the past three years, a Letter of Credit or Line of Credit from a bank or lending institution indicating the line of credit limit and the average outstanding balance, Dun & Bradstreet reports, a complete Annual Financial Report (for publicly traded companies).

AEPA's approval of a response will make the Respondent available for consideration to the AEPA Member Agencies for contract award. Factors to be considered in determining whether the standard of responsibility has been met may include but are not limited to whether a Vendor Partner has:

- a. Submitted a responsive offer;
- b. The qualifications stipulated in this solicitation, such as adequate financial resources, production or service facilities, personnel, service reputation and experience to make satisfactory delivery of the products, services, or construction;
- c. A demonstrated and documented satisfactory track record of performance in the national marketplace;
- d. A satisfactory record of integrity and a reputation of responding to and meeting educational and local government institutions' needs, adherence of and compliance with federal, state, local and industry standards, rules, regulations, and codes;
- e. Quality and suitability of products and services offered to meet and perform to the specifications, expectations, and requirements identified in this solicitation;
- f. Supplied all necessary information and data in connection with determining whether a Respondent meets the standard of responsibility.

#### 4. **Cost Evaluation:**

- a. Cost and price schedules conform to and provide the information required in this part of the bid or proposal;
- b. Pricing offered is equal to or better than what they ordinarily offer to individual entities or cooperatives with equal or lesser volume;
- c. Methodology used by AEPA and its AEPA Member Agencies to approve prospective Vendor Partners and award contracts for a Catalog Bid is as follows;
  - i. Lowest responsive, responsible bidder(s) is/are determined based on the price evaluation criteria; and by a “Core List” and/or by creating a “Market Basket Study” to compare overall pricing between Respondents. A “Market Basket” is a list of items typically purchased by AEPA Member Agencies and their Participating Entities that represent a cross section of the types of those items purchased. The selection and quantity of line items evaluated will be at the sole discretion of the AEPA evaluators. Based on the cost evaluation, a recommendation will be made to approve a single bidder or make a multiple bidder award. The evaluation committee may consider such factors as life-cycle costs, total cost of ownership, quality, and the suitability of an offering in meeting AEPA members’ needs.

#### **G. Contract Award and Implementation**

An AEPA category committee will perform an initial response review and evaluation and will prepare and make a recommendation to AEPA for its consideration and approval. Those selected Respondents who are approved by AEPA will then be considered by the individual AEPA Member Agencies for contract award. It should be noted that once AEPA has approved the response, a Respondent becomes a “Vendor Partner” for AEPA.

All Respondents will be notified of the outcome of the solicitation. Vendors recommended for award by AEPA states will be posted on the AEPA website.

Once approved by the AEPA Board, each Member Agency will be provided with a copy of Part E Signature Forms (contract) to complete and send to the Vendor Partner. Each AEPA Member Agency will review, evaluate, and determine which Vendor Partner, if any, it will award contracts to.

If necessary, the approved Vendor Partner and the AEPA Member Agency will hold final contract negotiations, if allowed by state laws, prior to the Member Agency submitting the contract to the Vendor Partner, to work out state-specific details of contract implementation including:

1. Acquiring additional information and having discussions on how the awarded contract will be executed.
2. Signing the contract with the AEPA Member Agency.
3. Jointly develop marketing strategies and a plan for contract roll-out activities to the AEPA Member Agency’s Participating Entities (Advertising, fliers, website access, etc.).
4. Establish how orders will be processed, handled, and reported.
5. Contract management: Establish how and by whom the day-to-day contract management will be handled and who will be the AEPA Member Agency’s representative.

It is not guaranteed that each AEPA Member Agency will enter into a contract with AEPA approved Vendor Partners. The final decision as to the appropriateness of a contract for a Member Agency rests solely with that AEPA Member Agency.

## **II. Responsibilities of a Vendor Partner**

- A. As an approved AEPA Vendor Partner, the following is expected in support of the contract:
  1. Designate and assign a dedicated senior-level contract manager (one authorized to make decisions) to each of the Member Agency accounts. This employee will have a complete copy and must have a working knowledge of the contract.
  2. Train and educate sales staff on what the AEPA cooperative contract promised, including pricing, who can order from the contract (by state), terms/conditions of the contract, and

the respective ordering procedures for each state. It is expected that Vendor Partners will lead with AEPA contracts.

3. Develop a marketing plan to support the AEPA contract in collaboration with respective AEPA Member Agencies. The plan should include, but not be limited to, a website presence, electronic mailings, sales fliers, brochures, mailings, catalogs, etc.
4. Create an AEPA-specific sell sheet with a space to add a Member Agency logo and contact information for use by the Member Agencies and the Vendor Partner's local sales representatives to market within each state.
5. Quarterly, complete the sales and administrative fee report (see PDF example included along with other solicitation documents in Bonfire) and submit them to each Member Agency along with the respective administrative fees to be paid. If there are no sales, a \$0 report is required.
6. Report sales and administrative fees to AEPA, by participating state, if requested by AEPA.
7. Have ongoing communication with the Category Committee Chairperson, AEPA Member Agencies, and the Member Agencies Participating Entities.
8. Annually attend two (2) AEPA meetings: Annual meeting which is typically in April or May and the Winter Meeting which is typically the week after Thanksgiving. At the Annual Meeting, Vendor Partners participate in engagement activities with AEPA Member Agencies. Vendor Partners that have paid the registration fees can participate in the meetings.
9. Trade show support: Strongly encourage participation in national and local conference trade shows to promote the AEPA contracts such as, but not limited to, the Association of School Business Officials, the National Institute of Governmental Purchasing, and the National Association of Educational Procurement.
10. Increasing sales over the term of the contract with all participating AEPA Member Agencies.

### **III. Responsibilities of AEPA Member Agencies**

A. In support of the Vendor Partner and respective contract, each AEPA Member Agency should provide the following support:

1. Designate a staff member(s) that will serve as a point person for the AEPA program within that state.
2. Provide a staff member to work collaboratively with the Vendor Partner to determine the best marketing plan for the respective Member Agency state. Marketing efforts may include but not be limited to the education and use of sales force, a website presence, electronic mailings, brochures, mailings, etc.
3. Develop marketing materials for the Member Agency to use that would include representation of the contracts awarded. Materials may include, but not be limited to, a website presence, electronic mailings, sales fliers, brochures, mailings, catalogs, etc. as determined by the respective Member Agency and what works best within their state.
4. Assist the Vendor Partner to jointly market the contract to potential Participating Entities within the state.
5. Work with the Vendor Partner to identify eligible Participating Entities within the state possibly including providing a list of potential customers.
6. Work with the Vendor Partner to identify and help manage costs associated with fulfilling this contract.
7. Attendance at the two (2) AEPA meetings which provides an opportunity to interact with Vendor Partners.

### **IV. Category Specifications**

#### **1. Scope of Bid**

AEPA is seeking qualified, experienced contractor(s) who possess the necessary resources and capabilities to acquire, deliver and perform the required supplies, materials equipment and labor to all participating member states (up to 31) in the category of Technology Catalogs, whether one for General Hardware and Software products or one for General Audio-Visual Products.

- a. Respond to requests from a number of different types of educational, governmental, and public institutions seeking electronic technology equipment, supplies, and accessories.
- b. These parts and supplies will include but are not limited to electronic devices (see Section IV.9).
- c. Types of services may include, but are not limited to consulting, imaging, asset tagging, installation, licensing, and ongoing services.

All products offered must be considered new, unused, of the latest design and technology and from the most current and popular product lines available but see Section IV.8.1.2.

AEPA and Member Agencies prefer a single vendor with a comprehensive array of products. However, because of the unique nature of technology products, Member Agencies may consider multiple awards, if the lowest, best-value bids come from bidders whose business concentrates or includes a subset or feature of technology commerce such as 1) hardware and software products, 2) Audio-Visual products, 3) Cloud Services, or 4) presence of HUB programs.

**2. Type of Bid**

AEPA requests bidders to submit pricing in the form of either “catalog pricing,” or “line-item pricing.” This category is constructed in the form checked below. An explanation of each can be found on the table below. Additional information on permissible pricing strategies can be found in Part B – General Terms and Conditions under “Pricing.”

**This bid is considered a:**

YES	NO	TYPE OF BID
<b>X</b>		<b>CATALOG:</b> A catalog bid is utilized when the products and/or services solicited are clearly identified with set and specific characteristics, attributes and configurations that are identifiable as a stand-alone single unit and can be listed and priced as a single unit with options that can be added to enhance and/or improve its operation and functionality. The bidder offers a fixed discount(s) off retail price or prices in a Commercially Available Catalog. The discounts may be for the entire Commercially Available Catalog, for specific products, product lines, manufacturers or category of products as determined by the bidder. See Pricing section for detailed information on Catalog Pricing.
	<b>X</b>	<b>LINE ITEM/CONSTRUCTION:</b> A construction/installation line-item bid is utilized when the products and services solicited cannot be identified or listed as a single unit; consists of a number of different variables and configurations, it is necessary to identify the specific project or application; the end product or solution is made of individually priced elements or components and the end product’s or solution’s cost is derived by the Vendor Partner specially prepared and providing a quote based on the project’s terms, conditions and requirements.

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**3. Anticipated AEPA Member Agency Participation**

<b>State</b>	<b>Participate?</b>	<b>Other States Member Sells In</b>
Arkansas	Yes	
California	Yes	AZ, NV, HI
Colorado	Yes	
Connecticut	Yes	ME, NH, NY, RI, VT
Florida	Yes	AL
Georgia	Yes	
Illinois	Yes	
Indiana	Yes	
Iowa	Yes	SD
Kansas	Yes	OK
Kentucky	Yes	AL, LA, MS, NC, TN
Massachusetts	Yes	
Michigan	Yes	
Minnesota	Yes	SD
Missouri	Yes	AR, LA, SD
Montana	Yes	ID
Nebraska	Yes	
New Jersey	Yes	
New Mexico	Yes	
North Carolina	Yes	
North Dakota	Yes	SD
Ohio	Yes	
Oregon	Yes	
Pennsylvania	Yes	DE, HI, MD, NY
South Carolina	Yes	NC
Texas	Yes	
Virginia	Yes	
Washington	Yes	AK, ID
West Virginia	Yes	
Wisconsin	Yes	
Wyoming	Yes	SD,UT

Please note that individual AEPA Member Agencies that have indicated that they intend to participate in any contract approved under this solicitation, does not guarantee or mean that the individual AEPA Member Agency will enter into a contract with any AEPA approved Vendor Partner. Each AEPA Member Agency will make that determination after reviewing Vendor Partner responses and AEPA’s recommendation for acceptance and bid award. The AEPA Member Agency’s contracting decision shall be final.

#### 4. Anticipated Volume

Technology Catalogs is a currently held category for AEPA. The resulting bid will be an Indefinite Delivery, Indefinite Quantity (IDIQ) contract(s). AEPA Member Agencies estimate approximately four hundred twenty million dollars (\$420,000,000) in sales in the first contract term. AEPA Member Agencies anticipate that purchase volumes will increase over the course of contract years two (2) through four (4). This information is provided as an aid to Bidders in preparing responses only. It is not to be considered a guarantee of volume. The successful Vendor Partner's discount and pricing schedule shall apply regardless of the volume of business under the contract.

#### 5. Voluntary Pre-Bid Conference

AEPA will host a voluntary pre-bid conference call for any interested Bidders or potential Bidders. First, there will be a call that will include general information about AEPA and an opportunity for Bidders or potential bidders to ask questions. There will then be separate calls, one for each category in the solicitation cycle, in which the focus will be on the individual AEPA categories being bid in this cycle. The conference call times are set in the following schedule for each of the four contiguous United States time zones. No preregistration will be required. Recording of the conference call will be posted on the AEPA Website.

#### Voluntary Pre-Solicitation Conference Call Schedule (All Categories)

**August 18, 2025**

Solicitations	Eastern	Central	Mountain	Pacific
AEPA 026 Voluntary Pre-Bid Conference Call - All Categories	11:00 a.m.	10:00 a.m.	9:00 a.m.	8:00 a.m.
Furniture Category	12:30 p.m.	11:30 a.m.	10:30 a.m.	9:30 a.m.
Health & Wellness Category	1:00 p.m.	noon	11:00 a.m.	10:00 a.m.
LED Lighting Category	1:30 p.m.	12:30 p.m.	11:30 a.m.	10:30 a.m.
Technology Catalog Category	2:00 p.m.	1:00 p.m.	noon	11:00 a.m.
Student Transportation Category	2:30 p.m.	1:30 p.m.	12:30 p.m.	11:30 a.m.
Emergency Response Supplies & Equipment Category	3:00 p.m.	2:00 p.m.	1:00 p.m.	noon
HVAC Equipment and Installation Category	3:30 p.m.	2:30 p.m.	1:30 p.m.	12:30 p.m.

#### Conference Call Number/Online Connection:

<https://us06web.zoom.us/j/81233120395?pwd=WBuvwDgqWERkUvacCaffaq9qP0s9aj.1>

**Meeting ID:** 812 3312 0395

**Passcode:** 585895

**Dial In Information:** +1 564 217 2000 US

**Meeting ID:** 812 3312 0395

**Passcode:** 585895

#### 6. Glossary of Terms and Abbreviations

Abbreviations and Acronyms for Standards and Regulations: Where abbreviations and acronyms are used in specifications or other contract documents, they shall mean the recognized name of the organizations responsible for the standards and regulations in the industry.

a. **Cloud Services:** "Cloud Services" is considered a general term for various hosted services delivered over the internet. It is the use of remote, rented or leased servers and/or space to store and manage data, rather than the use of a local, privately maintained server. Cloud Services can include a wide range of applications,

brands, and platforms with services ranging from mere data storage, uploading and downloading files, or real-time integrations, to email applications, to disaster recovery, platform as a service, software as a service or other designs as a vendor may define. For the purpose of qualification in this category, AEPA expects customizable Cloud Services from the Vendor Partner, distinct from third-party, single-purpose apps such as Microsoft Outlook, Dropbox, Adobe Creative Cloud, and Sharefile, but inclusive of platforms such as, but not limited to AWS, Google Cloud Platform, Microsoft Azure, Oracle Cloud Infrastructure, IBM or a bidder's private label brand.

**b. Catalog:** "Catalog" is a grouping of products and services representing merchandise and services from multiple manufacturers aggregated by a company for a one-stop shopping experience in the form of a commercially available published paper book, booklet, single website, or mobile application.

**c. Commercially Available Catalog:** A "Commercially Available Catalog" is a publication of products and services uniformly visible to a wide population or set of businesses across the United States. This is as opposed to being a one-off catalog created for the purposes of responding to this solicitation for bids or a narrow niche catalog targeted to a small geographic location or specific group of business. Prices published in this print or website catalog will be considered its "Commercially Available Catalog" or "Base Pricing," the purpose being that a Bidder will not be able to create an artificial Base Price to affect an unfair or corrupt offer in response to this IFB. All pricing shall be in US Dollars. Base pricing will be used in the calculation of a Final Effective Price for Rest-of-Catalog products, when the Bidder's discount quote is factored in.

**d. Historically Under-Utilized Business:** An "Historically Under-Utilized Business" (HUB) is a category of companies that have traditionally failed to reap the benefit from full and equal procurement opportunities. Typically, these types of companies may include women-owned, disabled veteran-owned, and minority-owned businesses or operations defined as small business, micro businesses, or businesses operating in enterprise zones. For the purpose of the IFB, a bidder opting to offer a HUB program. may self-define the types of HUB businesses it includes in its network of HUB partners and the role they play. However, the bidder must ensure that the partner-authorized HUBs provide a "Commercially Useful Function." In evaluating bids, no pricing advantages are calculated in favor of a bidder offering a HUB program.

**e. Commercially Useful Function:** As it relates to HUB businesses, a "Commercially Useful Function" (CUF) is work that is integral as part of sales, delivery or supply-chain solution, and not a mere facade for the pass-through of goods. Examples of HUB work that qualify as a CUF include instances when HUBs:

- Execute a specific element of the scope of work, including supplying of goods and services.
- Provide specialized services and work that is normal for the firm's assortment of business services.
- Are fully or partially responsible for paying for wholesale materials, conducting sales, installation of products, and delivery of products.
- Do not subcontract a portion of the work greater than expected by industry practices.
- Act as resellers, buying products wholesale from the Awarded Vendor/Contractor.

**f. General Catalog:** As it relates to categories, "General Catalog" in Part A refers either to the General Hardware and Software category or the General Audio-Visual category of bids and awards. It is an assortment of products within the Commercially Available Catalog. Cloud Services are a subcategory that may also be within the General Catalogs of services. Although HUB Services is a subcategory for award purposes, it is not a set of products that is priced; it is a method of operations, sales, and service.

## 7. Special Terms and Conditions:

7.1.1.	The Vendor Partner will pass through any manufacturer warranties on all products sold and make available instructions to buyers on how to claim rights on a warranty when necessary.
7.1.2.	The Vendor Partner will endeavor to include products in its catalog that are made in the United States of America.
7.1.3.	The Vendor Partner will endeavor to include products in its catalog that are Green Star certified or ecologically friendly.
7.1.4.	Limitation of Liability. Neither party will be liable for any special, punitive, indirect, incidental or consequential damages including, but not limited to, loss of or damage to data, loss of anticipated revenue or profits, work stoppage, or impairment of other assets, whether or not foreseeable and whether or not a party has been advised of the possibility of such damages.

## 8. General Specifications:

Item	Description
8.1.1.	The Vendor Partner will have access to a full inventory of its Commercially Available Catalog.
8.1.2.	The Vendor Partner shall maintain a minimum monthly overall average fill rate of 95 percent or above. Items that are reordered, backordered, or partially filled are not considered filled items when calculating this service level. Relief may be granted by a state Member Agency or the AEPA Oversight Committee in cases of national supply disruptions due to war, tariffs, pandemics, or other widespread aberrations affecting trade and commerce.
8.1.3.	Orders must be shipped within forty-eight hours after receipt of an order 90 percent of the time. The Vendor Partner must notify the buyer if the product ordered cannot be shipped within this time period. The buying agency may agree to a delay or secure the product elsewhere.
8.1.4.	Vendor Partners must be a manufacturer's authorized sales and service dealer for all proposed equipment/software. An authorized sales and service dealer is defined in this solicitation as one purchasing their products for resell directly from the manufacturer(s) or the manufacturer's approved channels. Products that result from new authorized sales and service dealer arrangements between the Vendor Partner and the manufacturer during the term of this contract may be added and offered through the AEPA-recommended contract. This includes any HUB partners for sales.
8.1.5.	All charges and components necessary for the performance of the contract shall be clearly identified even if such are not specifically addressed in any paragraph or sub-paragraph or form that is a part of this request.
8.1.6.	If the Vendor Partner intends to use independent agents/distributors, subcontractors and/or third-party agents to perform and/or provide any part of the products and services offered herein, the Vendor Partner must identify all providers and any and all associated costs with these providers. A request form will be available for adding additional independent agents/distributors, subcontractors, and/or third-party agents after the solicitation due date, and throughout the term of the contract. The Vendor Partner will submit the completed form to the Category Chair for consideration and determination.
8.1.7.	Optional services must be identified and priced separately and must include clear descriptions of proposed services. For this bid, optional services include sub-categories for "Cloud Services," and "HUB Status."

8.1.8.	Vendor Partners must provide a product or mix of products in a manner that will allow Buyers to migrate to emerging technologies/services and between legacy technologies with no penalty charge associated with maintaining the most appropriate selections of goods and services throughout the life of the contract.
8.1.9.	Vendor Partners will be required to provide their complete product offerings in an electronic catalog upon request.
	When providing a Commercially Available Catalog on a website or through other digital means, the bid-discounted prices must appear for each product or service.
8.1.10.	Packing slips shall accompany all deliveries and shall contain buyer's purchase order number, vendor's name, and name of article. Cartons shall be identified by purchase order number and vendor name.
8.1.11.	Orders not filled and partials shall be indicated on the packing list. Vendor Partner shall inform members of anticipated availability date for unfilled and partial orders.
8.1.12.	All products sold by the Vendor Partner must be new, unless specifically identified within a category of products such as "remanufactured" or "refurbished," where such remanufactured or refurbished products have a commercially available price and an applicable bid discount formula. Awarded vendor must be able to offer the newest versions of software and equipment available from manufacturers.
8.1.13	A bidder's Commercially Available Catalog must advise customers of applicable return policies or any money-back guarantees.
8.1.14.	Vendor Partner has the option to offer private label products. Vendor Partner shall maintain the same manufacturer specifications for private label products throughout the term of contract. Any change of manufacturers for a private label shall result in offerings equal to or superior to the originally approved manufacturer at a price equal to or lower than the original offering.
8.1.15.	If the Vendor Partner makes an error in pricing (typographical or photographic error, for example), the buyer reserves the right to return the product. The Vendor Partner agrees to pay for the cost of any returned product due to a pricing error.
8.1.16.	Vendor Partner shall provide a Material Safety Data Sheet for all items sold, if required. A separate sheet shall be provided for each individual item when purchase is made.

## 9. Product | Category Specific Specifications:

Item	Description
9.1.0.	Hardware and Software Catalog
9.1.1.	For the Hardware and Software Subcategory, a Commercially Available Catalog must include a minimum of 300 different brands with a minimum of 100,000 Products.
9.1.2.	The assortment of products must include: laptops, desktops, tablets, Chromebooks, and servers; multiple lines of enterprise hardware and software; networking equipment and related software; furniture, cabinets, racks, charging stations, and charging carts; operating system software; printers; calculators, interactive whiteboards; peripherals and accessories; Original Equipment Manufacturer (OEM) ink and toner and OEM-equivalent ink and toner; extended warranty and maintenance plans; administrative, office, instructional, and software with license options; security and surveillance Products; drones; projectors; and phones, voice-over-IP, and videoconferencing equipment and software; uninterrupted power equipment, scanners, operating software, business application software, educational software, and related services.
9.1.3.	Vendor Partner shall have an electronic online catalog, including search capabilities, browsing, a shopping cart, acceptance of purchase orders, posting of the exact contract price, order confirmation. Other desired features include the ability for an agency to set up users within agency accounts, set purchasing authorization limits, views of order history, order tracking, online returns, and quoting.

9.1.4.	A Vendor Partner must agree to assign a dedicated contract manager (one authorized to make decisions) to a Member Agency’s account. This employee will have a working knowledge of the contract and all contract documents in his or her possession.
9.1.5.	Major software operating systems as they may exist in isolation or as part of a device with unique configurations, licenses, or subscriptions, such as Apple MacOS, Microsoft Windows, Google’s Android OS, Linux Operating System, Apple iOS and Chrome OS, plus major daily work applications with any available configurations, licenses, or subscriptions, including Adobe software products, and Adobe Creative Cloud, Microsoft Office, Microsoft 365, and Google Workspace. Networking, data. and server software with examples such as Microsoft Power BI and Azure, Barracuda, Arcserve, VMware, and SolarWinds and other equivalents.
9.2.0.	<b>Audio-Visual Catalog</b>
9.2.1	For the Audio-Visual Subcategory, a Commercially Available Catalog must include minimum of 100 different brands with a minimum of 50,000 Products.
9.2.2	The assortment of products MUST include: projectors; electronic whiteboards; soundboards; public address systems; mixers; headsets; microphones; speakers; displays; monitors; control systems; screens; video, still, and document cameras; televisions and TV production equipment; studio equipment; audio and video recording equipment; carts, mounts, cases; and related accessories.
9.2.3	Vendor Partner shall have an electronic online catalog, including search capabilities, browsing, a shopping cart, acceptance of purchase orders, posting of the exact contract price, order confirmation, Other desired features include the ability for an agency to set up users within agency accounts, set purchasing authorization limits, views of order history, order tracking, online returns, and quoting.
9.2.4	A Vendor Partner must agree to assign a dedicated senior-level contract manager (one authorized to make decisions) to a Member Agency’s account. This employee will have a working knowledge of the contract and all contract documents in his or her possession.

**10. Sub-Categories:**

**1 - A Comprehensive General Hardware and Software Catalog that includes Cloud Services**

**2 - A Comprehensive General Audio-Visual Catalog that Includes Cloud Services**

**3 - A Comprehensive General Hardware and Software Catalog that includes a HUB Program**

Item	Description
10.1.0	<b>Cloud Services within a General Catalog</b>
10.1.1	<p>AEPA members will entertain bids and separate awards to the lowest bidder in the respective categories for general catalogs that include Cloud Services.</p> <p>To be responsive for an award in either of these two sub-categories, a bidder’s offer must meet the following specifications that include a) a Cloud-hosted file storage &amp; sharing solution, b) backup and disaster recovery solutions, c) Cloud-hosted virtual servers or desktops, (e.g., IaaS, DaaS), and d) collaboration platforms (e.g., email, calendaring, productivity suites)</p>

10.1.2	<p><b>Performance Metrics</b> (The solution offered may be on any private or branded platform, but must meet these minimum performance metrics for all AEPA members)</p> <ul style="list-style-type: none"> <li>• Speed (Access &amp; Retrieval): <ul style="list-style-type: none"> <li>○ Minimum: 99 percent of file retrievals within three seconds for files &lt;50 MB, tested under standard US K-12 bandwidth conditions.</li> </ul> </li> <li>• Uptime/Availability: <ul style="list-style-type: none"> <li>○ Minimum SLA of 99.9 percent uptime monthly, excluding scheduled maintenance (define acceptable maintenance windows).</li> </ul> </li> <li>• Latency &amp; Region: <ul style="list-style-type: none"> <li>○ Must utilize US-based data centers (to meet CIPA &amp; FERPA requirements) with sub-100ms latency for standard web services.</li> </ul> </li> </ul>
10.1.3	<p><b>Baseline Storage &amp; Scalability</b></p> <ul style="list-style-type: none"> <li>• Minimum one TB per 100 users, scalable in 100 GB increments.</li> <li>• Must specify unit pricing per TB per year.</li> <li>• File Size Support: <ul style="list-style-type: none"> <li>○ Max individual file size of at least 10 GB.</li> </ul> </li> </ul>
10.1.4	<p><b>Privacy &amp; Security Compliance</b></p> <ul style="list-style-type: none"> <li>• Must comply with FERPA, CIPA, HIPAA (if applicable), and state privacy laws</li> <li>• Must be SOC 2 Type II certified (or equivalent third-party attestation)</li> </ul>
10.1.5	<p><b>Encryption</b></p> <ul style="list-style-type: none"> <li>• Data encryption in transit and at rest (AES-256 or better)</li> </ul>
10.1.6	<p><b>User Controls</b></p> <ul style="list-style-type: none"> <li>• Multi-factor authentication (MFA) support</li> <li>• Role-based access controls (RBAC)</li> </ul>
10.1.7	<p><b>Incident Response</b></p> <ul style="list-style-type: none"> <li>• Report breaches within forty-eight hours of discovery</li> </ul>
10.1.8	<p><b>Support &amp; Service</b></p> <ul style="list-style-type: none"> <li>• Support Hours must, at a minimum, include 24/7/365 support with a response time of less than one hour for critical issues</li> </ul>
10.1.9	<p><b>Training</b></p> <p>Include at least four hours of remote training per 100 users, with pricing for optional on-site training per day.</p>
10.1.10	<p><b>Migration Support &amp; Exit Strategy</b></p> <ul style="list-style-type: none"> <li>• Must include initial data migration of up to five TB as part of base price.</li> <li>• Additional migration priced per TB.</li> </ul>

10.1.11	<p><b>Data Portability</b></p> <ul style="list-style-type: none"> <li>Guarantee full data export in usable format (CSV, JSON, or native) within thirty days of contract end.</li> </ul>
10.1.12	<p><b>Pricing Format</b></p> <p>To be responsive, bidders must provide unit pricing for these specific, comparable units:</p> <ul style="list-style-type: none"> <li>Per TB/year storage cost.</li> <li>Per virtual desktop or virtual server instance (specify min. specs, e.g., 4 vCPU, 16 GB RAM).</li> <li>Per seat/license for collaboration platforms.</li> <li>Migration or portability cost per TB.</li> <li>Training costs per hour/day.</li> <li>Overage costs for bandwidth/storage.</li> </ul>
10.1.13	<p><b>Other Pricing Options</b></p> <p>As long as they are priced with a bid discount on Part F, other comprehensive cloud-related services may be covered by this bid, including, but not limited to the following:</p> <ul style="list-style-type: none"> <li>Built-in ransomware protection &amp; rollback.</li> <li>Integration with district’s Single Sign-On.</li> <li>Advanced data loss prevention (DLP) capabilities.</li> <li>Parental access/guardian monitoring features.</li> <li>A priced category of “Other Unique Services” required for a district solution even if not currently defined but later found necessary for a buying agency’s solution.</li> </ul>
10.2.0	<p><b>HUB Programs</b></p>
10.2.1	<p>Optional: In junction with a bid for a General Hardware and Software catalog, a bidder may include, as part of its offer, a program for the inclusion of HUB businesses to fulfill its obligations under this contract. If offering such a program, the bidder must include a separate attachment to its bid packet describing the program, the roles of HUB businesses, and naming the HUB businesses that may be included at the onset of the program. If awarded a contract, the Vendor Partner may change participating companies from time to time, and the participating HUB businesses must be reported to the Technology Oversight Committee, no less than once a quarter if there are any changes.</p>

**11. Shipping and/or Freight:**

Item	Description
11.1	Orders that are \$500.00 or more shall include standard shipping in the total price. Vendor Partner shall bid a flat rate for all orders that are less than \$500.00 regardless of where to be shipped in the continental United States.

**12. Pricing**

**AEPA has identified and stipulated the type of bid and the pricing methodologies that are to be utilized to price and submit bid prices**

Notwithstanding terms set forth elsewhere, an Awarded Vendor, upon request from a buyer, may offer a voluntary price reduction from the awarded bid price. Such price reductions are discretionary on the part of the Awarded Vendor who has no obligation to give the same or similar discount to another Eligible Entity unless a buyer is using federal funds, and such equalization is required under federal Lowest Corresponding Price rules.

The bidder must provide their pricing as requested utilizing the various pricing methodologies specified. The bidder or Vendor Partner must agree that they will offer bid prices equal to or better than what they ordinarily offer to individual entities or cooperatives with equal or lesser volume. Please note the following that relate to pricing:

1. **Primary Pricing Strategies:** All Bidders will be required to submit “Primary Pricing” in the form of either “Catalog Pricing” or “Line-Item Pricing.” Bidders are also encouraged to offer optional pricing strategies including “Hot List” and “Volume Discounts.”
  - a. **Catalog Pricing:** Catalog pricing is used when the products and/or services solicited are clearly identified with set and specific characteristics, attributes and configurations that are identifiable as a stand-alone single unit and can be listed and priced as a single unit with options that can be added to enhance and/or improve its operation and functionality. The Bidder must offer fixed discount(s) off of the prices in its Commercially Available Catalog. The discounts may be for the entire Commercially Available Catalog, for specific products, product lines, manufacturers or category of products as determined by the Bidder. A spreadsheet of up to one million items contained within the bidder’s Commercially Available Catalog must be attached in Section F. If one million lines is not enough, a separate stand-alone spreadsheet may be attached to the electronic bid form. The prices in the spreadsheet must show the final effective discount from the base price after the application of the bid discount. Bid discounts must match the percentages listed on the Discounts Spreadsheet.
    - i. **Discounts:** Discount offers must clearly identify percent discount to apply to the Commercially Available Catalog, whether by manufacturer, MSRP, retail or nationally published price lists or other types of categories, groups, or commodity codes. Bidders shall identify and stipulate if the discounts apply to the entire catalog/price list, specific product lines, manufacturers, and/or categories of products. Bidder shall agree that there will be no reduction in discount(s) formulas during the term of the contract. A zero-percent discount is permitted. Discounts should be identified as a single minimum discount percentage for each line; ranges of discounts, or discount averages, will not be allowed on a single line.
    - ii. **New Catalogs/Price Changes:** Prices may change during the term of the contract only if applicable to the Commercially Available Catalog. Bid discounts may not change and are fixed. New catalogs may be submitted throughout the term of the contract and shall be submitted to the AEPA Category Committee for review prior to release to all AEPA Member Agencies. Bid discounts will apply.
    - iii. **Product Addition/Discontinuation:** New products, within the same scope of work, may be added at the established percentage discounts at any time. Discontinued products may be dropped at any time during the year.

New products or manufacturers added after the award may only be included if they fall within an established percentage discount category of the original bid submission. Alternatively, for new products or manufacturers not included in the original bid submission, the bidder must stipulate a minimum catalog discount on Tab F.1 of the Part F Pricing Workbook, that would apply to new products or manufacturers. Bidder may stipulate discounts off specific brands or lines of goods or state a minimum discount that would apply universally to any additions made after the original bid submission (see Sample below). Products that do not align with either of these existing discount structures cannot be added.

		<b>Part F.1 – Catalog Discount for Items in a Commercially Available Catalog</b>	
		<b>AEPA #XXX-X Widget Equipment and Supplies</b>	
<b>Bidding Company Name:</b>		<i>Acme Widget Company</i>	
<b>Name of Catalog:</b>		<i>Special Widgets</i>	
<b>Note: Groupings to be defined by Bidder and can be by sub-category, manufacturer, etc.</b>			
		<b>Part F.1 is a <span style="color: yellow;">SAMPLE FORM</span></b>	
No.	Grouping of Discount	Discount Offered	Comments
1	Blue Special Widgets	15%	
2	Green Special Widgets	14%	
3	Red Special Widgets	16%	
4	Any new products or manufacturers added after initial bid	5%	This is a minimum discount. Actual discounts at the time products or manufacturers are added may be at a higher discount percentage.
5			

2. **Secondary Pricing Methods (Catalog Bids only)** Bidders may offer Customized Price Lists and are encouraged to offer Hot Lists and Volume Discounts as follows:

a. **Customized Price List:** Bidders may offer customized price lists to Participating Entities for items within the Bidder's Commercially Available Catalog for Catalog Bids. Customized price lists shall be allowed under the following conditions:

- i. Items within the Vendor Partner's Commercially Available Catalog may be included on the customized price list. Items are to be suggested by the Participating Entity; Vendor Partner may object to up to ten (10) of the suggested items proposed by the customer and must offer substitutes until an agreement of the customized list is reached.
- ii. Items on the customized price list shall be sold with an additional discount (deeper than what was originally bid on the non-core or catalog discount).
- iii. Items may not include special order or customized service products unless agreed to by the Vendor Partner.

b. **Hot List Pricing:** Bidders are invited, at their option, to offer a selection of products/services, defined as a Hot List, at greater discounts than those listed in the standard catalog or core list discounts. Special, time limited reductions are permissible. The price reduction is for a specific time period, no less than thirty (30) days. This pricing may be used to discount and liquidate close-out and discontinued products/services as long as those items are clearly labeled as such. The original price for products/services may not be exceeded after the time limit. The AEPA Category Committee and all AEPA Member Agencies shall be notified of any special or time limited price reduction. New prices must be on record fifteen (15) days prior to any offer of the new prices being proposed or offered to AEPA Member Agencies and Participating Entities. Pricing for all Hot List items must be updated on the Vendor Partner's online catalog and submitted to all AEPA Member Agencies in an electronic format that can be posted to websites, emailed and shared with Participating Entities/Buyers.

3. **Part F - Pricing Workbook**

- a. Pricing shall be completed on the provided pricing sheets (Microsoft Excel Workbook) with the f..
- F.1 – Catalog Discounts (Required)
  - F.2 - Price Schedule for all products in a bidder's Commercially Available Catalog for Hardware and Software products, up to one million products. (Required, if bidding the Hardware and Software Category).
  - F.3 - Price Schedule for all products in a bidder's Commercially Available Catalog for Audio-Visual Products, up to one million products. (Required, if bidding the Audio-Visual Category).
  - F..4 – THIS TAB IS INTENTIONALLY OMITTED

- F.5 – Cloud Services Rates and Pricing Scenario. This spreadsheet is required if the bidder is making an offer to include Cloud Services as part of one of the general catalogs. Bidders may also upload separate spreadsheets as long as they contain the minimum information as described on (Required for Cloud Services)
  - F.6 – Services Price Schedule (Optional) Services will not be considered bid-protected or part of the contract if a service rate card or schedule is not included with the bid for evaluation.
  - F.7 – Volume Discounts (Optional)
  - Bidders are instructed to include warranty information and incidental charges and fees on Table F.6 of the Part F Pricing Workbook or on additional sheets in the Excel pricing document. Bidders may not charge incidental charges or fees unless such incidental charges and fees are included in the bid. Responses such as “negotiable” or “to be determined” are not acceptable and will be treated as if Bidder did not include such incidental charges or fees in their bid.
- b. Bid pricing will be evaluated on a combination of items with common SKUs from both the Market Basket and Rest-of-Catalog Price Schedules.
- c. Pricing evaluation may include considerations, other than product cost, including the total cost of the acquisition and whether the Proposer’s offering represents the best value. See the section on Evaluation, Approval and Award below.

**5. 4. Evaluation, Approval, and Award**

The AEPA Committee for this category will evaluate bid responses based on the entire response, and according to the criteria detailed for AEPA’s definition of Responsive and Responsible bids.

As a part of the process of determining responsible Respondents, the category committee may request reports that describe the financial soundness of your organization. You may be asked to include a third-party report or reports that demonstrate your firm’s strength. Accepted financial reports may include balance sheets and Profit & Loss statements for the past three years, a Letter of Credit or Line of Credit from a bank or lending institution indicating the line of credit limit and the average outstanding balance, Dun & Bradstreet reports, a complete Annual Financial Report (for publicly traded companies).

Within the category of Technology Catalog as a whole, there is the potential for five awards, but only one winner in each subcategory, each to the lowest responsive, responsible bidder.

A catalog recommended for award shall be inclusive of all items in that catalog, even if there is overlap with other categories. For example, a recommended award for a General Hardware and Software catalog may include cameras normally found in an Audio-Visual category if they are in the company’s Commercially Available Catalog and, vice versa, a display monitor typically found in a Hardware-Software catalog, may also appear in an awarded Audio-Visual catalog.

The evaluation process for all bids shall be:

- A pass-fail test on the bid’s responsiveness (e.g., bidder followed directions, and all forms are attached with correct information).
- A pass-fail test on minimum responsibility criteria (e.g., financial stability and references).
- Responsive and responsible bidders will then undergo pricing comparisons to find the lowest responsive bidder as follows:
- Determination of lowest-priced bidders and recommendations will be in the following order:
  - Responsive and responsible bidders offering Cloud Services and a General Hardware and Software catalog will be compared to find the lowest-cost bidder; an award recommendation will be made.
  - Remaining responsive and responsible bidders offering HUB programs and a General Hardware and Software catalog will be compared to find the lowest-cost bidder; an award recommendation will be made.
  - Remaining responsive and responsible bidders offering a General Hardware and Software catalog will be compared to find the lowest-cost bidder; an award recommendation will be made.

- Responsive and responsible bidders offering Cloud Services and a general Audio-Visual catalog will be compared to find the lowest-cost bidder; an award recommendation will be made.
- Remaining responsive and responsible bidders offering a general Audio-Visual catalog will be compared to find the lowest-cost bidder; an award recommendation will be made.
- Within this Technology Catalog IFB, a bidder may win one only award, which will be inclusive of the recommended vendor's Commercially Available Catalog

Bidders non-responsive in their subcategory of a Cloud Services offer or HUB offer will not be disqualified. Instead, their offer for a general catalog will be considered.

A recommendation may be made to recommend a single response, or to recommend multiple bidders based on differentiation of product or service between bidders. AEPA will vote as a whole to accept or not accept the committee's recommendation. Once accepted, each recommended bid response will go to the individual states for state-level review and contract approval. Please note, pricing evaluation may include other considerations, including the total cost of the acquisition and whether the Proposer's offering represents the best value. The evaluation committee may consider such factors as life-cycle costs, total cost of ownership, quality, and the suitability of an offering in meeting AEPA members' needs.

Below is a summary of overall Evaluation criteria:

<b>Evaluation Criteria</b>
Complete Response to Bid
Conformance to Bid Terms and Conditions
Pricing Equal to or Better Than That Offered to Individual Entities or Cooperatives with Equal or Lesser Volume
Quality and Suitability of Products Offered
Marketing Plan
Financial Viability
Demonstrated Track Record of Performance in the Public Marketplace
Value Added Attributes
Cost Evaluation

[END]

## PART B - AEPA General Terms and Conditions

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**I. About AEPA**

Welcome to this [Association of Educational Purchasing Agencies \(AEPA\)](#) solicitation. AEPA is a unique school procurement consortium established in 2000 and incorporated in 2007 under the state laws of Nevada. We are a consortium of non-profit public agencies representing thirty-one (31) states. We joined to issue simultaneous Invitations for Bids (IFB), or Request for Proposals (RFP), generating sales for vendor partners in all fifty (50) states. AEPA’s mission is to cooperatively serve our members through a continuous effort to explore and solve present and future purchasing needs. Our goal is to secure multi-state volume purchasing contracts with benefits for our public members that are measurable, cost-effective, and exceed members’ expectations for customer service and value. AEPA is committed to accomplishing this mission lawfully and ethically, using leading-edge technology and contemporary business practices.

The advantage for vendors to work with AEPA is that you respond to one bid or proposal that is legally performed across as many as 31 states, which have the potential to sell nationwide. You are working with up to 31 agencies with a long and trusted history with their public membership. Through our partnerships, AEPA vendors have access to thousands of public agencies across the country. We are a billion-plus-dollar procurement group through our current awarded vendors and are growing.

AEPA designates one Member Agency per state that is operating legally under the rules and regulations of that state. Any additional agencies that wish to participate will negotiate with the authorized Member Agency and participate through them in a way they mutually agree is not in conflict with AEPA procedures. The Member Agency will be the only agency allowed to represent that state at AEPA and will be the only communication link between AEPA and that state.

Each Member Agency, along with the awarded Vendor Partner, represents, supports, and promotes AEPA contracts within their respective state. While the consortium was initially created to support educational entities, the Member Agency for each state determines which public entities (higher educational institutions, cities, counties, townships, states, etc.) can utilize the competitively solicited contracts. Participating entities may include Public and Private School Districts, Educational Service Agencies, Intermediate School Districts, Higher Education Institutions, Federal Agencies, State Agencies, Local Public Bodies, and Nonprofit Non-Public Corporations, Organizations, other entities contracted to conduct business on behalf of a participating entity provided they are required to follow member state and local procurement regulations, etc. that have authorizations to utilize AEPA Member Agencies’ Awarded Contracts.

AEPA has an elected President, Vice President, Secretary, and Treasurer. Operations are overseen by the Executive Director. Solicitations are overseen by the Director of Solicitations. The AEPA Board representing member states meets twice per year and operates otherwise through a sophisticated committee structure.

## AEPA Member Agency Information

State	Member Agency Name	Contact	Email	Students
Arkansas	Southwest Arkansas Education Cooperative	Phoebe Bailey	<a href="mailto:phoebe.bailey@swaec.org">phoebe.bailey@swaec.org</a>	474,337
California	Monterey County Office of Education d/b/a CalSAVE	Ted Witt	<a href="mailto:tedwitt@epylon.com">tedwitt@epylon.com</a>	5800000
Colorado	Colorado BOCES Association	Bridget Thorn	<a href="mailto:coopdir@coloradoboces.org">coopdir@coloradoboces.org</a>	881,000
Connecticut	Capitol Region Education Council (CREC)	Cara Hart	<a href="mailto:chart@crec.org">chart@crec.org</a>	513,000
Florida	Panhandle Area Education Consortium	Tori Vuick	<a href="mailto:tori.vuick@paec.org">tori.vuick@paec.org</a>	2,700,000
Georgia	Cooperative Purchasing Agency	Kevin Benson/Elizabeth Dorman	<a href="mailto:aeapa@cpa4schools.com">aeapa@cpa4schools.com</a> / <a href="mailto:edorman@cpa4schools.com">edorman@cpa4schools.com</a>	1,600,000
Indiana	Wilson Education Service Center	Brent Minton	<a href="mailto:bminton@wesc.k12.in.us">bminton@wesc.k12.in.us</a>	1,030,000
Illinois	Illinois Learning Technology Purchase Program	Hope Hardin-Borbely	<a href="mailto:hardinborbely@iltpp.org">hardinborbely@iltpp.org</a>	1,925,415
Iowa	AEA Purchasing	Tracie Marshall	<a href="mailto:tmarshall@aeapurchasing.org">tmarshall@aeapurchasing.org</a>	520,000
Kansas	The Purchasing Cooperative at Greenbush	Tina Smith	<a href="mailto:tina.smith@greenbush.org">tina.smith@greenbush.org</a>	478,858
Kentucky	Green River Regional Educational Cooperative	Amanda Turner / Scott Howard	<a href="mailto:amanda.turner@grrec.org">amanda.turner@grrec.org</a> / <a href="mailto:scott.howard@grrec.org">scott.howard@grrec.org</a>	675,000
Massachusetts	The Education Cooperative	Tricia McKim	<a href="mailto:pmckim@tec-coop.org">pmckim@tec-coop.org</a>	914,959
Michigan	Oakland Schools	Anna Marie Hollander	<a href="mailto:AnnaMarie.Hollander@oakland.k12.mi.us">AnnaMarie.Hollander@oakland.k12.mi.us</a>	1,550,802
Minnesota	Cooperative Purchasing Connection	Melissa Mattson	<a href="mailto:mmattson@lsc.org">mmattson@lsc.org</a>	944,736
Missouri	EducationPlus	Mike Havener	<a href="mailto:mhavener@edplus.org">mhavener@edplus.org</a>	880,000
Montana	Montana Cooperative Service	Dave Puyear	<a href="mailto:dpuyear@mrea-mt.org">dpuyear@mrea-mt.org</a>	144,129
Nebraska	ESU Coordinating Council (ESUCC)	Craig Peterson	<a href="mailto:craig.peterson@esucc.org">craig.peterson@esucc.org</a>	328,649
New Jersey	Educational Services Commission of New Jersey	Timothy Havlush	<a href="mailto:thavlush@escnj.us">thavlush@escnj.us</a>	1,369,000
New Mexico	Cooperative Educational Services	Robin Strauser	<a href="mailto:robin@ces.org">robin@ces.org</a>	338,307
North Carolina	Carolinas Alliance 4 Innovation (CA4I)	Fred Payne	<a href="mailto:fred.payne@ca4i.org">fred.payne@ca4i.org</a>	1,500,000
North Dakota	North Dakota Educators Service Cooperative	Jane Eastes	<a href="mailto:jeastes@lsc.org">jeastes@lsc.org</a>	118,878
Ohio	Ohio Council of Educational Purchasing Consortia	Tamra Hurst	<a href="mailto:tamra.hurst@apps.sparcc.org">tamra.hurst@apps.sparcc.org</a>	1,920,103
Oregon	Intermountain ESD	Rob Naughton	<a href="mailto:rob.naughton@imesd.k12.or.us">rob.naughton@imesd.k12.or.us</a>	570,857
Pennsylvania	Central Susquehanna Intermediate Unit d/b/a Keystone Purchasing Network	Mark Carollo	<a href="mailto:mcarollo@csiu.org">mcarollo@csiu.org</a>	1,700,000
South Carolina	Carolinas Alliance 4 Innovation (CA4I) dba Carolina Buy	Nita Werner	<a href="mailto:nwerner@carolinabuy.com">nwerner@carolinabuy.com</a>	787,000
Texas	Region 16 Education Service Center d/b/a TexBuy	Andrew Pickens	<a href="mailto:andrew.pickens@esc16.net">andrew.pickens@esc16.net</a>	5,232,065
Virginia	Fairfax County Public Schools	Laila Sultan	<a href="mailto:lsultan@fcps.edu">lsultan@fcps.edu</a>	1,297,000
Washington	King County Directors' Association	Bart Powelson	<a href="mailto:bpowelson@kcda.org">bpowelson@kcda.org</a>	1,071,082
West Virginia	Mountain State Educational Services Cooperative	Jan Hanlon / Kevin Hess	<a href="mailto:jhanlon@k12.wv.us">jhanlon@k12.wv.us</a> / <a href="mailto:kbhess@k12.wv.us">kbhess@k12.wv.us</a>	245,000
Wisconsin	Cooperative Educational Service Agency (CESA Purchasing) #2	Meghan Cropp	<a href="mailto:meghan.cropp@cesapurchasing.org">meghan.cropp@cesapurchasing.org</a>	854,000
Wyoming	Northeast Wyoming Board of Cooperative Educational Services (NEW BOCES)	Noamie Niemitalo / Benny Leonard	<a href="mailto:nniemitalo@newboces.com">nniemitalo@newboces.com</a> / <a href="mailto:bleonard@newboces.org">bleonard@newboces.org</a>	93,000

## II. General Terms and Conditions for All Agencies

*For the purposes of this Solicitation, the following terms must be defined as indicated below, and constitute the general terms and conditions for all AEPA Member Agencies:*

**Administrative Fee:** The percentage of sales that each Vendor Partner pays the Member Agency for sales in their respective state or states that they extend AEPA pricing to. Administrative Fees must be paid to each Member Agency quarterly. Administrative fees may not exceed 2% based on volume sold net of shipping, sales and government fees.

**Advertising:** Vendor Partner must not advertise or publish information concerning this contract prior to the award being announced by AEPA Member Agencies. Once the award is made, the Vendor Partner may advertise to the individual Participating Entities that products/services are available. Vendor Partner must submit ad copy to the AEPA Member Agency for review and approval prior to issuing the advertisement.

**AEPA Bi-Annual Meetings:** AEPA holds two general meetings each year: one in the Spring (usually in April or May) and the other in the Winter (usually in November or December). AEPA requires that all successful contract holders attend both meetings and participate in the vendor engagement activities at the Spring meeting. AEPA requests that all vendor partners register in advance and stay at the AEPA official hotel if rooms are available. All registrations for the meetings are required by the official registration due date as announced by AEPA.

**AEPA Member Agency:** Refers to the entities identified in the table in Part I of this document who are approved as AEPA members. Member Agencies participating in a particular category are listed in Part A – IV. Specifications, Item 3: Anticipated Member Agency Participation. "Direct or Indirect Participation" may include their involvement through the formulation of any part of a procurement activity; the influencing of the content of any term, condition and/or specification; the evaluation, investigation, auditing and/or the rendering, of advice, recommendation, decision, approval, disapproval and the award and implementation of procurement contract. Not every listed entity may elect to participate in a solicitation once the responses are reviewed and approved.

**Affirmative Action:** An Affirmative Action Plan, Certificate of Affirmative Action, or other documentation regarding Affirmative Action may be required by AEPA Member Agencies. Vendors must comply with requirements and/or requests for information regarding Affirmative Action by Member Agencies.

**Amendment of Solicitation:** A solicitation may be amended up to the time of opening.

- Initial Contact with Category Committee:** A Respondent desiring appeal of a decision regarding a solicitation or a contract recommendation shall first address, in writing, the appropriate Category Committee. The Category Committee, in collaboration with the Director of Solicitations, will determine an appropriate resolution to the appeal. In addition, the Executive Director and Solicitations Committee will act as advisors in the appeal process.
- First Appeal to President:** If the issue appeal is not satisfactorily resolved, it may be submitted to the President of AEPA to determine if the appeal can be satisfactorily resolved or should be presented to the Board.

**Applicable Law:** The laws of the state of the respective AEPA Member Agency must govern any resulting contract of this solicitation. Suits pertaining to this contract may be brought only in courts in the County and State as prescribed by the AEPA Member Agency. Both parties agree that the Uniform Commercial Code, as adopted by the State of the AEPA Member Agency, must fully apply. The Vendor Partner must comply with any and all laws, whether local, state, federal or otherwise, applicable to any aspect of the work to be performed in relation to the resulting contract. It must be the Vendor Partner's responsibility to identify, make themselves aware of, and determine the applicability and requirements of any such laws and to abide by them.

**Approval and Awarding of Contract:** AEPA and its AEPA Member Agencies reserve the right to approve and award a contract to one Vendor Partner, to make multiple approvals and awards, to reject any or all offers in whole or in part, to waive any minor formalities or irregularities in any offers, and to accept offers, which in its discretion and according to law may be in the best interest of the AEPA Member Agencies and their Participating Entities. A response to this solicitation is an offer to contract with the AEPA Member Agencies based upon the terms, conditions, and scope of work and specifications contained in this invitation. A solicitation does not become a contract unless and until it is accepted, recommended, and approved by AEPA and awarded by the individual AEPA Member Agency. A contract is formed when an AEPA Member Agency administrator and, if required, an AEPA Member Agency Board approves and signs the Acceptance of Solicitation and Contract Award Form (see Part E) document, eliminating the need for a formal signing of a separate contract.

**Assignment:** No right or interest in this contract must be assigned or transferred by the Vendor Partner without prior written permission by AEPA and its AEPA Member Agencies, and no delegation of any duty of the Vendor Partner must be made without prior written permission by the AEPA Member Agency. AEPA and its AEPA Member Agencies must not unreasonably withhold approval and must notify the Vendor Partner within fifteen (15) days of receipt of written notice by the Vendor Partner.

**Audit Rights:** In accordance with applicable law of the State of the AEPA Member Agency, the Vendor Partner's books, and pertinent records related to this contract may be audited at a reasonable time and place.

**Authority:** This solicitation, as well as any resulting contract/agreement, is issued under the general authority of the State laws of the AEPA Member Agency and those identified within the AEPA Member Agencies' Specific Terms and Conditions, Part C, (see also Procurement Code below). Internal or external Cooperative Purchasing Agreements between the AEPA Member Agency and Participating Entities may exist.

**Bidder/Respondent/Offeror/Vendor Partner Definitions:**

**Bidder, Respondent, Offeror, and Vendor Partner** are interchangeable and are used to identify the person(s) or firm(s) submitting a response to an Invitation for Bid or Request for Proposal.

1. Prospective Respondent/Bidder/Offeror: has notified AEPA of a desire to bid by registering on the AEPA solicitation portal. "Bidder" has submitted an offer to AEPA in response to an AEPA solicitation.
2. Recommended Respondent/Bidder/Offeror: has been approved by AEPA for its AEPA Member Agencies for contract consideration.
3. Vendor Partner: has entered into a contract with a participating AEPA Member Agency or subsequently a Participating Entity.

**Bonfire eProcurement Platform (<https://gobonfire.com/>), AKA Euna Procurement:**

An easy-to-use platform that provides Respondents with the automatic notification of open solicitations, automatic notification of answered questions and issued addenda, and a way to electronically submit an organization's solicitation response. All changes, updates, uploads, and downloads are time-stamped and logged as part of the solicitation process. Vendors must register to use Bonfire. Registration information is on the [AEPA website](#). There is no cost for vendors to use Bonfire. Bonfire has recently changed its name to EUNA Procurement. Therefore, the names Bonfire and EUNA Procurement are interchangeable in this solicitation.

**Brand Names:** The use of the name of a manufacturer, brand, make or catalog number does not restrict the Respondent. Brand names and model numbers are used to indicate the character, quality, and/or performance equivalence of the commodity on which offers are submitted. Respondents may submit alternates. However, AEPA reserves the right to decide whether alternatives to the identified manufacturer and brand are equal to the product, equipment, and/or service described in the invitation. AEPA's decision must be final.

**Buyer:** Identifies the AEPA Member Agencies and their Participating Entities that acquire and purchase commodities, supplies, materials, equipment, and services under AEPA Member Agencies' awarded contracts.

**Captions, Headings, and Illustrations:** The captions, illustrations, headings, and subheadings in this solicitation are for explanation only and in no way define, limit, or describe the scope or intent of the request.

**Certification:** By signature in the solicitation section of the Contract Award page, the Respondent certifies: the submission of the offer did not involve collusion or other anti-competitive practices; the Respondent must not discriminate against any employee, or applicant for employment in violation of Federal and State Laws; the Respondent has not given, offered to give, nor intends to give at any time hereafter any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor or service to a public servant in connection with the submitted offer; and the Respondent agrees to promote and offer to AEPA Member Agencies and Participating Entities only those materials and/or services as stated in and allowed under resultant contract(s) awarded.

**Christian Doctrine:** Any federal, state, and local governing authority's/jurisdiction's statutes, codes, rules, and regulations referenced and/or govern the products, services, and activities relating to and are part of this solicitation, whether or not physically noted or included, must be complied with, and adhered to as required. It is the sole responsibility of the Respondent to perform and complete any necessary research and investigation required to make themselves aware of and comply with this item.

**Clarification:** As used in this solicitation, clarification means communication with a Respondent for the sole purpose of eliminating minor irregularities, informalities, or apparent clerical mistakes in the solicitation. It is achieved by explanation or substantiation, either in response to an inquiry by the AEPA Member Agency or as initiated by the Respondent. Clarification does not allow the Respondent to revise or modify its solicitation.

**Commercially Available Catalog:** A published paper catalog or an online website that is widely distributed or accessible to a wide population or set of businesses across the United States. It is made available to the general public, public or nonprofit entities and contains a verifiable price, along with product descriptions, SKU numbers, and photographs. A commercially available catalog is distinct from a custom catalog or website, whose prices and offerings are tailored to niche audiences or are targeted to a small geographic location. The prices published in a Commercially Available Catalog will be considered a company's base pricing or "commercially available pricing" for the purpose of AEPA bids or proposals. All pricing must be in U.S. Dollars. AEPA will not accept an artificial catalog or price list, or base price created for the purpose of responding to a competitive solicitation.

**Competitive Range:** AEPA and its AEPA Member Agencies reserve the right to establish a competitive range of acceptable responses as part of the evaluation process as defined herein. Responses below the competitive range will be determined to be unacceptable and will not receive further consideration.

**Contract Documents:** AEPA Member Agency will review proposed contract documents. Vendor Partner's contract document must not become part of AEPA Member Agency's contract with Vendor Partner unless and until an authorized representative of an AEPA Member Agency reviews and accepts it.

**Construction:** Each AEPA Member Agency defines what constitutes construction within their state statutes, and identifies the policies, rules, regulations, and codes that govern construction projects. AEPA has defined construction as building, altering, repairing, installing or demolishing in the ordinary course of business any road, highway, bridge, parking area or related project; building, stadium or other structure; airport, subway or similar facility; park, trail, athletic field, golf course or similar facility; dam, reservoir, canal, ditch or similar facility; sewage or water treatment facility, power generating plant, pump station, natural gas compressing station or similar facility; sewage, water, gas or other pipelines; transmission line; radio, television or other towers; water, oil or other storage tanks; shaft, tunnel or other mining appurtenance; electrical wiring, plumbing or plumbing fixture, gas piping, gas appliances or water conditioners; air conditioning conduit, heating or other similar mechanical work; or similar work, structures or installations. Construction must also include leveling or clearing land; excavating earth; drilling wells of any type, including seismographic shot holes or core drilling; and similar work, structures, or installations.

**Cooperative Procurement:** Some individual state procurement codes may contain cooperative purchasing statutes that state any state agency or local public body may either participate in, sponsor or administer a cooperative procurement agreement for the procurement of any services, construction or items of tangible personal property with any other state agency, local public body or external procurement unit in accordance with an agreement entered into and approved by the governing authority of each of the state agencies, local public bodies or external procurement units involved. The cooperative procurement agreement must clearly specify the purpose of the agreement and the method by which the purpose will be accomplished. Any power exercised under a cooperative procurement agreement entered into according to each state's procurement code must be limited to the central purchasing authority common to the contracting parties, even though one or more of the contracting parties may be located in different states.

**Cooperative Purchasing Contracts:** The Vendor Partner agrees that all the prices, terms, warranties, and benefits granted by the Vendor Partner to AEPA Member Agencies or Participating Entities through this contract **will be equal to or better than** those offered to any individual entities or cooperatives that have equal or lesser volume. If the Vendor Partner must, during the term of this Contract, enter into arrangements with any customer or cooperative providing greater benefits or terms that are more favorable, the Vendor Partner must notify the AEPA category committee chairperson and offer said prices, terms, warranties, and benefits to all AEPA Member Agencies. The following must be noted:

1. AEPA and its AEPA Member Agencies reserve the right to accept or reject the Respondent's offer if it is determined it does not comply with the above based on their knowledge, investigation, review, and findings of Respondents' submitted prices.
2. In the event the Vendor Partner offers lower prices to another customer or cooperative, AEPA and its AEPA Member Agencies must notify the Vendor Partner of the deviation and request written justification. Based on AEPA and its AEPA Member Agencies' investigation, review, and findings, AEPA reserves the right to take the following actions: to request the Vendor Partner to immediately adjust its AEPA's offered prices to match the lower prices offered, to work with the Vendor Partner to mediate and resolve the situation; or to notify the Vendor Partner that it intends to suspend and/or terminate their contract.

**Cost of Preparation:** Neither AEPA nor any AEPA Member Agency must reimburse the cost of developing, presenting, or providing any response to this solicitation.

**Credit Hold:** The Vendor Partner must agree not to place the AEPA Member Agency and/or its Participating Entity on “credit hold” without 10-days advanced notice in writing, either by letter, facsimile, or email to the AEPA Member Agency and the Participating Entity. The AEPA Member Agencies believe it is better for the Vendor Partner if the AEPA Member Agency places the slow paying Participating Entity on “credit hold;” if a Vendor Partner places the Member Agency on credit hold, Participating Entities that pay promptly are penalized. If, on the other hand, the Member Agency places the offending Participating Entity on “credit hold,” payment is more likely to result and only the offending Participating Entity is penalized.

### **Delivery Terms, Conditions, and Requirements**

1. **Delivery:** is to be made within the specified time identified in Part A Specifications for each solicitation category, unless otherwise stipulated in writing and accepted by all parties (Buyer placing order and Vendor Partner). The Vendor Partner agrees to notify the Buyer if an order cannot be processed within the specified period and/or the agreed-upon timelines.
2. **The title and risk of loss of material or service:** must not pass to the Buyer purchasing the material or services until it receives the material or service at the point of delivery (FOB Destination), and they have been accepted, unless otherwise provided within this document or individual project’s contract.
3. **Ownership of products and services** happens only after receipt and acceptance of delivery by the Buyer. The Buyer will be the determining judge of whether materials and services delivered under the purchase order/contract satisfy the specifications and requirements as identified in the contract/order.
4. **Fungible Goods:** Title to an undivided share or quantity of an identified mass of fungible goods will not pass to a Buyer until the separation of the purchased share has been made, delivered, and received.
5. **Shipping Terms:** (See Part A Specifications for specific instructions on shipping and handling costs for the individual category you are responding to.) Vendor Partner must retain the title and control of all goods until they are delivered and received. All risks of transportation and all related charges must be the responsibility of the Vendor Partner unless other arrangements have been made between the vendor partner and the AEPA Member Agency. Shipping must be FOB destination. The Vendor Partner must file all claims for visible or concealed damage. AEPA Member Agency, or the receiving Buyer, will notify the Vendor Partner and/or Freight Company promptly of any damaged goods and must assist the freight company/Vendor Partner in arranging for inspection. No FOB vessel, car, or other vehicle terms will be accepted.
  - a. **Shipping Costs:** Products may be shipped without separate shipping costs. If shipping is allowed as a separate line item per Part A Specifications and charged, the actual cost of delivery may be added to an invoice. No COD orders will be accepted unless specifically requested by the AEPA Member Agency.
  - b. **Shipment under Reservation:** Vendor Partner is not authorized to ship materials under reservation and no tender of a bill of lading will operate as a tender of the materials.
  - c. **Shipping Errors:** Vendor Partner agrees that shipping errors will be at the expense of the Vendor Partner. For example, if a Vendor Partner ships a product that was not ordered, it is the responsibility of the Vendor Partner to pay for return mail or shipment.

6. **Stored Materials (vendor managed inventory):** Upon prior written agreement between Vendor Partner and Buyer, payment may be made for materials not incorporated in the work but delivered and suitably stored at the site or some other location, for installation at a later date. An inventory of the stored materials must be provided to the Buyer prior to payment. Such materials must be stored and protected in a secure location and be insured for their full value by Vendor Partner against loss and damage. Vendor Partner agrees to provide proof of coverage and/or addition of Buyer as an additional insured upon Buyer's request. Additionally, if stored offsite, the materials must also be clearly identified as the property of the Buyer and be separated from other materials. The buyer must be allowed a reasonable opportunity to inspect and take inventory of stored materials, on or offsite, as necessary. Until final acceptance by Buyer, it must be the Vendor Partner's responsibility to protect all materials and equipment. Vendor Partner warrants and guarantees that title for all work, materials, and equipment must pass to Buyer upon final acceptance. Payment for stored materials must not constitute final acceptance of such materials.
7. **Improper delivery:** Unless contrary to other parts of this solicitation, if the goods, services, or tender of delivery fail in any respect, to conform and adhere to the terms, conditions, specifications of the resulting contract based on this solicitation and/or the individual Buyer's contract/order, the Buyer may reject the whole, accept the whole, or accept any commercial unit or units and reject the rest.
8. **Defective Goods:** Vendor Partner agrees to pay for return shipment on goods that arrive in a defective or inoperable condition. Vendor Partner must agree to arrange for return shipment of damaged goods.
9. **Liquidated Damages:** The Buyer may suffer financial loss if the project is not substantially complete, or products or services are not delivered on the established date. The Vendor Partner (if applicable surety) must be liable for and must pay to the Buyer, not as a penalty, the sums that may be hereinafter agreed upon as liquidated damages per calendar day of delay until the work and/or delivery is determined by Buyer to be complete and/or delivered. Liquidated damages will be determined on a project-by-project basis.
10. **No Replacement of Defective Tender:** Every tender of materials must fully comply with all provisions of this contract. If tender is made which does not fully conform, this must constitute a breach, and Vendor Partner must not have the right to substitute a conforming tender without the written consent of all parties involved.
11. **Default in One Installment to Constitute Total Breach:** Vendor Partner must deliver conforming materials in each installment or lot of this contract and may not substitute nonconforming materials. The AEPA Member Agency reserves the right to declare a breach of contract if the Vendor Partner delivers nonconforming materials or services to any Buyer under this contract.
12. **Restocking Fees:** A restocking fee may only be charged on products ordered and delivered to the Buyer's site in accordance with the order/contract. Restocking fees in excess of 15% will not be allowed. Restocking fees may be waived, at the option of the Vendor Partner. The Vendor Partner must identify, specify, and justify any exceptions or deviations taken.

**Disbarment and Suspension:** By signature accepting Terms and Conditions, it is certified on behalf of the company and their key employees that neither the company nor its key employees have been proposed for debarment, debarred, or suspended by any State or Federal Agency within the last five (5) years. If within the past five (5) years, any Respondent has been disbarred, suspended or otherwise lawfully precluded from participating in any public procurement activity with a federal, state or local government, the Respondent must include a letter with its response that includes the name and address of the public procurement unit, the effective date of the suspension or debarment, the duration of the suspension or debarment, and the relevant circumstances relating to the suspension or debarment. Any failure to supply such a letter or not to disclose in the letter all the pertinent information may result in the cancellation of any resulting contract. By signing the solicitation section, the Respondent certifies that no current suspension or debarment exists.

**EDGAR (2 CFR 200) Compliance:** Respondents are required to complete Education Department General Administrative Regulations (EDGAR) compliance certification, found in Part E of this solicitation. EDGAR regulations govern all federal grants awarded by the U. S. Department of Education on or after December 26, 2014.

**Eligible Entities:** Individual AEPA Member Agency's state procurement codes and statutes dictate which agencies, entities, and organizations can participate in cooperative procurement contracts approved by AEPA and awarded by its members. Depending on state-specific regulations, federal and state agencies, local public bodies, and non-profit/non-public entities may utilize these contracts.

**Estimated Quantities:** In Part A Specifications of this solicitation, AEPA, and AEPA Member Agencies have indicated their anticipated volume for the products and services requested. It is anticipated that a considerable amount of activity will result from this solicitation; however, there is no guarantee of future order quantities since this is an indefinite-quantity contract. Usage depends on the actual needs of the AEPA Member Agencies, their Participating Entities, and the marketing by the Vendor Partner.

**Euna Procurement eProcurement Platform, AKA Bonfire (<https://gobonfire.com/>):** An easy-to-use platform that provides Respondents with the automatic notification of open solicitations, automatic notification of answered questions and issued addenda, and a way to electronically submit an organization's solicitation response. All changes, updates, uploads, and downloads are time-stamped and logged as part of the solicitation process. Vendors must register to use Bonfire. Registration information is on the [AEPA website](#). There is no cost for vendors to use Bonfire. Bonfire has recently changed its name to EUNA Procurement. Therefore, the names Bonfire and EUNA Procurement are interchangeable in this solicitation.

**Experience, Proven Track Record and Past Performance Information:** It has been determined by AEPA and its AEPA Member Agencies to be a major factor in consideration if a Respondent possesses the ability, capacity, and resources to acquire, manufacture, deliver, construct, install, service and support all of the procurement functions and activities involved in a national contract of this nature. AEPA and its AEPA Member Agencies reserve the right to accept or reject an offer if, in its judgment, the Respondent failed to demonstrate the following: a proven track record in the products and services offered (qualifications, knowledge, and background); is willing and able to deliver the proposed products and/or services to ninety (90%) percent of those participating AEPA Member Agencies identified in Part A (unless otherwise noted in Part A Specifications) and has provided relevant information regarding its actions under previously awarded contracts to schools, local, state, or federal agencies. It includes the Respondent's record of conforming to specifications and standards of good workmanship; the Respondent's record of containing and forecasting costs on any previously performed cost-reimbursable contract schedules, including the administrative aspects of performance; the Respondent's history for reasonable and cooperative behavior and commitment to customer satisfaction; and generally, the Respondent's businesslike concern for the interests of the customer.

Additionally, any former Vendor Partner that has not been recommended for extension during a solicitation cycle, or current Vendor Partner that has had under \$100,000 in total sales during the solicitation cycle, must appeal to AEPA in writing (to [bid-committee@aepacoop.org](mailto:bid-committee@aepacoop.org)) before being considered as a viable respondent to the solicitation. The appeal should include reasons for the poor past performance and steps that have been taken by the Vendor Partner to improve future performance. AEPA will reject the appeal if, in AEPA's sole discretion, the appeal does not sufficiently address poor past performance and steps to improve future performance. Failure of the Vendor to provide the appeal, before the due date of the solicitation, will result in the Vendor's submission being rejected.

**External Procurement Unit:** means any procurement organization not located in a current AEPA Member Agency state which, if located in the state, would qualify as a federal or state agency or a local public body. Various state procurement codes allow external procurement units to offer their contracts and for agencies within those states to utilize those contracts to acquire goods and services.

**Federal Agency [25] USC 3001 (4):** Is defined as any department, agency, or instrumentality of the United States, any executive department, military department, government corporation, government-controlled corporation, or other establishments in the executive branch of government, including the Executive Office of the President or any independent regulatory agency established through legislative and/or administrative action.

**Federal Requirements:** Vendor Partner agrees, when working on any federally-assisted projects with more than \$2,000 in labor costs, to comply with the Contract Work Hours and Safety Standards Act (40 U.S.C. 329 et seq.) and all applicable sections of the act and the Department of Labor's supplemental regulations (29 CFR parts 5 and 1926), the Civil Rights Act of 1964 as amended, the Davis-Bacon Act (Section 29, CFR Part 5), and the Copeland "Anti-Kickback" Act (18 U.S.C. 874) as supplemented in the Department of Labor regulation (29 CFR part 3. In such projects, the Vendor Partner agrees to post wage rates at the worksite and submit a copy of their payroll to the AEPA Member Agency for their files. Also, to comply with the Copeland Act, the Vendor Partner must submit weekly payroll records to the AEPA Member Agency. The Vendor Partner must keep records for three (3) years and allow the federal grantor agency access to these records, upon demand. All federally assisted contracts to an AEPA Member Agency that exceed \$10,000 may be terminated by the federal grantee for noncompliance by the Vendor Partner. In projects that are not federally funded, Vendor Partners must agree to meet any federal, state, or local requirements, as necessary. Also, if compliance with the federal regulations increases the contract costs beyond the agreed-on costs in this solicitation, the additional costs may only apply to the portion of the work paid by the federal grantee. On all other projects, the prices must agree with this contract. Vendor Partner must comply with all applicable standards, orders, or requirements issued under Section 306 of the Clean Air Act (42 U.S.C.) 187 [h], and the Federal Water Pollution Control Act as amended (33 U.S.C. 1251 et. Seq.); and, Executive Order 11738 and Environmental Protection Agency (EPA) regulations (40 CFR Part 15), which prohibit the use under non-exempt federal contracts, grants, or loans of facilities included in the EPA list of violated facilities.

**Force Majeure:** Except for payments of sums due, neither party must be liable to the other, nor be deemed in default under this contract, if, and to the extent, that such party's performance of this contract is prevented by reason of force majeure. The term "force majeure" means an occurrence that is beyond the control of the party affected and occurs without its fault or negligence, including, but not limited to the following: acts of God; acts of the public enemy; war; riots; strikes; mobilization; labor disputes; civil disorders; fire; flood; blizzards; earthquakes; tornadoes or violent winds; hail storms; lockouts; injunctions-intervention-acts, or failures or refusals to act by government authority; and other similar occurrences beyond the control of the party declaring force majeure, which such party is unable to prevent by exercising reasonable diligence. The force majeure must be deemed to commence when the party declaring it notifies the other party of the existence of the force majeure and must be deemed to continue as long as the results or effects of the force majeure prevent the party from resuming performance in accordance with the contract. Force majeure must not include late deliveries of equipment or materials caused by congestion at a manufacturer's plant or elsewhere, an oversold condition of the market, inefficiencies, or similar occurrences. If either party is delayed at any time by force majeure, the delayed party must notify the other party in writing of such delay within forty-eight (48) hours.

**Form of Contract:** The form of contract for this solicitation must be the published solicitation, the awarded Vendor Partner's response, and properly issued purchase orders and/or contracts in accordance with this solicitation. If a firm submitting an offer requires AEPA Member Agency and/or Participating Entities to sign an additional contract, a copy of the proposed contract must be included with these.

**Gratuities:** AEPA Member Agency may, by written notice, cancel this contract if it is found that gratuities, in the form of entertainment, gifts or otherwise, were offered or given by the Vendor Partner or any agent or representative of the Vendor Partner, to any employee of the AEPA Member Agency with a view toward securing a contract or with respect to the performance of this contract. However, paying the expenses of normal business meals, which are generally made available to all eligible school and government employees, must not be prohibited by this paragraph. Samples of software, equipment, or hardware provided to the AEPA Member Agency for demonstration, evaluation, or loan purposes are not considered gratuities.

**Historically Under-Utilized Business:** An “Historically Under-Utilized Business” (HUB) is a category for companies that have traditionally failed to reap the benefit from full and equal procurement opportunities. Typically, these types of companies may include women-owned, disabled veteran-owned, and minority-owned businesses or operations defined as small businesses, micro businesses, or businesses operating in enterprise zones. For the purpose of this solicitation, a Bidder opting to offer a HUB program, may self-define the types of HUB businesses it includes in its network of HUB partners and the role they play; however, the Bidder must ensure that the partner-authorized HUBs provide a “Commercially Useful Function.” As it related to HUB businesses, a “Commercially Useful Function” (CUF) is work that is integral to sales, delivery, or supply-chain solution, and not a mere facade for the pass through of goods. Examples of HUB work that qualify as a Commercially Useful Function include instances when HUBs:

- Execute a specific element of the scope of work including supplying of goods and services.
- Provide services work that is normal for the firm’s assortment of business services.
- Are fully or partially responsible for paying for wholesale materials, conducting sales, installation of products, delivery of products.
- Do not subcontract a portion of the work greater than expected by industry practices.
- Act as resellers, buying products wholesale from the awarded Vendor/Contractor.

**Indemnification:** Vendor Partner will indemnify, defend and save harmless AEPA, its Members, Participating Entities, its employees from any and all claims, demands, suits, proceedings, loss, cost and damages of every kind and description, including any attorney’s fees and/or litigation expenses, which might be brought or made against or incurred by AEPA, its Members, Participating Entities, its employees on account of loss or damage to any property or for injuries to or death of any person, caused by, arising out of, or contributed to, in whole or in part, by reasons of any act, omission, professional error, fault, mistake, or negligence of Vendor Partner, its employees, agents, representatives, or Subcontractors, their employees, agents, or representatives in connection with or incident to the performance of this agreement, or arising out of worker’s compensation claims, unemployment compensation claims, or unemployment disability compensation claims of employees of Vendor Partner, and/or its Subcontractors or claims under similar such laws or obligations. Vendor Partner’s obligation under this section will not extend to any liability caused by the sole negligence of AEPA, its Members, participating Entities, its employees. The liability of AEPA, its Members, Participating Entities, or its employees will be subject in all cases to the immunities and limitations of Nevada or the AEPA Member Agency’s state laws.

**Installation:** Equipment and items of construction must be installed in accordance with the manufacturer’s instructions, specifications, in accordance with any federal, state, local rules, regulations, codes, and the schedule determined by the AEPA Member Agency and/or Participating Entity.

**Insurance:** Prior to executing a contract with the AEPA Member Agency or a Participating Entity under this solicitation, if required, the Vendor Partner must procure, maintain and provide certification from insurer(s) for minimal coverage during the life of any resulting contract/agreement, to include but not limited to comprehensive public and/or commercial liability, errors and omissions, workman’s compensation, unemployment and other insurance coverage required by and applicable to each AEPA Member Agency state’s statutes and federal laws in which proposed products and services will be offered and provided. Evidence of the required insurance for each of those AEPA Member Agencies' state, who indicated an interest in

participating in this solicitation, identified in Part A Specifications by providing written evidence and/or documentation from your insurer(s) indicating your firm has in place the type and amount of coverage required by each of the states. The Bidder has the sole responsibility to conduct and perform the necessary research to make themselves aware of and to understand each state's requirements.

1. **Certificate of Insurance:** The Vendor Partner must provide, as required, a certificate of insurance for commercial liability insurance, naming the AEPA Member Agency and or its Participating Entity as the certificate holder (co-insurer). All insurance policies are to be executed by an insurance company authorized to do business in those AEPA Member Agencies' states participating in this solicitation.
2. **Subcontractor's Insurance:** Prior to commencing any work, any Subcontractor must procure and maintain, at its own expense until final acceptance of the work, insurance coverage in a form, and from insurers acceptable to the prime Vendor Partner. All Subcontractors must hold the appropriate type and amount of insurance coverage required by the AEPA Member Agency state in which the work is being done and will provide insurance, which waives all subrogation rights against the prime Vendor Partner, AEPA Member Agency and its Participating Entities.

**Invalid Term or Condition:** If any term or condition of this solicitation and any resulting contract must be held invalid or unenforceable, the remainder of this solicitation and any resulting contract must not be affected and must be valid and enforceable.

**Late Responses:** Late responses will not be accepted. All offers must be submitted online via Bonfire eProcurement Solution (<https://gobonfire.com>) by the due date and time of this solicitation.

**Leases and Rentals:** Vendor Partner may allow AEPA Member Agency or Participating Entity to rent, lease, or lease-purchase. The buyer must receive a copy of the executed leasing documents prior to processing a purchase order. Vendor Partner agrees that leases will comply with the Uniform Commercial Code and the Buyer's individual state laws. All terms of leasing must be included in the offer, with interest rates described as related to a published government standard. Vendor Partner must indicate in their response to this solicitation and in any leasing/rental agreement, all costs (must be itemized) associated with early termination and/or the returning of leased or rented equipment that are the responsibility of the Buyer. No sale of a contract to a third party will be made without informing the Buyer of the transfer. If Vendor Partner sells a lease contract to a third party, the cost of return of the product must not be greater than the cost of return to the original Vendor Partner.

**Legal Remedies:** All claims and controversies must be subject to the Procurement Code of the state in which the AEPA Member Agency or Participating Entity resides.

**Licenses and Registration:** Each state and local jurisdiction in which a transaction may occur may require various types of licenses and/or registrations (business, construction, etc.). Likewise, there are various policies, procedures, rules, regulations, codes, and laws that govern such licensing/registration within federal, state, and local jurisdictions, therefore, it is the Respondent's/Vendor Partner's responsibility to be aware of, obtain and maintain in current status all federal, state, and local licenses, registrations and bonds required for the performance and delivery of any and all products and services offered in its response to this solicitation. It is also the responsibility of the Respondent/Vendor Partner to ensure that any Subcontractors performing under this solicitation hold and maintain the appropriate licenses/registrations. The Respondent will submit copies of licenses, registration, and/or other documentation to substantiate whether they hold the appropriate licenses/registration required by individual jurisdictions covered by this solicitation.

**Liens:** All materials and services must be free of all liens.

**Local Public Body:** A political subdivision of the state and the agencies, instrumentalities, and institutions thereof. Such agencies may include but are not limited to two-year and four-year post-secondary educational institutions, pre-k-12 institutions, counties, cities, and municipalities, except as exempted pursuant to the Procurement Code within each state. Entities within these groups may include but are not limited to political subdivisions, administrative units, councils, commissions, boards, and organizations that either by federal, state, or local legislative or administrative action or appointment and have been established or given the responsibility and authority to act, conduct and perform various activities on behalf of the federal or state agency or local public body.

**Manufacturer's Representative:** Dealers, distributors, and installers of specialized facility technology, electrical, mechanical systems and equipment, who, if permitted by the Scope of Work, submit an offer as a manufacturer's representative, must be able to provide documented evidence from and/or between it and the manufacturer certifying that the Respondent is a bona fide manufacturer's agent for the specific products/services proposed, the Respondent is authorized to submit an offer on such products/services, and a guarantee that, should the Respondent fail to satisfactorily fulfill any obligations established as a result of the award of contract, the manufacturer will either assume and discharge such obligations covered by warranties or provide for their competent assumption by one or more bona fide representatives for the term of the contract/warranty period. Respondents of software, mechanical devices, electrical products/systems, and other commodities that makeup systems/networks must be able to provide the same information from a manufacturer.

**Modification by Buyer:** Vendor Partner must have no obligation with respect to any patent and copyright infringement claim based upon Buyer's modification of the equipment and/or software, or its operation or use with apparatus, data or programs not furnished by Vendor Partner. However, one Buyer's action will not preclude Vendor Partner's obligation to others not having modified their equipment or software.

**Money:** All transactions are payable in U.S. currency only.

**Multiple Approvals and Awards:** throughout the United States, AEPA Member Agencies have a large number of Participating Entities who take advantage of and utilize awarded contracts. To ensure that any issued contract will allow these entities to fulfill current and future needs and requirements, AEPA and its AEPA Member Agencies reserve the right at their discretion to approve and/or award one contract, multiple contracts, or no contracts. The actual use of any contract will be at the sole discretion of the AEPA Member Agency or the Participating Entity.

**Nonexclusive Contract:** Any contract resulting from this solicitation must be approved and awarded with the understanding and agreement that it is for the sole convenience of AEPA, its AEPA Member Agencies, their Participating Entities and they reserve the right to obtain like goods and services from another source.

**Nonprofit, Non-Public Educational Institutions, and other Nonprofit Organizations (Section 501(c)(3) of the Internal Revenue Code, Federal Tax Code):** is defined as charitable, religious, educational, public service, support, and scientific organizations, entities, corporations that qualify as exempt organizations under Section 501(c)(3) of the Internal Revenue Code, or corresponding section of the Federal Tax Code.

**Notice:** Notices under this solicitation/contract will be in writing and will, for all purposes, be deemed to have been fully given when sent by registered or certified mail, return receipt requested, postage prepaid, an email with appropriate verification, properly addressed to the respective parties as specified herein or at such other address as may be specified by either party from time to time.

**Novation:** If the original Vendor Partner sells or transfers all assets or the entire portion of the assets used to perform this contract, a successor in interest must guarantee to perform all obligations under this contract. AEPA and its AEPA Member Agencies reserves the right to recommend approval, acceptance, or rejection of the new party. A simple change of name agreement will not change the contractual obligations of the Vendor Partner.

**Ordering Procedures:** AEPA has established a standard and special ordering process as defined below. Additionally, some AEPA Member Agencies also prefer or utilize electronic ordering as the method for the transactions.

1. **Standard Ordering Process:** Buyer will select items for purchase from provided published catalog/price list or Vendor Partner will issue a quote upon request; the vendor will also send a copy of their quote to the state AEPA Member Agency for all construction-related bids. The buyer will prepare and issue a purchase order to the Vendor Partner based on the product catalog, price list, or Vendor Partner's quote. Vendor Partner will deliver and invoice the Buyer; Buyer will acknowledge delivery and acceptance by issuing the Vendor Partner payment. Vendor Partner, based on the agreed-to process, will report and submit payment for the AEPA Member Agency's administrative fee to the AEPA Member Agency (quarterly). The vendor Partner must provide the transaction and volume reporting in the AEPA report format.

2. **Special Ordering Process:**

- a. Buyer will select items for purchase from provided published catalog/price list or Vendor Partner will issue a quote upon request;
- b. Buyer will prepare and issue a purchase order to the AEPA Member Agency based on the product catalog, price list or Vendor Partner's quote;
- c. Vendor Partner will deliver the goods and/or service to the Buyer and will invoice the AEPA Member Agency;
- d. AEPA Member Agency will invoice the Buyer and add their administrative fee to the invoice price;
- e. AEPA Member will pay Vendor Partner for the goods and/or service once the Buyer has confirmed acceptance.
- f. The vendor Partner must provide the transaction and volume reporting as stipulated quarterly in the AEPA report format.

3. **Electronic Ordering**

When a Vendor Partner based online ordering system is available, the following functionality is required:

- a. Electronic ordering systems must be secure, and password protected. Entering the system with the designated password must automatically send the user to AEPA contract pricing.
- b. When the Buyer requires purchase orders, electronic ordering system must require the entry of a purchase order number, credit card, or purchasing card prior to accepting an order.
- c. Electronic ordering systems must automatically assign correct contract prices to applicable orders.
- d. Electronic ordering systems should list catalog price and AEPA discounted price.
- e. Electronic ordering systems must track orders and purchases covered by the AEPA contract for reporting and audit purposes. The vendor Partner must provide the transaction and volume reporting in the AEPA format.
- f. Electronic ordering systems' pricing must include the AEPA Member Agencies administrative fee required by the AEPA Member Agencies.
- g. Electronic ordering systems should allow AEPA Member Agencies to print an archived (historical) copy of a Buyer's order.

**Order of Precedence:** In the event a conflict occurs the following order of precedence must prevail:

1. Member Agency specific terms and conditions
2. Specifications and scope of work
3. General terms and conditions
4. Attachments and exhibits
5. Documents referenced or included in the solicitation.

**Overcharges by Antitrust Violations:** Member Agency maintains that, in actual practice, overcharges resulting from antitrust violations are borne by the Buyer. Therefore, to the extent permitted by law, the Vendor Partner hereby assigns to the Member Agency any and all claims for such overcharges as to the goods or services used to fulfill the contract.

**Parole Evidence:** This contract represents the final written expression of agreement. All agreements are contained herein and no other agreements or representations that materially alter it are acceptable.

**Participating Entity:** Those Public and Private School Districts, Educational Service Agencies, Intermediate School Districts, Higher Education Institutions, Federal Agencies, State Agencies, Local Public Bodies, and Nonprofit Non-Public Corporations, Organizations, other entities contracted to conduct business on behalf of a participating entity provided they are required to follow member state and local procurement regulations, etc. that have authorizations to utilize the AEPA Member Agencies' Awarded Contracts.

**Patent and Copyright Indemnification:** To the extent permitted by law, Vendor Partner must indemnify and hold harmless Member Agency and its Participating Entities against any liability, including costs and expenses, for infringement of any patent, trademark or copyright arising out of contract performance or use by Member Agency and its Participating Entities of materials furnished or work performed under this contract. Member Agency and its Participating Entities must reasonably notify Vendor Partner of any claim for which it may be liable under this paragraph.

**Performance Bonding (required for construction projects):** Performance bonds are completed after the contract and at the time a member authorizes a project. The Vendor Partner agrees to provide all performance and payment bonds for individual projects executed by a surety company authorized to do business in the individual AEPA Member's state and said surety to be approved in federal circular 570 as published by the United States treasury department, the state or the local governing authority, in an amount equal to one hundred percent of the price specified in the contract; when required by an AEPA Member Agency or Participating Entity at the time a contract is executed. If the Vendor Partner fails to deliver any required performance or payment bonds, the AEPA Member Agency or Participating Entity must not execute the contract or terminate the contract with the Vendor Partner and the appropriate AEPA Category Committee must be notified of such failure and must take the appropriate action.

**Piggyback Contracts:** In the event a new Member Agency joins AEPA, the Member Agency may elect to award any and all existing contracts if permissible by their state laws.

**Prevailing Wage:** Where applicable, the Vendor Partner must comply with prevailing wage legislation in effect in the jurisdiction of the awarding AEPA Member Agency.

**Pricing:** AEPA has identified and stipulated the type of bid and the pricing methodologies that are to be utilized to price and submit bid or proposal prices. The Vendor Partner agrees that the cost for any item bid or offered on this contract will be uniform for all states and that any differences in pricing are due to state-specific installation and labor costs, AEPA Member Agency's Administrative Fee, or other approved reasons. The Respondent must provide their pricing as requested utilizing the various pricing methodologies specified in Part A. **The Respondent/Vendor Partner must agree that they will not offer or provide a better price to any individual entities or cooperatives with equal or lesser volume than that through AEPA.** Please note the following that relates to pricing:

1. **Proposal Pricing:** For services priced through an AEPA Request for Proposal, vendors may respond with a discount off labor and material costs. Labor must be sufficiently itemized by title and include total rate (salary and fringe). Material costs must be itemized. Any Vendor Partner awarded under a time and materials pricing strategy must provide a "not to exceed" project quote to the purchasing Agency for work approval.

**Prime Vendor Partner:** For the purpose of this solicitation, a Vendor Partner will be considered a prime Vendor Partner and not a Subcontractor. Any Vendor Partner paid directly by the AEPA Member Agency or Participating Entity is a prime Vendor Partner; a Vendor Partner pays a Subcontractor. Prime Vendor Partners using Subcontractors are responsible for all actions of its Subcontractors.

**Procurement Code:** All Respondents/Vendor Partners must make themselves aware of and comply with all federal, state, and local statutes and regulations.

### **Products and Services**

1. **Product Line:** If applicable, contracts will be awarded to Respondents able to provide their complete product line(s) of commodities, supplies, equipment, software, and services that meet the scope of work and specifications of this solicitation. Respondents with a published, priced catalog may submit their entire catalog; AEPA reserves the right to select or reject products within the catalog for recommendation without having to award all the contents.
2. **Serial Numbers:** Offers must be for equipment on which the original manufacturer's serial number has not been altered in any way.
3. **Current Products:** All offers must be for commodities, supplies, equipment, and software in current production; meet or exceed commercial and industry standards; and marketed and provided nationally to the general public and/or educational/governmental agencies.
4. **Construction Products and/or Services:** Are associated with building, erecting, altering, repairing, installing or demolishing in the ordinary course of business any: (1) road, highway, bridge, parking area or related project; (2) building, stadium or other structure; (3) airport, subway or similar facility; (4) park, trail, athletic field, golf course or similar facility; (5) dam, reservoir, canal, ditch or similar facility; (6) sewage or water treatment facility, power generating plant, pump station, natural gas compressing station or similar facility; (7) radio, television or other tower; (8) shaft, tunnel or other mining appurtenance; (9) electrical wiring, plumbing or plumbing fixture, gas piping, gas appliances or water conditioners; (10) air conditioning conduit, heating or other similar mechanical work; or similar work, structures or installations; (11) leveling or clearing land; (12) excavating earth; (13) drilling, wells of any type, including seismographic shot holes or core drilling; and similar work, structures or installations.
5. **Services:** Are defined as the furnishing of labor, time, or effort by a Vendor Partner not involving the delivery of a specific tangible product other than reports and other materials which are merely incidental to the required performance.

6. **Professional Services:** Services relating to architects, archeologists, engineers, surveyors, landscape architects, medical arts practitioners, scientists, management and systems analysts, certified public accountants, registered public accountants, lawyers, psychologists, planners, researchers, educational specialist, construction managers and other persons or businesses providing similar professional services, which may be designated as part of this solicitation.
7. **Peripheral & Optional Items:** Respondents can include various peripheral products, equipment, accessories, services, deliverables, and related items that are associated with and function with the primary offering. Optional equipment or products may be added to the contract during the term of the contract. AEPA reserves the right to accept or reject such offerings under the following conditions: the enhancement is recommended by AEPA and approved by the Member Agency; the option is priced at a discount similar to other options; and the option is an enhancement to the unit.
8. **Descriptive Literature and Brand Names:** All offers are to include a complete set of the manufacturer's descriptive literature regarding the commodities, supplies, materials, equipment, and software offered. Brand names, trade names, and/or catalog numbers used in the solicitation will be intended to describe and identify the type, level, and quality of products, equipment, and software being requested.
9. **Discontinued Products:** If a product or model is discontinued by the manufacturer, Vendor Partner may substitute a new product or model if the replacement product meets or exceeds the specifications and performance of the discontinued model and if the discount is the same or greater than the discontinued model.
10. **Product Specifications:** This solicitation is designed to enable a Respondent to satisfy a requirement for a commodity, supply, material, equipment, software, process, or service. A specification may be expressed as a standard, a part of a standard, or independent of a standard; by specifying a manufacturer's brand and model. No specification is intended to unnecessarily limit competition by eliminating items capable of satisfactorily and/or meeting the actual needs of the procurement. When a brand name product is specified and is only available for a single source, Respondents are encouraged to offer alternative products that they believe to adhere to and comply materially, functionally, and operationally equal to or better than the brand name product specified. **Any Respondent, believing a specification is unnecessarily restrictive, must indicate such in the form of a question during the solicitation process and prior to the due date for questions listed in the solicitation.** The fact that a manufacturer or supplier chooses not to produce or supply the commodity, supply, material, equipment, software, or services to meet these specifications will not be considered sufficient cause to adjudge these specifications as restrictive. If the Respondent deviates from these specifications, reasons must be stated for such deviation and state why, in their opinion, the commodity, supply, material, equipment, software, or services bid will render equivalent reliability, coverage, performance, and/or service. Failure to detail all such deviations may comprise sufficient grounds for rejection of the entire offer.
11. **Quality:** Unless otherwise modified elsewhere in this solicitation, Vendor Partner warrants the commodities, supplies, materials, equipment, and services delivered as stipulated in the Buyer's purchase order/contract, must be: of quality to pass without objection in the industry and professional standards normally associated with them; fit for the intended purpose(s) for which they are used; of even kind, quantity and quality within each unit and among all units, within the variations permitted by the contract; adequately offered, presented, delivered, accomplished and complete as the contract may require; and conform to the written promises and/or oral affirmations of fact made by Vendor Partner.

**Product Information, Catalogs, and Price Lists:** Respondents must include an electronic copy of the latest edition of the commercially available catalog and price lists that the discount will be applied to with the response. Throughout the term of the contract, Vendor Partner(s) must furnish all AEPA Member Agencies and their Participating Entities with copies of approved commercially available catalogs and price lists in the format desired (electronic, online shopping cart, etc.).

**Progress Payments:** Progress payments are allowed on purchases for goods and services under the following conditions: The Buyer and the Vendor Partner agree to the terms of the progress payments prior to issuing a purchase order; the purchase order describes the amounts to be paid and the date of payment; the Buyer has a satisfactory method of verifying progress described in writing in a letter or on the purchase order; that payments will only be made when actual goods and/or services are verified/received; and that any such payments be made in full compliance of Buyer's local board rules and any and all other applicable state rules and regulations.

**Protest Resolution:** Protest must be resolved, in accordance with AEPA's Board Policies, Procedures and/or the appropriate state statutes where the AEPA Member resides. AEPA intends that all solicitation protest decisions from the point a solicitation has been published through contract approval or rejection will be resolved by AEPA. Protests concerning contract award by AEPA Member Agencies will be resolved by the respective AEPA Member Agency.

1. **Protest Costs:** The losing party to the protest must be responsible for the reasonable and justifiable costs of the protest. The protest costs must be based on the costs and expenses incurred by AEPA and its Member Agencies, including but not limited to staff salaries, attorneys' fees, hearing, reproduction, transcription, and travel costs.

**Provisions Required by Law:** By submitting a response to this solicitation, Respondents are acknowledging they have conducted and performed the required research to make themselves aware and knowledgeable of all federal, state, and local laws/statutes that are referenced herein, may pertain to and/or govern the procurement activities and transactions covered by this solicitation. These provisions of law and any clause required by law that is associated with and relates to this solicitation and any resulting contract will be read and enforced as though it were included herein.

**Public Record:** All offers submitted to this invitation become the property of AEPA and will become a matter of public record, available for review, subsequent to the solicitation due date. The Opening Record will be posted to the AEPA website ([www.aepacoop.org](http://www.aepacoop.org)).

**Questions:** Inquiries and questions related to this solicitation must be submitted online in Bonfire, per the timeline included in Part A.

Once a contract has been awarded by an individual AEPA Member Agency any inquiries and questions relating to contract implementation, execution, transactions, and/or concerns/issues occurring within that state should be addressed to the individual AEPA Member Agency.

**Reporting:** Vendor Partners are required to submit quarterly detailed sales reports to all AEPA Member Agencies.. If there are no sales, \$0 reports are required. A Vendor Quarterly Report Template is included with this solicitation.

**Respondent Acceptance Period:** To allow AEPA Member Agencies the opportunity to evaluate the offers, AEPA requires that an offer in response to this solicitation be valid and irrevocable for one hundred twenty-days (120) after opening time and date.

**Right to Assurance:** Whenever one party to this contract in good faith has reason to question the other party's intent to perform, he/she may demand that the other party give written assurance of this intent to perform. In the event that a demand is made, and no written assurance is given within ten (10) days, the demanding party may treat this failure as an anticipatory repudiation of the contract.

**Right to Request Additional Information:** AEPA, and its respective representatives, reserves the right to request any additional information during the procurement process that might be deemed necessary to better understand the submitted solicitation response including, but not limited to, clarifying questions. Respondents may be requested to submit such answers in writing but will not be allowed to change or alter their offer.

**Safety Measures:** Vendor Partners must take all necessary precautions for the safety of employees on the worksite, and must erect and properly maintain at all times, as required by job conditions and progress of the work, all necessary safeguards for the protection of the workers and public. They must post danger-warning signs against the hazards created by their operation and work in progress. Proper precautions must be taken pursuant to state law and standard construction practices to protect workers, the general public, and existing structures from injury or damage.

**Safety Standards:** All items supplied in this contract must comply with the current applicable Occupational Safety and Health Standards, the National Electric Code, and the National Fire Protection Association Standards.

**Severability:** The provisions of this contract are severable to the extent that any provision or application held to be invalid must not affect any other provision or application of the contract that may remain in effect without the invalid provision or application.

**Substance Use & Conduct:** All Vendor Partners and Subcontractors must adhere to the local substance (alcohol, drug, smoking, etc.) and conduct (dress code, language, parking, etc.) policies while on AEPA Member Agencies and Participating Entities premises.

**State Agency:** means any department, commission, council, board, committee, institution, legislative body, agency, government corporation, educational institution, or official of the executive, the legislative or judicial branch of the government of this state.

**Survival:** All applicable software license agreements, warranties, or service agreements that were entered into between Vendor Partner and Buyer under the terms and conditions of the Contract must survive the expiration or termination of the Contract. All purchase orders issued and accepted by Vendor Partner must survive expiration or termination of the Contract.

**Tare:** If the Vendor Partner requires the Buyer to pay for shipping, the weight of the empty container and any material used for packing must be of the lightest weight practical for safe delivery of the contents.

**Taxes:** Different jurisdictions taxing authorities have different tax laws, rules, regulations, and processes, therefore, prices offered will not include applicable federal, state, and local taxes. All applicable taxes must be listed as a separate item on all cost proposals and invoices.

**Term of Contract and Extensions:** The initial term of the contract must be for up to fifteen (15) months and will commence on the date as indicated by each Participating Member Agency on the Acceptance of Solicitation and Contract in Part E of this solicitation. By mutual written agreement, the contract may be extended for three additional 12-month periods. AEPA may choose to recommend the contract extension. If so recommended, an individual Member Agency may choose, at their sole discretion, to extend the contract. In the event AEPA does not recommend or approve a contract extension, or a contract expires, a Member Agency may offer an extension not to exceed six (6) months.

**Termination by AEPA Member Agency:** An AEPA Member Agency may cancel any contract secured by the solicitation without any further obligation if any person significantly involved in initiating, negotiating, securing, drafting, or creating the contract on behalf of the AEPA Member Agency is or becomes, at any time while the contract or any extensions of the contract is in effect, an employee of, or a consultant to any other party to this contract with respect to the subject matter of the contract. Such cancellation must be effective when the parties to this contract receive written notice from the AEPA Member Agency unless the notice specifies a later time. Cancellation by one AEPA Member Agency does not require other Agencies to cancel their contracts.

**Termination by Non-Approval of AEPA:** AEPA Member Agencies, on an annual basis assess, evaluate, and review existing AEPA vendors to determine if the organization as a whole desires to extend its approval of those vendors. If an existing AEPA vendor's approval is not extended for an additional term, the AEPA Member Agencies cannot extend the disapproved vendor's contract for a period exceeding six (6) months. See Term of Contract and Extensions above.

**Termination for Convenience:** AEPA Member Agencies reserve the right to immediately terminate this contract, without penalty or recourse, in whole or in part, if the AEPA Member Agency determines that termination is in the best interest of Participating Entities. The Vendor Partner, after receipt of a "Notice of Termination," must not accept any new orders after the termination date specified in the notice. Any termination must not affect projects that are in progress at the time the cancellation is received by the AEPA Member Agency. Vendor Partner must be entitled to receive just and equitable compensation in accordance with applicable contract pricing for work in progress, work completed, and materials accepted before the effective date of the cancellation. The Vendor Partner will not be reimbursed for any anticipated profit. The AEPA Member Agency reserves the right to cancel, or suspend the use thereof, any contract resulting from this solicitation if the Vendor Partner files for bankruptcy protection or is acquired by an independent third party. Vendor Partner may cancel this contract upon written notice to the AEPA Member Agency prior to the intended termination date (or on the yearly anniversary of the solicitation). Any termination must not affect projects that are in progress at the time the cancellation is received by the AEPA Member Agency.

**Termination for Default:** If either party is in default under this contract, it must have an opportunity to cure the default within the time indicated (ten business days in most states) after it is given written notice of default by the other party, specifying the nature of the default. Upon receipt of the notice of default, the defaulting party must have ten business days to provide a satisfactory response to the AEPA Member Agency. Failure on the part of the defaulting party to adequately address all issues of concern may result in contract termination. If the default is not cured within the time specified in the notice of default, the non-defaulting party must have the right, in addition to all other remedies at law or equity, to immediately terminate this contract. Failure to complain of any action, non-action or default under this Agreement must not constitute a waiver of any of the parties' rights hereunder. The AEPA Member Agency reserves the right to terminate this contract, or any part hereof, for cause in the event of any default by the Vendor

Partner, or if the Vendor Partner fails to comply with any contract terms and conditions, or fails to provide the AEPA Member Agency, upon request, with adequate assurances of future performance. In the event of termination for cause, the AEPA Member Agency must not be liable to the Vendor Partner for any amount for supplies or services not accepted, and the Vendor Partner must be liable to the AEPA Member Agency or any Participating Entity for any and all rights and remedies provided by law. If it is determined that the AEPA Member Agency improperly terminated this contract for default, such termination must be deemed a termination for convenience. The AEPA Member Agency will issue written notice to the Vendor Partner for acting or failing to act in any of the following:

1. The Vendor Partner provides material that does not meet the specifications of the contract;
2. The Vendor Partner fails to adequately perform the services set forth in the specifications of the contract;
3. The Vendor Partner fails to complete the work required or to furnish the materials required within a reasonable amount of time;
4. The Vendor Partner fails to make progress in the performance of the contract and/or gives the AEPA Member Agency reason to believe that the Vendor Partner will not or cannot fulfil the requirements of the contract;
5. The Vendor Partner fails to extend lower pricing that has been offered to another customer or cooperative that has equal or lesser volume.
6. The Vendor Partner fails to observe any of the terms and conditions of the contract;
7. The Vendor Partner fails to follow the established procedure for purchase orders, invoices, and receipt of funds as stipulated by the AEPA Member Agency.

**Termination for Non-Appropriation:** Any individual Buyer's procurement/contract covered by this solicitation and executed in accordance with the resulting contract may be terminated if insufficient appropriations and/or authorizations do not exist due to changes in state or federal law, or because of a court order, or because of insufficient appropriations made available to the Buyer's governing board and/or its State Legislature. Such termination will be affected by sending fifteen (15) days' written notice to the Vendor Partner. The Buyer's decision as to whether sufficient appropriations and authorizations are available must be accepted by the Vendor Partner and must be final.

**Title and Risk of Loss:** The title and risk of loss of material or service must not pass to the Buyer purchasing the material or services until it receives the material or service at the point of delivery unless otherwise provided within this document.

**Trade-in Equipment:** Equipment for trade-in must be dismantled by the Vendor Partner and removed at its expense. The conditions of the trade-in equipment at the time it is turned over to the Vendor Partner must be the same as when the original agreement was made, except as affected by normal wear and tear from use between the time of the solicitation and the trade-in. Values placed on trade-in products are between the Buyer purchasing the new unit and the Vendor Partner.

**Vendor Partner:** Respondent who has been approved and awarded a contract for the delivery of construction, tangible personal property, supplies, or services in response to this solicitation.

**Vendor Partner Contact:** Vendor Partner will designate one individual who will represent them to AEPA, and its AEPA Member Agencies during the contract period. This contact person will correspond with each AEPA Member Agency for technical assistance, problems, or questions that may arise. If other staff, distributors and/or independent Vendor Partners will be performing the sales or support functions for different geographical areas (states), Vendor Partner must include instructions and contact information that can be distributed to AEPA Member Agencies upon approval of this bid.

**Warranty:** Vendor Partner warrants that all commodities, supplies, materials, equipment, software, and service delivered under this contract must conform to the specifications of this contract. All items should carry a warranty equal to the intended life cycle or a minimum manufacturer's warranty that includes parts and labor unless otherwise specified in the category specifications. The manufacturer has the primary responsibility to honor a manufacturer's warranty; a distributor or dealer agrees to assist the purchaser to reach a solution in a dispute with the manufacturer over a warranty's terms. Any extended manufacturer's warranty will be passed on to the Buyer. For example, if a voice board has a three-year warranty, but the board is in a turnkey system that has a one-year warranty, the voice board's three-year warranty must be honored by the manufacturer and the Vendor Partner. All extended warranties must be passed on, without exception. If upon discovery, the Vendor Partner charges a Buyer for a replacement part that the Vendor Partner actually received at no cost under a warranty, the Vendor Partner will rebate the amount billed and the Buyer reserves the right to cancel the contract.



## Part E – Signature Forms

AEPA 026-D

Technology Catalog

### Instructions

Contained herein are forms that **require a signature** from an authorized person at your company. All items found within this document are **mandatory**. Failure to sign the required areas, sections, or signature lines may lead AEPA to consider your company’s proposal as **non-responsive**.

To submit the required signed forms, follow these steps:

1. Read the documents in their entirety.
2. Complete all forms and sign when required.
3. Return the forms and pages in their correct order and scan one (1) single PDF format titled “Part E – Signature Forms – Name of Responding Company” (i.e. one PDF document for all signature forms).
4. Submit Part E, along with other required documents in Bonfire/Euna Procurement.

The following sections will need to be completed prior to submission as **one (1), single PDF** titled “Part E – Signature Forms – Name of Responding Company”.

[Uniform Guidance “EDGAR” Certification Form](#) – \*signature required

[Solicitation Affidavit](#) – \*signature required

[Acceptance of Solicitation & Contract](#) – \*signature required

## Uniform Guidance “EDGAR” Certification Form

### 2 CFR Part 200

When a purchasing agency seeks to procure goods and services using funds under a federal grant or contract, specific federal laws, regulations, and requirements may apply in addition to those under state law. This includes, but is not limited to, the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 CFR 200, referred to as the “Uniform Guidance” or new “EDGAR”. All Respondents submitting proposals must complete this EDGAR Certification form regarding the Respondent’s willingness and ability to comply with certain requirements, which may apply to specific agency purchases using federal grant funds.

For each of the items below, the Respondent will certify its agreement and ability to comply, where applicable, by having the Respondent’s authorized representative check, initial the applicable boxes, and sign the acknowledgment at the end of this form. If a Respondent fails to complete any item of this form, AEPA will consider and may list the response, as the Respondent is unable to comply. A “No” response to any of the items below may influence the ability of a purchasing agency to purchase from the Respondent using federal funds.

#### 1. Violation of Contract Terms and Conditions

Provisions regarding Respondent default are included in AEPA’s terms and conditions. Any contract award will be subject to such terms and conditions, as well as any additional terms and conditions in any purchase order, ancillary agency contract, or construction contract agreed upon by the Respondent and the purchasing agency, which must be consistent with and protect the purchasing agency at least to the same extent as AEPA’s terms and conditions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

#### 2. Termination for Cause of Convenience

For a participating agency purchase or contract in excess of \$10,000 made using federal funds, you agree that the following term and condition shall apply:

The participating agency may terminate or cancel any purchase order under this contract at any time, with or without cause, by providing seven (7) business days in advance written notice to the Respondent. If this agreement is terminated in accordance with this paragraph, the participating agency shall only be required to pay Respondent for goods and services delivered to the participating agency prior to the termination and not otherwise returned in accordance with the Respondent’s return policy. If the participating agency has paid the Respondent for goods and services provided as the date of termination, Respondent shall immediately refund such payment(s).

If an alternate provision for termination of a participating agency’s purchase for cause and convenience, including how it will be affected and the basis for settlement, is in the participating agency’s purchase order, ancillary agreement or construction contract agreed to by the Respondent, the participating agency’s provision shall control.

#### 3. Davis Bacon Act

When required by Federal program legislation, Respondent agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of \$2,000, Respondent shall comply with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, Respondent is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. Also, Respondent shall pay wages not less than once a week.

Current prevailing wage determinations issued by the Department of Labor are available at [www.wdol.gov](http://www.wdol.gov). Respondent agrees that, for any purchase to which this requirement applies, the award of the purchase to the Respondent is conditioned upon Respondent’s acceptance of wage determination.

Respondent further agrees that is shall also comply with the Copeland “Anti-Kickback” Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, “Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States”). The Act provides that each construction completion, or repair of public work, to give up any part of the compensation to which he is otherwise entitled under his contract of employment, shall be defined under this titled or imprisoned not more than five (5) years, or both.

#### **4. Contract Work Hours and Safety Standards Act**

Where applicable, for all participating agency purchases in excess of \$100,000 that involve the employment of mechanics or laborers, Respondent agrees to comply with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, Respondent is required to compute the wages of every mechanic and laborer based on a standard workweek of 40 hours. Work in excess of the standard workweek is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the workweek. The requirements of the 40 U.S.C. 3704 applies to construction work and provides that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous, or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

#### **5. Right to Inventions Made Under a Contract or Agreement**

If the participating agency's federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or sub-recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the "funding agreement," the recipient or sub-recipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

#### **6. Clean Air Act and Federal Water Pollution Control Act**

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended, contracts and subgrants of amounts in excess of \$150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). When required, Respondent agrees to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act and the Federal Water Pollution Control Act.

#### **7. Debarment and Suspension**

Debarment and Suspension (Executive Orders 12549 and 12689), a contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Respondent certifies that the Respondent is not currently listed and further agrees to immediately notify AEPA and all participating agencies with pending purchases or seeking to purchase from the Respondent if Respondent is later listed on the government-wide exclusions in SAM, or is debarred, suspended, or otherwise excluded by agencies or declared ineligible under state statutory or regulatory authority other than Executive Order 12549.

#### **8. Byrd Anti-Lobbying Amendment**

Byrd Anti-Lobbying Amendment (31 U.S.C. 1352), Respondents that apply or bid for an award exceeding \$100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that take place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

## **9. Procurement of Recovered Materials**

For participating agency purchases utilizing Federal funds, Respondent agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

## **10. Profit as a Separate Element of Price**

For purchases using federal funds in excess of \$150,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFR 200.323(b). When required by a participating agency, Respondent agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Respondent agrees that the total price, including profit, charged by the Respondent to the participating agency shall not exceed the awarded pricing, including any applicable discount, under the Respondent's contract with AEPA.

## **11. General Compliance with Participating Agencies**

In addition to the foregoing specific requirements, Respondent agrees, in accepting any purchase order from a participating agency, it shall make a good faith effort to work with a participating agency to provide such information and to satisfy requirements as may apply to a particular purchase or purchases including, but not limited to, applicable record keeping and record retention requirements as noted in the Federal Acquisition Regulation, FAR 4.703(a).

## **12. Governing Law; Forum Selection.**

Respondent acknowledges and agrees that any legal action or proceeding in which the Association of Educational Purchasing Agencies, Inc. ("AEPA"), is a party, that in any way relates to this solicitation, any contract award or the services provided thereunder, any other document executed in connection herewith, or for recognition and enforcement of any judgment in respect hereof brought by Respondent, a participating agency, or other party hereto, or its successors or assigns, will be governed by, construed and interpreted by the laws of the Commonwealth of Kentucky, and must be brought and determined in the state courts of the Commonwealth of Kentucky in Warren County, Kentucky, or the United States Western District of Kentucky (and may not be brought or determined in any other forum or jurisdiction), and each party hereto submits with regard to any action or proceeding for itself and in respect of its property, generally and unconditionally, to the sole and exclusive jurisdiction of the aforesaid courts and waives any further objection.

Respondent further acknowledges and agrees that any legal action or proceeding in which a party includes a participating agency, but does not include AEPA as a party, that in any way relates to this solicitation, any contract award or the services provided thereunder, any other document executed in connection herewith, or for recognition and enforcement of any judgment in respect hereof brought by Respondent, a participating agency, or other party hereto, or its successors or assigns, will be governed by, construed and interpreted by the laws of the state in which the participating agency is domiciled, and must be brought and determined in the state in which the participating agency is domiciled (and may not be brought or determined in any other forum or jurisdiction), and each party hereto submits with regard to any action or proceeding for itself and in respect of its property, generally and unconditionally, to the sole and exclusive jurisdiction of the aforesaid courts and waives any further objection.

By initialing the table (1-12) and signing below, I certify that the information in this form is true, complete and accurate and I am authorized by my business to make this certification and all consents and agreements contained herein.

Respondent Certification (By Item)	<u>Respondent Certification:</u> YES, I agree	Initial
1. Violation of Contract Terms and Conditions		
2. Termination for Cause of Convenience		
3. Davis-Bacon Act		
4. Contract Work Hours and Safety Standards Act		
5. Right to Inventions Made Under a Contract or Agreement		
6. Clean Air Act and Federal Water Pollution Control Act		
7. Debarment and Suspension		
8. Byrd Anti-Lobbying Amendment		
9. Procurement of Recovered Materials		
10. Profit as a Separate Element of Price		
11. General Compliance with Participating Agencies		
12. Governing Law; Forum Selection.		

\_\_\_\_\_  
Name of Business

\_\_\_\_\_  
Signature of Authorized Representative

\_\_\_\_\_  
Printed Name

\_\_\_\_\_  
Date

# Solicitation Affidavit

**Instructions:** This form must be signed by the business's authorized representative and notarized below. If awarded, the Respondent is required to produce a copy of this document for each Member Agency with which it contracts.

1. The undersigned, is duly authorized to represent the persons, business and corporations joining and participating in the submission of the foregoing bid (such persons, business and corporations hereinafter being referred to as the Respondent), being duly sworn, on his/her oath, states that to the best of his/her belief and knowledge no person, business or corporation, nor any person duly representing the same joining and participating in the submission of the foregoing bid, has directly or indirectly entered into any agreement or arrangement with any other Respondents, or with any official of the **Member Agency**, or any employee thereof, or any person, business or corporation under contract with the **Member Agency** whereby the Respondent, in order to induce the acceptance of the foregoing bid by the **Member Agency**, has paid, or is to pay to any other Respondent, or to any of the aforementioned persons, anything of value whatever, and that the Respondent has not, directly nor indirectly entered into any arrangement, or agreement, with any other Respondent or Respondents which tends to or does lessen or destroy free competition in the letting of the contract sought for by the foregoing bid.
2. This is to certify that the Respondent, or any person on his/her behalf, has not agreed, connived, or colluded to produce a deceptive show of competition in the manner of the bidding, or award of the referenced contract.
3. This is to certify that neither I, nor to the best of my knowledge, information and belief, the Respondent, nor any officer, director, partner, member or associate of the Respondent, nor any of its employees directly involved in obtaining contracts with the **Member Agency**, or any subdivision of the state has been convicted of false pretenses, attempted false pretenses, or conspiracy to commit false pretenses, bribery, attempted bribery or conspiracy to bribe under the laws of any state or federal government for acts or omissions after January 1, 1985.
4. This is to certify that the Respondent or any person on his behalf has examined and understands the terms, conditions, the scope of work and specifications, and other documents of this solicitation and that any and all exceptions have been noted in writing and have been included with the bid submittal.
5. This is to certify that if awarded a contract, the Respondent will provide the equipment, commodities, and/or services to members and affiliate members of the Agency in accordance with the terms, conditions, the scope of work and specifications and other documents of this solicitation in the following pages of this bid.
6. This is to certify that the Respondent is authorized by the manufacturer(s) to sell all proposed products on a national basis.
7. This is to certify that we have completed, reviewed, approved, and have included all information that is required of these bid forms.

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Authorized Representative (Please print or type)

Mailing Address

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Title (Please print or type)

City, State, Zip

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Signature of Authorized Representative

Date

STATE OF \_\_\_\_\_

COUNTY OF \_\_\_\_\_

SUBSCRIBED AND SWORN TO before me this \_\_\_\_ day of \_\_\_\_\_, 20\_\_, by  
\_\_\_\_\_.

\_\_\_\_\_  
Notary Public  
My Commission expires: \_\_\_\_\_  
Notary ID: \_\_\_\_\_



# Acceptance of Solicitation & Contract

**Instructions:** PART I of this form is to be completed by the Respondent and signed by its Authorized Representative. PART II will be completed by the AEPA Member Agency only upon the occasion of the bid award. If approved by AEPA, the Member Agency will provide a copy of the document to the Respondent.

## PART I: RESPONDENT

In compliance with the Published Solicitation (IFB OR RFP), the undersigned warrants that I/we have examined all Instructions to Respondents, associated documents, and being familiar with all of the conditions of the solicitation, hereby offer and agree to furnish all labor, materials, supplies, and equipment incurred in compliance with all terms, conditions, specifications, and amendments associated with this IFB OR RFP and any written exceptions to the bid. The signature also certifies understanding and compliance with the certification requirements of the AEPA Member Agency's Terms and Conditions and/or Special Terms and Conditions. The undersigned understands that their competence, ability, capacity and obligations to offer and provide the proposed tangible personal property, professional services, construction services, and other services on behalf of the Vendor Partner as well as other factors of interest to the AEPA Member Agency as stated in the evaluation section, will be a consideration in making the award.

<b>Business Name</b>	_____	<b>Date</b>	_____
<b>Address</b>	_____	<b>City, State Zip</b>	_____
<b>Contact Person</b>	_____	<b>Title</b>	_____
<b>Authorized Signature</b>	_____	<b>Title</b>	_____
<b>Email</b>	_____	<b>Phone</b>	_____

## PART II: AWARDING MEMBER AGENCY

Your bid response for the above-identified bid is hereby accepted. As a Vendor Partner, you are now bound to offer and provide the products and services identified within this solicitation, your response, and approved by AEPA, including all terms, conditions, specifications, exceptions, and amendments. As a Vendor Partner, you are hereby not to commence any billable work or provide any products or services under this contract until an executed purchase order is received from the AEPA Member Agency or Participating Entities. This contract intends to constitute the final and complete agreement between the AEPA Member Agency and Vendor Partner, and no other agreements, oral or otherwise, regarding the subject matter of this contract, shall bind any of the parties hereto. No change or modification of this contract shall be valid unless in writing and signed by both parties to this contract. If any provision of this contract is deemed invalid or illegal by any appropriate court of law, the remainder of this contract shall not be affected thereby. The initial term of this contract shall be for up to fifteen (15) months and will commence on the date indicated below and continue until February 28, 2027 unless terminated, canceled, or extended. By mutual written agreement the contract may be extended for three (3) additional 12-month periods after this initial contract term. In the event the AEPA Board does not recommend renewal of the contract, or the contract expires, it may be extended for up to six (6) months by an AEPA state.

**Awarding Agency** \_\_\_\_\_

**Authorized Representative** \_\_\_\_\_

**Authorized Signature** \_\_\_\_\_

<b>Awarded this</b>	<b>day of</b>	<b>Contract Number</b>
<b>Contract to commence-check one</b>		
<b>(Member Agency to select)</b>	<input type="checkbox"/> 3/1/2026	<input type="checkbox"/> Or





## Submission Instructions for Suppliers

**Instructions:** Utilize the checklist below, reviewing to confirm that all the required documents have been uploaded to Bonfire/Euna Procurement, in their **specified/required format**, by the due date and time listed for this solicitation.

**Submissions not following the specified/required format may result in being marked non-responsive and may not be considered for evaluation.** Respondents are reminded that failure to follow, comply with, and adhere to the enclosed instructions of this solicitation may result in their response being deemed non-responsive. AEPA, its Member Agencies, affiliate agencies, and authorized representatives are not responsible for bid proposals that are incomplete, unreadable, or received after the solicitation deadline submission date.

Please follow these instructions to submit via our Bonfire/Euna Procurement portal.

### 1. Prepare your submission materials:

#### Requested Information

Name	Type	# Files	Requirement	Instructions
<b>Bid Bond (Bid Bond Security Document)</b>	File Type: PDF (.pdf)	1	If Required, as indicated at the top of Part A	The original bid security must be received by EducationPlus by the due date and time. See Part A.
<b>New Jersey State Specific Documents</b>	File Type: PDF (.pdf)	Multiple	Optional	
<b>Exceptions &amp; Deviations</b>	File Type: PDF (.pdf)	1	Required	
<b>AEPA Part D Questionnaire</b>	Questionnaire: Excel (.xlsx)	1	Required	You will need to fill out the provided Response Template for this Questionnaire. The Response Template can be downloaded from the project listing on the Bonfire/Euna Procurement portal.



Name	Type	# Files	Requirement	Instructions
<b>Part E Signature Forms</b>	File Type: PDF (.pdf)	1	Required	
<b>Part F Discount Pricing Workbook</b>	File Type: Excel (.xls, .xlsx)	1	Required	
<b>Bid Tables- Market Baskets (two)</b>	Data Type:  Complete online in the browser.	NA	Required  See further instructions in the Market Basket section, below.	There are two Bid Tables- Market Baskets. You will need to complete one or both online in the browser. Bid Tables may take a significant amount of time to prepare. See further instructions in the <i>Requested Bid Table- Market Baskets</i> section, below.
<b>Exhibit A - Marketing Plan</b>	File Type: PDF (.pdf)	1	Required	
<b>Service Coverage Maps/Options for Participating Members (if applicable)</b>	File Type: Any (.csv, .pdf, .xls, .xlsx, .ppt, .pptx, .bmp, .gif, .jpeg, .jpg, .jpe, .png, .tiff, .tif, .txt, .text, .rtf, .doc, .docx, .dot, .dotx, .word, .dwg, .dwf, .dxf, .mp3, .wav, .avi, .mov, .mp4, .mpeg, .wmv, .zip)	Multiple	Optional	



<p><b>I acknowledge that I have downloaded all supporting documentation #1-4, along with my corresponding category documentation.</b></p>	<p>Data Type: Yes/No</p>	<p>N/A</p>	<p>Required</p>	
<p><b>I acknowledge that all products and services submitted with this response conform to the specifications outlined in Part A – Specifications.</b></p>	<p>Data Type: Yes/No</p>	<p>N/A</p>	<p>Required</p>	
<p><b>Supporting Information</b></p> <p>Depending on answers in the Questionnaire, documents may be uploaded as Supporting Information.</p> <p>Vendors may upload their own Supporting Information, as well.</p>	<p>File Type: Any (.csv, .pdf, .xls, .xlsx, .ppt, .pptx, .bmp, .gif, .jpeg, .jpg, .jpe, .png, .tiff, .tif, .txt, .text, .rtf, .doc, .docx, .dot, .dotx, .word, .dwg, .dwf, .dxf, .mp3, .wav, .avi, .mov, .mp4, .mpeg, .wmv, .zip)</p>	<p>Multiple</p>	<p>Optional</p> <p>However, depending on answers in the Questionnaire, requested information/documents may be uploaded as Supporting Information. See <b>Category Specific</b> section of Questionnaire.</p>	



### **Requested Documents:**

Please note the type and number of files allowed. The maximum upload file size is 1000 MB.

Please do not embed any documents within your uploaded files, as they will not be accessible or evaluated.

### **Requested Data:**

Please note that text fields have a limit of 2000 characters. We recommend you prepare your responses in advance to ensure they fit within the length restrictions. Learn more about Requested Data at the [Bonfire Help Center](#).

### **Requested Questionnaires:**

The Questionnaire Response Templates can be obtained by clicking on the appropriate Open Public Opportunities at <https://aepacoop.bonfirehub.com/opportunities/>

Please note that Questionnaires may take a significant amount of time to prepare.

### **Requested Bid Table-Market Baskets:**

Bidders are required to submit Bid Table-Market Baskets for evaluative purposes. There are two Bid Tables that are being used as Market Baskets—one for Hardware and Software and one for Audio Visual. Vendors may choose to complete either or both Market Baskets.

While the Bid Table-Market Baskets are marked as Optional in Bonfire, the following apply:

- If you are submitting a bid for both Hardware and Software and for Audio Visual you are **REQUIRED** to complete BOTH Market Baskets. Fill out the two (2) Market Basket online through the portal. Discounts listed on F.1 of the Discount Pricing Workbook will apply to these products. You must price at least 50 of the products in the hardware and software category and 50 percent of the products in the audio-visual category to be responsive. Substitutes described and priced in the Alternative Product Description field and deemed equivalent by AEPA will be permitted.
- If you are submitting a bid for Hardware and Software only, you are **REQUIRED** to complete the Hardware and Software Market Basket. Fill out the Hardware and Software Market Basket online through the portal. Discounts listed on F.1 of the Discount Pricing Workbook will apply to these products. You must price at least 50 of the products in the hardware and software category to be responsive. Substitutes described and priced in the Alternative Product Description field and deemed equivalent by AEPA will be permitted. You are not required to fill out the Audio Visual Market Basket if you are bidding on the Hardware and Software category only.



- If you are submitting a bid for Audio Visual only, you are **REQUIRED** to complete the Audio Visual Market Basket. Fill out the Audio Visual Market Basket online through the portal. Discounts listed on F.1 of the Discount Pricing Workbook will apply to these products. You must price at least 50 of the products in the Audio Visual category to be responsive. Substitutes described and priced in the Alternative Product Description field and deemed equivalent by AEPA will be permitted. You are not required to fill out the Hardware and Software Market Basket if you are bidding on the Audio Visual category only.

Any item you are not completing a bid for within a Market Basket will need to be marked “No Bid.” **Discount percentages in the Bid Tables-Market Baskets must be entered as a decimal (e.g.-15% is entered as .15).**

You will need to complete the Bid Tables online in the browser. The Bid Tables can be filled any time during your submission. Please note that Bid Tables may take a significant amount of time to prepare.

## **2. Upload your submission at:**

<https://aepacoop.bonfirehub.com/opportunities/>

You will not be able to prepare a submission unless you submit 'Yes' for your Intent to Bid by **September 16, 2025 1:30 PM EST.**

The Question period for this opportunity starts July 31, 2025 1:00 PM EST. The Question period for this opportunity ends August 29, 2025 6:00 PM EST. You will not be able to send messages after this time.

Your submission must be uploaded, submitted, and finalized prior to the Closing Time of **September 16, 2025 1:30 PM ET.** We strongly recommend that you give yourself sufficient time and **at least ONE (1) day** before Closing Time to begin the uploading process and to finalize your submission.

### **Important Notes:**

- Each item of Requested Information will only be visible to AEPA only after the Closing Time.
- Uploading large documents may take significant time, depending on the size of the file(s) and your Internet connection speed.
- You will receive an email confirmation receipt with a unique confirmation number once you finalize your submission.
- Minimum system requirements: Microsoft Edge, Google Chrome, or Mozilla Firefox. Javascript must be enabled. Browser cookies must be enabled.



## **Need Help?**

Association of Educational Purchasing Agencies (AEPA) uses a Bonfire/Euna Procurement portal for accepting and evaluating proposals digitally. Please contact Bonfire/Euna Procurement by email at [support.bonfire@eunasolutions.com](mailto:support.bonfire@eunasolutions.com) for technical questions related to your submission. You can also visit their help forum at <https://customer.eunasolutions.com/public/s/knowledge-base/bonfire-hub>



## 026 Public File – Solicitation Event Information

026 Public File – Solicitation Event Information			
Solicitation Release Date	Bonfire	Posting date for the Opportunity	July 31, 2025 1:00 PM Eastern
Voluntary Pre-Bid Conference Call- <b>All Categories</b>	Zoom	Join Zoom Meeting: <a href="https://us06web.zoom.us/j/81233120395?pwd=WBuVwDgqWERkUv-acCaffaq9qP0s9aj.1">https://us06web.zoom.us/j/81233120395?pwd=WBuVwDgqWERkUv-acCaffaq9qP0s9aj.1</a> Meeting ID: 812 3312 0395 Passcode: 585895 Dial In Information: +1 564 217 2000 US	August 18, 2025 11:00 AM Eastern
Voluntary Pre-Bid Conference Call- <b>Furniture</b>	Zoom	Join Zoom Meeting: <a href="https://us06web.zoom.us/j/81233120395?pwd=WBuVwDgqWERkUv-acCaffaq9qP0s9aj.1">https://us06web.zoom.us/j/81233120395?pwd=WBuVwDgqWERkUv-acCaffaq9qP0s9aj.1</a> Meeting ID: 812 3312 0395 Passcode: 585895 Dial In Information: +1 564 217 2000 US	August 18, 2025 12:30 PM Eastern
Voluntary Pre-Bid Conference Call- <b>Health &amp; Wellness</b>	Zoom	Join Zoom Meeting: <a href="https://us06web.zoom.us/j/81233120395?pwd=WBuVwDgqWERkUv-acCaffaq9qP0s9aj.1">https://us06web.zoom.us/j/81233120395?pwd=WBuVwDgqWERkUv-acCaffaq9qP0s9aj.1</a> Meeting ID: 812 3312 0395 Passcode: 585895 Dial In Information: +1 564 217 2000 US	August 18, 2025 1:00 PM Eastern

Voluntary Pre-Bid Conference Call- <b>LED Lighting</b>	Zoom	Join Zoom Meeting: <a href="https://us06web.zoom.us/j/81233120395?pwd=WBUvwDgqWERkUvacCaffaq9qP0s9aj.1">https://us06web.zoom.us/j/81233120395?pwd=WBUvwDgqWERkUvacCaffaq9qP0s9aj.1</a> Meeting ID: 812 3312 0395 Passcode: 585895 Dial In Information: +1 564 217 2000 US	August 18, 2025 1:30 PM Eastern
Voluntary Pre-Bid Conference Call- <b>Technology Catalog</b>	Zoom	Join Zoom Meeting: <a href="https://us06web.zoom.us/j/81233120395?pwd=WBUvwDgqWERkUvacCaffaq9qP0s9aj.1">https://us06web.zoom.us/j/81233120395?pwd=WBUvwDgqWERkUvacCaffaq9qP0s9aj.1</a> Meeting ID: 812 3312 0395 Passcode: 585895 Dial In Information: +1 564 217 2000 US	August 18, 2025 2:00 PM Eastern
Voluntary Pre-Bid Conference Call- <b>Student Transportation Vehicles</b>	Zoom	Join Zoom Meeting: <a href="https://us06web.zoom.us/j/81233120395?pwd=WBUvwDgqWERkUvacCaffaq9qP0s9aj.1">https://us06web.zoom.us/j/81233120395?pwd=WBUvwDgqWERkUvacCaffaq9qP0s9aj.1</a> Meeting ID: 812 3312 0395 Passcode: 585895 Dial In Information: +1 564 217 2000 US	August 18, 2025 2:30 PM Eastern
Voluntary Pre-Bid Conference Call- <b>Emergency Response Supplies &amp; Equipment</b>	Zoom	Join Zoom Meeting: <a href="https://us06web.zoom.us/j/81233120395?pwd=WBUvwDgqWERkUvacCaffaq9qP0s9aj.1">https://us06web.zoom.us/j/81233120395?pwd=WBUvwDgqWERkUvacCaffaq9qP0s9aj.1</a> Meeting ID: 812 3312 0395 Passcode: 585895 Dial In Information: +1 564 217 2000 US	August 18, 2025 3:00 PM Eastern
Voluntary Pre-Bid Conference Call- <b>HVAC Equipment &amp; Installation</b>	Zoom	Join Zoom Meeting: <a href="https://us06web.zoom.us/j/81233120395?pwd=WBUvwDgqWERkUvacCaffaq9qP0s9aj.1">https://us06web.zoom.us/j/81233120395?pwd=WBUvwDgqWERkUvacCaffaq9qP0s9aj.1</a> Meeting ID: 812 3312 0395 Passcode: 585895 Dial In Information: +1 564 217 2000 US	August 18, 2025 3:30 PM Eastern

Questions Due Date	Bonfire	Deadline to submit question. Questions MUST be submitted via Bonfire	August 29, 2025 6:00PM Eastern
Intent to Bid Due Date	Bonfire	Deadline to indicate your intent to bid.	September 16, 2025 1:30 PM Eastern
Close Date	Bonfire	Deadline for Submittals via Bonfire	September 16, 2025 1:30 PM Eastern
Opening Record	<a href="http://www.aepacoop.org">www.aepacoop.org</a>	Opening Record posted on the AEPA website	September 17, 2025
AEPA Approval of Offers	AEPA Winter Meeting (Colorado Springs, CO)	Recommendation of awards for AEPA Board Acceptance	December 1-3, 2025
Contracts	NA	Contracts sent to members, to be signed and sent to approved vendors (see Part A-Instructions and Specifications for list of participating members)	After December 3, 2025



## Exceptions & Deviations

AEPA 026-D

Technology Catalog

### Instructions

Use this form to submit any Exceptions or Deviations to any terms and conditions requested in this solicitation. Please use the numbering system in the solicitation to refer to the term or condition for which you are providing alternative language (you must provide alternative language, not simply reference to an item you do not agree to). AEPA reserves the right to accept, deny, or negotiate terms and conditions acceptable to both parties. If you have no Exceptions or Deviations, mark the "No" box in the appropriate space below with an "X".

**This is a REQUIRED form that must be submitted with your response.**

### Company Information

Name of Company:

---

Company Address:

---

City, State, zip code:

---

---

---

Title:

---

Phone:

---

Email:

---

# Exceptions & Deviations

**Instructions:**

1. Mark “No” or “Yes” with an “X” below.
2. If “yes” is marked with an “X” below, insert answers into the form shown below, providing narrative explanations of exceptions. *(To insert more rows, hit the tab key from the last field in the last row and column.)*
3. If adding pages, the company name and identifying information as to which item the response refers must appear on each page.
4. Exceptions and Deviations to local, state or federal laws cannot be accepted under this solicitation.

	<b>No</b> , this respondent does not have exceptions to the Terms and Conditions or Specifications incorporated in Parts A and/or B of this solicitation.
	<b>Yes</b> , this respondent has the following exceptions to the Terms and Conditions or Specifications incorporated in Parts A and/or B of this solicitation.

Document Name	Section Name, Page Number, & Outline Number	Term and Condition or Specification	Exception or Deviation Alternative Language



026 Pre-Solicitation Vendor Call

August 18, 2025

[General Meeting Recording](#)

[PowerPoint Slides](#)

[026-D Technology Catalog Recording](#)



BDO USA, P.C.	stateandlocal@bdo.com	Aug 01, 2025 2:02 AM
AlxTel, Inc.	negeda@alxtel.com	Aug 01, 2025 2:02 AM
PALADIN DEFENSE GROUP, INC.	Contact@paladin-defense.us	Aug 01, 2025 2:02 AM
Digital Signup	info@digitalsignup.com	Aug 01, 2025 2:02 AM
VidCruiter	rfp@vidcruiter.com	Aug 01, 2025 2:02 AM
Ubun2Group Inc.	dwitzczak@ubun2group.com	Aug 01, 2025 2:02 AM
Rose Group International	rachel@rosegroupintl.com	Aug 01, 2025 2:02 AM
MavenSolve, LLC	accounts@krasanconsulting.com	Aug 01, 2025 2:02 AM
Vantage Point ITAD	proberts@vantagepointitad.com	Aug 01, 2025 2:02 AM
Adira LLC	accounts@adiranow.com	Aug 01, 2025 2:02 AM
OpsAssist, Inc.	sales@ops-assist.com	Aug 01, 2025 2:02 AM
EqualizeRCM	wilbur.williams@equalizercm.com	Aug 01, 2025 2:02 AM
Playscape Recreation	kate@playscaperecreation.com	Aug 01, 2025 2:02 AM
GEORGIA COMPUTER INC	myra@georgiacomputer.com	Aug 01, 2025 2:02 AM
Inzata (Qengine LLC)	christopher.rafter@inzata.com	Aug 01, 2025 2:02 AM
Digital Convergence	hello@digitalconvergence.ca	Aug 01, 2025 2:02 AM
Sierra Digital, Inc.	rfp@sierradigitalinc.com	Aug 01, 2025 2:02 AM
Cummins Inc	cssnabids@cummins.com	Aug 01, 2025 2:02 AM
Inkblot Therapy	rfpmanagement@inkblottherapy.com	Aug 01, 2025 2:02 AM
Vision Technologies of Glen Burnie, Maryland	bodonoghue@visiontech.biz	Aug 01, 2025 2:02 AM
Mina Holdings, LLC	tariq@minaholdingllc.com	Aug 01, 2025 2:02 AM
DeannaMichel Inc	admin@deannamichel.com	Aug 01, 2025 2:02 AM
Cyber Watch Systems	mark.seay@cyberwatchsystems.com	Aug 01, 2025 2:02 AM
LitCon Group, LLC	hcurley@litcongroup.com	Aug 01, 2025 2:02 AM
Superior Maintenance Co.	jgoldsmith@smc.cc	Aug 01, 2025 2:03 AM
Merkhat, LLC	elise@merkhat.com	Aug 01, 2025 2:03 AM
DataPrivia, Inc	jeff.hurley@dataprivia.com	Aug 01, 2025 2:03 AM
Beyond Spots & Dots	mquerry@beyondspotsanddots.com	Aug 01, 2025 2:03 AM
Parts Distributing Inc	donavan@pdifederated.com	Aug 01, 2025 2:03 AM
Communications Technologies, Inc.	bhymes@cti-stl.com	Aug 01, 2025 2:03 AM
The Pittsburgh Paints Company	goltz@ppg.com	Aug 01, 2025 2:03 AM
Performance Clean LLC	gheath@performanceclean.com	Aug 01, 2025 2:03 AM
metroplex pavement markings	mgunta@metroplexpavementmarkings.com	Aug 01, 2025 2:03 AM
Stark Landscape	chado@starklandscape.com	Aug 01, 2025 2:03 AM
MARS Solutions Group	sales@marssg.com	Aug 01, 2025 2:03 AM
Foilcon Corp	foilcon@foilcon.com	Aug 01, 2025 2:03 AM
Envico	darrell@dir-pro.ca	Aug 01, 2025 2:03 AM
Nexus Digital	brady@nexusdigital.co	Aug 01, 2025 2:03 AM
Building Optimization Technologies, LLC	jmitterhofer@bldgot.com	Aug 01, 2025 2:03 AM
ISERV	jim.palmisano@iservgroup.com	Aug 01, 2025 2:03 AM
34 Strong	zane_grace@34strong.com	Aug 01, 2025 2:03 AM
ARGUS PRIVATE SECURITY FORCE	nickdimas@arguspsf.com	Aug 01, 2025 2:03 AM
Tysonite Partners LLC	ramesh@tysonite.com	Aug 01, 2025 2:03 AM
Angus Reid Group	sal.rustom@angusreid.com	Aug 01, 2025 2:03 AM
Customizo Solutions Inc.	rashamoursy@customizo.ca	Aug 01, 2025 2:03 AM
Guidehouse	gheller@guidehouse.com	Aug 01, 2025 2:03 AM

Renaissance Learning, Inc.	proposals@renaissance.com	Aug 01, 2025 2:03 AM
SPARK business academy	chuchi.arevalo@sparkbusinessacademy.com	Aug 01, 2025 2:03 AM
International Business Machines	liwatson@us.ibm.com	Aug 01, 2025 2:03 AM
Limitless Leads Coaching LLC	atfc@realorlive.org	Aug 01, 2025 2:03 AM
KC Blueprint Company	plottingkc@kcblueprint.com	Aug 01, 2025 2:03 AM
Rhythm Engineering	reggie.chandra@rhythm-info.com	Aug 01, 2025 2:03 AM
S & J Owens Co LLC	james@sjowensco.com	Aug 01, 2025 2:03 AM
Helene Elizabeth Wellness Ctr	admin@heleneelizabethwellnesscenter.com	Aug 01, 2025 2:03 AM
SYSUSA Inc	muneer.baig@sysusa.com	Aug 01, 2025 2:03 AM
Sarvicus LLC	david.youngflesh@sarvicus.com	Aug 01, 2025 2:03 AM
Eli Patrick & Co.	clark@elipatrick.com	Aug 01, 2025 2:04 AM
Easy Healthcare Corporation	li@healthcare-manager.com	Aug 01, 2025 2:04 AM
BRG Office Movers	Chip.harber@beltmann.com	Aug 01, 2025 2:04 AM
FYRE MARKETING LLC	bids@fyremarketingadvisors.com	Aug 01, 2025 2:04 AM
All N All Supplies, LLC	customerservice@allnallsupplies.com	Aug 01, 2025 2:04 AM
PHAA SOFTWARE SOLUTIONS LIMITED	pavankumar@phaasoftwaresolutions.ca	Aug 01, 2025 2:04 AM
Skill-Up Technologies	jpskohli@skillup.tech	Aug 01, 2025 2:04 AM
Teknion	steve.hindle@teknion.com	Aug 01, 2025 2:04 AM
Insightrix Research Inc.	shonna.caldwell@insightrix.com	Aug 01, 2025 2:04 AM
Value Capture LLC	jcarpenter@valuecapturellc.com	Aug 01, 2025 2:04 AM
Cyquent, Inc	Brian.Zernhelt@cyquent.com	Aug 01, 2025 2:04 AM
Winning Edge Solutions LLC	kumar@weitsolutions.net	Aug 01, 2025 2:04 AM
Stellar IT Solutions	jonathanm@stellarit.com	Aug 01, 2025 2:04 AM
K-12 Tech Repairs	mhotseller@k12techrepairs.com	Aug 01, 2025 2:04 AM
J-Tech Digital Inc	support@jtechdigital.com	Aug 01, 2025 2:04 AM
FireTron, Inc.	bids@firetron.com	Aug 01, 2025 2:04 AM
INTRATEK COMPUTER	quotes@intrapc.com	Aug 01, 2025 2:04 AM
Glacier Construction services Inc.	mgottschalk@glacierc.com	Aug 01, 2025 2:04 AM
EventMAP Solutions Canada Limited	tenders@eventmapsolutions.com	Aug 01, 2025 2:04 AM
DRG Architects	Jackk@drg-architects.com	Aug 01, 2025 2:04 AM
BIO-Janitorial Service, Inc.	candace@biojanitorial.com	Aug 01, 2025 2:04 AM
Abnormal Logic LLC	info@abnormallogic.com	Aug 01, 2025 2:04 AM
TCS	JonathanB@TCS.ink	Aug 01, 2025 2:04 AM
CKH Group	businessdevelopment@ckhgroup.com	Aug 01, 2025 2:04 AM
Swag Source Plus	anh@swagsourceplus.com	Aug 01, 2025 2:04 AM
World Wide Web Distributions (Premier Hotel and Casino products)	yelena@premierhcp.com	Aug 01, 2025 2:04 AM
Prime healthcare services	dorcine@primehealthcareservices.ca	Aug 01, 2025 2:04 AM
Southern Computer Warehouse, Inc.	scwbids@scw.com	Aug 01, 2025 2:04 AM
Medlogix	steve.amenti@medlogix.com	Aug 01, 2025 2:04 AM
Yosemite Consulting Group LLC	awilliams@yosemiteconsultinggroup.com	Aug 01, 2025 2:04 AM
Bridger Systems, LLC	joshua@bridger.systems	Aug 01, 2025 2:04 AM
The Emotional Company (EmCo)	gigi@emotionalcompany.com	Aug 01, 2025 2:05 AM
Direct Current Preventive Maintenance LLC	jeremiah.barnett@dcpmpro.com	Aug 01, 2025 2:05 AM
First Stop Health	ekunisch@fshealth.com	Aug 01, 2025 2:05 AM
Demi Systems LLC	charles.njuguna@demisystems.com	Aug 01, 2025 2:05 AM
Smart Tech Insurance	marc@smarttechins.com	Aug 01, 2025 2:05 AM

North Country Business Products	benсонk@ncbpinc.com	Aug 01, 2025 2:05 AM
Alpha Developers LLC	sales@alphadevelopersllc.com	Aug 01, 2025 2:05 AM
Sports Fields Inc.	ataylor@fields-inc.com	Aug 01, 2025 2:05 AM
Magnum Services (Soil Stabilization)	travis.barber@magnumcement.ca	Aug 01, 2025 2:05 AM
Imperial Service Systems, Inc.	jmccarthy@impservsys.com	Aug 01, 2025 2:05 AM
Bee Equipment Sales, Ltd	mkuehn@beeequipmentsales.com	Aug 01, 2025 2:05 AM
Element 29	bill.cassidy@e29ce.com	Aug 01, 2025 2:05 AM
Valueneer LLC	Mahmoud@value-neer.com	Aug 01, 2025 2:05 AM
DAC	jlewandowska@dacgroup.com	Aug 01, 2025 2:05 AM
The Prestigious Mark Inc.	ben@tpmpromo.com	Aug 01, 2025 2:05 AM
Brighter Image, Inc.	Corporate@brighter-image.com	Aug 01, 2025 2:05 AM
GCS Imaging Inc	rose@gcsimaging.com	Aug 01, 2025 2:05 AM
Expoquip, Inc.	deana@expoquip.com	Aug 01, 2025 2:05 AM
Onyx Healthcare USA, Inc	Jeffliu@onyx-healthcare.com	Aug 01, 2025 2:05 AM
Ruts Construction	adrian@rangeline.com	Aug 01, 2025 2:05 AM
MANDO TECHNOLOGIES INC	gov@mando.inc	Aug 01, 2025 2:05 AM
Py Concepts LLC	oluwaseun.oke@pyconcepts.com	Aug 01, 2025 2:05 AM
Brightzone International LLC	waris.fazli@brightzone.us	Aug 01, 2025 2:05 AM
Konnect IT Group Inc.	randy@konnectit.com	Aug 01, 2025 2:05 AM
SCM Consultants Inc.	bminhas@scmconsultants.net	Aug 01, 2025 2:05 AM
Sophos	craig.allen@sophos.com	Aug 01, 2025 2:05 AM
Christy Glass Company	davchristy@aol.com	Aug 01, 2025 2:05 AM
Augustine Agency	kwhitsett@augustineagency.com	Aug 01, 2025 2:05 AM
CENTURY SECURITY SERVICES, INC	cssguard.century@gmail.com	Aug 01, 2025 2:05 AM
Fritel and Associates, L.L.C. dba Diversified Product Development	llittle@diversifiedproduct.com	Aug 01, 2025 2:05 AM
8 Consulting, LLC	senter@8consultingllc.com	Aug 01, 2025 2:05 AM
Climatec	dal.bonfire@climatec.com	Aug 01, 2025 2:05 AM
CommForms Secure Forms Inc	hill.isselman@commforms.ca	Aug 01, 2025 2:05 AM
Kikoda	matt.dufek@kikoda.com	Aug 01, 2025 2:05 AM
Bird Bus Sales	robert@birdbussales.com	Aug 01, 2025 2:06 AM
Unlimited Technology, Inc.	iramirez@utiglobal.com	Aug 01, 2025 2:06 AM
GovTron LLC	suren@govtron.com	Aug 01, 2025 2:06 AM
QDoc Inc.	contracts@qdoc.ca	Aug 01, 2025 2:06 AM
ELEMENTS LEADERSHIP, LLC	eric@elementsleadership.com	Aug 01, 2025 2:06 AM
Sparrow Consulting Group Inc.	trever@sparrowgroup.org	Aug 01, 2025 2:06 AM
Center for Nonprofit Advancement	tyieshij@nonprofitadvancement.org	Aug 01, 2025 2:06 AM
E.fi	ophelia@e-fi.works	Aug 01, 2025 2:06 AM
OpenTeQ Technologies LLC	harshitha@openteqgroup.com	Aug 01, 2025 2:06 AM
Industrial Builders, Inc	brian@IB-USA.COM	Aug 01, 2025 2:06 AM
GK TechStar LLC	jleyva@techstaris.com	Aug 01, 2025 2:06 AM
ISSSQUARED, INC.	dlavende@issquaredinc.com	Aug 01, 2025 2:06 AM
The Sound Live LLC	thesoundlivellc@gmail.com	Aug 01, 2025 2:06 AM
MedFirst Staffing, LLC	davidb@medfirststaffing.com	Aug 01, 2025 2:06 AM
Moran Technology Consulting	scott.weyandt@morantechnology.com	Aug 01, 2025 2:06 AM
Sage Education Consulting, Inc.	lisa@sageeducon.com	Aug 01, 2025 2:06 AM
Scanics	dmapes@scanics.com	Aug 01, 2025 2:06 AM

TABB INC.	bbodkin@tabb.net	Aug 01, 2025 2:06 AM
Superior Contractors	Superiorcontractorstx@gmail.com	Aug 01, 2025 2:06 AM
Zencon Group Inc.	govt@zencongroup.com	Aug 01, 2025 2:06 AM
DITTA ENTERPRISES LLC	Contact@del-ditta.com	Aug 01, 2025 2:06 AM
iCUBE Systems, Inc.	nvathreya@icubesys.com	Aug 01, 2025 2:06 AM
Settled Solids Management	jmims@hydro-int.com	Aug 01, 2025 2:06 AM
Samson & Associés CPA/Consultation Inc.	veronick.gauthier-roy@samson.ca	Aug 01, 2025 2:06 AM
Omega 365 USA Inc.	oyvind@omega365.com	Aug 01, 2025 2:06 AM
Ingram Technologies, LLC	scott@ingramt.com	Aug 01, 2025 2:06 AM
Ikerd Consulting, LLC	bikerd@ikerd.com	Aug 01, 2025 2:06 AM
Excel Facility Services	grivera@efsgnj.com	Aug 01, 2025 2:06 AM
Teksavers Inc.	rick@teksavers.com	Aug 01, 2025 2:06 AM
Cenmic Management LLC	michael.areola@cenmicmanagement.com	Aug 01, 2025 2:06 AM
IOCYBER, LLC	acrawford@iocyber.tech	Aug 01, 2025 2:06 AM
Pinnacle Financial Partners	scott.jordan@pnfp.com	Aug 01, 2025 2:06 AM
Think Research	tenders@thinkresearch.com	Aug 01, 2025 2:06 AM
Dexian, LLC	bob.quinn@dexian.com	Aug 01, 2025 2:06 AM
Wisecom Technology	azeem@wisecomtech.com	Aug 01, 2025 2:06 AM
iTaylor Strategies LLC	merdochey@itaylorolutions.com	Aug 01, 2025 2:07 AM
DPS SECURITY LLC	info@dpssecurityllc.com	Aug 01, 2025 2:07 AM
JM Brennan	dmolkentin@jmbrennan.com	Aug 01, 2025 2:07 AM
RInggold Telephone Company	ssawyer@rtctel.com	Aug 01, 2025 2:07 AM
Cinga Technologies, LLC	jeron@cingatech.com	Aug 01, 2025 2:07 AM
Method4 Engineering	brian.goodridge@method4engineering.com	Aug 01, 2025 2:07 AM
LingaTech, Inc.	annamarie.stark@lingatech.com	Aug 01, 2025 2:07 AM
Worldcast live Inc	peter.lewis@worldcastlive.com	Aug 01, 2025 2:07 AM
Intel Global Govt GTM	alan.d.rose@intel.com	Aug 01, 2025 2:07 AM
PJG Property Maintenance	pj-grevy@pjgpm.com	Aug 01, 2025 2:07 AM
COSO IT INC.	accounts@cosoit.com	Aug 01, 2025 2:07 AM
Babb Technology Services Inc	Jonathonm@babbbtech.com	Aug 01, 2025 2:07 AM
DragonTek International	kwong@dragontek-intl.com	Aug 01, 2025 2:07 AM
Elearning Studio	meet@elearning.studio	Aug 01, 2025 2:07 AM
EdLight	teryn@edlight.com	Aug 01, 2025 2:07 AM
Tino LLC	anastasia@tino.design	Aug 01, 2025 2:07 AM
Burgeon Analytics LLC	mails@burgeonanalytics.com	Aug 01, 2025 2:07 AM
L3Harris Technologies, Inc.	marilyn.brannan@l3harris.com	Aug 01, 2025 2:07 AM
FM Solutions LLC - Priority Payment Systems Houston	manan@ppshouston.com	Aug 01, 2025 2:07 AM
Vendor	bonfirehub@aileronconsulting.com	Aug 01, 2025 2:07 AM
TechSkill Nation	vik.manne@techskillnation.com	Aug 01, 2025 2:07 AM
Dodge Construction Network	Dodge.Bidding@construction.com	Aug 01, 2025 2:07 AM
K.L.I., Inc.	Lisa@kli-inc.com	Aug 01, 2025 2:07 AM
RTC Manufacturing, Inc	tammy.obrien@rtc-traffic.com	Aug 01, 2025 2:07 AM
MN8 Energy	michael.miller@mn8energy.com	Aug 01, 2025 2:07 AM
Stonehouse Drilling & Construction LLC	jhaywood@shdrilling.com	Aug 01, 2025 2:07 AM
Northeast Battery	mwoodhouse@northeastbattery.com	Aug 01, 2025 2:07 AM
CarePro National Painting / Kept Companies	swilliams@carepropainting.com	Aug 01, 2025 2:07 AM

Prism Consulting	valerie@prismconsultingfl.com	Aug 01, 2025 2:07 AM
Campbell Electric TX	Jason@campbellelectrictx.com	Aug 01, 2025 2:07 AM
Devfi,Inc	ashwin@devfi.com	Aug 01, 2025 2:07 AM
Revolution Data Plaforms	sales@dataplatforms.ca	Aug 01, 2025 2:07 AM
PCC-IT International, dba of Power Capital Management	clientservices@itpccit.com	Aug 01, 2025 2:07 AM
GoldPhish	jami@thegoldphish.com	Aug 01, 2025 2:07 AM
DIXIE ELECTRO MECHANICAL SERVICES INC.	kwheeler@dixieemsi.com	Aug 01, 2025 2:07 AM
EPSoft Technologies LLC	lahari.medarametla@epsoftinc.com	Aug 01, 2025 2:07 AM
The Facilities Group	jhawkins@thefacilitiesgroup.com	Aug 01, 2025 2:07 AM
PRODISION, LLC	sam@prodision.com	Aug 01, 2025 2:07 AM
Elite Utility Solutions	josh.jarrard@eliteutilitiesolutions.com	Aug 01, 2025 2:07 AM
STS Recycling, LLC.	morgan@stsrecycle.com	Aug 01, 2025 2:07 AM
International Languages Service	john.arroyave@ilsjax.com	Aug 01, 2025 2:07 AM
Gulf Coast Paper	gary.ellis@imperialdade.com	Aug 01, 2025 2:07 AM
Carson Solutions, LLC	webbk@carsonsolutionsllc.com	Aug 01, 2025 2:07 AM
Stonewerx Promotional	oriana@stonewerxpromo.com	Aug 01, 2025 2:07 AM
Texas Enforcer LLC.	texasenforcerllc@gmail.com	Aug 01, 2025 2:07 AM
Advanced Digital Solutions LLC	admin@adsii.com	Aug 01, 2025 2:07 AM
BDG Trees	joneal@bdgtrees.com	Aug 01, 2025 2:07 AM
ClearConnect	bids@myclearconnect.com	Aug 01, 2025 2:07 AM
Drone Security Service Inc	info@dronesecurityserv.com	Aug 01, 2025 2:07 AM
DIESEL DEPOT	marc@diesel-depot.com	Aug 01, 2025 2:07 AM
Alpha Omega Wireless, Inc.	wargo@aowireless.com	Aug 01, 2025 2:07 AM
Condition Monitoring Analytics, LLC	sjones@conditionmonitoringanalytics.com	Aug 01, 2025 2:07 AM
Vendor	kloring@sunprint.com	Aug 01, 2025 2:08 AM
Say it with Style Promos and Custom Apparel	eugene@siwspromos.com	Aug 01, 2025 2:08 AM
The Sewell Family of Companies	david.gomez@teamsewell.com	Aug 01, 2025 2:08 AM
Straight Up Technology Solutions	timprince@straightupts.com	Aug 01, 2025 2:08 AM
Reliable Paper Inc	jimfaucette@reliablepaper.com	Aug 01, 2025 2:08 AM
JJT & Associates, LLC.	james.small@jjtassoc.com	Aug 01, 2025 2:08 AM
LAZARO LEAL LANDSCAPING AND TREE SERVICES LLC	leallandscapingservices@yahoo.com	Aug 01, 2025 2:08 AM
Upfiv Designs Inc.	aurelia@upfiv.com	Aug 01, 2025 2:08 AM
<a href="https://totaloptim.com">https://totaloptim.com</a>	contact@totaloptim.com	Aug 01, 2025 2:08 AM
GovFirst	angel@govfirst.net	Aug 01, 2025 2:08 AM
Holt Texas, Ltd. (dba HOLT CAT)	francisco.valor@holtgrp.com	Aug 01, 2025 2:08 AM
K12 Computers	broadcast@k12computers.us	Aug 01, 2025 2:08 AM
Randal's Tower Tech, Inc.	Service@towertechtx.com	Aug 01, 2025 2:08 AM
Grind-Well LLC	info@grind-well.com	Aug 01, 2025 2:08 AM
Summitt Forests, Inc	summittforests@gmail.com	Aug 01, 2025 2:08 AM
IT Operational Strategies LLC, SDVO	Terry.stockholm@itops-llc.com	Aug 01, 2025 2:08 AM
ComSolutions Inc.	Laura.Daniels@ComSolutionsUSA.com	Aug 01, 2025 2:08 AM
Selrico Services Inc.	procurement@selricoservices.com	Aug 01, 2025 2:08 AM
Young Scholars Circle LLC/The Masterpiece Academy	krishnacart@youngscholarscircle.com	Aug 01, 2025 2:08 AM
Voyce Inc.	proposals@voyceglobal.com	Aug 01, 2025 2:08 AM
Maviga Advisors	giancarlo@mavigacorp.com	Aug 01, 2025 2:08 AM
TELUS International	richard.bledsoe@telusinternational.com	Aug 01, 2025 2:08 AM

Amplify Systems Integration	dplatt@amplifysi.com	Aug 01, 2025 2:08 AM
Simple Communications Technologies, LLC	brian@simplecom.pro	Aug 01, 2025 2:08 AM
Servi-Tek Facility Solutions	accounting.engineering@servi-tek.net	Aug 01, 2025 2:08 AM
Vendor	riccie.gargano@garda.com	Aug 01, 2025 2:08 AM
Carrier Enterprise	douglas.smyers@carrierenterprise.com	Aug 01, 2025 2:08 AM
Apex Site Services	admin@apexsites.com	Aug 01, 2025 2:08 AM
Guardian Safety and Supply LLC dba Enviro Safety Products	amaly@envirosafety.com	Aug 01, 2025 2:08 AM
Tribeca Builds, LLC	casey@tribecabuilds.com	Aug 01, 2025 2:08 AM
Dynamic Lifecycle Innovations	chines@thinkdynamic.com	Aug 01, 2025 2:08 AM
Vortex Solution inc.	karine.s@vortexsolution.com	Aug 01, 2025 2:08 AM
Generic Inc	pattwood@generic.com	Aug 01, 2025 2:08 AM
Citrus Advertising	sheila@citrusadv.com	Aug 01, 2025 2:08 AM
Competitive Edge Business Solutions	tdaniels@focalpointcoaching.com	Aug 01, 2025 2:08 AM
XyberMed Cooperation	ammaar@xybermed.com	Aug 01, 2025 2:08 AM
International Alliance Group	larry@iagusa.org	Aug 01, 2025 2:08 AM
Integral Tech Supplies	s.henderson@integraltechsupplies.com	Aug 01, 2025 2:08 AM
BKTB Group Inc dba MC Austin	imoreno@mcaustin.com	Aug 01, 2025 2:08 AM
AMB Modulaire Inc	sylvainperrault@ambmodulaire.com	Aug 01, 2025 2:08 AM
Promo Retailer LLC	jaugust@promoretailer.com	Aug 01, 2025 2:08 AM
Kore Systems, Inc	admin@koresystems.net	Aug 01, 2025 2:08 AM
Talmo & Associates, Inc.	sales@talmoinc.com	Aug 01, 2025 2:08 AM
UnBoxed Solutions	robert@swg-unboxed.org	Aug 01, 2025 2:08 AM
VEscape Labs	info@vescapelabs.com	Aug 01, 2025 2:08 AM
Envolvemedia, LLC	emily.bond@envolvemedia.com	Aug 01, 2025 2:08 AM
Acon Traders LLC	VENKATESH@ACONTRADERS.COM	Aug 01, 2025 2:08 AM
NXTGEN Clean Energy Solutions	russ@nxtgencleanenergy.com	Aug 01, 2025 2:08 AM
Trans Canada Forest Products	srubin@pftranscan.com	Aug 01, 2025 2:08 AM
Relannford Enterprises LLC	sandra@relannford.com	Aug 01, 2025 2:08 AM
Global Alliant	operations@globalalliantinc.com	Aug 01, 2025 2:08 AM
Success by Design, Inc.	megan@successbydesign.com	Aug 01, 2025 2:08 AM
SMART GROUP SYSTEMS	MICKEY@SMGSYSTEMS.NET	Aug 01, 2025 2:09 AM
Allied Strategic Solutions	bwinslow34@yahoo.com	Aug 01, 2025 2:09 AM
Patriot Supplies	jessica@patriotsuppliesllc.com	Aug 01, 2025 2:09 AM
RGV Electrical Supply	hjimenez@rgvelectricalsupply.com	Aug 01, 2025 2:09 AM
American Bandwidth LLC	dziembicki@ameriband.com	Aug 01, 2025 2:09 AM
Slooh	procurement@slooh.com	Aug 01, 2025 2:09 AM
Mitchell Logistics CO. LLC	Info@Mitchelllogistics.co	Aug 01, 2025 2:09 AM
Vendor	jennifer@perfectfitimage.com	Aug 01, 2025 2:09 AM
Argyle Build Inc.	maret@argyle.build	Aug 01, 2025 2:09 AM
Foresight Engineering and Technology	info@cleanconnects.com	Aug 01, 2025 2:09 AM
Liberty Home Health LLC dba Lab Pointe	support@labpointe.com	Aug 01, 2025 2:09 AM
KODISOFT LLC	selva@kodisoftllc.com	Aug 01, 2025 2:09 AM
nTech Workforce	sangeetha@ntechworkforce.com	Aug 01, 2025 2:09 AM
CMIT Solutions of Best Southwest Dallas County	klewis@cmitolutions.com	Aug 01, 2025 2:09 AM
Avista Realtime Systems, LLC	Wshumaker@avistarealtime.com	Aug 01, 2025 2:09 AM
AlexiGen BioTech, LLC	jeffreyferguson@alexigen.com	Aug 01, 2025 2:09 AM

Accelerated Fleet Services	rbias@afsfleet.com	Aug 01, 2025 2:09 AM
XSIV Technologies	bbalkcom@xsivtechnologies.com	Aug 01, 2025 2:09 AM
INFOVISION21	bapaiah@infovision21.com	Aug 01, 2025 2:09 AM
The Voice Society	maria@thevoicesociety.com	Aug 01, 2025 2:09 AM
Innovative Edge TCS	swarna@ie-tcs.com	Aug 01, 2025 2:09 AM
Vendor	Aprilsspringcleaningllc@gmail.com	Aug 01, 2025 2:09 AM
Fred's Award World	rose.freds@outlook.com	Aug 01, 2025 2:09 AM
MBI	justin.conroy@mbakerintl.com	Aug 01, 2025 2:09 AM
Enpramex distribution	mike@enpramex.com	Aug 01, 2025 2:09 AM
Octilion LLC	niket@thebilions.com	Aug 01, 2025 2:09 AM
Vendor	mike@baconcompanies.com	Aug 01, 2025 2:09 AM
Moogole Canada Inc.	director@moogolelabs.com	Aug 01, 2025 2:09 AM
Hamilton Staffing Solutions	angela.h@hamiltonstaffingsolutions.com	Aug 01, 2025 2:09 AM
Armadillo Photo Supply	rhernandez@armadillophoto.com	Aug 01, 2025 2:09 AM
NWN Carousel	cludwig@nwncarousel.com	Aug 01, 2025 2:10 AM
Alletec Inc.	amian@alletec.com	Aug 01, 2025 2:10 AM
HIVOLT Advanced Inc.	andrew.Klinger@hva-inc.com	Aug 01, 2025 2:10 AM
Vendor	peter@graceyworks.com	Aug 01, 2025 2:10 AM
Vendor	Michael.Keegan@abm.com	Aug 01, 2025 2:10 AM
Citronway	gokocha@citronway.com	Aug 01, 2025 2:10 AM
Make Stuff Move Inc.	sourcing@makestuffmove.com	Aug 01, 2025 2:10 AM
Surefox	matthew.reeser@surefox.com	Aug 01, 2025 2:10 AM
Warren Installations, Inc.	bobw@warreninstall.com	Aug 01, 2025 2:10 AM
Tectura Network Solutions LLC	jared.hornsby@tectorsolutions.com	Aug 01, 2025 2:10 AM
Ward Companies, LLC.	wward219@gmail.com	Aug 01, 2025 2:10 AM
bond & bond auctioneers	sales@bondauctioneers.com	Aug 01, 2025 2:10 AM
Maribel Martinez Consulting	maribel@maribelmartinezconsulting.com	Aug 01, 2025 2:10 AM
JSL Global Enterprise Inc.	jay.jslcompany@gmail.com	Aug 01, 2025 2:10 AM
Sehi Computer Products, Inc	nancy@sehi.com	Aug 01, 2025 2:10 AM
R and J Services	rickrogers10@outlook.com	Aug 01, 2025 2:10 AM
Garner Paving and Construction LLC	garnerpaving@sbcglobal.net	Aug 01, 2025 2:10 AM
Self	tryannc54@gmail.com	Aug 01, 2025 2:10 AM
SOLO Technologies	christa@truvaconsulting.us	Aug 01, 2025 2:10 AM
HV	hannah.vdbg@gmail.com	Aug 01, 2025 2:10 AM
Tektterra, Inc.	rob.conrad@tektterra.com	Aug 01, 2025 2:10 AM
Knight Restoration, LLC	l.thomason@knightcommercial.com	Aug 01, 2025 2:10 AM
MALAN BEST SECURITY INC	Info@malanbestsecurity.com	Aug 01, 2025 2:10 AM
Liberation Management LLC dba All Road Communications	admin@allroadsat.com	Aug 01, 2025 2:10 AM
Planting Seeds Academic Solutions	cjones@plantingseedstutoring.com	Aug 01, 2025 2:10 AM
Pioneer Business Systems	walter@pioneerocopier.com	Aug 01, 2025 2:10 AM
Think Board	hello@think-board.com	Aug 01, 2025 2:10 AM
Southeastern Supply Group	sirdarryl@southeasternsupplygroup.com	Aug 01, 2025 2:10 AM
AV Cabling Contractors	gil@avcablingcontractors.com	Aug 01, 2025 2:10 AM
Precision Environmental Company	Deureka@precision-env.com	Aug 01, 2025 2:10 AM
Euna Solutions	rfp@questica.com	Aug 01, 2025 2:10 AM
144 Family Care	chichikakoma@gmail.com	Aug 01, 2025 2:10 AM

Xtreme Security & Fire California	Extremesecurity@hotmail.com info@ubuntupsych.com	Aug 01, 2025 2:10 AM Aug 01, 2025 2:10 AM
TXA Powersports Inc	jay@alpha-inc.com	Aug 01, 2025 2:10 AM
Symposit LLC	bobby.bermudez@symposit.com	Aug 01, 2025 2:10 AM
Strong Solutions LLC Vendor	info@strongsolutionsutah.com amandar@newporttc.com	Aug 01, 2025 2:10 AM Aug 01, 2025 2:10 AM
Big State Electric	charles.reeves@bigstateelectric.com	Aug 01, 2025 2:10 AM
Hunter Cattle Co	accounting@huntercattle.com	Aug 01, 2025 2:10 AM
Transform Interactive	josie@transforminteractive.com	Aug 01, 2025 2:10 AM
Industrial Applied Technologies	tbearden.iatluc@gmail.com	Aug 01, 2025 2:10 AM
Marksman Security Corporation	a.white@marksmansecurity.com	Aug 01, 2025 2:10 AM
La Rocca Security Solutions	daniel.larocca@laroccasecurity.com	Aug 01, 2025 2:10 AM
Expanded Learning Academy	cgreen@expandedlearningacademy.com	Aug 01, 2025 2:10 AM
McConnell & Jones LLP	bharper@mjlm.com	Aug 01, 2025 2:10 AM
Baseline Telematics Inc. Direct Mop Sales, Inc. Vendor	pasavoie@baselinetelematics.com mjulo@directmopsales.com tony@bmpcomp.com	Aug 01, 2025 2:10 AM Aug 01, 2025 2:10 AM Aug 01, 2025 2:11 AM
APC BILLING	info@apcbilling.com	Aug 01, 2025 2:11 AM
Bioquintex Solutions	sherry.east@bioquintex.com	Aug 01, 2025 2:11 AM
RT Solutions Group LLC.	admin@rtsolutionsgrp.com	Aug 01, 2025 2:11 AM
Joint Force Contracting	bill@jfcus.com	Aug 01, 2025 2:11 AM
Border Industrial Solutions LLC	luis.sosa@borderindustrialsolutions.com	Aug 01, 2025 2:11 AM
Fluxus USA	angel@fluxusmg.com	Aug 01, 2025 2:11 AM
Web Wizards	chad@webwizards.ca	Aug 01, 2025 2:11 AM
All City Communications	nmiller@allcitycom.com	Aug 01, 2025 2:11 AM
Adalitek Group	ric@adalitekgroup.com	Aug 01, 2025 2:11 AM
H & K Prints	info@hkprintsco.com	Aug 01, 2025 2:11 AM
3 Tier Group	admin@3tiergp.com	Aug 01, 2025 2:11 AM
Braden Business Systems, Inc.	JLOBRACO@BRADENONLINE.COM	Aug 01, 2025 2:11 AM
Choice-Telematics	Ryan.Clemons@Choice-telematics.com	Aug 01, 2025 2:11 AM
Data Storage Science, LLC	dssbd@ds-science.com	Aug 01, 2025 2:11 AM
Globiser, Inc	cnipe@globiser.com	Aug 01, 2025 2:11 AM
Vera Power Services LLC	verapowerservices@yahoo.com	Aug 01, 2025 2:11 AM
Sublime Wireless Inc.	john.oleary@swius.com	Aug 01, 2025 2:11 AM
ATTAC Consulting Group	busdevelopment@attacconsulting.com	Aug 01, 2025 2:11 AM
Leider Enterprises Inc DBA Connect Distributors	Chesky@connectdist.com	Aug 01, 2025 2:11 AM
ANC Group	Pennyh@ancgroup.com	Aug 01, 2025 2:11 AM
Impact Printing and Graphics LTD	claudia@impactprinting.biz	Aug 01, 2025 2:11 AM
Nitor E LLC	abird@nitorsi.com	Aug 01, 2025 2:11 AM
Wingman63, LLC.	andi.poch@wingman63.com	Aug 01, 2025 2:11 AM
Next Structural Integrity Inc	janice.collins@nextsi.com	Aug 01, 2025 2:11 AM
ADB Companies Inc.	mbinder@adb-us.com	Aug 01, 2025 2:11 AM
Steve Lewey's Vendor	steve.lewey@beltmann.com	Aug 01, 2025 2:11 AM
ArborVista, LLC	bids@arborvista.com	Aug 01, 2025 2:11 AM
Dig 'N It Excavation LLC	DNIEX@YAHOO.COM	Aug 01, 2025 2:11 AM
S & J Business solutions Inc.	Sandjbsi@gmail.com	Aug 01, 2025 2:11 AM

Xperteks Computer Consultancy, Inc.	mvelez@xperteks.com	Aug 01, 2025 2:11 AM
1digit	jgeiling@1digit.nyc	Aug 01, 2025 2:12 AM
Light As Air Boats	andi@lightasairboats.com	Aug 01, 2025 2:12 AM
OP Consulting Group LLC	owner@opconsultinggroup.com	Aug 01, 2025 2:12 AM
Bridge The Gap Sped, LLC	monique@bridgethegapsped.com	Aug 01, 2025 2:12 AM
Jackson Movers	info@mymovingsupport.com	Aug 01, 2025 2:12 AM
Security & Safety Associates of Louisiana LLC	revere@ssala.us	Aug 01, 2025 2:12 AM
Sacriste Empire Ai Professional Technology Services	csdunn@sacristempire.com	Aug 01, 2025 2:12 AM
Simarn, LLC	GARY.FEZZEY@SIMARN.COM	Aug 01, 2025 2:12 AM
Safe Havens International, Inc.	phuong@weakfish.org	Aug 01, 2025 2:12 AM
ATA Services, Inc.	pharrod@ataservices.net	Aug 01, 2025 2:12 AM
Megastar HR	beca@megastarhr.com	Aug 01, 2025 2:12 AM
Pearl Interactive Network	mantwine@pinsourcing.com	Aug 01, 2025 2:12 AM
Optimal Solutions Group	procurement@optimalsolutionsgroup.com	Aug 01, 2025 2:12 AM
JobSite Diesel Repair	sales@jobsitediesel.com	Aug 01, 2025 2:12 AM
3Core Systems, Inc	navin.kandula@3coresystems.com	Aug 01, 2025 2:12 AM
Onebridge Support Services LLC	anita@onebridgecenter.com	Aug 01, 2025 2:12 AM
D2D IT Services LLC	szahid@d2dis.com	Aug 01, 2025 2:12 AM
University of Cincinnati Economics Center	b.evans@uc.edu	Aug 01, 2025 2:12 AM
MS. TAMMY'S SOLUTIONS INC	info.mstammysolutions@gmail.com	Aug 01, 2025 2:12 AM
Publicus	clacatusu@public-us.com	Aug 01, 2025 2:12 AM
RCS Excavation, Inc.	jboak@rcsexcavation.com	Aug 01, 2025 2:12 AM
SCRIBEDOC.COM, IN C	sandy@scribedoc.com	Aug 01, 2025 2:12 AM
Vendor	michael.ongkiko@nfp.com	Aug 01, 2025 2:12 AM
Southwind Marketing Group	Damien@southwindmarketing.com	Aug 01, 2025 2:12 AM
UpSela Talent Solutions Inc.	asha.chaudhary@upselatalentsolutions.com	Aug 01, 2025 2:12 AM
MoeKim Alliance LLC	mauricewhite@moekim.com	Aug 01, 2025 2:12 AM
Ferox Group, LLC	bradley@theferoxgroup.com	Aug 01, 2025 2:12 AM
COAL HARBOUR MECHANICAL LTD	tyler.ohm@chm.ca	Aug 01, 2025 2:12 AM
Sys Code Labs llc	uma@syscodelabs.com	Aug 01, 2025 2:12 AM
EC Technology Consulting Services LLC	mcouncil@eccybersecurity.com	Aug 01, 2025 2:12 AM
MSHS	keith.deluca@mshs.com	Aug 01, 2025 2:12 AM
Zelante Technologies	procurement@zelantetech.com	Aug 01, 2025 2:12 AM
Drive Integration, LLC	brock@driveintegrationllc.com	Aug 01, 2025 2:12 AM
Express Systems & Peripherals	robert.lewis@express-inc.com	Aug 01, 2025 2:12 AM
Imprint Penny LLC	bids@imprintpenny.com	Aug 01, 2025 2:12 AM
Let the Beat Build	rlopez@letthebeatbuild.me	Aug 01, 2025 2:12 AM
Freedom Commercial Services	jvetzel@goarmstrong.com	Aug 01, 2025 2:12 AM
Kijero LLC	fed@kijero.com	Aug 01, 2025 2:12 AM
Strategic Government Resources	rfp@governmentresource.com	Aug 01, 2025 2:13 AM
Vendor	brian.vansickle@quadbridge.com	Aug 01, 2025 2:13 AM
Techbundle	dan.drake@techbundle.com	Aug 01, 2025 2:13 AM
IconXChange, LLC	michael@iconxchange.io	Aug 01, 2025 2:13 AM
DMR Construction Services	Rradici@dmrconstruct.com	Aug 01, 2025 2:13 AM
Total Team Construction	gyanez@totalteamcompanies.com	Aug 01, 2025 2:13 AM
FUNDING matters Inc.	wpetruck@fundingmatters.com	Aug 01, 2025 2:13 AM

All Points Media LLC	jeffg@allpointesco.com	Aug 01, 2025 2:13 AM
North Star Identity LLC	gitika.srivastava@northstar-identity.com	Aug 01, 2025 2:13 AM
ESI Fire & Security	james@esi-fs.com	Aug 01, 2025 2:13 AM
eNoah iSolutions Inc	krajamani@enoahisolution.com	Aug 01, 2025 2:13 AM
S&P Controls & Rebuild	spcontrolsrebuild@yahoo.com	Aug 01, 2025 2:13 AM
Assura, Inc.	karen.cole@assurainc.com	Aug 01, 2025 2:13 AM
D&D Fleet & Auto Service LLC	dana@ddfleetservice.com	Aug 01, 2025 2:13 AM
Green Leaf Procurement	jennifer@greenleafprocurement.com	Aug 01, 2025 2:13 AM
NUH Janitorial Company LLC	nadeem_majid@yahoo.com	Aug 01, 2025 2:13 AM
GenSigma LLC.	rfp@gensigma.com	Aug 01, 2025 2:13 AM
Northern Inspection Services	admin@nismidwest.com	Aug 01, 2025 2:13 AM
ClearBridge Technology Group, LLC	jwtetmore@clearbridgetech.com	Aug 01, 2025 2:14 AM
Step CG	Dweathers@stepcg.com	Aug 01, 2025 4:30 AM
Castle Rock Microwave	rvachris@castlerockmicrowave.com	Aug 01, 2025 4:47 AM
Solodev	dasha@solodev.com	Aug 01, 2025 4:59 AM
SAS HALO, Inc.	btalbott@sashalo.com	Aug 01, 2025 6:14 AM
SMART Technologies	jmiller@smarttech.com	Aug 01, 2025 6:44 AM
AlxTel, Inc	Bids@alxtel.com	Aug 01, 2025 8:04 AM
Dynamic Ideas	aratcliffe@alpharoute.com	Aug 01, 2025 10:14 AM
White River Services and Solutions	rdowns@whiteriverservices.com	Aug 01, 2025 10:35 AM
Newmack LLC	Meg@newmac1.com	Aug 01, 2025 12:51 PM
Softchoice Corporation	sledus@softchoice.com	Aug 02, 2025 4:19 AM
Waibel Energy Systems	christy.fielding@gowaiibel.com	Aug 02, 2025 6:50 AM
iResQ	michelle.crosby@iresq.com	Aug 15, 2025 4:49 AM
Sehi Computer Products	carolt@sehi.com	Aug 16, 2025 2:26 AM
FlowPath CMMS	alex@getflowpath.com	Aug 16, 2025 11:26 AM
Rasix Computer Center Inc	sam.shah@rasixinc.com	Aug 20, 2025 5:33 AM
Enhace AV LLC	James@EnhanceAV.net	Aug 20, 2025 11:33 AM
Adel Technology LLC	enisc@adelavs.com	Aug 26, 2025 4:59 AM
Global Phone Company	qamar@2gpc.com	Aug 27, 2025 12:41 PM
AIMXCEL INC	rk@aimxcel.com	Aug 29, 2025 8:58 AM
Mobile Communications America	troyberry@callmc.com	Aug 29, 2025 12:25 PM
Officewise Furniture & Supply	jellis@officewiseco.com	Aug 30, 2025 2:46 AM
Intraworks, Inc.	promero@intraworksusa.com	Sep 03, 2025 9:59 AM
Anuvision Technologies Inc.	svyne@anuvisiontech.com	Sep 10, 2025 6:01 AM
REK Investment Group Inc DbA Advanced Presentation Systems	ron@advancingav.com	Sep 11, 2025 5:15 AM
Advanced Document Solutions, Inc.	ssowdon@myadsusa.com	Sep 11, 2025 8:23 AM
Kajeet	publicsectorpmo@kajeet.com	Sep 12, 2025 3:49 AM
RCN Technologies	bids@rcntechnologies.com	Sep 12, 2025 9:33 AM
Konica Minolta Business Solutions U.S.A., Inc.	statebids@KMBS.KONICAMINOLTA.US	Sep 12, 2025 11:04 AM
Edpuzzle, Inc.	bids@edpuzzle.com	Sep 12, 2025 12:03 PM
Carrier Services Group, Inc.	Jeanne.Smith@csgroupint.com	Sep 13, 2025 3:44 AM
HPI International Inc	ab@hpi.com	Sep 13, 2025 4:01 AM
TOSHIBA AMERICA BUSINESS SOLUTIONS, INC.	gem@tabs.toshiba.com	Sep 13, 2025 7:57 AM
1 Accord Technologies	chris.minton@1accord.com	Sep 13, 2025 8:51 AM
Batteries, Watts & Things LLC dba Batteries Plus	bp124@batteriesplus.com	Sep 13, 2025 10:04 AM

Solutionz, Inc.	aerber@solutionzinc.com	Sep 13, 2025 10:26 AM
Discount Two-Way Radio Corporation	govsales@dtwr.com	Sep 13, 2025 10:46 AM
Coast To Coast Computer Products, Inc.	mirandah@coastcoast.com	Sep 15, 2025 3:28 AM
Trafera LLC	contracts@trafera.com	Sep 15, 2025 3:47 AM
T-Mobile USA, Inc.	GovtContractAdminSupport@t-mobile.com	Sep 15, 2025 6:14 AM
Encore Data Products, Inc	sales@encoredataproducs.com	Sep 15, 2025 6:43 AM
525 Technologies	525Bids@525technologies.com	Sep 15, 2025 7:25 AM
Titanium Technologies	AAKhan@Titaniumsupply.com	Sep 15, 2025 8:00 AM
Azulle	jorge@azulle.com	Sep 15, 2025 8:01 AM
Focus Camera LLC	acastillo@focuscamera.com	Sep 16, 2025 2:13 AM
Volicron	dwright@volicron.com	Sep 16, 2025 2:20 AM
Howard Technology Solutions	bids@howardcomputers.com	Sep 16, 2025 2:57 AM
PowerSchool Group LLC	pssrfp@powerschool.com	Sep 16, 2025 2:59 AM
Tixzy Sencomm Inc. dba Sencommunications, Inc.	rgeneral@sencomm.com	Sep 16, 2025 3:27 AM
Edmentum, Inc.	bidoperations@edmentum.com	Sep 16, 2025 3:39 AM
Spark Innovations	sales@thesparkinnovations.com	Sep 16, 2025 3:56 AM
DLZP Group, LLC	sales@dlzpgroup.com	Sep 16, 2025 4:14 AM
CompuCom Systems, Inc.	kayla.aviles@compucom.com	Sep 16, 2025 4:36 AM
Barnes & Noble Booksellers	RBryan@bn.com	Sep 16, 2025 5:19 AM
Safety Vision LLC	contracts@safetyvision.com	Sep 16, 2025 6:04 AM
Follett Software, LLC	fssbidadmin@follettsoftware.com	Sep 16, 2025 6:13 AM
Data Center Warehouse	sergio.ramalho@4dcw.com	Sep 16, 2025 6:20 AM
PYRAMID SCHOOL PRODUCTS	biddept@pyramidsp.com	Sep 16, 2025 6:27 AM
Visionworx, LLC dba AVI Southeast	scapasso@avisoutheast.com	Sep 16, 2025 7:19 AM
Xerox Business Solutions	xbsrfpteam@xerox.com	Sep 16, 2025 7:37 AM
New Tech Solutions, Inc.	vijay@ntsca.com	Sep 16, 2025 7:55 AM
VasSecCo	bids@vassec.co	Sep 16, 2025 8:01 AM
Johnson Controls Inc.	danny.greeson@jci.com	Sep 16, 2025 8:11 AM
AVI-SPL LLC	bids@avispl.com	Sep 16, 2025 8:50 AM
4Tech Solutions LLC	Lindsay@4tech4me.com	Sep 16, 2025 8:58 AM
Hypertec USA, Inc	directbidsus@hypertec.com	Sep 16, 2025 9:39 AM
Millennium Info Tech Inc	bids@miti.us	Sep 16, 2025 9:56 AM
Public Safety Solutions	dustin@pss-mo.com	Sep 16, 2025 10:09 AM
Network Communications International Corp, dba NCIC Correctional Services	RFP@ncic.com	Sep 16, 2025 10:36 AM
Concourse Tech Inc.	sales@concoursetech.com	Sep 16, 2025 11:19 AM
TransAct Communications, LLC	rfp@transact.com	Sep 16, 2025 11:24 AM
JourneyEd.com, Inc.	contracts@journeyed.com	Sep 16, 2025 11:32 AM
Lighting N Beyond LLC	mike.oberlander@lightingnbeyond.com	Sep 16, 2025 11:36 AM
Newsela, Inc.	procurement@newsela.com	Sep 16, 2025 11:48 AM
Multimedia Solutions, Inc.	bkuttel@multimedia-fl.com	Sep 16, 2025 12:01 PM
StarBoard Solution, Inc.	admin@starboard-solution.com	Sep 16, 2025 12:18 PM
ByteSpeed LLC	contracts@bytespeed.com	Sep 16, 2025 12:23 PM
Highland Electric Fleets	rfps@highlandfleets.com	Sep 16, 2025 12:50 PM



**AEPA 026-D Technology Catalog  
Opening Record  
Tuesday, September 16, 2025**

	Exceptions & Deviations	Part D Questionnaire	Market Baskets	Part E-Signature Forms	Part F-Pricing Workbook	Exhibit A-Marketing Plan	Acknowledge Download of Supporting Doc #1-6	Acknowledge Conformance With Bid Specs	Responsiveness Check*
Respondent	Pass/Fail	Pass/Fail	Pass/Fail	Pass/Fail	Pass/Fail	Pass/Fail	Pass/Fail	Pass/Fail	Pass/Fail
<b>Active Submissions:</b>									
CDWG	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass
Connection Public Sector Solutions	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass
Data Center Warehouse	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass
Riverside Technologies	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass
SHI	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass
<b>Eliminated Submissions:</b>									
Azulle	Pass	Pass	Fail	Pass	Fail	Pass	Pass	Pass	Fail
Camcor	Pass	Pass	Fail	Pass	Pass	Pass	Pass	Pass	Fail
Securanty	Pass	Pass	Fail	Pass	Fail	Pass	Pass	Pass	Fail
The Repair Depot	Pass	Pass	Pass	Pass	Fail	Pass	Pass	Pass	Fail

\* - Send to Category Committee for Evaluation

**Opening Chair:**  
Steve Griggs

**Witnesses:**  
George Wilson  
Joni Puffett  
Bart Powelson

Ken Swink  
Becky Herlocker  
Andrew Pickens

Dave Puyear  
Craig Peterson  
Mark Carollo

Melissa Mattson  
Anna Marie Holllander



**2017 Catalog Questionnaire (Q-4900)**

This is a questionnaire that will be used to identify agencies for the 2018-2019 Technology Catalog Questionnaire.

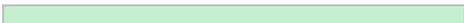
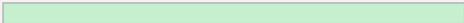
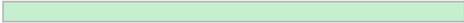
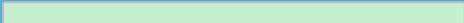
**Instructions**

- 1. This questionnaire is intended for use by agencies that are currently providing or planning to provide technology services to the public.
- 2. The questionnaire is intended for use by agencies that are currently providing or planning to provide technology services to the public.
- 3. Agencies that are currently providing or planning to provide technology services to the public should complete this questionnaire.
- 4. Agencies that are currently providing or planning to provide technology services to the public should complete this questionnaire.
- 5. Agencies that are currently providing or planning to provide technology services to the public should complete this questionnaire.
- 6. Agencies that are currently providing or planning to provide technology services to the public should complete this questionnaire.
- 7. Agencies that are currently providing or planning to provide technology services to the public should complete this questionnaire.
- 8. Agencies that are currently providing or planning to provide technology services to the public should complete this questionnaire.
- 9. Agencies that are currently providing or planning to provide technology services to the public should complete this questionnaire.
- 10. Agencies that are currently providing or planning to provide technology services to the public should complete this questionnaire.

**Additional Instructions**

Please refer to the instructions on the back of the questionnaire for more information. If you have any questions, please contact the AIEPA staff at (800) 452-4529.

# Summary

Question Set	Questions	% Complete	Progress	Error?
1	75	100.00%		Complete: no errors
2	31	100.00%		Complete: no errors
3	13	100.00%		Complete: no errors
Total	119	100.00%		

## Question Set 1: Company Information

#	Question	Response	Comment	Status
1.0.1	Name of Company:	CDW Government LLC		Complete
1.0.2	Company Address:	230 N. Milwaukee Avenue		Complete
1.0.3	City, State, zip code:	Vernon Hills, IL 60061		Complete
1.0.4	Website:	<a href="http://www.cdw.com">www.cdw.com</a>		Complete
1.0.5	Contact Person:	Stephanie Kessler		Complete
1.0.6	Title:	Deputy Program Manager		Complete
1.0.7	Phone:	-	920.996.3100	Complete
1.0.8	Email:	-	<a href="mailto:kessler@cdw.com">kessler@cdw.com</a>	Complete
1.0.9	Is this Business a Public Company?	Yes	CDW LLC has been providing IT solutions since 1984. CDW Government LLC was founded as a subsidiary in 1998 to better serve our state and local government, federal, healthcare, K-12 and higher education customer base.	Complete
1.0.10	Is this Business a Privately Owned Company?	No	CDW LLC has been providing IT solutions since 1984. CDW Government LLC was founded as a subsidiary in 1998 to better serve our state and local government, federal, healthcare, K-12 and higher education customer base.	Complete
1.0.11	In what year was this business started under its present name?	1998	CDW LLC has been providing IT solutions since 1984. CDW Government LLC was founded as a subsidiary in 1998 to better serve our state and local government, federal, healthcare, K-12 and higher education customer base.	Complete
1.0.12	Under what additional, or, former name(s) has your business operated?	None	CDW LLC has been providing IT solutions since 1984. CDW Government LLC was founded as a subsidiary in 1998 to better serve our state and local government, federal, healthcare, K-12 and higher education customer base.	Complete
1.0.13	Is this business a corporation? If yes, complete the following questions.	Yes		Complete
1.0.14	Date of Incorporation:	12/31/2009	CDW Government LLC was founded as a subsidiary of CDW LLC in 1998. CDW Government LLC was incorporated on 12/31/2009.	Complete
1.0.15	State of Incorporation:	IL		Complete
1.0.16	Name of President:	Robert F. Kirby		Complete
1.0.17	Name(s) of Vice President(s):	Elizabeth H. Connelly, Sr. VP, Vertical Markets; Albert J. Miralles, Sr. VP and CFO; Peter R. Locy, VP, Controller and CAO; Kevin W. White, VP, Treasurer and Assistant Secretary	Appointed Vice Presidents: Tara Barbieri; Dario Bertocchi; Benjamin A. Bourbon; Marcos Christodonte II; Michael T. Grisamore; Randy C. Harris; David C. Hutchins; Jonathan Kari; Jason Parry; Imran Salim; Joseph K. Simone; Rebecca Wagner	Complete
1.0.18	Name of Treasurer:	Kevin W. White		Complete
1.0.19	Name of Secretary:	Frederick J. Kulevich		Complete
1.0.20	Is this business a partnership? If yes, complete the following questions.	No		Complete
1.0.21	Date of Partnership:	N/A		Complete
1.0.22	State Founded:	N/A		Complete
1.0.23	Type of Partnership, if applicable:	N/A		Complete
1.0.24	Name(s) of General Partner(s):	N/A		Complete
1.0.25	Is this business individually owned? If yes, complete the following questions.	No		Complete
1.0.26	Date of Purchase:	N/A		Complete
1.0.27	State Founded:	N/A		Complete
1.0.28	Name of Owner/Operator:	N/A		Complete
1.0.29	Is this business type different from those identified above?	N/A		Complete
1.0.30	If yes, describe the company's type of format, year and state of origin and names and titles of the principles.	N/A		Complete
1.0.31	Is this business women-owned?	No		Complete
1.0.32	Is this business minority-owned?	No		Complete
1.0.33	Does this business have an Affirmative Action plan/statement?	Yes	We are committed to inclusion, diversity, and equal-opportunity employment. Always do your best to make everyone at CDW feel welcome. Treat other coworkers with respect and dignity, and help maintain an inclusive workplace where all coworkers can demonstrate their full potential. CDW respects the unique attributes and perspectives of every coworker. We rely on the diverse perspectives of all coworkers to help CDW build and improve its relationships with customers and business partners. CDW provides equal treatment and equal employment opportunity without regard to race, color, religion, national origin, genetic information, gender, sexual orientation, gender identity, disability, citizenship status, age, marital status, pregnancy, veteran status, or any other characteristic protected by law. This applies to all aspects of CDW's employment decisions, including recruitment, hiring, promotions, transfers, demotions, layoffs or terminations, compensation, benefits, training, company-sponsored education, social and recreational programs or events, and all other terms, conditions, and privileges of employment. A complete copy of CDW's Equal Opportunity, Affirmative Action, and Nondiscrimination policy is available upon request.	Complete
1.0.34	Enter business headquarters location including address, city, state, zip, phone number.	230 N. Milwaukee Avenue, Vernon Hills, IL 60061 800.808.4239		Complete

1.0.35	How long have you been at this location?	25 years		Complete
1.0.36	Enter business branch locations, if any. Include address, city, state, zip, phone number for each.	See Comment	A full list of our business branch locations is included in the Supporting Information document as "CDW US Locations"	Complete
<b>Sales History</b>				Anything entered in this row will be ignored
1.1.1	What percentage of your annual sales comes from public entities?	See Comment	Information regarding CDW's financial results for the year ended December 31, 2024 can be found within our Annual Report filed via the Form 10-K. As such, selective nonpublic information cannot be shared in accordance with the SEC's Regulation FD. Please refer to our publicly available annual report at <a href="https://investor.cdw.com/financials/sec-filings/default.aspx">https://investor.cdw.com/financials/sec-filings/default.aspx</a> . As such, selective nonpublic information cannot be shared in accordance with the SEC's Regulation FD.	Complete
1.1.2	Provide your business's annual sales for 2023 for K-12 schools.	See Comment	Information regarding CDW's financial results for the year ended December 31, 2023 can be found within our Annual Report filed via the Form 10-K. As such, selective nonpublic information cannot be shared in accordance with the SEC's Regulation FD. Please refer to our publicly available annual report at <a href="https://investor.cdw.com/financials/sec-filings/default.aspx">https://investor.cdw.com/financials/sec-filings/default.aspx</a> . As such, selective nonpublic information cannot be shared in accordance with the SEC's Regulation FD.	Complete
1.1.3	Provide your business's annual sales for 2024 for K-12 schools.	See Comment	Information regarding CDW's financial results for the year ended December 31, 2024 can be found within our Annual Report filed via the Form 10-K. As such, selective nonpublic information cannot be shared in accordance with the SEC's Regulation FD. Please refer to our publicly available annual report at <a href="https://investor.cdw.com/financials/sec-filings/default.aspx">https://investor.cdw.com/financials/sec-filings/default.aspx</a> . As such, selective nonpublic information cannot be shared in accordance with the SEC's Regulation FD.	Complete
1.1.4	Provide your business's annual sales for 2023 for cities, counties, and other public entities.	See Comment	Information regarding CDW's financial results for the year ended December 31, 2023 can be found within our Annual Report filed via the Form 10-K. As such, selective nonpublic information cannot be shared in accordance with the SEC's Regulation FD. Please refer to our publicly available annual report at <a href="https://investor.cdw.com/financials/sec-filings/default.aspx">https://investor.cdw.com/financials/sec-filings/default.aspx</a> . As such, selective nonpublic information cannot be shared in accordance with the SEC's Regulation FD.	Complete
1.1.5	Provide your business's annual sales for 2024 for cities, counties, and other public entities.	See Comment	Information regarding CDW's financial results for the year ended December 31, 2024 can be found within our Annual Report filed via the Form 10-K. As such, selective nonpublic information cannot be shared in accordance with the SEC's Regulation FD. Please refer to our publicly available annual report at <a href="https://investor.cdw.com/financials/sec-filings/default.aspx">https://investor.cdw.com/financials/sec-filings/default.aspx</a> . As such, selective nonpublic information cannot be shared in accordance with the SEC's Regulation FD.	Complete
1.1.6	Provide your business's annual sales for 2023 for higher education.	See Comment	Information regarding CDW's financial results for the year ended December 31, 2023 can be found within our Annual Report filed via the Form 10-K. As such, selective nonpublic information cannot be shared in accordance with the SEC's Regulation FD. Please refer to our publicly available annual report at <a href="https://investor.cdw.com/financials/sec-filings/default.aspx">https://investor.cdw.com/financials/sec-filings/default.aspx</a> . As such, selective nonpublic information cannot be shared in accordance with the SEC's Regulation FD.	Complete
1.1.7	Provide your business's annual sales for 2024 for higher education.	See Comment	Information regarding CDW's financial results for the year ended December 31, 2024 can be found within our Annual Report filed via the Form 10-K. As such, selective nonpublic information cannot be shared in accordance with the SEC's Regulation FD. Please refer to our publicly available annual report at <a href="https://investor.cdw.com/financials/sec-filings/default.aspx">https://investor.cdw.com/financials/sec-filings/default.aspx</a> . As such, selective nonpublic information cannot be shared in accordance with the SEC's Regulation FD.	Complete
1.1.8	Provide your business's annual sales for 2023 for K-12 schools for products and services that meet the scope of work in this solicitation.	See Comment	Information regarding CDW's financial results for the year ended December 31, 2023 can be found within our Annual Report filed via the Form 10-K. As such, selective nonpublic information cannot be shared in accordance with the SEC's Regulation FD. Please refer to our publicly available annual report at <a href="https://investor.cdw.com/financials/sec-filings/default.aspx">https://investor.cdw.com/financials/sec-filings/default.aspx</a> . As such, selective nonpublic information cannot be shared in accordance with the SEC's Regulation FD.	Complete
1.1.9	Provide your business's annual sales for 2024 for K-12 schools for products and services that meet the scope of work in this solicitation.	See Comment	Information regarding CDW's financial results for the year ended December 31, 2024 can be found within our Annual Report filed via the Form 10-K. As such, selective nonpublic information cannot be shared in accordance with the SEC's Regulation FD. Please refer to our publicly available annual report at <a href="https://investor.cdw.com/financials/sec-filings/default.aspx">https://investor.cdw.com/financials/sec-filings/default.aspx</a> . As such, selective nonpublic information cannot be shared in accordance with the SEC's Regulation FD.	Complete
1.1.10	Provide your business's annual sales for 2023 for cities, counties, and other public entities for products and services that meet the scope of work in this solicitation.	See Comment	Information regarding CDW's financial results for the year ended December 31, 2023 can be found within our Annual Report filed via the Form 10-K. As such, selective nonpublic information cannot be shared in accordance with the SEC's Regulation FD. Please refer to our publicly available annual report at <a href="https://investor.cdw.com/financials/sec-filings/default.aspx">https://investor.cdw.com/financials/sec-filings/default.aspx</a> . As such, selective nonpublic information cannot be shared in accordance with the SEC's Regulation FD.	Complete
1.1.11	Provide your business's annual sales for 2024 for cities, counties, and other public entities for products and services that meet the scope of work in this solicitation.	See Comment	Information regarding CDW's financial results for the year ended December 31, 2024 can be found within our Annual Report filed via the Form 10-K. As such, selective nonpublic information cannot be shared in accordance with the SEC's Regulation FD. Please refer to our publicly available annual report at <a href="https://investor.cdw.com/financials/sec-filings/default.aspx">https://investor.cdw.com/financials/sec-filings/default.aspx</a> . As such, selective nonpublic information cannot be shared in accordance with the SEC's Regulation FD.	Complete
1.1.12	Provide your business's annual sales for 2023 for higher education for products and services that meet the scope of work in this solicitation.	See Comment	Information regarding CDW's financial results for the year ended December 31, 2023 can be found within our Annual Report filed via the Form 10-K. As such, selective nonpublic information cannot be shared in accordance with the SEC's Regulation FD. Please refer to our publicly available annual report at <a href="https://investor.cdw.com/financials/sec-filings/default.aspx">https://investor.cdw.com/financials/sec-filings/default.aspx</a> . As such, selective nonpublic information cannot be shared in accordance with the SEC's Regulation FD.	Complete
1.1.13	Provide your business's annual sales for 2024 for higher education for products and services that meet the scope of work in this solicitation.	See Comment	Information regarding CDW's financial results for the year ended December 31, 2024 can be found within our Annual Report filed via the Form 10-K. As such, selective nonpublic information cannot be shared in accordance with the SEC's Regulation FD. Please refer to our publicly available annual report at <a href="https://investor.cdw.com/financials/sec-filings/default.aspx">https://investor.cdw.com/financials/sec-filings/default.aspx</a> . As such, selective nonpublic information cannot be shared in accordance with the SEC's Regulation FD.	Complete
<b>Key Contacts</b>				
1.2.1	Please provide the name, title, phone and email for your Contract Manager	Stephanie Kessler, Deputy Program Manager,	Telephone: 262.220.9039, Email: <a href="mailto:kessler@cdw.com">kessler@cdw.com</a>	Complete
1.2.2	Please provide the names, phone and email for your Distributors, Dealers, Installers, Sales Reps.	See Comment	CDW+G's account managers will be the primary point of contact for all AEPA members and will facilitate member needs with distributors and service providers.	Complete
1.2.3	Please provide the name, title, phone and email for your Consultants & Trainers.	See Comment	CDW+G works with multiple consultants and trainers. If further information is needed, AEPA members can contact their respective account managers.	Complete
1.2.4	Please provide the person's name, title, phone and email who will be handling Warranty & After the Sale services.	See Comment	For manufacturer warranty, AEPA members can contact the appropriate manufacturer. If additional information is needed, AEPA members can contact their respective account managers.	Complete

1.2.5	Provide total number and location of salespersons employed by your business in the United States by city and state.	See Comment	CDW has approximately 11,000 employees in the United States. CDW does not publicly disclose the total number and specific locations of its salespeople by city and state. Our sales team is distributed across major metropolitan areas and regional offices throughout the United States, ensuring national coverage and responsiveness to client needs.	Complete
<b>Sales Training</b>				
1.3.1	Describe how your company will implement training and knowledge of the contract with your respective sales force. Furthermore, describe how your company plans to support and train your sales force on a national, regional, or local level and generally assist with the education of sales personnel about the resulting contract.	See Comment	After the award and execution of the contract, the CDW Government Program Management team will work with AEPA members to transition to the new iteration of the contract in our system and announce it to the Sales teams. As a longtime supplier to AEPA members, CDW Government is confident that our sales force is familiar with AEPA's needs and is prepared to implement this new contract upon execution. Nevertheless, the Program Manager will conduct internal training for the sales account teams supporting AEPA members on the terms and deliverables of the new agreement. Sales enablement training will cover contract scope, membership and new contract requirements so that they can inform their customers and help them navigate the new landscape. Our sellers will then be equipped with any relevant, newly developed collateral to educate members.	Complete
1.3.2	What is your company's plan, if your company were awarded the contract, to service up to 31 states (or the region awarded in a regional bid). Describe if your company has a national sales force, dealer network, or distributor(s) with the ability to call on eligible agencies in the participating states in AEPA.	See Comment	CDW Government supplies products and services to customers in all 50 states. Our headquarters are just outside of Chicago, IL., and we have over 30 local branch offices throughout the United States and Canada. These branches provide sales and services support from CDW Government's sales force and long-tenured technical resources. A list of our offices can be found below. Our regional sales structure supports the ability to serve AEPA members nationwide, our extended services network, and our distribution capabilities.	Complete
<b>Products &amp; Services</b>				
1.4.1	Provide a description of the Products, Services & Solutions to be provided by the product category set forth in Part B - Specifications. The primary objective is for each Supplier to provide its complete product, service, and solutions offerings that fall within the scope of this solicitation so that participating agencies may order a range of products as appropriate for their needs.		A description of our full catalog offerings for Cybersecurity & Training and Security Solutions is included in our Proposal attached to the Supporting Information as a separate document titled "CDW Government AEPA RFP 025 Proposal Response."	Complete
<b>Distribution</b>				
1.5.1	Describe how your company proposes to distribute the products and services nationwide, regionally, or at the local level.		As AEPA's member base continues to grow in the U.S., your ideal partner on this contract will be able to keep up as a valued provider to your diverse membership. Beyond blanketing members with sheer numbers, AEPA's perfect partner should also be aligned with the nuances of your members' industry sectors and procurement environments; it can offer specialized support to help members meet their goals; and fulfill this contract's full potential.	Complete
1.5.2	Provide the type (service/support or distribution) and location of centers that support the United States by name, city and state.	See Comment	CDW operates two large, strategically located distribution centers in Vernon Hills, IL and North Las Vegas, NV that facilitate nationwide distribution and provide in-house configuration services when needed. More information on our distribution centers has been included in the "Supporting Information" document.	Complete
1.5.3	Describe the criteria and process by which your company selects and approves subcontractors, distributors, installers, and other independent services.		At CDW Government, we organize our sales force differently from other companies in order to serve our customers best. First, we form account teams that are knowledgeable about the unique public sector customers they support. These account teams serve customers exclusively within their sector, which matches AEPA's member base: K-12 Education, Higher Education, and State & Local Government entities. The advantage of this model is that our account managers become experts within their sector, able to respond to the particular needs of each.	Complete
1.5.4	Provide a list of current subcontractors, distributors, installers, and other independent service providers who are contracted to perform the type of work outlined in this solicitation in the member agency states. Include, if applicable, contractor license or certificate information and the state(s) wherein they are eligible to provide services on behalf of the business.		For example, our account managers in education are knowledgeable in FERPA and other privacy laws, and our account managers in State & Local Government track applicable laws to the states they serve. Within each sector, CDW Government's sales force is then divided into twelve geographic regions across the United States. This model combines our vast resources as a Fortune 500 company with a personalized presence right in the neighborhood – leveraging our resources to implement local initiatives. As a result, the CDW Government sales force is aware of and prepared to support the local landscape in a way unmatched by personnel at both small local companies and traditional, national companies.	Complete
1.5.5	If applicable, describe your company's ability to do business with manufacturer/dealer/distribution organizations that are either small or MWBE businesses as defined by the Small Business Administration.		CDW Government also utilizes teams of field sellers, Field Account Executives, and Advanced Technology Account Executives to enhance our coverage beyond our office locations. Field Account Executives work with AEPA member account managers. CDW Government technology, and solution specialists to provide valuable consulting services and outstanding sales support. Field Account Executives can arrange to visit member sites for business reviews, solution and services consultation, whiteboard sessions, and other meetings regularly or as needed to ensure high customer satisfaction. Advanced Technology Account Executives are experts in CDW Government's advanced technology services, leading teams designing and deploying complex IT solutions for many CDW Government customers.	Complete
1.5.6	If applicable, describe other ways your company can be sensitive to a participating agencies desire to utilize local and/or MWBE companies, such as the number of local employees and offices with a geographic region, companies your firm uses that may be local (i.e. delivery company), your own company's diversity of owner employees, etc.	See Comment	AEPA members require IT solutions sourced through authorized vendors and secure supply chains. Additionally, members desire a uniform experience and a focused and quality level of support from their vendors. Finally, members require a vendor with an expanded portfolio of IT solutions to address their varying needs. The broad scope of the resulting contract offers nearly limitless flexibility in technology solutions and services for members, yielding limited predictability of the amount and type of business members will generate over the life of the contract. As a result, we propose a three-pronged approach to leveraging local businesses and MWBE companies to meet the needs of participating agencies. 1. First, we intend to position a pre-qualified subset of partners as featured in our response to the distribution portion of Part D. 2. If these partners are unable to meet the requirements of the participating agency, we maintain a network comprised of over 1,000 diverse, underutilized, and small partners. We will leverage this network to create a unique partner model to meet the needs of the specific participating agency. 3. Finally, as members' needs dictate and/or evolve, we will proactively identify and integrate new partners into our network to accommodate these requirements. We believe this approach offers clear steps, allowing us to remain flexible in supporting members' needs through the most appropriate and capable partner.	Complete
1.5.7	If applicable, provide details on any products or services being offered by your company where the manufacturer or service provider is either a small or MWBE business as defined by the Small Business Administration. Provide product/service name, company name and small/MWBE designation.		Services Network	Complete
<b>Marketing</b>				
1.6.1	Describe how this business marketed its products and services to schools, nonprofit organizations, and other public sector audiences for the most recent full year. List all conventions, conferences, and other events at which this company exhibited.		In addition to our local branches, we have over 1,100 service professionals and a fast-growing network of trusted service and solutions partners. In fact, because of our national scale, CDW Government can identify areas of emerging need for AEPA members and then ramp up our expertise and resources in those areas.	Complete

1.6.2	Describe how your company will market the resulting contract to eligible Member Agencies. Describe how your company differentiates the new agreement from existing contracts that your company may hold today. Please be specific and detailed in your response.	See Comment	<p><b>AEPA Differentiation</b></p> <p>With over 68% growth from 2019 to 2023, CDW Government has successfully marketed this contract as a current provider. Our success in this regard has been due to highlighting the inherent differentiators of AEPA itself. AEPA structures their contracts differently from many other contracting entities. First, AEPA ensures a broad technology portfolio of products and services through a single agreement. Secondly, AEPA is dedicated to identifying the most qualified vendor to support the needs of their participating agencies which differs from some contract structures that award all compliant bidders which adds complexity for the contract users and discourages hands-on, consultative customer support from vendors. Third, AEPA has crafted a contract structure that incorporates all of the benefits of cooperative purchasing while simultaneously accommodating the specific needs of each state through their participating agencies. AEPA's model proactively establishes the necessary agreements to facilitates business for the 30 participating states. Taken together, these differentiators generate the following benefits for users:</p> <ul style="list-style-type: none"> <li>•Ease of use through a single agreement – source all available security technologies in a single contract</li> <li>•Exceptional user experience via qualified vendor support model and full lifecycle resources</li> <li>•Reduced complexity in day-to-day purchasing operations – one vendor for fulfillment vs. several</li> <li>•Assured compliance with state-specific procurement guidelines</li> <li>•No additional administrative work to use agreement – users can leverage the agreement right away</li> </ul> <p>AEPA's contract portfolio is unique in that it affords increased benefits through</p>	Complete
1.6.3	Describe the ways in which your company will collaborate with AEPA Agencies to market the resulting contract. Include any contract announcements, planned advertisements, and any other direct or indirect marketing activities promoting the AEPA awarded contract. Add any supplemental materials as pdfs and label them as Exhibit A-Marketing.		Distribution	Complete
1.6.4	Describe the process for how the company will launch the contract with current and potential agencies.		In addition to offices in every region of the United States, CDW Government also has two state-of-the-art distribution centers strategically located for the fastest possible service. Our 450,000-square-foot distribution center located at our headquarters in Vernon Hills, IL, serves customers east of the Mississippi River, while our 513,000-square-foot distribution center located in North Las Vegas, NV, primarily serves customers in the western regions of the country. These distribution centers are strategically located, allowing us to ship your products to your members quickly and cost-effectively.	Complete
1.6.5	Describe your company's ability to produce and maintain full color print or electronic advertisements in camera ready format.		Additionally, proximity to our principal distributors enables us to obtain competitively priced, non-stocked items for quick turnaround.	Complete
<b>Environmental Initiatives</b>				
1.7.1	Indicate if your company has any products in your offering that have any third-party environmental certifications.	See Comment	<p><b>ISO 14001:2015 Certification</b></p> <p>Our environmental policy and Environmental Management System (EMS) define the structure, practices and procedures for our environmental program. As part of our commitment to continuous improvement, we regularly evaluate the efficiency of our use of natural resources. We seek to identify and address opportunities to improve by reducing waste to landfill through enterprise-wide recycling initiatives, implementing innovative packaging solutions, and integrating principles of environmental responsibility throughout our business.</p> <p>All CDW distribution centers hold ISO 14001 certification, the international standard for Environmental Management. These certifications ensure consistency and effectiveness in our EMS and demonstrate our long-established commitment to managing our business responsibly.</p> <p><b>Certified Products</b></p> <p>CDW Government supplies products that meet applicable EPEAT and Energy Star requirements. Due to our manufacturer relationships we can quickly respond to specific requests and requirements based on both EPEAT and Energy Star. CDW-G assists customers in determining environmentally preferable products in support of Executive Order 13101 through a number of ways, including:</p> <ul style="list-style-type: none"> <li>•The CDW Government website specifications for each product details if the products are EPEAT and/or Energy Star compliant and specific power consumption data, where available</li> <li>•Providing a portfolio of manufacturers that are committed to producing environmentally friendly technology and that have programs and policies that support their commitment</li> </ul>	Complete
1.7.2	Describe the business's "Green" objectives (e.g. LEED Certification, reducing footprint, reuse, reduce, recycle)		<p>CDW has long been conscious of our impact on the environment. Our approach is to be sustainable and efficient in our operational practices and seek to positively impact the environmental performance of our value chain. Our environmental policies, procedures, and facilities management guide our day-to-day operations.</p> <p>As a leading multi-brand technology solutions provider, CDW's greatest opportunities to impact the environment lie in collaborating with our partners and customers to help them achieve their environmental goals. This includes continuing to expand our offerings of sustainable and socially responsible technology products and solutions. Additionally, as part of our commitment to continuous improvement, we regularly evaluate our use of natural resources. For example, we seek to identify and address opportunities to continue reducing waste to landfill through enterprise-wide recycling initiatives and innovative packaging solutions.</p> <p><b>ISO 14001:2015 Certification</b></p> <p>All CDW distribution centers (two in the U.S. and one in the U.K.), and two of our U.K. offices, hold ISO 14001 certifications. This certification is the international standard for Environmental Management Systems (EMS) and ensure consistency and effectiveness in our EMS, as well as demonstrate our long-established commitment to managing our business responsibly.</p> <p><b>2023 Environmental Highlights</b></p> <p>This year was our most impactful year-to-date in formalizing our approach to climate action. Notable highlights from 2023 include:</p> <ul style="list-style-type: none"> <li>•Announced Greenhouse Gas (GHG) Reduction Targets: Under the leadership of our Climate Task Force, and with support from senior leadership, we committed to set near-term, company-wide emissions reductions in line with climate science with the Science Based Targets initiative (SBTi). We submitted</li> </ul>	Complete
1.7.3	Describe what percentage of your offering is environmentally preferable and what are your company's plans to improve this offering?		<p>CDW's ESG program was formalized in 2018. CDW hired a global head of ESG in 2022 to lead CDW's strategy and program implementation. CDW has refreshed our strategy, prioritized issues material to our business, completed risk assessments, and adopted language that is more broadly understood by a wide range of stakeholders.</p> <p>CDW has collaborated and participated in many OEM partner sustainability advisory boards and councils to share best practices and thought leadership. Secure Supply Chain is about ensuring the components, products, and software we sell are from reliable and trustworthy sources, free from vulnerabilities, tampering, counterfeiting, malicious code, or other security risks.</p> <p>CDW holds several ISO certifications, including ISO 9001 Certified Quality Management System, ISO 14001 Certified Environmental Management System, ISO 20243 Certified Open Trusted Technology Partner and ISO 27001 Certified Information Security that reflect the commitment and rigor to ensuring compliance, security and transparency.</p> <p>CDW commits that suppliers representing 80% of purchased goods and services emissions will have science-based targets by 2028.</p>	Complete
<b>Value Add</b>				

1.8.1	Describe any/all features of your company that you feel will provide additional value and benefit to a participating AEPA agency.	-	<p>As a Value-Added Reseller, CDW Government has so much more to offer AEPA members than just product fulfillment. We have the resources to enhance user experience, as well as the resources to maximize technology solution throughout lifecycle. We have the reach and scale of national company, executing at local level and being considerate of nuance among individual members.</p> <p>Financial Stability/Longevity AEPA should take note that CDW-G is financially stable. We will be here to support you and your members in every way possible throughout the life of this contract and beyond. We believe the major factor that ensures our financial stability and separates us from our competitors is the balanced approach to our business.</p> <ul style="list-style-type: none"> <li>• We don't rely on any one customer. In our US business, which represents approximately 90% of our revenues, we currently have five dedicated customer channels: corporate, small business, government, education and healthcare, which generated \$21B in Net sales in 2023.</li> <li>• We don't rely on any one partner. In 2020, we generated over \$1.0 billion of Net sales from each of six vendor partners and over \$100 million of Net sales from each of fourteen other vendor partners.</li> <li>• We don't rely on any one solution. Our sales span a number of categories including Miscellaneous Hardware (22.3%), Software (14%), Notebooks/Mobile Devices (29.7%), Netcomm Products (10.6%), Services (4.9%), Video (6.4%), Desktops (6.1%), Enterprise and Data Storage (5.1%) and others.</li> </ul> <p>Our longevity and stability in the industry is a major differentiator as it nurtures enduring collaboration and investment in our customers. We have been able to assess OEM partner capital and financial strength that we have leveraged in</p>	Complete
<b>Disclosures</b>				
1.9.1	Does this business have actions currently filed against it? If Yes, AN ATTACHMENT IS REQUIRED. List and explain current actions, such as, Federal Debarment (on US General Services Administration's "Excluded Parties List"), appearance on any state or federal delinquent taxpayer list, or claims filed against the retainage and /or payment bond for projects.	No		Complete
<b>References</b>				
1.10.1	Provide contact information of your business's five largest public agency customers. Include the customer business name, contact name, title, phone number and email.	<p>We have provided a list of the five largest AEPA agencies with the information requested. We do want to note that the contact information for the Five Largest Public Agencies references has been removed from the response. CDW has attained national recognition as an industry leader in providing products and services to our customers. We provide integrated information technology (IT) solutions and services to more than 250,000 business, government, education and healthcare customers who trust CDW to manage and support their mission-critical IT infrastructures. CDW respects the privacy of our customers and therefore cannot include specific customer information in our proposal.</p>	<p>Five Largest AEPA Customers:</p> <p>BLUE VALLEY SCHOOL DISTRICT Contact Name: Kent Corser Title: IT Operations Director Phone number: 913.239.4011 Email: kcorser@bluevalleyk12.org</p> <p>SANTA FE PUBLIC SCHOOLS Contact Name: Patricia Nordby Title: Director of IT Phone number: 505.467.2585 Email: PNORDBY@SFPS.K12.NM.US</p> <p>SAYREVILLE BOARD OF EDUCATION Contact Name: Michael Waranowicz Title: IT Director Phone number: 732.525.5200 Email: michael.waranowicz@sayrevillek12.net</p> <p>LENAPE REGIONAL HIGH SCHOOL DISTRICT Contact Name: Bill Gibson Title: Director, Education Technology Phone number: 609.268.2000 Email: bgibson@jersey.net</p> <p>BAYONNE BOARD OF EDUCATION</p>	Complete
75 Questions		100.00% Complete		

## Question Set 2: Service Questionnaire

#	Question	Response	Comment	Status
<b>Sales Data</b>				
2.1.1	Please refer to the chart of participating AEPA member States in this solicitation, and list the states that your company has sold products/service in the past 3 years.	See Comment	CDW-G has sold products and services in all states listed in the participating AEPA member states in the past three years.	Complete
2.1.2	Please refer to the chart of participating AEPA member States in this solicitation, and list the states that your company proposes to sell in.	See Comment	CDW-G proposes to sell products and services in all states listed in the participating AEPA member states in the past three years.	Complete
2.1.3	Please refer to the chart of participating AEPA member states in this solicitation and list the states in which your company has sales reps, distributors, or dealers.	See Comment	CDW-G has sales reps in all states listed in the participating AEPA member states with the following exceptions: Iowa, Kansas, Kentucky, Montana, Nebraska, North Dakota, Washington, and West Virginia. However, our regional sales representatives are available to manage sales in those states.	Complete
2.1.4	Does this company have an e-commerce website?	Yes	In addition to www.cdwg.com, CDW-G offers AEPA members the dedicated AEPA Technology Catalog which provides access to online purchasing options and connection to dedicated account contacts state by state.	Complete
2.1.5	If yes, provide the website address.	www.cdwg.com		Complete
2.1.6	If applicable, describe your company's ability to integrate into other ecommerce sites. Include details about your company's ability to create punch out sites and accept orders electronically (cXML, OCI, etc.)	See Comment	CDW-G is able to provide a punch-out catalog, credentials and baseline customized landing page within 48 hours of agreeing upon specifications. Additional return documents, such as cXML PO Confirmation, Advance Shipment Notifications and Invoicing may take up to 4-6 weeks, mainly dependent on how quickly our customers can complete the proposed testing scenarios.	Complete
2.1.7	Provide detail on where your company has integrated with a public agency's ERP (Oracle, Infor Lawson, SAP, etc.) system in the past and include some details about the resources you have in place to support these integrations. List, by ERP provider, the following information: name of public agency, ERP system used, "go live" date, net sales per calendar year since "go live", and percentage of agency sales being processed through this connection.	-	While we are not able to release information about our specific customers who have utilized our integration capabilities, we can offer the following data to demonstrate our expertise: State, Local, and Education Integrations •Education: 1,562 integrations •Higher Education: 605 integrations •K-12: 957 integrations •State and Local: 159 integrations Top Marketplaces used by CDW-G Customers •GHX •Jaggaer •Oracle •Workday •Ariba •Prodigio •Ivalua •EqualLevel •Coupa Systems •Munis	Complete
<b>Customer Support</b>				
2.2.1	Does this business have online customer support options?	Yes	CDW-G offers the following online customer support options: Online chat for orders, quotes, and availability; Online chat for status, returns, and billing; online chat for sign in, passwords, and settings; and online tech support. In addition, AEPA members can take advantage of the dedicated AEPA Technology Catalog which provides access to online purchasing options and connection to dedicated account contacts state by state.	Complete
2.2.2	Does this business have a toll free customer support phone option?	Yes	CDW-G offers toll-free customer support phone options: orders, quotes, availability, status, returns, billing, sign-in, passwords, settings, and online tech support. In addition, AEPA members can take advantage of the dedicated AEPA Technology Catalog, which provides access to toll-free customer support from dedicated account contacts state by state.	Complete
2.2.3	Does this business offer local customer and support service options?	Yes		Complete
2.2.4	State your normal delivery time (in days) and any options for expediting delivery.	See Comment	Our I delivery time (in days) and any options for expedited delivery are as follows: Normal Delivery Time: For in-stock, credit-approved, non-configured orders, CDW-G strives to ship within 24 business hours of P.O. receipt. The same-day fill rate varies between 97% and 99% for credit-approved orders with in-stock products that don't require configuration services. For orders requiring standard configuration services (such as imaging, hardware installs, and asset tagging), the turnaround time is typically two to three business days. For more complex configuration services (such as rack customization or laser etching), the turnaround time is generally three to five days. Expedited Delivery Options: CDW-G will make every effort to expedite urgent deliveries. AEPA members can pay a priority fee for same-day shipping within the continental, provided the order is "picked" by 3:00 CT. CDW-G's goal is to work with dedicated account managers to develop a well-thought-out plan to minimize the need for urgent deliveries.	Complete
2.2.5	State your backorder policy. Do you fill the order when available, or cancel the order and require participating agencies to reorder if items are backordered?	See Comment	Your Account Manager will let you know if products are backordered. Additionally, your account manager can help you find product alternatives that are in stock. The products that are on backorder are monitored daily by your Account Manager and the Purchasing Department, with access to real-time inventory information. If the products on backorder are available through local distribution sources, products generally ship within two business days. If the products are in remote distribution, the products are generally shipped within three to five business days. Backorders are filled according to the order in which they are received, except in cases where the product ordered is connected to a customer return or customer service request. Backorder information is also available 24-hours a day on your CDW-G Account Center. When ordering through your Account Center, AEPA members will see if a product is able to ship the same day or if the product is on backorder. If product is currently out of stock, the member will be able to see the length of time estimated to ship the product.	Complete
2.2.6	Describe your company's payment terms as well as any quick pay discounts.	See Comment	CDW-G's standard payment terms are net 30 days from the date the invoice is issued.	Complete
2.2.7	State your company's return policy and any applicable restocking fees.	See Comment	CDW-G allows customer returns based on the policies of the original product manufacturer. Software is not returnable if the packaging has been opened. If software was distributed electronically, it is not returnable if the licenses were downloaded. For additional information, see Attachment XX: CDW Product Return Policy. AEPA members should contact their dedicated account manager, CDW Customer Relations at 866.SVC.4CDW, or e-mail at Customer Relations to initiate a return or for additional information. Customers must notify CDW Customer Relations of any damaged Products within fifteen (15) days of receipt. Restocking Fees 30 Days after Invoice = 15% return fee 60 Days after Invoice = 30% return fee Restricted manufacturers & items will incur a return fee Day 1 from invoice.	Complete

2.2.8	Describe any special program that your company offers that will improve customer's ability to access products, on-time delivery, or other innovative strategies.	See Comment	<p>Staging</p> <p>A differentiator for CDW-G is the ability to offer customers staging in either of our two fully bonded distribution centers. Staging is a service whereby CDW-G holds a customer's purchased inventory in our distribution center for a pre-defined period of time until the customer is ready for receipt.</p> <p>Benefits</p> <p>This service is beneficial when prolonged availability of a discontinued or constrained product may be needed to meet project and deployment plans. Additionally, once a staging agreement is in place, customers will have the added benefit of leveraging the agreement for future and multiple projects that necessitate CDW-G's staging services.</p> <p>There is currently no volume restriction. This is possible due to CDW-G's two large strategically located distribution centers: a 450,000-square-foot distribution center at our headquarters in Vernon Hills, IL, and a 513,000-square-foot center in North Las Vegas, NV. CDW-G's distribution centers facilitate staging and deployment of products to customers throughout the country. The Vernon Hills (VH) distribution center targets customers east of the Mississippi River, while the Las Vegas (LV) distribution center primarily serves the western part of the United States. For ease of manageability and tax purposes, Staging Agreements do not combine both distribution centers.</p> <p>Fees</p> <p>Fees for Staging are negotiated according to the project scope and based on the service engagement length. Space and labor fees are based on variables such as the pallet space required, the time frame of the Staging Agreement, the frequency and timing of shipments for the roll-out, and the products purchased.</p> <p>CDW-G will provide detailed quote information specific to a customer's needs.</p>	Complete
<b>Pricing</b>				
2.3.1	Is your pricing methodology guaranteed for the term of the contract?	Yes	CDW-G's pricing methodology will be guaranteed for the term of the contract.	Complete
2.3.2	Will you offer customized price lists to participating entities as required per the pricing terms in the AEPA Terms and Conditions?	Yes	*Subject to applicable law, CDW-G is offering aggregate pricing which is equal to or better than the pricing which is offered to AEPA member states with comparable scope of products and sales volumes, and similar terms and conditions.	Complete
2.3.3	Will you offer hot list pricing (optional) as described in the pricing terms in the AEPA Terms and Conditions/Specifications?	No		Complete
2.3.4	Will you offer volume price discounts as described in the pricing terms of the AEPA Terms and Conditions/Specifications?	No		Complete
<b>Competitiveness</b>				
2.4.1	Is the pricing that is proposed to AEPA equal to or lower than pricing your company offers to individual entities or cooperatives with equal to or lower volume? In order for your response to be considered, your company must offer AEPA prices that are equal to or lower than those normally offered to individual entities or cooperatives with equal or lower volume.	Yes	*Subject to applicable law, CDW-G is offering aggregate pricing which is equal to or better than the pricing which is offered to AEPA member states with comparable scope of products and sales volumes, and similar terms and conditions.	Complete
2.4.2	Is the proposed pricing LESS THAN individual customer and/or cooperatives receive? If so, indicate the percentage by which it is lower.	No	*Subject to applicable law, CDW-G is offering aggregate pricing which is equal to or better than the pricing which is offered to AEPA member states with comparable scope of products and sales volumes, and similar terms and conditions.	Complete
<b>Cooperative Contracts</b>				
2.5.1	Does your business currently have contracts with other cooperatives (local, regional, state, national)?	Yes	See our response below.	Complete
2.5.2	If YES, list the cooperative name and the respective expiration date(s) of your contract with the cooperative.	-	AEPA (2/2026), BuyQ (8/2027), OMNIA (9/2025), PEPPM (12/2024), Sourcewell (2/2028), TIPS (5/2028), SPURR (6/2025), USETPA (9/2026)	Complete
2.5.3	If YES, and your business is awarded an AEPA contract, explain which contract your business will lead in marketing and sales representative presentations (sales calls)?	-	First and foremost, CDW-G respects the customer's request. This means, that if customers request information on a specific program, we give it. Our account teams know their customers' preferred programs, and we do not "hard sell" our customers any particular programs. In cases where the customer is undecided, we recommend the best solution for their project, similar to the way we offer the best technology solution for the desired outcome.	Complete
2.5.4	How will your company track sales, by Member Agency, that are attributable to AEPA?	-	CDW-G tracks AEPA-attributable sales by Member Agency through a multi-layered framework that integrates contractual obligations, administrative fee structures, and operational oversight. This approach ensures transparency, compliance, and accurate attribution across all participating states.	Complete
<b>Fees</b>				
2.6.1	Do you include the administrative fee in the price of your products and/or services?	Yes	Yes, for customer convenience we do include the administrative fee in the price of our products and/or services.	Complete
2.6.2	If not, do you add on the administrative fee as a separate fee to the final invoice to the final customer?	-	N/A	Complete
2.6.3	Are shipping and handling costs included in the price of your products and/or services? (See Part A, Section IV. 11)	Yes	Yes, we offer free standard shipping within the continental US. Alaska and Hawaii are not included in this free shipping offer.	Complete
2.6.4	If not, do you add on applicable shipping and handling fees separately on invoices	-	Shipping costs for destinations outside the continental US are not included and will be added to the quote.	Complete
2.6.5	Does your business offer leasing arrangements under this solicitation?	Yes	See our response below.	Complete
2.6.6	If yes, please indicate how the rate factor is determined and indicate any other cost factors related to leasing.	-	<p>At CDW-G, we focus on providing the best solutions in the industry—not simply the latest solutions from a single provider. We strive to offer our customers flexibility through a wide array of options to suit their needs. This philosophy permeates all aspects of our business. Keeping the customer experience at the forefront of the company's mind, CDW-G is proud to offer AEPA members financing/leasing on a per-deal basis or, in many cases, as a primary billing option, depending on member needs.</p> <p>Leasing Partners</p> <p>Whether members face limited budgets, want to ensure regular technology upgrades, or seek new ways to reduce the total cost of equipment ownership, leasing can offer a flexible option to acquire, manage, and control technology assets. As a Value-Added Reseller, CDW-G does not directly lease equipment. However, we can facilitate a lease agreement between AEPA members and various leading financing companies. This approach allows members to secure a leasing program with maximized options and terms that fit their needs and budget requirements. Our leasing partners include:</p> <ul style="list-style-type: none"> <li>•Arrow Capital Solutions</li> <li>•Cisco Capital</li> <li>•Dell Financial Services</li> <li>•HPE Financial Services</li> <li>•VAR Technology Finance</li> </ul> <p>Solution Advisors</p> <p>Understanding leasing options begins with a member's dedicated account manager. Account managers will engage our team of Financing Solution Advisors. They are responsible for providing market-leading leasing and financing solutions through education, guidance, and support. Our Financing Solution Advisors will help AEPA members understand their options. They</p>	Complete
31 Questions		100.00% Complete		

### Question Set 3: Category Specific Questions

#	Question	Response	Comment	Status
<b>Hardware-Software</b>				
3.1.1	Are you bidding in the subcategory of Hardware-Software catalog? If yes, AN ATTACHMENT IS REQUIRED. Please attach a spreadsheet labeled "Hardware-Software Manufacturers," in the Supporting Information section of your response, listing all the manufacturers included in the catalog.	Yes	Per the instructions, we have attached a spreadsheet labeled "Hardware-Software Manufacturers" to the Supporting Information section of the portal. This list contains 146 Hardware and Software manufacturers for your review. For a complete up-to-date list of CDW's growing partnerships, please visit: <a href="https://www.cdw.com/content/cdw/en/brand.html">https://www.cdw.com/content/cdw/en/brand.html</a>	Complete
3.1.2	If yes, does your Hardware-Software catalog include products representing at least 300 brands and/or manufacturers?	yes		Complete
3.1.3	If yes, does your Hardware-Software catalog contain at least 100,000 products?	yes		Complete
3.1.4	Is your catalog inclusive of all the types of products listed in Part A, Section 9.1.2?	yes		Complete
3.1.5	Have you completed the Pricing Schedule Spreadsheet Tabs F.1, F.2, and F.4?	yes		Complete
<b>Audio-Visual</b>				
3.2.1	Are you bidding in the subcategory of Audio-Visual catalog. If yes, AN ATTACHMENT IS REQUIRED. Please attach a spreadsheet labeled "Audio Visual Manufacturers," in the Supporting Information section of your response, listing all the manufacturers included in the catalog.	Yes	Per the instructions, we have attached a spreadsheet labeled "Audio Visual Manufacturers" to the Supporting Information section of the portal. This list contains 32 primary Audio Visual partners in our catalog. For a full list of all CDW Audio Visual partners, you can visit: <a href="https://www.cdw.com/content/cdw/en/brand.html">https://www.cdw.com/content/cdw/en/brand.html</a>	Complete
3.2.2	If yes, does your Audio-Visual catalog include products representing at least 100 brands and/or manufacturers?	yes		Complete
3.2.3	If yes, does your Audio-Visual catalog contain at least 50,000 products?	yes		Complete
3.2.4	Is your catalog inclusive of all the types of products listed in Part A, Section 9.2.2?	yes		Complete
3.2.5	Have you completed the Pricing Schedule Spreadsheet Tabs F.1, F.3, and F.4?	yes		Complete
<b>Cloud Services</b>				
3.3.1	Are you offering a Cloud Services option to accompany your Hardware-Software Catalog or Audio-Visual Catalog?	yes		Complete
3.3.2	Have you completed the Pricing Schedule spreadsheet, tab F.5?	yes		Complete
<b>HUB</b>				
3.4.1	Are you offering an option to use services from Historically Under-Utilized Businesses (HUBs)? If yes, please attach a narrative, in the Supporting Information section of your response, describing the program, the roles of HUB businesses, and the HUB businesses that may be included at the onset of the program.	-	Yes, CDW will offer these services where there is a customer need. CDW's Strategic Partnership Program works with a broad-range of suppliers reflective of the community and customers with equal access to purchasing opportunities, yielding competitive advantages for CDW. We are focused on maximizing the utilization of our community-based supplier network of approximately 1,600 businesses. We are committed to help local economies grow at scale. We accomplish this objective through fostering a fair and competitive environment for all businesses. We support businesses regardless of size or background. Since 2007, we have spent over \$27.2 billion with small and community-based enterprises.	Complete
13 Questions		100.00% Complete		



## Part E – Signature Forms

AEPA 026-D

Technology Catalog

### Instructions

Contained herein are forms that **require a signature** from an authorized person at your company. All items found within this document are **mandatory**. Failure to sign the required areas, sections, or signature lines may lead AEPA to consider your company’s proposal as **non-responsive**.

To submit the required signed forms, follow these steps:

1. Read the documents in their entirety.
2. Complete all forms and sign when required.
3. Return the forms and pages in their correct order and scan one (1) single PDF format titled “Part E – Signature Forms – Name of Responding Company” (i.e. one PDF document for all signature forms).
4. Submit Part E, along with other required documents in Bonfire/Euna Procurement.

The following sections will need to be completed prior to submission as **one (1), single PDF** titled “Part E – Signature Forms – Name of Responding Company”.

[Uniform Guidance “EDGAR” Certification Form](#) – \*signature required

[Solicitation Affidavit](#) – \*signature required

[Acceptance of Solicitation & Contract](#) – \*signature required

## Uniform Guidance “EDGAR” Certification Form

### 2 CFR Part 200

When a purchasing agency seeks to procure goods and services using funds under a federal grant or contract, specific federal laws, regulations, and requirements may apply in addition to those under state law. This includes, but is not limited to, the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 CFR 200, referred to as the “Uniform Guidance” or new “EDGAR”. All Respondents submitting proposals must complete this EDGAR Certification form regarding the Respondent’s willingness and ability to comply with certain requirements, which may apply to specific agency purchases using federal grant funds.

For each of the items below, the Respondent will certify its agreement and ability to comply, where applicable, by having the Respondent’s authorized representative check, initial the applicable boxes, and sign the acknowledgment at the end of this form. If a Respondent fails to complete any item of this form, AEPA will consider and may list the response, as the Respondent is unable to comply. A “No” response to any of the items below may influence the ability of a purchasing agency to purchase from the Respondent using federal funds.

#### 1. Violation of Contract Terms and Conditions

Provisions regarding Respondent default are included in AEPA’s terms and conditions. Any contract award will be subject to such terms and conditions, as well as any additional terms and conditions in any purchase order, ancillary agency contract, or construction contract agreed upon by the Respondent and the purchasing agency, which must be consistent with and protect the purchasing agency at least to the same extent as AEPA’s terms and conditions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

#### 2. Termination for Cause of Convenience

For a participating agency purchase or contract in excess of \$10,000 made using federal funds, you agree that the following term and condition shall apply:

The participating agency may terminate or cancel any purchase order under this contract at any time, with or without cause, by providing seven (7) business days in advance written notice to the Respondent. If this agreement is terminated in accordance with this paragraph, the participating agency shall only be required to pay Respondent for goods and services delivered to the participating agency prior to the termination and not otherwise returned in accordance with the Respondent’s return policy. If the participating agency has paid the Respondent for goods and services provided as the date of termination, Respondent shall immediately refund such payment(s).

If an alternate provision for termination of a participating agency’s purchase for cause and convenience, including how it will be affected and the basis for settlement, is in the participating agency’s purchase order, ancillary agreement or construction contract agreed to by the Respondent, the participating agency’s provision shall control.

#### 3. Davis Bacon Act

When required by Federal program legislation, Respondent agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of \$2,000, Respondent shall comply with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, Respondent is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. Also, Respondent shall pay wages not less than once a week.

Current prevailing wage determinations issued by the Department of Labor are available at [www.wdol.gov](http://www.wdol.gov). Respondent agrees that, for any purchase to which this requirement applies, the award of the purchase to the Respondent is conditioned upon Respondent’s acceptance of wage determination.

Respondent further agrees that is shall also comply with the Copeland “Anti-Kickback” Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, “Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States”). The Act provides that each construction completion, or repair of public work, to give up any part of the compensation to which he is otherwise entitled under his contract of employment, shall be defined under this titled or imprisoned not more than five (5) years, or both.

#### **4. Contract Work Hours and Safety Standards Act**

Where applicable, for all participating agency purchases in excess of \$100,000 that involve the employment of mechanics or laborers, Respondent agrees to comply with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, Respondent is required to compute the wages of every mechanic and laborer based on a standard workweek of 40 hours. Work in excess of the standard workweek is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the workweek. The requirements of the 40 U.S.C. 3704 applies to construction work and provides that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous, or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

#### **5. Right to Inventions Made Under a Contract or Agreement**

If the participating agency's federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or sub-recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the "funding agreement," the recipient or sub-recipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

#### **6. Clean Air Act and Federal Water Pollution Control Act**

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended, contracts and subgrants of amounts in excess of \$150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). When required, Respondent agrees to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act and the Federal Water Pollution Control Act.

#### **7. Debarment and Suspension**

Debarment and Suspension (Executive Orders 12549 and 12689), a contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Respondent certifies that the Respondent is not currently listed and further agrees to immediately notify AEPA and all participating agencies with pending purchases or seeking to purchase from the Respondent if Respondent is later listed on the government-wide exclusions in SAM, or is debarred, suspended, or otherwise excluded by agencies or declared ineligible under state statutory or regulatory authority other than Executive Order 12549.

#### **8. Byrd Anti-Lobbying Amendment**

Byrd Anti-Lobbying Amendment (31 U.S.C. 1352), Respondents that apply or bid for an award exceeding \$100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that take place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

## **9. Procurement of Recovered Materials**

For participating agency purchases utilizing Federal funds, Respondent agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

## **10. Profit as a Separate Element of Price**

For purchases using federal funds in excess of \$150,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFR 200.323(b). When required by a participating agency, Respondent agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Respondent agrees that the total price, including profit, charged by the Respondent to the participating agency shall not exceed the awarded pricing, including any applicable discount, under the Respondent's contract with AEPA.

## **11. General Compliance with Participating Agencies**

In addition to the foregoing specific requirements, Respondent agrees, in accepting any purchase order from a participating agency, it shall make a good faith effort to work with a participating agency to provide such information and to satisfy requirements as may apply to a particular purchase or purchases including, but not limited to, applicable record keeping and record retention requirements as noted in the Federal Acquisition Regulation, FAR 4.703(a).

## **12. Governing Law; Forum Selection.**

Respondent acknowledges and agrees that any legal action or proceeding in which the Association of Educational Purchasing Agencies, Inc. ("AEPA"), is a party, that in any way relates to this solicitation, any contract award or the services provided thereunder, any other document executed in connection herewith, or for recognition and enforcement of any judgment in respect hereof brought by Respondent, a participating agency, or other party hereto, or its successors or assigns, will be governed by, construed and interpreted by the laws of the Commonwealth of Kentucky, and must be brought and determined in the state courts of the Commonwealth of Kentucky in Warren County, Kentucky, or the United States Western District of Kentucky (and may not be brought or determined in any other forum or jurisdiction), and each party hereto submits with regard to any action or proceeding for itself and in respect of its property, generally and unconditionally, to the sole and exclusive jurisdiction of the aforesaid courts and waives any further objection.

Respondent further acknowledges and agrees that any legal action or proceeding in which a party includes a participating agency, but does not include AEPA as a party, that in any way relates to this solicitation, any contract award or the services provided thereunder, any other document executed in connection herewith, or for recognition and enforcement of any judgment in respect hereof brought by Respondent, a participating agency, or other party hereto, or its successors or assigns, will be governed by, construed and interpreted by the laws of the state in which the participating agency is domiciled, and must be brought and determined in the state in which the participating agency is domiciled (and may not be brought or determined in any other forum or jurisdiction), and each party hereto submits with regard to any action or proceeding for itself and in respect of its property, generally and unconditionally, to the sole and exclusive jurisdiction of the aforesaid courts and waives any further objection.

By initialing the table (1-12) and signing below, I certify that the information in this form is true, complete and accurate and I am authorized by my business to make this certification and all consents and agreements contained herein.

<b>Respondent Certification (By Item)</b>	<b><u>Respondent Certification:</u> YES, I agree</b>	<b>Initial</b>
<b>1. Violation of Contract Terms and Conditions</b>	YES, I agree	
<b>2. Termination for Cause of Convenience</b>	YES, I agree	
<b>3. Davis-Bacon Act</b>	YES, I agree	
<b>4. Contract Work Hours and Safety Standards Act</b>	YES, I agree	
<b>5. Right to Inventions Made Under a Contract or Agreement</b>	YES, I agree	
<b>6. Clean Air Act and Federal Water Pollution Control Act</b>	YES, I agree	
<b>7. Debarment and Suspension</b>	YES, I agree	
<b>8. Byrd Anti-Lobbying Amendment</b>	YES, I agree	
<b>9. Procurement of Recovered Materials</b>	YES, I agree	
<b>10. Profit as a Separate Element of Price</b>	YES, I agree	
<b>11. General Compliance with Participating Agencies</b>	YES, I agree	
<b>12. Governing Law; Forum Selection.</b>	YES, I agree	

CDW Government LLC

Name of Business

*Dario Bertocchi*

Signature of Authorized Representative

Dario Bertocchi

Printed Name

9/12/25

Date

# Solicitation Affidavit

**Instructions:** This form must be signed by the business's authorized representative and notarized below. If awarded, the Respondent is required to produce a copy of this document for each Member Agency with which it contracts.

1. The undersigned, is duly authorized to represent the persons, business and corporations joining and participating in the submission of the foregoing bid (such persons, business and corporations hereinafter being referred to as the Respondent), being duly sworn, on his/her oath, states that to the best of his/her belief and knowledge no person, business or corporation, nor any person duly representing the same joining and participating in the submission of the foregoing bid, has directly or indirectly entered into any agreement or arrangement with any other Respondents, or with any official of the **Member Agency**, or any employee thereof, or any person, business or corporation under contract with the **Member Agency** whereby the Respondent, in order to induce the acceptance of the foregoing bid by the **Member Agency**, has paid, or is to pay to any other Respondent, or to any of the aforementioned persons, anything of value whatever, and that the Respondent has not, directly nor indirectly entered into any arrangement, or agreement, with any other Respondent or Respondents which tends to or does lessen or destroy free competition in the letting of the contract sought for by the foregoing bid.
2. This is to certify that the Respondent, or any person on his/her behalf, has not agreed, connived, or colluded to produce a deceptive show of competition in the manner of the bidding, or award of the referenced contract.
3. This is to certify that neither I, nor to the best of my knowledge, information and belief, the Respondent, nor any officer, director, partner, member or associate of the Respondent, nor any of its employees directly involved in obtaining contracts with the **Member Agency**, or any subdivision of the state has been convicted of false pretenses, attempted false pretenses, or conspiracy to commit false pretenses, bribery, attempted bribery or conspiracy to bribe under the laws of any state or federal government for acts or omissions after January 1, 1985.
4. This is to certify that the Respondent or any person on his behalf has examined and understands the terms, conditions, the scope of work and specifications, and other documents of this solicitation and that any and all exceptions have been noted in writing and have been included with the bid submittal.
5. This is to certify that if awarded a contract, the Respondent will provide the equipment, commodities, and/or services to members and affiliate members of the Agency in accordance with the terms, conditions, the scope of work and specifications and other documents of this solicitation in the following pages of this bid.
6. This is to certify that the Respondent is authorized by the manufacturer(s) to sell all proposed products on a national basis.
7. This is to certify that we have completed, reviewed, approved, and have included all information that is required of these bid forms.

Dario Bertocchi

Authorized Representative (Please print or type)

230 N. Milwaukee Avenue

Mailing Address

VP Contracting Operations

Title (Please print or type)

Vernon Hills, IL 60061

City, State, Zip

*Dario Bertocchi*

Signature of Authorized Representative

9/12/25

Date

STATE OF Connecticut

COUNTY OF Fairfield

SUBSCRIBED AND SWORN TO before me this 12 day of September, 2025, by  
Carmen Castro

*Carmen Castro*

Notary Public  
My Commission expires: 2/28/2026  
Notary ID: SNPC.0183170



Solicitation Affidavit-Page 2 of 2



# Acceptance of Solicitation & Contract

**Instructions:** PART I of this form is to be completed by the Respondent and signed by its Authorized Representative. ~~PART II will be completed by the AEPA Member Agency only upon the occasion of the bid award. If approved by AEPA, the Member Agency will provide a copy of the document to the Respondent.~~

## PART I: RESPONDENT

In compliance with the Published Solicitation (IFB OR RFP), the undersigned warrants that I/we have examined all Instructions to Respondents, associated documents, and being familiar with all of the conditions of the solicitation, hereby offer and agree to furnish all labor, materials, supplies, and equipment incurred in compliance with all terms, conditions, specifications, and amendments associated with this IFB OR RFP and any written exceptions to the bid. The signature also certifies understanding and compliance with the certification requirements of the AEPA Member Agency's Terms and Conditions and/or Special Terms and Conditions. The undersigned understands that their competence, ability, capacity and obligations to offer and provide the proposed tangible personal property, professional services, construction services, and other services on behalf of the Vendor Partner as well as other factors of interest to the AEPA Member Agency as stated in the evaluation section, will be a consideration in making the award.

<b>Business Name</b>	<u>CDW Government LLC</u>	<b>Date</b>	<u>9/12/25</u>
<b>Address</b>	<u>230 N. Milwaukee Avenue</u>	<b>City, State Zip</b>	<u>Vernon Hills, IL 60061</u>
<b>Contact Person</b>	<u>Adam Greene</u>	<b>Title</b>	<u>Sales Manager</u>
<b>Authorized Signature</b>	<u><i>Dario Bertocchi</i></u>	<b>Title</b>	<u>VP Contracting Operations</u>
<b>Email</b>	<u>adagree@cdwg.com</u>	<b>Phone</b>	<u>(630) 649-8619</u>

## PART II: AWARDING MEMBER AGENCY

Your bid response for the above-identified bid is hereby accepted. As a Vendor Partner, you are now bound to offer and provide the products and services identified within this solicitation, your response, and approved by AEPA, including all terms, conditions, specifications, exceptions, and amendments. As a Vendor Partner, you are hereby not to commence any billable work or provide any products or services under this contract until an executed purchase order is received from the AEPA Member Agency or Participating Entities. This contract intends to constitute the final and complete agreement between the AEPA Member Agency and Vendor Partner, and no other agreements, oral or otherwise, regarding the subject matter of this contract, shall bind any of the parties hereto. No change or modification of this contract shall be valid unless in writing and signed by both parties to this contract. If any provision of this contract is deemed invalid or illegal by any appropriate court of law, the remainder of this contract shall not be affected thereby. The initial term of this contract shall be for up to fifteen (15) months and will commence on the date indicated below and continue until February 28, 2027 unless terminated, canceled, or extended. By mutual written agreement the contract may be extended for three (3) additional 12-month periods after this initial contract term. In the event the AEPA Board does not recommend renewal of the contract, or the contract expires, it may be extended for up to six (6) months by an AEPA state.

**Awarding Agency** \_\_\_\_\_

**Authorized Representative** \_\_\_\_\_

**Authorized Signature** \_\_\_\_\_

<b>Awarded this</b>	<b>day of</b>	<b>Contract Number</b>
<b>Contract to commence-check one</b>		
<b>(Member Agency to select)</b>	<input type="checkbox"/> 3/1/2026	<input type="checkbox"/> Or



## Exceptions & Deviations

AEPA 026-D

Technology Catalog

### Instructions

Use this form to submit any Exceptions or Deviations to any terms and conditions requested in this solicitation. Please use the numbering system in the solicitation to refer to the term or condition for which you are providing alternative language (you must provide alternative language, not simply reference to an item you do not agree to). AEPA reserves the right to accept, deny, or negotiate terms and conditions acceptable to both parties. If you have no Exceptions or Deviations, mark the "No" box in the appropriate space below with an "X".

**This is a REQUIRED form that must be submitted with your response.**

### Company Information

<b>Name of Company:</b>	CDW Government LLC
<b>Company Address:</b>	230 N. Milwaukee Ave.
<b>City, State, zip code:</b>	Vernon Hills, IL 60061
<b>Title:</b>	VP Contracting Operations
<b>Phone:</b>	(203) 851-7049
<b>Email:</b>	dariber@cdw.com

# Exceptions & Deviations

## Instructions:

1. Mark “No” or “Yes” with an “X” below.
2. If “yes” is marked with an “X” below, insert answers into the form shown below, providing narrative explanations of exceptions. *(To insert more rows, hit the tab key from the last field in the last row and column.)*
3. If adding pages, the company name and identifying information as to which item the response refers must appear on each page.
4. Exceptions and Deviations to local, state or federal laws cannot be accepted under this solicitation.

	<b>No</b> , this respondent does not have exceptions to the Terms and Conditions or Specifications incorporated in Parts A and/or B of this solicitation.
X	<b>Yes</b> , this respondent has the following exceptions to the Terms and Conditions or Specifications incorporated in Parts A and/or B of this solicitation.

Document Name	Section Name, Page Number, & Outline Number	Term and Condition or Specification	Exception or Deviation Alternative Language
Part B, AEPA General Terms and Conditions	Page 15	Patent and Copyright Indemnification	<p>To the extent permitted by law, Vendor Partner must indemnify and hold harmless Member Agency and its Participating Entities against any liability, including costs and expenses, for infringement of any patent, trademark or copyright arising out of contract performance or use by Member Agency and its Participating Entities of materials <b>manufactured and furnished by Vendor Partner</b> or work performed under this contract. Member Agency and its Participating Entities must reasonably notify Vendor Partner of any claim for which it may be liable under this paragraph <b>and provide Vendor Partner the right to control the defense of such claim.</b></p> <p><b>Rationale:</b> CDW-G offers indemnity protection on the materials it manufactures. For those materials it resells, indemnity protection is offered by the manufacturer and passed through to the Member Agency.</p>
Part B, AEPA General Terms and Conditions	Page 22	Add a new term entitled “Limitation of Liability”	<p><b>Limitation of Liability</b> Subject to applicable law, neither party will be liable for any special, punitive, indirect, incidental or consequential damages including, but not limited to, loss of or damage to data, loss of anticipated revenue or profits, work stoppage, or impairment of other assets, whether or not foreseeable and whether or not a party has been advised of the possibility of such damages. Except for claims arising out of Vendor Partner’s gross negligence, willful misconduct, or fraud, in the event of any liability incurred by Vendor Partner hereunder, the entire liability of Vendor Partner from damages from any cause whatsoever will not exceed the dollar amount paid or payable by Member Agency for the specific products or services giving rise to the claim.</p> <p><b>Rationale:</b> Introduction of a mutually beneficial limitation on damages at the master level aligns with historical contracting relationships between CDW-G and AEPA without introducing the administrative burden felt by both Member Agencies and CDW-G under the current 022 contract. Moreover, addressing risk in this manner (acknowledgement of direct damages associated with the business giving rise to the claim) allows CDW-G to continue to provide competitive commercial offerings under the contract to AEPA Member Agencies. Note that,</p>

			should AEPA agree with CDW-G's proposed edit to Patent & Copyright Indemnification, CDW-G would be open to including all indemnities in the list of excluded claims (both IP and standard, as found on page 11).

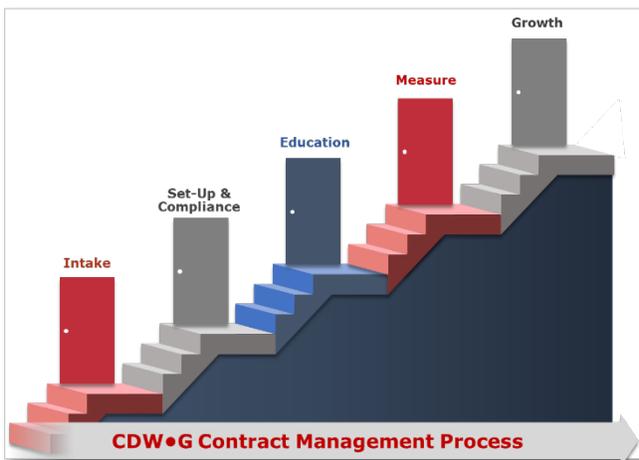
# AEPA Proposed Marketing Plan

Since 2003, CDW has worked closely with AEPA and its members to build customer relationships that act as the foundation for our mutual successes. Coupled with our marketing capabilities and committed sales force, we have driven year over year contract growth. And in this time, we’ve gained extensive knowledge around AEPA members’ needs from our interactions and our participation in your bi-annual meetings. We have used this knowledge to create custom solutions to achieve customers’ objectives. This dedicated focus on innovation and our customer intimacy provides CDW with unparalleled insight in preparing an effective marketing plan – one that continues to promote growth and continued adoption of our contract. If awarded, our in-depth marketing approach offers the national reach and resources of a Fortune 500 company while maintaining focused member attention to address nuanced requirements.

We look forward to continuing our partnership with AEPA. To this effect, we have outlined an integrated marketing plan that seeks to seamlessly maintain current members while simultaneously expanding contract sales without sacrificing customer support.

## Ensuring Contract Vibrancy and Relevance (Our Capabilities and Resources)

### Specialized Resources



Some vendors, do not dedicate resources to contract management. Instead, these companies rely on the sales team to manage compliance issues and reporting. We can imagine that this results in delayed responses, unreliable support, and in worst cases, faulty reporting.

CDW understands the role that vendor contract management plays in the member experience and reputation of a major cooperative like AEPA. Therefore,

we invest significantly in the quality and reliability of our contract management process. We deploy a systematic yet adaptive approach that spans the contract lifecycle – ensuring contact vibrancy and longevity. The following five phases comprise this approach: Intake, Set-up & Compliance, Education, Measure, and Growth.

To support this process, we maintain an ecosystem of dedicated coworkers, CDW's Program Management Team. This team is singularly devoted to managing contract, distinct from those responsibilities of our sales force. Members of the Program Management Team work full-time to maintain contract compliance and administer contract procedures, including contract launch. Keeping our contract management within one group makes oversight and structured processes easy to implement, allowing CDW to standardize our contract management processes and share best practices – in turn reducing risks and improving efficiencies.



CDW's Deputy Program Manager, **Stephanie Kessler**, has an in-depth working knowledge of AEPA's Technology Contract structure and member landscape. If awarded, she will continue to collaborate with CDW's marketing department to create awareness and training campaigns to enable our national sales force.

### **Established, Tenured Sales Force**

AEPA agreements offer their users the simplicity, efficiency, and value of a national cooperative while accommodating state-specific members. Likewise, at CDW we structure our sales organization to address the unique needs of our customers based on their segment and region.

- First, our inside account managers and our field sellers are trained to **become experts within the public sector segment they support** – K-12, Higher Education and State & Local government.
- To further support their customers, we have **divided the salesforce into distinct geographic regions** to ensure that sellers are prepared to support the local landscape.
- There are **over 1,000 sales coworkers and over 1,600 total coworkers** serving State, Local, and Education customers.

We create an optimal customer experience by fostering collaboration and genuine investment in our customer's goals. While we may have a national presence, we operate at the local level – dedicated to creating true impact for each customer. Many larger organizations may see this expanded sales force and their expertise as an unnecessary expense but, at CDW, we believe collaboration with our customers is the foundation to our mutual success.

### Our Marketing Solutions

Recognized industry-wide for their technology solutions campaigns, our marketing team was previously named a finalist for Content Marketing Project of the Year by the Content Marketing Institute, the largest and longest-running international content marketing awards program in the world.



Our marketing team offers several solutions to support our AEPA marketing strategy. These include:

- **Advertising & Cobranded Materials.** Upon award, CDW will continue to produce customer facing collateral (digital and print) for each member state/agency. These cobranded digital documents are technology specific and vary each month. CDW is also willing and able to produce an email campaign tailored to member needs.
- **Customer Webinars and Events.** Topical webinars and events allow AEPA members to see, hear and participate in discussion events on topics ranging from security to classroom transformation.
- **Publications.** CDW partners with industry experts to publish sector-specific online and hardcopy magazines for State (StateTech), K-12 (EdTech Focus on K-12) and Higher Education (EdTech Focus on Higher Education) customers.
- **Corporate Communications** CDW can generate a spotlight media piece detailing the CDW AEPA Agreement. These can be shared with coworkers and select media publications.
- **Omnichannel Marketing.** Engaging across multiple platforms such as social media, applications, email, and blogs connects us with current and potential customers on more touchpoints. Done well, omnichannel marketing creates an enhanced user experience and cohesive brand message that drives people to action.
- **Artificial Intelligence and Smart Messaging.** CDW's Strategic Initiatives practice leads our AI and smart messaging efforts with the aid of Kronologic. Using AI and scripted messaging strategy, Kronologic syncs AEPA members and their dedicated account manager to help distribute contract, product and services updates while taking the next step to schedule one-on-one conversations at the convenience of the customer. Using integrated management and reporting tools, Kronologic assists with booking meetings – including scheduling, rescheduling and proposing new times.

- **Influencer Marketing and Social Messaging Apps.** CDW leverages a coworker advocacy tool that spans social media. Known as the CDW Social Squad, it engages coworkers across the company and provides access to curated social media content that is ready to share across their personal social media networks, including LinkedIn, Twitter, and Facebook. With just over 12,000 members, our Social Squad State & Local and Education members shared 15,714 times in 2024 generating 14,016 clicks and nearly 24 million impressions.

Aligned with our contract management process, we have developed a prescriptive go-to-market to position the AEPA and CDW value-add to customers, current and new, across our State and Local, and Education segments. Our messaging will include the following themes, but is not limited to:

- Increased value in the form of savings
- Extensive, quality, product and services catalog
- A proven, successful partnership between AEPA and CDW
- Streamlined contract maintenance – reduce burden on administrative resources
- Consultative, holistic approach to achieve the goals of our customers and their communities
- Enhanced user experience and customer service
- IT Procurement Solution with National Reach yet Local Focus

## Seamless Agreement Transition (Contract Launch Process)

### **Internal Contract Set-Up and Compliance**

Seamless transition from the previous agreement to the new agreement is critical to success, as it secures the foundation necessary for continued success. Upon award, CDW will efficiently transition AEPA member agencies from the current contract to the new contract, as we have the framework in place to ensure seamless transition. Contract stand-up also includes creation of internal and external resources to aid our customers and sales teams in transitioning to the new agreements. Our sellers will be fully equipped to aid members with the transition and Stephanie Kessler will also be accessible to address questions from AEPA members.

### **Seller Awareness, Training, and Enablement**

The first step in our awareness and transition plan is to inform and update our sales force on the new agreement. Sales enablement training will cover contract scope, membership and new contract requirements so that they can not only inform their customers, but also help them to navigate the new landscape. Our sellers will then be equipped with relevant collateral to inform members.

Such collateral includes digital emails, as well as digital and printed documents. Collateral will communicate the details of the new agreement, reiterate the benefits of the contract vehicles, and showcase products, services, and solutions available to members. Once trained, our account team will drive awareness through call and email campaigns to aid current members transition seamlessly to the new agreement.

### **Existing Member Awareness and Transition**

Often in times of change, customers become concerned about the impending contract expiration and its implications for their business. As a current AEPA technology provider with a direct line to current members, CDW can prevent this estrangement. Our account managers act as expert resources for members for recommendations on technology as well as which contracts to purchase them on. The size of our sales force coupled with their customer intimacy will allow us to quickly and efficiently manage the agreement transition while positioning members for growth. Additionally, our reporting capabilities ensure that we have the necessary customer information to successfully implement member-focused awareness campaigns. Our sales force, program management practice, familiarity with the contract, and detailed launch plan act to eliminate any potential transition pains.

### **Contract Acceleration Process (Growth)**

AEPA benefits its members through innovative sourcing which provides members access to a wide range of brands at competitive discounts while also eliminating the time and cost associated with bid creation and solicitations. AEPA assumes the administrative workload which frees up its members to focus on strategic initiatives. At CDW, we help to amplify these benefits through our sales, program management, and marketing capabilities.

Building on AEPA's innovation, CDW will help to recruit new members through enablement and engagement activities that showcase the benefits of the AEPA and CDW partnership. Aiding customers in consolidating their contract portfolio into a few, or even one contract, removes complexity and positions the AEPA Technology Catalog contract as a single source for members' technology needs. CDW can aid this effort through its extensive sales presence, reporting capabilities, focused account planning, and strategic, segment-oriented resources.

### **Account Development**

Our business development teams work with customers to define opportunities, better understand the needs and challenges of today and tomorrow and bring resources and expertise from across CDW to help customers visualize and create solutions that meet the needs of their mission. Our business development team will work in conjunction with our account teams to pinpoint those accounts with the most potential for growth. For each target customer, we will develop a business plan that addresses their needs while

leveraging the AEPA contract. Tactical areas of consideration will include eProcurement and web preferences, supplier diversity requirements, current and future IT projects, piggyback agreements with custom terms, co-branded marketing campaigns, and topical webinars.

### **Specialized Resources**

To aid our business development and account teams, CDW maintains coworkers dedicated to specific solution areas. As accounts mature and expand, our business development and accounts teams will integrate these coworkers into their account development plans to foster further growth. These coworkers specialize in the following solution areas:

- eSports
- Classroom Transformation
- Connected Campus
- Cybersecurity
- Public Safety
- Funding Strategists

## **Conclusion**

We are continually working to expand the AEPA footprint among eligible customers, opening up new avenues for adoption. Our marketing efforts are fully committed to generating organic growth for the next contract iteration while maintaining the positive brand image AEPA has established. We appreciate the collaboration and look forward to the opportunity to continue our partnership.



AEPA #026-D

# AEPA Technology Catalog

Supporting Information  
9/16/2025

## CDW Education

© CDW Government LLC 2025 | 230 N. Milwaukee Ave. | Vernon Hills, IL 60061  
To the extent allowable, all information and documents hereby submitted in response to the Request for Proposal (RFP) furnished by AEPA are the Proprietary and Confidential property of CDW Government LLC.



**September 16, 2025**

Association of Educational Purchasing Agencies (AEPA)  
Purchasing Department

**RE: CDW Education's Response to AEPA's Technology Catalog**

AEPA is seeking a reliable and experienced IT partner capable of providing a comprehensive technology catalog. AEPA represents CDW Government's first cooperative contract, marking a partnership that has spanned more than 25 years. Our response to this IFB highlights CDW Education's continued commitment to the success of this initiative. Supporting education customers for more than 40 years, CDW Education is a trusted partner to more than 15,000 school districts nationwide. Specific advantages of partnering with us include:

- **Dedicated Account Team Delivers High Quality Service.** CDW has highly trained and experienced account teams covering institutes of Higher Education, K-12 schools and State & Local Government agencies. These teams are responsible for ensuring customer satisfaction throughout the entire technology procurement process. Each agency/customer is assigned a dedicated account manager as a single point of contact.
- **Streamlined purchasing model.** Our breadth and depth of catalog provides AEPA members access to over 250,000 products from over 1,000 major manufacturers. Our streamlined ordering process and robust eCommerce tools ensure all members can make purchases with efficiency and uniformity. We seek to collaborate with the AEPA members to evolve and execute their strategic sourcing initiatives.
- **Maintained Business Continuity.** Due to CDW's status as a current AEPA vendor, business continuity will be maintained, with none of the inherent disruption of bringing on a brand-new vendor who does not possess the knowledge or strong partnership that already exists with CDW and AEPA. Members won't have to struggle with the hassles associated with becoming familiar with a new vendor, learning a new purchasing system, or building a rapport from scratch with a new sales force.
- **Streamlined contract management.** At CDW, AEPA is supported by a department singularly devoted to managing contracts. We have processes in place to ensure the contract is maintained throughout the life of the contract; we utilize automated internal systems as well as Program Management personnel to manage the proposed price structure. Our dedicated contracts team has worked and will continue to work intimately with state-level representatives in order to continue prioritizing individual AEPA member needs.

CDW Education has been a trusted AEPA partner since 2003, and we have successfully evolved our partnership to drive continuous success. We consistently strive to exceed your expectations. Should you have any questions regarding our response, please contact Adam Greene at [adagree@cdwg.com](mailto:adagree@cdwg.com). We thank you for the opportunity to participate in this RFP process and look forward to supporting your technology catalog.

Sincerely,

*Dario Bertocchi*

Dario Bertocchi  
VP Contracting Operations  
CDW Government LLC

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# Executive Summary

The Association of Educational Purchasing Agencies (AEPA) is seeking a partner to provide comprehensive technology catalogs, competitive pricing, and robust fulfillment services for educational and public sector entities across up to 31 states. CDW is a long-standing partner that understands AEPA's goals and has the scale and resources to ensure reliable and efficient access to the latest technology. Since 2003, CDW has successfully partnered with AEPA on the Technology Catalog contract, helping to grow contract utilization and increase sales by 18% over the last two years alone.



**CDW has the experience and expertise to continue to provide AEPA members with product and service sourcing that is cost-effective, emphasizes overall value, and exceeds members' expectations for customer service.**

For the next iteration of the contract, CDW is committed to helping AEPA evolve by focusing on:

- Optimizing sourcing efficiency and value
- Ensuring seamless adoption and expansion
- Maintaining contract vibrancy and relevance
- Providing continued dedication to customer service
- Leveraging national reach with a local touch

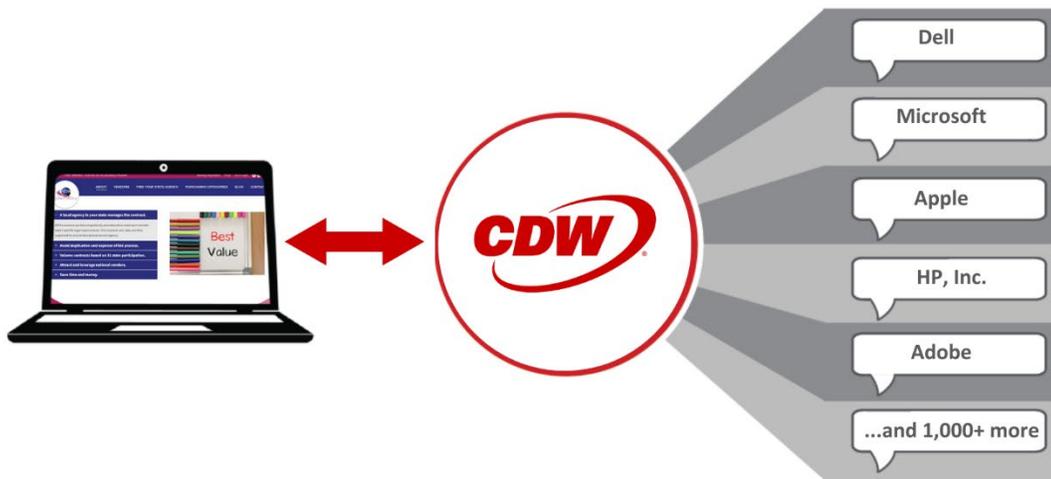
## **Optimizing Sourcing Efficiency and Overall Value**

CDW Government provides AEPA members with a streamlined sourcing experience, offering access to over 250,000 products from more than 1,000 manufacturers. This allows CDW to act as a sole-source vendor for hardware and software needs, simplifying the procurement process for AEPA members. The operational model is designed to help members achieve efficiencies through consolidation, eProcurement integration, and a robust logistics network.

CDW's approach to providing value goes beyond simple transactions and focuses on delivering long-term solutions for AEPA members. The value offered includes a strong partner network of OEMs, services, and distribution; value-added services with integration capabilities; highly skilled specialists and engineers; and a full suite of solutions covering the entire IT lifecycle. CDW understands that the lowest initial price

doesn't always equal the best long-term investment, and works to help members avoid hidden costs by providing services and transparency throughout the technology lifecycle.

By consolidating with CDW, AEPA members can simplify relationship management, improve quality and performance, increase business agility, and gain cost efficiencies by leveraging CDW's supplier buying power and economies of scale. CDW acts as a single point of contact for all stakeholders, simplifying procurement and providing a streamlined process.



*Figure 1 - CDW simplifies procurement. We will be your single point of contact for all stakeholders.*

**Primed for Seamless Adoption and Expansion**

As the current contract holder, CDW is uniquely positioned to offer AEPA members a smooth transition to the new contract iteration with minimal disruption. Members can avoid the hassle of familiarizing themselves with a new vendor, learning a new purchasing system, or building new relationships with a sales force from scratch. CDW has over 30 years of experience serving the public sector, including school districts, and has the tools to facilitate a multi-state campaign to promote contract adoption.

A sole-award framework provides significant benefits for AEPA members. It gives members one vendor to rely on, which reduces purchasing complexity and provides better pricing because OEMs compete through a single value-added reseller (VAR) rather than against each other through multiple vendors. This model allows members to feel confident they are getting the best value without needing to price shop, which optimizes the customer experience and increases efficiency.

CDW has a proven track record of growing contract utilization, thanks in large part to its sales force structure. Account teams are vertical-specific, with dedicated account

managers for K-12 entities who are experts in their specific needs and requirements. CDW currently has relationships with over 15,000 K-12 entities nationwide. CDW plans to continue this growth through new member adoption by implementing a robust marketing plan that uses specialized contract resources, a tenured sales force, and multi-modal marketing solutions.

**Ensuring Contract Vibrancy and Relevance**

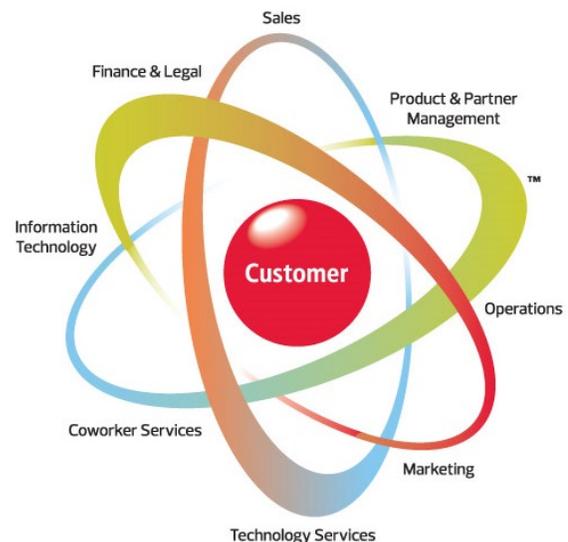
CDW understands that a successful contract requires more than just marketing and outreach; it needs compliance and a solid operational foundation. CDW has a dedicated department for managing contracts, separate from the account managers' responsibilities. This program management department works full-time to ensure contract compliance, administer procedures like reporting, and apply rigorous contract management practices throughout the contract lifecycle.

The Program Management Office (PMO) and contract specialists oversee all aspects of agreement management, including milestones, regulatory compliance, and coordination with account teams to fulfill contractual commitments. They are proficient in both formal and subtle contract requirements, ensuring timely and accurate fulfillment of all obligations. CDW's contract management processes also include regular business reviews, license management, asset tracking, and renewal planning.

Because CDW has served on this contract since 2003, AEPA members will benefit from a seamless transition. The contract is already set up in CDW's system, which means no lapse in coverage for members. CDW's program management team already has a thorough understanding of AEPA's reporting requirements and is well-established with individual state agencies, which streamlines negotiations and reduces setup time.

**Commitment to Customers and Local Impact**

CDW's culture and operations are built around a foundational commitment to its customers. Account managers act as trusted advisors, not just order processors. As a vendor-neutral technology integrator, CDW recommends solutions that are best suited to each customer's specific needs, supported by relationships with top manufacturers and service partners.

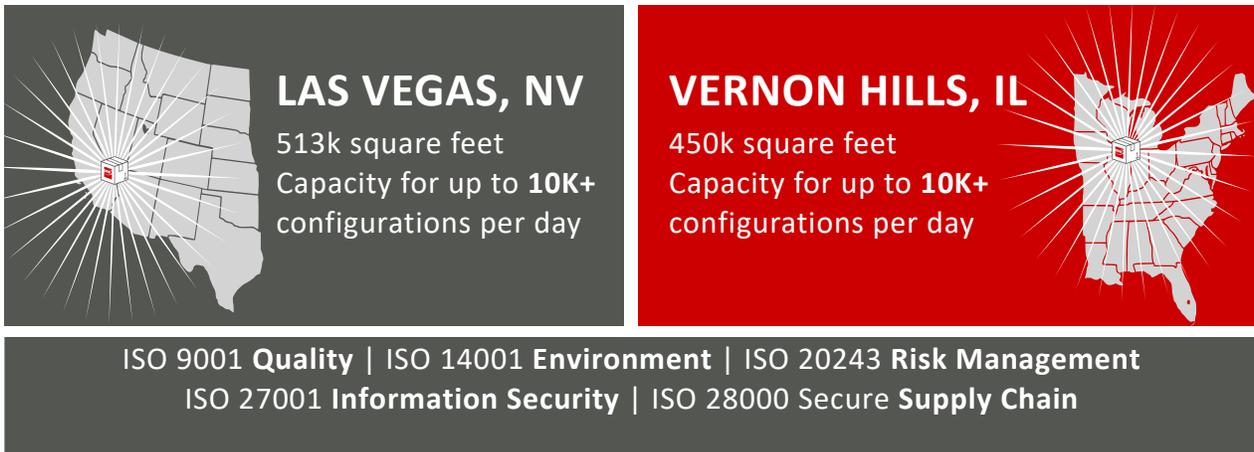


CDW provides comprehensive national reach with a focused local impact, operating from its headquarters near Chicago, Illinois, and maintaining 43 offices across the United States. This national scale allows CDW to proactively identify and address customer needs, while local attention is ensured through regional offices, dedicated in-state personnel, and a network of trained service providers.

This is achieved in three primary ways:

- **Regionalized sales force:** Account managers are not only vertical-specific (K-12, Hi Ed, State & Local), but they also serve specific regions, fostering a deeper understanding of local markets and customer needs.
- **Diverse business partnerships:** CDW has formed over 1,100 partnerships with minority-owned, woman-owned, and small, disadvantaged businesses. By continually engaging these local partners, CDW creates a multiplier effect that benefits local economies across the nation.
- **Commitment to local communities:** CDW and its coworkers are dedicated to supporting the local communities where they live and work, with support embedded across the organization.

CDW's infrastructure includes two large, state-of-the-art distribution centers totaling nearly one million square feet, with over \$300 million of available inventory. These strategically located centers in Vernon Hills, IL and North Las Vegas, NV, are ISO certified and provide speed, accuracy, and excellent geographic coverage across the U.S.. This allows CDW to offer a vast product lineup, including everything from enterprise solutions to mouse pads, ensuring all IT needs are met.



*Figure 2 - Our distribution and configuration centers help ensure speed and accuracy.*

## Conclusion

No potential vendor is better positioned than CDW Education to continue and maintain AEPA's upward trajectory in today's complex and changing IT market. As the technology provider for AEPA, CDW Education will shepherd the contract to new heights and ensure the continued prosperity of the AEPA brand.

We know the need for vendor support does not stop at deployment completion. Maintaining technology program agility and alignment with the goals of AEPA's member institutions is a continuous task. You need a vendor that does more than meet your RFP's technology requirements; you need a vendor partner that shares a passion for innovation and continued development.

We pledge to remain dedicated to supporting the full scope of your technology and contractual needs. AEPA can be assured that we do not rest on our laurels. CDW's relentless focus and undivided attention allows us to fully vet AEPA member needs, build robust solutions to address those needs, and provide competitive pricing over the life of the technology. CDW's aim in addressing this RFP's requirements is to continually enhance how IT supports AEPA members' goals, while saving budget dollars and valuable IT staff time.

## Next Steps

On the following pages, please find the details of our proposal. We welcome any follow-up conversations. Please reach out to the primary point of contact for this RFP, Adam Greene at [adagree@cdwg.com](mailto:adagree@cdwg.com) with any requests for additional information.

# About CDW Education



-  **Vernon Hills, IL**  
U.S. Headquarters
-  **\$21B**  
2024 Annual Net Sales
-  **15,100**  
Coworkers
-  **250,000+**  
Customers
-  **205**  
Fortune 500 Ranking
-  **#5**  
CRN's Solution Provider 500 List

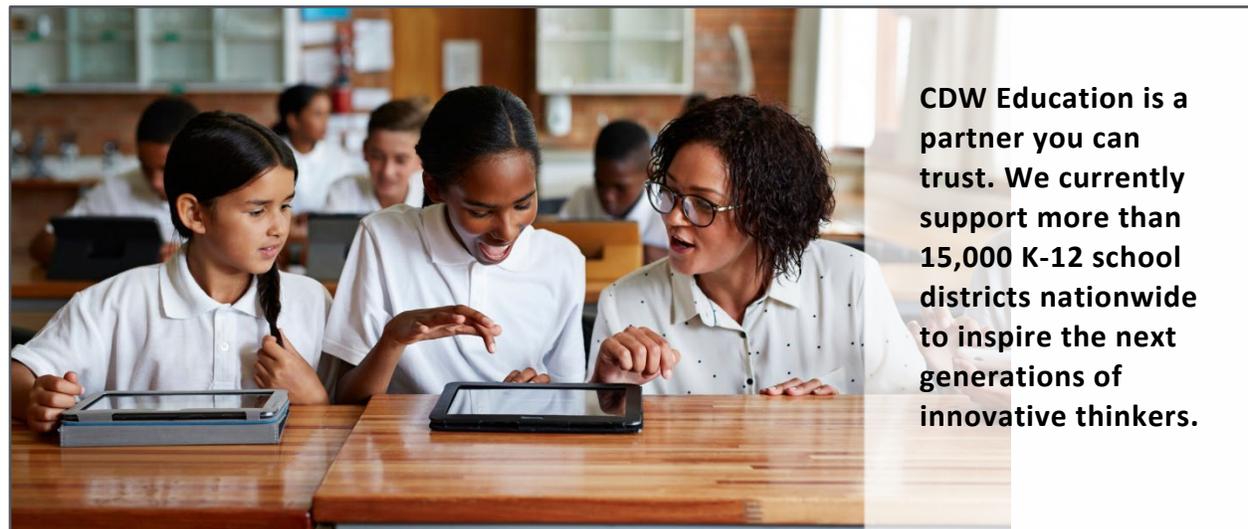
CDW Government LLC (CDW Government) is the wholly owned subsidiary of CDW LLC (CDW), a leading multi-brand technology solutions provider to business, government, education, and healthcare organizations in the U.S., the U.K., and Canada.

Recognizing the unique challenges and opportunities for our public sector customers, we established CDW Government in 1998.

Our teams are broken down by segment, with separate teams serving K-12, higher education, state and local, federal, and healthcare customers, and further organized into geographic regions.

A specialized segment of CDW Government, CDW Education is currently a trusted partner to more than 17,000 educational institutions, including more than 15,000 K-12 school districts nationwide.

Over the last several decades, we have grown from earning net sales of four billion in 2001 to \$21 billion in 2024. Our sustainable growth and continued financial stability serve to assure Company that we are here to stay and can support you through the life of this contract and beyond. Of note, CDW is number five on CRN's 2024 Solution Provider 500 list – a ranking of the top integrators, service providers, and IT consultants in North America by services revenue.



## K-12 Education Expertise

CDW Education helps schools leverage technology to achieve great educational outcomes. With more than 200 government and education contracts, we are one of the nation’s largest direct-response providers of multi-brand technology products and services.

For more than thirty years, we have closely monitored emerging technologies to ensure our solutions are always at the forefront of innovation. We proactively expand our catalogue, certifications, and offerings to support your ever-evolving needs, and invest in the solutions that matter most to you, such as classroom transformation, device ecosystem, cybersecurity, AI, and school safety.

### We are a trusted technology partner to more than 15,000 K-12 schools.

#### Resources - Education Strategy Team

- **Education Strategists** work with you to understand your district’s vision and goals to create customized solutions that improve teaching and learning.
- **Classroom Modernization Specialists**, focused on audiovisual solutions and classroom design, can support you through trainings, consultative calls,

We guide customers through decisions on the platforms that run your districts and drive transformation. We have dedicated in-house technical resources aligned to K-12 solution areas to help you better understand and integrate technology into your educational goals. Our K-12 Education Strategy Team – comprised of former leaders in education – support districts in implementing digitally-enhanced education and can help you develop a vision for lasting change.

### We are the premier provider of Chromebooks to K-12 schools in the U.S.

CDW Education deployed more than one out of every three Chromebooks into K-12 classrooms in the U.S. for a total of more than 2.7 million devices. We can support your full device lifecycle management needs and have experience handling complex deployments for the largest school districts in the country, even in adverse conditions.

#### A Partner You Can Trust – Even in Adverse Conditions

During a time of significant supply chain constraints, CDW Education delivered. One of the largest school districts in the country, Chicago Public Schools (CPS), relies on CDW Education to provide their students with Chromebooks. Like so many other districts across the nation, CPS needed to pivot to distance learning with the onset of COVID-19. To serve the needs of nearly 330,000 students, CPS required 1,000s of Chromebooks. Despite worldwide shortages, CDW Education was able to deliver 20,000 devices over four months on-site and on-time.

# Technology Catalog Questionnaire Supporting Information

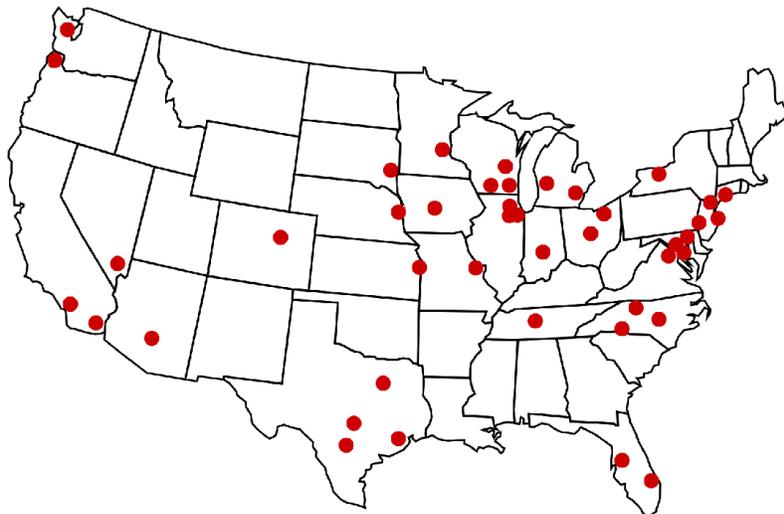
- CDW US Locations (1.0.36)
- Environmental Overview (1.7.2)
- Distribution and Configuration Centers Overview (1.5.2)

## CDW US Locations (1.0.36)

### US Locations:

- Arizona: Tempe
- California: Irvine, San Diego
- Colorado: Centennial
- Connecticut: Shelton
- Florida: Boca Raton, Tampa
- Illinois: Chicago, Elk Grove Village, Rosemont, Vernon Hills\*
- Indiana: Carmel
- Iowa: West Des Moines
- Kansas: Overland Park
- Maryland: Columbia, Crofton
- Michigan: Detroit, Grand Rapids
- Minnesota: Bloomington
- Missouri: St. Louis
- Nebraska: Omaha
- New Jersey: Cherry Hill, Holmdel
- New York: New York City, Pittsford
- Nevada: North Las Vegas\*
- North Carolina: Charlotte, Greensboro, Raleigh
- Ohio: Cleveland, Columbus
- Oregon: Portland
- South Dakota: Sioux Falls
- Tennessee: Nashville
- Texas: Austin, Dallas, Houston, San Antonio
- Virginia: McClean
- Washington: Seattle
- Wisconsin: Appleton, Madison, Milwaukee

\*distribution centers



## Environmental Overview (1.7.2)

### Environmental Responsibility

CDW has long been conscious of our impact on the environment. Our approach is to be sustainable and efficient in our operational practices and seek to positively impact the environmental performance of our value chain. Our environmental policies, procedures, and facilities management guide our day-to-day operations.

As a leading multi-brand technology solutions provider, CDW’s greatest opportunities to impact the environment lie in collaborating with our partners and customers to help them achieve their environmental goals. This includes continuing to expand our offerings of sustainable and socially responsible technology products and solutions. Additionally, as part of our commitment to continuous improvement, we regularly evaluate our use of natural resources. For example, we seek to identify and address opportunities to continue reducing waste to landfill through enterprise-wide recycling initiatives and innovative packaging solutions.

### ISO 14001:2015 Certification

All CDW distribution centers (two in the U.S. and one in the U.K.), and two of our U.K. offices, hold ISO 14001 certifications. This certification is the international standard for Environmental Management Systems (EMS) and ensure consistency and effectiveness in our EMS, as well as demonstrate our long-established commitment to managing our business responsibly.



### 2023 Environmental Highlights

This year was our most impactful year-to-date in formalizing our approach to climate action. Notable highlights from 2023 include:

- **Announced Greenhouse Gas (GHG) Reduction Targets:** Under the leadership of our Climate Task Force, and with support from senior leadership, we committed to set near-term, company-wide emissions reductions in line with climate science with the Science Based Targets initiative (SBTi). Our targets for validation were approved from SBTi.
- **Outperformed Waste Diversion Goal (92%):** For the fifth year in a row, our two U.S. distribution centers outperformed their waste diversion goal of 90% by recycling 1,700 tons of packaging material, 7,494 tons of cardboard, 306 tons of paper, as well as wood and plastic pallets.
- **Created CDW Climate Action Committee.** This committee evolved from our Climate Task Force into an ongoing cross-functional, global group of CDW leaders to oversee projects and implement best practices in support of our GHG emissions reduction targets. In 2024, the Climate Action Committee will focus on developing

the workstreams and subcommittees of subject matter experts needed to help us deliver on our goals.

- **Focus on Energy-Efficient Buildings.** In 2023, we consolidated two Arizona locations into one new LEED Gold building in Tempe that provides a state-of-the-art workplace that harmoniously incorporates sustainability principles, advanced technology and aesthetics. Within CDW's real estate portfolio in North America, this office stands as one of 10 LEED Gold-certified offices and one of 16 LEED-certified sites across the continent.

For more information on CDW's sustainability efforts, please see our [Environmental Social Governance Report for 2023, as well as our website Planet | CDW.](#)

## Distribution and Configuration Centers Overview (1.5.2)

# Distribution and Configuration Centers

A significant advantage we offer AEPA members is our ability to deliver the right products, at the right value, right when you need them. With access to more than 100,000 top brands from more than 1,000 leading manufacturers (OEMs), we offer everything your IT operation could possibly need – from enterprise solutions to mouse pads.

### Strategically Located Facilities

Unlike many solutions integrators, CDW operates physical warehouses. Our two large, strategically located distribution centers in Vernon Hills, IL and North Las Vegas, NV, facilitate nationwide distribution and provide in-house configuration services when needed. Controlled by state-of-the-art Warehouse Management Systems (WMS), our facilities ensure speed and accuracy throughout the entire procurement process.

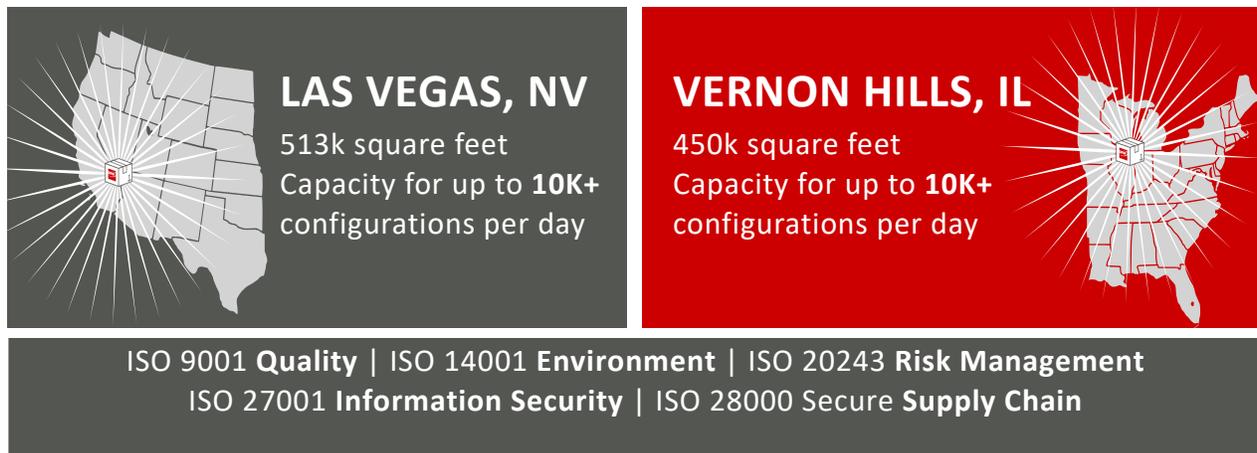


Figure 1 - Our distribution and configuration centers help ensure speed and accuracy.

### Streamlined Order Processing and Fulfillment

Our ISO-certified order fulfillment procedures and requirements meet rigorous industry standards to ensure your order is shipped quickly and accurately.

The order fulfillment process begins when a batch of orders are systematically released and sorted according to type, size, and priority. Overnight orders receive priority processing during order fulfillment, and all items are scanned for quality.

CDW has an agreement with UPS for direct lane shipping and will pre-sort packages into trailers that go directly to a sorting hub closer to the final-destination, reducing overall processing and travel time.

## **Secure and Environmentally Friendly Packaging**

CDW is committed to providing maximum protection for your IT assets throughout the entire order fulfillment, packing, and shipping process. We use environmentally friendly boxes and packing materials that are 100 percent recyclable. Then each box is put through an auto-taping machine to be securely sealed.

## **Special Packaging Options**

Our configuration services offer several special packaging options for large and/or custom orders. Products can be consolidated and removed from the OEM packaging. Additional available services include:

### **Palletization**

- Customer receives product in one shipment
- Heavy freight is banded for security/stability
- Freight discount will likely apply for larger orders

### **Shock Pallets**

- Product is protected during shipment from shock and vibration
- Servers are secured to pallet with banding

### **Kitting**

- Products are consolidated into one box
- Less time is spent sorting product at customer destination
- Kits can be labeled for each individual user
- Customer's own product can be added to the kit (e.g., logo mouse pad or software CD)

### **Special Labeling**

- Customer can supply special labeling or paperwork
- Bar-coded labels can be created to streamline customer's receiving process

## **Quality Control**

CDW has many systems in place to ensure that [Customer Name] consistently receives accurate and quality orders. Before an order is placed, your account manager will review orders to ensure accuracy. Some web orders can be auto released to facilitate the quickest possible delivery of your products. Once orders are credit-approved and confirmed in stock, a pick-list is printed in the distribution center. Then, logistics personnel use radio frequency scanners or voice picking headsets to select the correct products.

Prior to shipping, all packed boxes go through quality control checks. First, coworkers scan the product UPC to verify quality and accuracy and capture serial numbers. Second, we use a weight variance scale to compare the actual box weight to the expected weight. If the actual weight is more than one and a half pounds higher or lower than the expected weight, the box will be inspected, and the discrepancy will be resolved before the box can be shipped. Our state-of-the-art distribution system then scans shipping labels to route packages to the correct dedicated shipping carrier door.

Some items requiring configuration prior to shipment must pass an additional series of quality control checks. First, a technician will confirm that the correct products and quantities have been picked for the order. Second, the technician will verify that any hardware installations have been completed. Third, the technician will ensure that any software configurations have been properly deployed and will check for basic software functionality. All quality checks are then repeated by a Quality Control Specialist prior to packing up the product for shipment.

Our distribution center management team tracks shipping error and incomplete shipment data to help prevent process breakdowns. We also use the data to improve general distribution center process efficiencies.

### **State of the Art Automated Systems**

Both distribution centers have a Mantissa custom-designed, tilt-tray sortation and conveyor system to help optimize the entire shipping operation. This system inducts packed boxes of varying sizes and weights onto trays that circle the shipping area on a conveyor system. A barcode scanner reads the shipping label on the box and interfaces with the AS/400 system to determine the correct loading dock destination. When the box reaches the correct shipping door, the tray tips, and the box slides down a spiral chute that brings it directly to the dock door to be loaded on the correct carrier's truck.

### **Purchasing and Inventory Management**

Radio frequency scanning processes, vendor stock balancing, and price protection programs, allow us to maintain an advantageous product inventory to meet your needs.

Our purchasing department maintains an ample supply of products between our Illinois and Nevada distribution centers to support our common high-volume requests. We have a replenishment program that has specific criteria for each OEM and takes lead time into consideration when placing orders. We have EDI feeds with most of our suppliers, outlining quantity, location, and cost of goods.

Using a Just-In-Time inventory management system, our purchasing department keeps a one- to four-week supply of products in our distribution centers (depending on current sales volume trends for each product). On average, our Vernon Hills location receives 35 truckloads/80,000 units per day, while the Las Vegas location receives 20

truckloads/30,000 units per day. Once deliveries have been logged, the products are unloaded, sorted, and placed on the conveyors for transport to quality control stations. Products are unpacked, quality checked, and scanned into the WMS and our online system is updated. Overall, our inventory turns 24—26 times per year.

Inventory is scanned as it enters, moves through, and before leaving the distribution centers to maintain near perfect inventory accuracy. If an item does not have a vendor bar-code when it arrives, a CDW bar-coded label is applied, and the item is then scanned into the system. Each scan is transmitted and processed in real-time, providing inventory updates for the sales team. When receiving inventory, easy to navigate bins are stocked in the warehouse to maximize fulfillment efficiencies, with a master replenishment plan followed as needed.

CDW leverages our position in the competitive channel and overall buying power to secure product discounts. Our purchasing staff maintains strong relationships with our vendors to take advantage of all applicable discounts. They also actively negotiate with suppliers to decrease costs and expand vendor support programs. CDW has both the buying power and physical capacity to take advantage of large volume purchase opportunities, which allows us to pass along significant savings to our customers. In this way, we can pass along the volume discount savings to our customers, and the products are available for immediate shipment.

### **Special Inventory Requests**

CDW can work with AEPA members to hold products in our distribution center for a limited time until they are released for shipment. This works best for situations requiring prolonged availability of a discontinued or constrained product. With our Buy and Hold Services, AEPA members will pay upfront for the product, as well as for space and labor, and we will perform any required configurations, and store it in our distribution center. Once you are ready to receive the order, we will prepare your products for shipment and release according to your rollout schedule.

### **Fill Rates**

CDW's same-day fill rate varies between 97% and 99% for credit-approved orders with in-stock product. Same-day order fulfillment may be constrained due to the addition of configuration services and the complexity of those services.

### **Back Orders**

Backorders are held in the system until the product is received at one of the Distribution Centers. Partial shipments are processed within the WMS, if partial shipment is acceptable to the customer. Product substitutions (at the Distribution Center level) are made through your account manager. Even for configuration services where the substitution must be made, the account manager approval is required.

**Out of Stock Inventory**

- **Drop Ship Capabilities:** Between CDW's two distribution centers we hold approximately \$5M worth of inventory, which significantly reduces the need to have products drop-shipped by the OEM. However, when required, we will work with the OEM to arrange for a drop-ship of the product. When a product is drop shipped, CDW will invoice the customer once we receive the invoice from the OEM.
- **Third Party Distribution Partners:** To supplement our direct purchasing model, CDW has developed strong affiliations with principal channel distributors near our facilities. This enables us to quickly obtain competitively priced, out of stock items.

# AEPA RFP #025

## Cyber Security & Training and Security Solutions

Digital Response | 9/17/2024 1:30 PM ET



# CDW Education

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To the extent allowable, all information and documents hereby submitted in response to the Request for Proposal ("RFP") furnished by Association of Educational Purchasing Agencies are the Proprietary and Confidential property of CDW Government LLC ("CDW-G").

9/17/2024

Association of Educational Purchasing Agencies



One CDW Way  
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Vernon Hills, IL 60061  
Toll-free: 800.808.4239  
F: 847.465.6800  
cdwg.com/PeopleWhoGetIT

**RE: CDW Education Response to Association of  
Educational Purchasing Agencies' AEPA RFP #025**

To the AEPA Evaluating Committee,

Association of Educational Purchasing Agencies (AEPA) is seeking a reliable and experienced supplier partner capable of providing Cybersecurity & Training services and Security Solutions in the eight AEPA Member Regions. CDW Education's response demonstrates our ability to contribute to the overall success of this initiative.

CDW Education is a specialized segment of CDW Government LLC (CDW-G), the wholly owned subsidiary of CDW LLC. CDW is now the largest security integrator in North America. Specific advantages of partnering with us include:

- **An experienced account team** that will support AEPA members' day-to-day IT needs, connect them with resources, and ensure satisfaction with our services. Your account team's expertise developing solutions that provide robust functionality, efficiencies, and cost savings directly benefits AEPA members throughout the lifecycle of the contract.
- **Comprehensive security practice** that has the depth and breadth to support the entire cybersecurity journey of AEPA members, helping them to mature and scale security programs that drive toward business objectives without slowing down innovation. Our security team includes 500+ professionals focused on cybersecurity, 350+ delivery engineers, architects, and consultants, and 150+ presales architects and advisors focusing on delivering full lifecycle cyber solutions.
- **Hands-on experience deploying successful complex projects**, including in adverse conditions. We have delivered 40,000+ cybersecurity solutions, have trained 17K+ cybersecurity professionals, and delivered \$3.9B in security solutions and services. We continually evaluate and adapt our approach, ever mindful of logistics and possibilities to proactively identify and mitigate challenges in physical and virtual environments.

As always, we consistently strive to exceed your expectations. Should you have any questions regarding our response, please contact Jeff Hagen, Manager Program Management at 813.462.4055 or [jeff.hagen@cdwg.com](mailto:jeff.hagen@cdwg.com) or Stephanie Kessler, Deputy Program Manager at 920.996.3100 or [kessler@cdw.com](mailto:kessler@cdw.com). We thank you for the opportunity to participate in this RFP process and are confident you will find our response advantageous from both a strategic and budgetary standpoint.

Sincerely,

A handwritten signature in blue ink, appearing to read "Dario Bertocchi".

Dario Bertocchi  
VP Contracting Operations  
CDW Education

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# CDW Government Overview

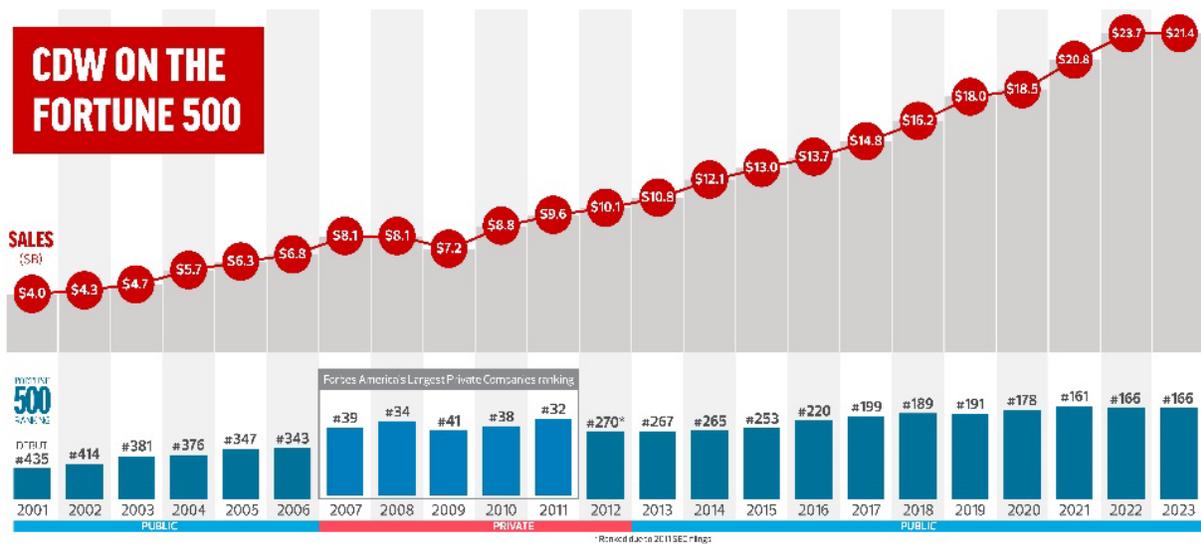
CDW is a leading multi-brand technology solutions provider to business, government, education and healthcare organizations in the United States, the United Kingdom and Canada. A Fortune 500 company with multi-national capabilities, CDW was founded in 1984 and employs approximately 15,100 coworkers. We have an expansive network of offices near major cities and a large team of field coworkers across the United States. CDW Government LLC is the wholly owned subsidiary of CDW LLC. Our customer base is quite diverse, ranging from state and local government, federal, healthcare, K-12, and higher education.

- **Headquarters:** Vernon Hills, IL
- **2023 Annual Net Sales:** \$21B
- **# of Coworkers:** 15,100
- **# of U.S. Offices:** 53
- **# of Customers:** 250,000+
- **Fortune 500 Rank (2023):** 166

Our broad array of offerings range from discrete hardware and software products to integrated IT solutions such as mobility, security, data center optimization, cloud computing, virtualization and collaboration. We are technology “agnostic,” with a product portfolio that includes more than 100,000 products from more than 1,000 brands. We provide our products and solutions through our sales and service delivery teams, consisting of nearly 6,000 customer-facing coworkers, including more than 2,000 field sellers, highly skilled technology specialists and advanced service delivery engineers.



CDW debuted on the Fortune 500 in 2001, at No. 435. CDW's rise in the rankings highlights its sustainable, profitable growth over the years, from \$4 billion in sales in 2001 to \$24 billion in 2022. CDW now ranks at number 166 on the FORTUNE 500 list for 2023. CDW ranks at No. 5 on CRN's Solution Provider 500 list for 2024.



## Large Onsite Inventories

CDW has two large, strategically located distribution centers controlled by a state-of-the-art Warehouse Management System (WMS) that ensures speed and accuracy throughout the order fulfillment and distribution processes. CDW has a 450,000-square-foot distribution center located at our headquarters in Vernon Hills, IL and a 513,000-square-foot distribution center located in North Las Vegas, NV. These locations facilitate quick distribution of products to our growing customer base throughout the country. The Vernon Hills (VH) distribution center focuses on distributing products to customers east of the Mississippi River while the Las Vegas (LV) distribution center primarily serves the western part of the United States.

CDW holds more than \$300M of available inventory in our two CDW-owned distribution centers that total almost 1M square feet. Our ISO 9001, 14001 and 28000 certified strategically located distribution centers provide speed, accuracy, and excellent geographic coverage across the United States. We have access to more than 100,000 top brand-name products from more than 1,000 leading manufacturers.

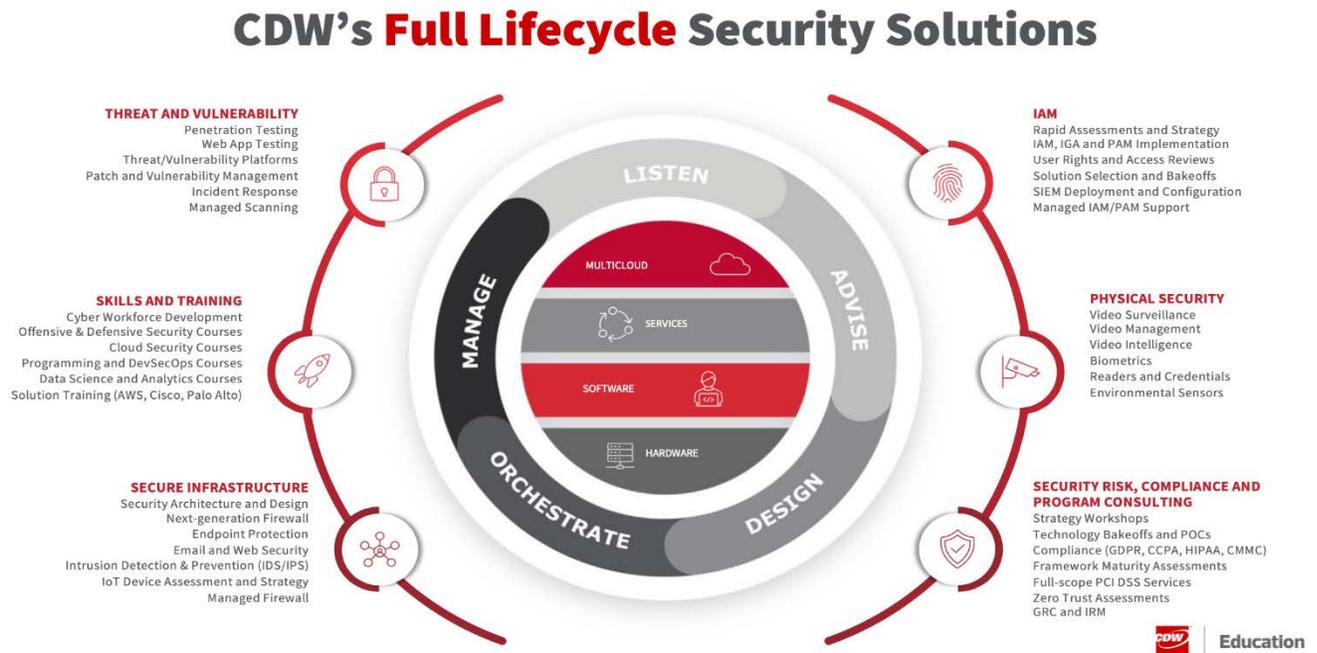


450,000-square-foot distribution center in IL

513,000-square-foot distribution center in NV

Due to the size of our facilities that span four levels of storage and three level picking modules, forklifts are required to stock and pick products as needed. Our product lineup includes desktops, notebooks, servers, peripherals, networking and communications equipment, software, accessories, plotters, network printers, desktop printers, and print supplies. CDW offers everything your IT operation could possibly need – from enterprise solutions to mouse pads.

# CDW Cybersecurity Risk Management Services



## Breadth of Capabilities

CDW has one of the most complete portfolios of security services in the market today. Our delivery teams are organized along seven core disciplines, though many customer risk management initiatives bridge multiple domains. The breadth of our capabilities allows us to help customers identify and solve all of their problems – not just one. These delivery teams include:

- **Program Strategy and Operations** – Security and risk management program design, with a focus on framework alignment, program maturity, and risk consulting.
- **Data and Application** – Protect your information assets against mistakes that lead to data leaks and intentional misuse by insiders, as well as external attacks on your information infrastructure. Our data-centric security program includes application security, security intelligence and analytics, DLP strategy and roadmaps, data protection programs, data discovery, handling, and classification, web app firewalls (WAF), and more.
- **Cloud Security** – Security assessment and services designed to measure data flows through cloud and hybrid environments.
- **Identity and Access Management (IAM)**– Solution assessment, design, implementation, and management for workforce and customer use cases across AM, IGA, PAM, and SIEM.

- **Secure Infrastructure** – Network security, physical security, and incident response services designed to strengthen defenses and improve incident containment and response.
- **Skills and Training** – Train security professionals in critical capability areas (Secure Coding, DevSecOps, Cloud Security, Offensive and Defensive Security) and technology stacks (Palo Alto Networks, Cisco, AWS, etc.).
- **Threat and Vulnerability** – Penetration testing, threat management, and vulnerability management services designed to find and remediate critical gaps in a customer's security defenses.

## **With \$3.9B in security solutions annually, CDW is the largest security integrator in the United States.**

CDW is the largest cybersecurity integrator in North America, with an expanding footprint across the globe of multinational and in-market customers. We leverage this capability set – supported by enabling technologies from our partners – to design cybersecurity risk management programs that address our customers' specific risk management goals.

Over recent years, CDW has executed its vision for creating a competitive cybersecurity practice, particularly as it relates to cybersecurity risk services. To that end, CDW made the acquisitions of Focal Point Data Risk and Sirius Computer Solutions in 2021. These acquisitions expanded the breadth and depth of services that CDW could offer its customers, creating new opportunities for CDW to introduce risk-based security services into markets and verticals where CDW has historically had a strong presence. In addition, these acquisitions became the building blocks for further innovation, driven through CDW's Security Research & Development and GSSO Global Security Strategy Office functions. Focal Point brought strong capabilities and coworkers focused on risk management, and Sirius brought a mature managed services capability that are currently being leveraged to drive forward the full-stack approach advocated in our vision.

CDW's scale and ability to support clients across the full range of their cyber needs gives us an advantage that we can bring to AEPA members. Automating elements of assess and delivery more frequently as a service with drive costs into a more affordable range for clients of any size. Importantly, helping clients assess what is reasonable and rationalized to address cyber risk can help break the cycle of event-driven spending and over-consumption of tools, relative to need. By aligning risk and security ops more closely, in conjunction with the push from regulators to place accountability on the board and senior leadership, CDW will help customers quickly assess their current risk posture and technology/process landscape and align a roadmap to that idea of what is reasonable.

CDW engages with clients on risk management programs across not only cybersecurity, but also as part of an organization's enterprise risk management process. Cybersecurity is deemed as mission critical for all types of organizations, and accordingly our service capabilities are designed to address risk management from both a top-down level, starting with those charged with governance (i.e., Board of Directors) and from a bottom-up approach where we may be engaged to assist with an acute issue

that is part of an overall risk management program (e.g., vulnerability scanning and patching). Our offerings are designed to be flexible to accommodate our client needs, recognizing factors such as industry, jurisdiction, and size will impact an organization's risk management needs.

Please see Attachment A: CDW Security Capabilities Brochure and uploaded collateral for more information.

## Cyber Security and Training Solutions

CDW·G offers a comprehensive set of services designed to take a technical deep dive into an organization's security, with assessments that measure the strength of networks, applications, and endpoints. With our detailed deliverables, we can lead or assist organizations remediate high-priority gaps, and design stronger detection and incident response programs to mitigate the risk of compromise or data loss. Our services include:

- Assessments
- Network Security
- Endpoint Security
- Data Security
- Identify and Access Management
- Cloud Security
- Incident Response
- Training
- Compliance

### **Technology Training with CDW**

CDW·G's IT and cybersecurity training aligns the needs of our customers' workforces with the goals of their technology projects, ensuring teams have the skills to support and optimize tech stacks long-term. We have the capability to provide high-value courses and programs relevant to the following requirements of the RFP:

- Technical Training
- Compliance Training
- Certification and Professional Development
- Simulation and Hands on Training

Please see Attachment B: CDW\_WFD Catalog for more information.

## CYBER SECURITY & TRAINING REQUIREMENTS

### CDW-G Response

In addition to providing world-class products and services with our partner vendors and OEMs, CDW-G also offers its own professional and managed services in many cyber and physical security areas, ensuring our customers are set up for success, no matter the project they are undertaking.

Referenced below are a few of CDW-G’s core professional and managed services offerings; this is not an inclusive list, and many more are available to AEPA. We are proud to offer our expertise for these engagements while utilizing the discount rate/fee structure provided in our pricing documentation.

\*The level of effort varies by engagement.

Item	Description	Comply
6.1.1	<b>Network Security</b> (e.g., Firewall Management, Intrusion Detection and Prevention, Virtual Private Network)	Y
6.1.2	<b>Endpoint Security</b> (e.g., Antivirus, Antimalware, Endpoint Detection and response, Mobile Device Management, Patch Management)	Y
6.1.3	<b>Application Security</b> (e.g., Web Application Firewall, Secure Coding Practices, Application Vulnerability Scanning, Software Composition Analysis)	Y
6.1.4	<b>Data Security</b> (e.g., Data Encryption, Data Loss Prevention, Backup and Recovery Solutions, Database Security)	Y
6.1.5	<b>Identity and Access Management</b> (e.g., Single Sign-On, Multi-Factor Authentication, Privileged Access Management, Identity Governance and Administration)	Y
6.1.6	<b>Threat Intelligence</b> (e.g., Threat Intelligence Platforms, Cyber Threat Analysis, Incident Response, Threat Hunting)	Y
6.1.7	<b>Penetration Testing</b>	Y
6.1.8	<b>Security Audits</b>	Y
6.1.9	<b>Security Operations Center</b> (e.g., SOC as a Service (SOCaaS), Security Information and Event Management (SIEM), Managed Detection and Response (MDR), Incident	Y
6.1.10	<b>Cloud Security</b> (e.g., Cloud Access Security Broker (CASB), Cloud Security Posture Management (CSPM), Cloud Workload Protection Platforms (CWPP), Secure Cloud	Y
6.1.11	<b>Compliance and Risk Management</b> (e.g., Compliance Frameworks (e.g., GDPR, HIPAA, PCI-DSS), Risk Assessment and Management, Security Audits and Assessments, Policy Development and Management)	Y
6.1.12	<b>Physical Security</b> (e.g., Security of Physical Assets, Access Control Systems, Surveillance Systems, Environmental Controls)	Y
6.1.13	<b>Cyber Security Insurance</b>	N
6.1.14	<b>User Awareness</b> (e.g., Phishing Simulation and Training, General Cyber Security Awareness Programs, Role-Based Training (e.g., executives, developers), Social	Y
6.1.15	<b>Technical Training</b> (e.g. Advanced Persistent Threat (APT) Detection, Malware Analysis and Reverse Engineering, Network Security Monitoring, Incident Response	Y
6.1.16	<b>Compliance and Regulatory Training</b> (e.g. Data Protection Regulations, Industry-Specific Compliance Training, Legal and Ethical Aspects of Cyber Security, Governance, Risk, and Compliance (GRC) Training)	Y
6.1.17	<b>Certification and Professional Development</b> (e.g. Certified Information Systems Security Professional (CISSP), Certified Ethical Hacker (CEH), Certified Information Security Manager (CISM), Certified Information Systems Auditor (CISA))	Y
6.1.18	<b>Simulation and Hands on Training</b> (e.g. Cyber Range Exercises, Red Team vs. Blue Team Exercises, Capture the Flag (CTF) Challenges, Real-World Scenario	Y

## Security Solutions

We know that security goes deeper than software and applications. It touches every layer of AEPA member's network infrastructure and requires a holistic defense strategy that aligns people, processes and policies. Far from a single firewall or IPsec VPN that you can build and forget, true cybersecurity needs to be fortified with continuous testing, monitoring and review. With more than 20 years of experience, our experts can objectively assess your organization's cybersecurity practices and develop a plan and policies that both proactively mitigate risk and react to events such as data breaches and disasters.

Cybersecurity is more than an IT concern, it's a business concern. Cybersecurity is a persistent effort and culture that needs to align people, processes and technology. It also needs to include regular cybersecurity assessments, testing, monitoring and a strategy for risk containment, remediation and response using the latest antivirus and firewall solutions.

CDW-G has more than 20 years of experience designing and implementing security solutions and in-depth defense strategies for a range of organizations spanning commercial, government, education and healthcare industries. Our security solutions services, which can be tailored to specific technical environments, include:

- Crisis Alert/Management
- Access Control
- Surveillance Equipment
- Perimeter Security/Protective Barriers

## Our Knowledge Goes Deep



CDW is the #1 partner for many of the industry's top security vendors.

We hold elite and master certifications from such vendors as Cisco, Palo Alto, Fortinet, CrowdStrike, SentinelOne, Arctic Wolf, OKTA, Verkada, Genetec, Sailpoint, and Proofpoint, among others.



Our outstanding team works with businesses across the country.



We approach data security, mobile security and cloud security with unmatched depth.

## **Meet Our Security Experts**

Our highly specialized teams can consult with you about weak spots in your network and will work with you to design a custom security solution to fit the needs of your organization.

### Security Assessment Team

Dedicated solely to security engineering, this elite team of white-hat hackers performs assessments and penetration tests for vulnerabilities within your network. They use their findings to give vendor- and product-neutral advice to help you make informed decisions on risk management.

### Security Delivery Engineers

These top-talent specialists will come and implement the right security strategy for your organization. They're equipped with the specific technical knowledge to make sure everything works together and will help you understand the full functionality of a security solution through training. This team performs complimentary malware assessments, providing you with the insights you need today to face tomorrow's security threats with confidence.

### Data Loss Prevention Solution Architects

Our consultants work with you to understand the flow of your organization's sensitive data through your network infrastructure before helping you build a long-term data loss prevention security strategy.

### Security Solution Architects

Our highly trained and technical solution architects will work with you to identify your unique challenges with network and data security, mobile security and cloud security. Then they'll recommend the right strategy that fits your organization's needs.

---

## Certifications

We hold an array of industry- and partner-specific certifications that ensure the highest level of expertise.



Certified Information Systems  
Security Professional  
(CISSP)



GIAC Certified Incident Handler  
(GCIH)



GIAC Security Essentials  
(GSEC)



**Symantec.**  
Expert Partner –  
Symantec Data Security  
Competency



Certified in Risk and  
Information Systems  
Control  
(CRISC)



Certified Ethical Hacker  
(CEH)



Cisco Certified  
Internetworking  
Expert – Security  
(CCIE Security)



Cisco Security Master

**SECURITY SOLUTIONS REQUIREMENTS**

CDW·G Response

In addition to providing world-class products and services with our partner vendors and OEMs, CDW·G also offers its own professional and managed services in many cyber and physical security areas, ensuring our customers are set up for success, no matter the project they are undertaking.

Referenced below are a few of CDW·G's core professional and managed services offerings; this is not an inclusive list, and many more are available to AEPA. We're proud to offer our expertise for these engagements while utilizing the discount rate/fee structure provided in our pricing documentation.

\*The level of effort varies by engagement.

Item	Description	Comply
6.1.1	Access to physical and logical assets and associated facilities is limited to authorized users, processes, and devices, and is managed consistent with the assessed risk of unauthorized access to authorized activities and transactions. · Information and records (data) are managed consistent with the organization's risk strategy to protect the confidentiality, integrity, and availability of information. · Detection processes and procedures are maintained and tested to ensure awareness of anomalous events. · Analysis is conducted to ensure effective response and support recovery activities. · Response activities are coordinated with internal and external stakeholders (e.g., external support from law enforcement agencies)	Y
6.1.2	Crisis Alert/Management For IP/networked based systems or solutions, the following features are desired: <ul style="list-style-type: none"> <li>● Multi-Channel Alert Delivery: The system should support multiple communication channels such as text messages, emails, voice calls, mobile app notifications, social media, and desktop alerts.</li> <li>● Customizable Alert Templates</li> <li>● Ability to integrate with previously purchased security system products or solutions</li> <li>● Off site viewing capabilities (i.e., mobile device)</li> <li>● Mobile or wireless panicbutton</li> <li>● Door locking system controlled by the agency</li> <li>● Mechanical, electronic wireless door locking</li> <li>● Automated activation devices</li> <li>● Analysis and management software solutions: Self-hosted and Software as a Service (Saas) based systems</li> <li>● Mass Notifications/Emergency Communication Systems: to include intercoms, public address (PA) systems, mass notification software and emergency alert apps</li> <li>● Integration with emergency services</li> </ul>	Y

Item	Description	Comply
6.1.3	<p>Access Control</p> <p>The following features are desired:</p> <ul style="list-style-type: none"> <li>● Scalable</li> <li>● Multi-factor authentication</li> <li>● Centralized management</li> <li>● Customizable access levels</li> <li>● Audit trails and reporting</li> <li>● Electronic locks and keyless entry systems</li> <li>● Access control credentials (keycards or fobs)</li> <li>● Role-based access control</li> <li>● Eye lock iris biometrics</li> <li>● Remote access control management</li> <li>● Interoperability with security systems</li> <li>● Intruder lock &amp; exit devices for classrooms</li> <li>● Master keying systems</li> <li>● Panic &amp; fire exit hardware</li> <li>● Compliance with standards and regulations (FERPA, HIPAA)</li> </ul>	<b>Y</b>
6.1.4	<p>Surveillance Equipment</p> <p>For IP/networked systems or solutions, the following features are desired:</p> <ul style="list-style-type: none"> <li>● On/off recording capabilities</li> <li>● Sound integration and sound recording capabilities</li> <li>● Ability to integrate with previously purchased security system products or solutions</li> <li>● Offsite viewing capabilities (i.e., mobile device)</li> <li>● Software solutions self-hosted and Software as a Service (SaaS) based systems</li> <li>● Video service &amp; monitoring/security camera system</li> <li>● Compliance with Standards and Regulations (FERPA, HIPAA)</li> </ul>	<b>Y</b>
6.1.5	<p>Perimeter Security/Protective Barriers</p> <p>The following features are desired:</p> <ul style="list-style-type: none"> <li>● Ballistic &amp; blast resistant doors &amp; glass</li> <li>● Perimeter security</li> <li>● Protective barriers</li> <li>● Telemetry controls</li> </ul>	<b>N</b>
6.1.6	<p>All equipment, supplies, products, and all related accessories that can be purchased must be new and actively marketed products by the manufacturers and/or their authorized dealers.</p>	<b>Y</b>
6.1.7	<p>For time and materials-based services, a “not to exceed” project quote must be provided to the purchasing Member Agency for work approval before work begins.</p>	<b>Y</b>

# Our World-Class Technology Partnerships

## WORLD-CLASS TECHNOLOGY PARTNERSHIPS

With one of the largest technology partnership portfolios in the industry, CDW can support your **full stack of cybersecurity solutions**.



# **Attachments**

**Attachment A: CDW Security Capabilities**

**Attachment B: CDW\_WFD Catalog**

## **Attachment A: CDW Security Capabilities**



SECURITY



THE CDW APPROACH

CUSTOMER  
OUTCOMES

SECURITY RISK, COMPLIANCE  
AND PROGRAM CONSULTING

DATA AND  
APPLICATION

IDENTITY AND  
ACCESS MANAGEMENT

CLOUD  
SECURITY

SECURE  
INFRASTRUCTURE

SKILLS AND  
TRAINING

THREAT AND  
VULNERABILITY

EXPERTISE  
AND PARTNERS

# The security landscape is changing. Are you prepared?

Today's security professionals are caught in a balancing act between risk and reward. Each new technology has the potential for greater agility, scalability, and efficiency – but they also introduce risk into the IT environment. Organizations that learn to adopt and integrate these technologies without slowing innovation will be best positioned for success.

At CDW, we help you embrace and utilize these solutions. Our experienced teams listen to your needs, and design end-to-end solutions to help you deter, detect and manage the latest threats. Whether you need the latest technology, expert advice, or a strategic partner, CDW has the solution for you.





SECURITY



THE CDW APPROACH

CUSTOMER OUTCOMES

SECURITY RISK, COMPLIANCE AND PROGRAM CONSULTING

DATA AND APPLICATION

IDENTITY AND ACCESS MANAGEMENT

CLOUD SECURITY

SECURE INFRASTRUCTURE

SKILLS AND TRAINING

THREAT AND VULNERABILITY

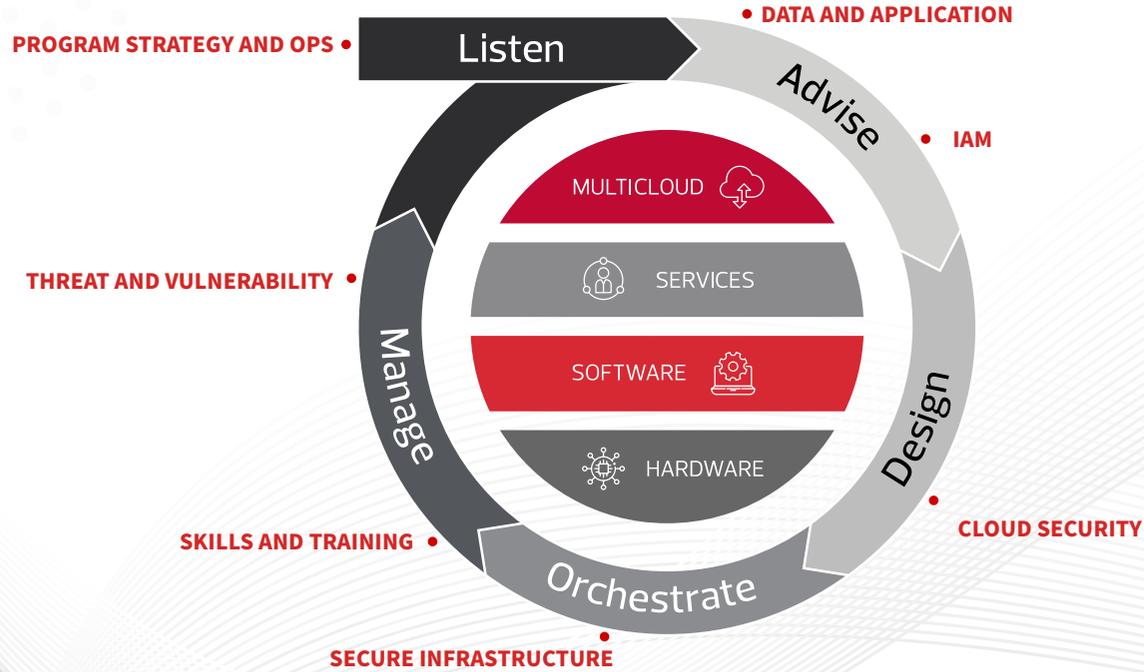
EXPERTISE AND PARTNERS

## The CDW Approach

### CDW has the expertise to help you manage security-related risk.

CDW makes security an enabler, not an obstacle. Our full-stack, full lifecycle approach allows us to leverage our breadth of services and solutions to identify the best solution for your needs.

CDW helps you mature and scale a security program that drives toward your business objectives without slowing down innovation.



### Proven Service-Level Agreements (SLAs)

Industry-leading performance against SLAs means predictability, continuity, and agility.

### End-to-End Service

Everything you need, from one vendor. Less risk, less paperwork, less hassle.

### Unmatched Expertise

The broadest and deepest security skill sets in the market.

**500+**  
security professionals

**300+**  
managed services professionals

**100+**  
IAM specialists

**150+**  
vendor partnerships

**40K+**  
security solutions delivered

**15K+**  
industry-trained security professionals



## Outcomes we are driving

CDW security solutions are aligned to your business outcomes, with products and services designed to drive innovation, increase value from your technology investments, improve agility, manage risk, and optimize the customer and employee experience.



**Defending critical assets from ransomware and other threats: Securing customer data against ransomware.**

**Challenge:** A ransomware attack locked out nearly 100% of the customer's systems

**Solution:** CDW teams contained the breach, rebuilt the data environment in the cloud, and got their sales team up and running

**Outcome:** Response and remediation complete in less than 36 hours



**Growing through M&A without increasing cyber risk: Securing Active Directory after a merger.**

**Challenge:** M&A activity created a host of security, risk, and operational issues stemming from disconnected Active Directory environments.

**Solution:** CDW performed an assessment to provide a clear picture of architecture, governance, and management processes for the directory, and evaluated the security posture against best practices. CDW then built out a full Active Directory integration plan.

**Outcome:** CDW delivered a migration and integration that solved several challenges, reduced security/access risk, and resulted in cost savings for the customer.

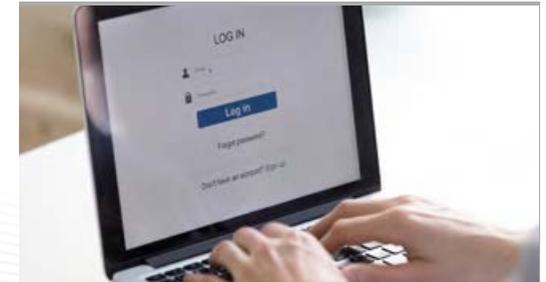


**Enabling innovation with secure cloud and hybrid infrastructures: Securing the cloud in AWS, Azure, and Alibaba.**

**Challenge:** A global manufacturer needed to secure their Alibaba QA and production environments in advance of a major IoT release. They needed to align standards across continents and cloud platforms without delaying the launch.

**Solution:** CDW led a rapid mobilization effort, utilizing security best practices the company was using in Azure and AWS and translated it into the Alibaba cloud environment.

**Outcome:** CDW delivered on a tight timeline, providing the customer with an environment they were comfortable with while also training their internal resources on how to secure an Alibaba cloud.



**Designing and delivering full-stack Zero Trust solutions: Achieving Identity and Access Management (IAM) at scale in a distributed medical environment.**

**Challenge:** The customer was concerned about its ability to manage, secure, and scale its large endpoint user community in a cost-effective manner.

**Solution:** CDW conducted an initial assessment, provided enterprise security guidance, and implemented IAM systems and integrated with over 2,600 endpoints.

**Outcome:** The customer was able to establish and implement an identity platform with proper governance that gave seamless and secure access to its thousands of end users.



## The business strategy is the security strategy

Achieving your business goals requires a robust security strategy. being a cost center to an innovation engine.

**CDW offers advisory services that help assess your security environment, determine the best strategy for moving forward and improve your organization's governance and compliance posture.**

### Solutions and Services:

- Strategy workshops
- SAP consulting
- Technology bake-offs
- Compliance consulting
- Governance, risk and compliance (GRC) technology
- Data governance planning
- Data protection planning
- Risk consulting
- Internal audit and IT audit services
- Technology proofs of concept (POCs)

### Managed Services

- Solution optimization/tuning
- vCISO
- Audit/risk outsourcing

**CDW's vCISO service helps you rapidly mature your security practices** with embedded support from a seasoned security expert. Our vendor-neutral vCISOs are available for project- or time-based engagements to help you assess, define, and execute new security strategies.





## Ensure your cyberdefenses can combat evolving threats

Are you prepared to protect your data in a changing security landscape? With cyberattacks growing in volume and complexity, and data and apps residing everywhere and being accessed from anywhere, it's time to adopt a zero-trust philosophy.

**CDW provides a wide range of solutions to handle your data protection needs:**

### Solutions and Services:

- Application security
- Security intelligence and analytics
- DLP strategy and roadmaps
- Data protection programs
- Data discovery, handling, and classification
- Web app firewalls (WAF)

### Managed Services

- Solution optimization/tuning
- Managed proxy

### Key Considerations for Strengthening Cybersecurity Effectiveness

**Do I have the visibility I need across my network?** Can I identify what data I need to protect? Can I identify which people and devices are connecting to my network? Do I have insight into which devices they're using and which applications they're accessing? How regularly do I conduct threat assessments and red and blue team exercises?

**How quickly can I detect, mitigate and recover from a cyberattack, if one occurs?** For cyber-risk insurance purposes, have I evaluated the value of my data and what the impact would be if exfiltration occurred? How resilient is my environment? Do I have the proper tools in place to detect breaches and reduce time-to-response? How often do I test my backup/recovery systems? Do I have procedures in place to comply with SEC cybersecurity disclosure rules?



## Overcome the authentication challenge

Cyberthreats related to identity and credential exploits are on the rise, with new challenges from AI-powered attackers, complex multicloud environments and increasing regulatory scrutiny. Many organizations lack proper credential and account access protections, leaving the door open for breaches.

**Robust identity management involves a multilayered security strategy and approach, which CDW can provide through:**

### Solutions and Services:

- Rapid assessments and strategy
- IAM, IGA, and PAM implementation
- User rights and access reviews
- Solution selection and bake-offs
- SIEM deployment and configuration

### Managed Services

- SIEM deployment and configuration
- Solution optimization/tuning
- IAM and PAM support services
- Managed authentication
- Managed identity programs
- Managed SIEM

**Cyberthreats related to identity and credential exploits are on the rise**, especially with the prevalence of remote and hybrid work. especially with the prevalence of remote and hybrid work. cybersecurity disclosure rules?

**84%** of respondents experienced an identity-related breach in the past year.

Source: Identity Defined Security Alliance. "2022 Trends in Securing Digital Identities." [www.idsalliance.org](http://www.idsalliance.org).





## Adhere to best practices with Cloud Security Posture Management (CSPM) solutions

CDW's Cloud Security Posture Management (CSPM) solutions help organizations solve potential liabilities related to visibility, configuration, compliance and ongoing management of the cloud environment. This technology supports adherence to security best practices and regulatory requirements, facilitates inventory management, and provides log and alert capabilities. It essentially provides governance, risk management and compliance capabilities for cloud environments, and has four primary elements:

**1**

### Configuration Management:

CSPM tools assess environments against target compliance or security rules and alert IT staff or automatically make the necessary fixes. Proactive identification and elimination of improper configuration is essential because it reduces cloud risks.

**2**

### Threat Intelligence:

Threat intelligence encompasses data related to threats and vulnerabilities, as well as bad actors, exploits, malware and indicators of suspicious activity or compromised systems (making it a critical capability for the cloud).

**3**

### Multicloud Support:

When multiple cloud services communicate with each other, the landscape becomes even more difficult to parse. CSPM restores control and oversight to cloud ecosystems that can quickly feel unmanageable if they are not subject to proper controls.

**4**

### Continuous Compliance:

CSPM tools assess compliance against specific sets of rules and best practices. Equally important, organizations can choose to have CSPM tools automatically make corrections to maintain compliance, even as circumstances shift either within the requirements or the cloud environment.

## Manage your cloud security effectively

Today, cloud is about how software works together across boundaries to enable not only agility, but also choice of the best cloud for each workload. Regardless of whether you are operating a hybrid or multicloud environment, security should be the cornerstone of any cloud strategy.

**CDW has the tools to help you assess vulnerabilities and ensure the right protocols are in place across your cloud platform.**

### Solutions and Services:

- Cloud security posture management
- Cloud security architecture
- Cloud access security broker
- Secure access service edge
- DevSecOps

### Managed Services

- Solution optimization/tuning
- Managed cloud security





## Secure your entire infrastructure – both on-prem and in the cloud

Both on-premises security and cloud-based security have their advantages. On-premises security options allow for greater control and uptime, while cloud-based security options allow for remote management, greater ROI, and enhanced scalability.

**Regardless of whether your organization relies on cloud-based security, on-premises security, or a hybrid model, you need to make sure your entire infrastructure is secure. CDW can ensure you're covered:**

### Solutions and Services:

- Next-generation firewall
- Security architecture and design
- Endpoint protection
- Intrusion detection and prevention (IDS/IPS)
- Email and web security
- Network segmentation workshops
- IoT device assessment and strategy
- Physical security solutions

### Managed Services

- Solution optimization/tuning
- Managed firewall
- Managed IDS/IPS

### Driving continuity and reliability with managed security

With managed security services from CDW, our customers have dramatically reduced the impact of workforce, political, and supply chain disruptions on their businesses. Always-on support from CDW ensures that you can focus on running critical operations, growing your business, and achieving business outcomes without fear of system downtime, ticket surges, or other disruptions





## Strengthen your security team with the latest skills and technologies

In today's evolving security landscape, it's imperative that your team has the skills and training to manage threats and leverage the latest technologies.

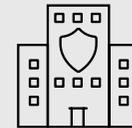
**CDW provides training development and expertise to help your team meet today's challenges, while improving employee retention and job satisfaction.**

### Solutions and Services:

- Cyber Workforce Development
- Offensive & Defensive Security Courses
- Cloud Security Courses
- Programming and DevSecOps Courses
- Data Science & Analytics Courses
- Solution Training (AWS, Cisco, Palo Alto)

### Managed Services

- Managed workforce development
- vCISO



Secure your organization



Improve employee retention



Reduce costs



Validate your team

### **CDW believes strongly in the concept of workforce development:**

the process of defining, measuring, training, and validating your teams. From this process emerges a long-term strategy to ensure your team has the skills to protect and enable your business-critical functions. We take a programmatic approach to workforce development, providing practitioners with training programs designed to help them reach their career goals.



## Strengthen defenses with technical assessments, remediation and response services

CDW offers a comprehensive set of services designed to take a technical deep dive into your security, with assessments that measure the strength of your networks, applications and endpoints. With our detailed deliverables, we can lead or assist as you remediate high-priority gaps, and design stronger detection and incident response programs to mitigate the risk of compromise or data loss.

**Our services, which can be tailored to your technical environment, include:**

### Solutions and Services:

- Penetration testing
- Red and purple teaming
- Web app VA/testing
- Patch management
- Vulnerability management
- Endpoint detection and response (EDR)
- Incident response

### Managed Services

- Managed vulnerability scanning
- Managed IR
- Managed SIEM
- Managed scanning
- Managed EDR

### Considerations for Implementing Effective Incident Response Capabilities

Do I understand my business risk? Have I identified the types of assets and information that need to be protected?

Have I secured an executive sponsor?

Has my organization developed a security strategy and communicated it effectively?

Do I have the right team assembled? Do they understand their responsibilities during an incident?

Do I have the right tools in place to ensure timely incident detection and response?

Have I developed a formal incident response plan?

Have I tested the efficacy of my current incident response plan and processes?





SECURITY



THE CDW APPROACH

CUSTOMER OUTCOMES

SECURITY RISK, COMPLIANCE AND PROGRAM CONSULTING

DATA AND APPLICATION

IDENTITY AND ACCESS MANAGEMENT

CLOUD SECURITY

SECURE INFRASTRUCTURE

SKILLS AND TRAINING

THREAT AND VULNERABILITY

EXPERTISE AND PARTNERS

## Credentials

CDW's Security teams blend training and certifications from industry organizations, vendors, and CDW proprietary methodologies. Sample certs:

### Industry

- CISSP
- CISA
- CIPP
- PCI QSA
- CEH
- PMP
- CSM
- Juris Doctor

### Vendor

- Cisco** CCNPs and CCIEs
- Splunk** Certified Consultants and Enterprise Architects
- AWS** Cloud Security Architects
- Microsoft** Certified Systems Engineers
- Palo Alto** Certified Network Security Professionals
- SailPoint** Certified Engineers and Architects
- Okta** Certified Professionals, Administrators, Architects
- CyberArk** Certified Delivery Engineers



## Standards Bodies

CDW sponsors, supports, or aligns methodologies with the training and resources of the following standard-setting bodies:



## World-Class Technology Partnerships

With one of the largest technology partnership portfolios in the industry, CDW can support a full stack of security solutions.

Barracuda	Delinea	KnowBe4	Proofpoint	Tanium
Check Point	ExtraHop	Microsoft	SailPoint	Tenable
Cisco	F5	Mimecast	SentinelOne	Trellix
Cofense	Forcepoint	Netskope	SonicWall	Trend Micro
CrowdStrike	Fortinet	Okta	Sophos	VMware
CyberArk	IBM	Palo Alto Networks	Splunk	Zscaler

Discover how CDW's security capabilities can help your organization achieve its goals. Contact your account team, or give us a call at **800.800.4239**

# Attachment B: CDW\_WFD Catalog





**Technology Skills and Training**

# **2024 Course Catalog**

**Cyber Security and IT and Security Frameworks**



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## Category: Cyber Security

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# Administering Information Protection and Compliance in Microsoft 365 (SC-400T00)

MS-SC-400

[View schedule and pricing on cdw.com](#)

## Summary

Learn how to protect information in your Microsoft 365 deployment. This course focuses on data lifecycle management and information protection and compliance within your organization.

### WHO SHOULD ATTEND:

- Information Protections Administrators
- Roles responsible for implementing and managing solutions for content classification, data loss prevention (DLP), information protection, data lifecycle management, records management, privacy, risk, and compliance.

LENGTH: 4 Days

## Description

Learn how to protect information in your Microsoft 365 deployment. This course focuses on data lifecycle management and information protection and compliance within your organization. The course covers implementation of data loss prevention policies, sensitive information types, sensitivity labels, data retention policies, Microsoft Purview Message Encryption, audit, eDiscovery, and insider risk among other related topics. The course helps learners prepare for the Microsoft Information Protection Administrator exam (SC-400).

## Learning Objectives

- Introduction to information protection and data lifecycle management in Microsoft Purview
- Classify data for protection and governance
- Create and manage sensitive information types
- Understand Microsoft 365 encryption
- Deploy Microsoft Purview Message Encryption
- Protect information in Microsoft Purview
- Apply and manage sensitivity labels
- Prevent data loss in Microsoft Purview
- Configure DLP policies for Microsoft Defender for Cloud Apps and Power Platform
- Manage data loss prevention policies and reports in Microsoft 365
- Manage the data lifecycle in Microsoft Purview
- Manage data retention in Microsoft 365 workloads
- Manage records in Microsoft Purview
- Explore compliance in Microsoft 365
- Search for content in the Microsoft Purview compliance portal
- Manage Microsoft Purview eDiscovery (Standard)
- Manage Microsoft Purview eDiscovery (Premium)
- Manage Microsoft Purview Audit (Standard)
- Prepare Microsoft Purview Communication Compliance
- Manage insider risk in Microsoft Purview
- Implement Microsoft Purview Information Barriers
- Manage regulatory and privacy requirements with Microsoft Privacy
- Implement privileged access management
- Manage Customer Lockbox



## Prerequisites

- Foundational knowledge of Microsoft security and compliance technologies.
- Basic knowledge of information protection concepts.
- Understanding of cloud computing concepts.
- Understanding of Microsoft 365 products and services.

# Advanced Linux Kernel Internals

OS-600

[View schedule and pricing on cdw.com](#)

## Summary

Advanced Linux Kernel Internals focuses on the skills of developing and detecting techniques used by Linux kernel mode rootkits at every stage of their execution.

### WHO SHOULD ATTEND:

- Offensive and defensive security professionals including security researchers, digital forensic analysts, red-teamers and blue-teamers and anyone who wants to learn about the modern Linux kernel.

LENGTH: 5 Days

## Description

Advanced Linux Kernel Internals provides comprehensive coverage of the key functional areas of Linux kernel rootkits through a practical hands-on approach. Dive into techniques used by malicious kernel mode software to abuse Linux kernel subsystems and their programming interfaces to achieve their goals. This course also covers the security functionality and mitigations in the latest Linux kernel.

## Learning Objectives

- Identify kernel components and programming interfaces used to compromise a system.
- Develop shellcode that executes in the kernel.
- Develop linux kernel modules that provide offensive security functionality.
- Implement key components of a kernel rootkit.
- Recognize security related enhancements in the modern Linux kernel.
- Analyze a Linux system to find and identify malicious activity.
- Configure a Linux system to improve the system's security posture.

## Prerequisites

- Proficient in C programming language.
- Comfortable with Linux command line tools.
- Familiar with Linux development tools such as gcc and make.
- Familiar with gdb commands.
- Knowledgeable of data structures such as pointers, structures, arrays and linked lists.
- Knowledgeable of Linux kernel internals, kernel module development and debugging.

# Android Attack and Defend

CT-400

[View schedule and pricing on cdw.com](#)

## Summary

**Android™ Attack and Defend** provides an instructor-led, hands-on course in the fundamentals of software development for this ubiquitous operating system from Google. This course is a laboratory intensive programming course designed for students looking to gain a working knowledge in Android development. Through a combination of instructor-led examples and a series of programming assignments and challenges, students will build and enhance their practical knowledge of software development in the Android operating system. Additionally, students will also deploy, execute, and test all developed programs on Android emulation software and Android hardware devices provided in the class.

## Description

None

## Learning Objectives

- Android Architecture and Design
- Android SDK (Software Development Kit) and Android APK development
- The Stack
- Lists and Adapters, Broadcast Receivers, Content Providers and System Services
- Reverse Engineering Android Applications
- Hacking Android Devices

## Prerequisites

- Experience with Android products such as Android phones and tablets is recommended
- Programming experience in C, Python, Perl or Java is highly recommended

# Assembly for Reverse Engineers

RE-300

[View schedule and pricing on cdw.com](#)

## Summary

This course will equip you with the know-how to effectively read Assembly, review statements, and reverse machine code back to its higher-level equivalent.

LENGTH: 5 Days

## Description

Many analysts and programmers have not yet learned assembly language - a skill that will save them precious time when effective analysis is needed most. Designed for malware analysts and code developers alike, Assembly for Reverse Engineers will equip you with the know-how to effectively read Assembly, review statements, and reverse machine code back to its higher-level equivalent. Learn and practice development techniques to improve the speed and quality of static analysis during this week-long, lab-intensive course.

## Learning Objectives

- Describe how code execution works
- Understand the components of the x86 instruction set
- Apply demonstrated analysis techniques to the reverse engineering of Windows executables
- Use IDA Pro's powerful assembly markup features to optimize analysis
- Use static and dynamic analysis to interpret and document program flow

## Prerequisites

- Experience with C programming in a Windows environment
- Successful completion of Understanding Operating Systems course (or equivalent knowledge)

# Attacking and Securing Java / JEE Web Applications

SC-300

[View schedule and pricing on cdw.com](#)

## Summary

This is a lab-intensive, intermediate-level, hands-on Java / JEE security training course that provides a unique coverage of Java application security. In this with the course begins with:

### WHO SHOULD ATTEND:

- Experienced Java Web Developers
- Software Engineers and Architects
- Security Analysts
- Security Engineers
- DevOps Teams

LENGTH: 4 Days

## Description

Discover the cutting-edge of cybersecurity and elevate your skills as a Java Web developer with our comprehensive Bug Hunting and Application Security course. Designed specifically for experienced Java web developers, our Java Secure Coding Camp | Attacking and Securing Java Web Applications is an immersive, hands-on training program that delves deep into the world of bug hunting, ethical hacking, and web application security. Through real-world case studies, engaging labs, and expert instruction, you'll gain the knowledge and skills needed to fortify your applications, stay ahead of emerging threats, and protect your organization from costly security breaches.

Upon completing this course, you will not only acquire a profound understanding of application security concepts and best practices but also enhance your problem-solving, debugging, and overall software development prowess. Empowered with these new skills, you'll be well-prepared to identify, address, and prevent security threats in your Java Web applications, ensuring a robust and secure digital environment for your organization.

## Learning Objectives

- Master the fundamentals of secure coding and understand the stages of an exploit, focusing on defensive techniques.
- Establish foundational axioms for analyzing and addressing security in web applications, guiding your approach through this course and future endeavors.
- Learn responsible ethical hacking methods, including defect detection, bug reporting, and ensuring all activities are executed in a safe environment.
- Recognize and sidestep frequent pitfalls in vulnerability testing and bug hunting, leveraging best practices.
- Gain insight into the significance of multilayered defense strategies, evaluating the effectiveness of layered defenses through hands-on testing.
- Identify and handle untrusted data sources, understanding the associated risks like denial of service, cross-site scripting, and injections.
- Dive deep into authentication and authorization, pinpointing vulnerabilities and learning how to fortify these crucial security areas.
- Understand and counteract web-specific threats such as Cross-Site Scripting (XSS) and Injection attacks, mastering both offensive and defensive techniques.
- Examine risk factors in XML processing, file and software uploads, and deserialization, along with strategies for risk mitigation.
- Get acquainted with key security tools, from code scanners to web application firewalls, while also exploring server and infrastructure hardening techniques.

## Prerequisites

- Familiarity with Java and JEE is required, and real-world programming experience is highly recommended.
- Ideally, students should have approximately six months to a year of Java and JEE working knowledge.

# Automated Network Defense

CT-302

[View schedule and pricing on cdw.com](#)

## Summary

Taught by experts in network defense, this course equips you with the skills to build and maintain Intrusion Detection/Prevention Systems (IDS/IPS) and utilize advanced signature-writing techniques to defend large-scale network infrastructures.

### WHO SHOULD ATTEND:

- Incident Responders who need to understand and react to IDS alerts
- Network Defenders seeking to automate threat detection
- IDS administrators who wish to improve their signature writing skills
- Security Operations Center Staff seeking to automate traffic analysis
- Penetration Testers looking to reduce their network visibility

LENGTH: 5 Days

## Description

An Intrusion Detection/Prevention System (IDS/IPS) can automate the process of identifying attacks among the thousands of connections on a network. Taught by leaders in network defense who work in the cybersecurity industry, this course demonstrates how to defend large-scale network infrastructures by building and maintaining IDS/IPS and mastering advanced signature-writing techniques. With IDS and trained network security auditors, organizations have a reliable means to prioritize and isolate the most critical threats in real time.

## Learning Objectives

- Recognize the benefits and limitations of different intrusion detection system types (network- and host-based, and distributed systems)
- Identify optimal sensor placement and gaps in coverage
- Write basic IDS signatures to identify traffic of interest and tune them to reduce false positives
- Use reassembly and pre-processing engines to automatically reconstruct streams of network data prior to analysis
- Apply decoding and other techniques to overcome IDS evasion efforts
- Develop complex signatures employing rule chaining, event filtering and post-detection analysis to identify distributed attacks, multi-stage events, and other more complex threats
- Use regular expressions to effectively detect variable or morphing attacks
- Manage rule sets to reduce redundancy and maintain system efficiency

## Prerequisites

- A strong understanding of TCP/IP networking
- Network Forensics and Investigation I and II

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### Related Courses:

- [Network Forensics and Investigation I](#)
- [Network Forensics and Investigation II](#)

# Behavioral Malware Analysis

MA-300

[View schedule and pricing on cdw.com](#)

## Summary

This course teaches you the fundamental skills necessary to analyze malicious software from a behavioral perspective.

LENGTH: 5 Days

## Description

Behavioral Malware Analysis teaches you the fundamental skills necessary to analyze malicious software from a behavioral perspective. From simple key loggers to massive botnets, this class covers a wide variety of current threats. Using system monitoring tools and analytic software, you will analyze real-world malware samples in a training environment, giving you hands-on experience building secure lab environments, classifying malware, analyzing behavioral characteristics and their effects to systems, and documenting your findings. You will leave the course with the skills and abilities required to be an effective malware analyst.

## Learning Objectives

- Set up a secure lab environment in which to analyze malicious software
- Build and maintain a tool set of freely available, trusted tools
- Classify different types of malware and describe their capabilities
- Analyze malware samples of varying types to ascertain their specific behavioral characteristics and their impact on a system
- Determine if a given sample is persistent and, if so, identify and remediate the persistence mechanism(s)
- Identify when a sample is aware of its virtual environment and will require more advanced static or dynamic analysis

## Prerequisites

This is an introductory course in malware analysis. It is for security practitioners who already have a firm understanding of the internals of desktop operating systems and a general understanding of common threats to computer systems.

### Required Knowledge & Experience:

- A firm understanding of the purpose and function of major components in a desktop operating system – processes, services, memory, APIs, file systems, Windows Registry.
- CompTIA Security+ and/or a high-level understanding of the common forms of malware (such as ransomware), and the dangers they each present.

### Recommended:

- End-user experience with virtualized operating systems (VMware, VirtualBox, etc.)
- Windows host command-line administration
- Familiarity with the Sysinternals tool suite

### Optional:

- Prior incident handling/response experience
- Administrative experience with virtual machines

# CAP: Certified Authorization Professional

ISC-202

[View schedule and pricing on cdw.com](https://www.cdw.com)

## Summary

This official ISC2 course provides students with in-depth coverage on the skills and concepts in the 7 domains including RMF, Security Categorization, Security Controls implementation, assessment, monitoring, and authorization.

### WHO SHOULD ATTEND:

- IT Professionals interested in learning more about lifecycle cybersecurity risk management
- Auditors
- Infosec/Information Assurance Practitioners
- Program Managers.

LENGTH: 5 Days

## Description

The Risk Management Framework (RMF) is used by security professionals who are responsible for assessing risk and establishing documentation for their IT systems. The Certified Authorization Professional (CAP) certification covers the RMF in great detail and is the only security certification under the DoD8570 Mandate that aligns to each of the RMF steps. This official ISC2 course provides students with in-depth coverage on the skills and concepts in the 7 domains including RMF, Security Categorization, Security Controls implementation, assessment, monitoring, and authorization. This course is for IT Professionals interested in learning more about lifecycle cybersecurity risk management, as well as auditors, infosec/information assurance practitioners and program managers.

## Learning Objectives

- Distinguish the differences between the Risk Management Framework (RMF) steps and how the RMF process relates to the organizational structure.
- Examine the relationship between the RMF and System Development Life Cycle (SDLC).
- Assess legal, regulatory, and other security requirements.
- Utilize the system through categorization, descriptions including security authorization boundaries and registration.
- Create a documented plan for (inheritable) controls and security controls highlighting their effectiveness.
- Develop security control monitoring strategy.
- Develop a security assessment report (SAR) and provide a review interim SAR and initial remediation actions with a final SAR and optional addendum.
- Develop plan of action and milestones (POAM) (e.g., resources, schedule, requirements).
- Assemble security authorization package and obtain security authorization decision.
- Determine risk and acceptability.
- Determine security impact of changes to system and environment.
- Perform ongoing security control assessments (e.g., continuous monitoring, internal and external assessments) and remediation actions (resulting from incidents, vulnerability scans, audits, vendor updates, etc.).
- Perform periodic security status reporting, ongoing risk determination and acceptance.

## Prerequisites

- A minimum of 2 years full-time experience in one or more of the 7 domains covered in the CAP exam.

# CBROPS - Understanding Cisco Cybersecurity Operations Fundamentals

CBROPS

[View schedule and pricing on cdw.com](#)

## Summary

Understanding Cisco Cybersecurity Operations Fundamentals teaches security concepts, common network and application operations and attacks, and the types of data needed to investigate security incidents. This course prepares learners for the Cisco Certified CyberOps Associate certification and the role of a Junior or Entry-level cybersecurity operations analyst in a SOC.

### WHO SHOULD ATTEND:

- Individuals seeking a role as an associate-level cybersecurity analyst
- IT professionals desiring knowledge in Cybersecurity operations
- Those in pursuit of the Cisco Certified CyberOps Associate certification

LENGTH: 5 Days

## Description

The Understanding Cisco Cybersecurity Operations Fundamentals (CBROPS) course teaches you security concepts, common network and application operations and attacks, and the types of data needed to investigate security incidents. This course teaches you how to monitor alerts and breaches, and how to understand and follow established procedures for response to alerts converted to incidents. Through a combination of lecture, hands-on labs, and self-study, you will learn the essential skills, concepts, and technologies to be a contributing member of a cybersecurity operations center (SOC) including understanding the IT infrastructure, operations, and vulnerabilities. This course helps you prepare for the Cisco Certified CyberOps Associate certification and the role of a Junior or Entry-level cybersecurity operations analyst in a SOC.

## Learning Objectives

- Explain how a Security Operations Center (SOC) operates and describe the different types of services that are performed from a Tier 1 SOC analyst's perspective.
- Explain Network Security Monitoring (NSM) tools that are available to the network security analyst.
- Explain the data that is available to the network security analyst.
- Describe the basic concepts and uses of cryptography.
- Describe security flaws in the TCP/IP protocol and how they can be used to attack networks and hosts.
- Understand common endpoint security technologies.
- Understand the kill chain and the diamond models for incident investigations, and the use of exploit kits by threat actors.
- Identify resources for hunting cyber threats.
- Explain the need for event data normalization and event correlation.
- Identify the common attack vectors.
- Identify malicious activities.
- Identify patterns of suspicious behaviors.
- Conduct security incident investigations.
- Explain the use of a typical playbook in the SOC.
- Explain the use of SOC metrics to measure the effectiveness of the SOC.
- Explain the use of a workflow management system and automation to improve the effectiveness of the SOC.
- Describe a typical incident response plan and the functions of a typical Computer Security Incident Response Team (CSIRT).

- Explain the use of Vocabulary for Event Recording and Incident Sharing (VERIS) to document security incidents in a standard format.

### **Prerequisites**

- Familiarity with Ethernet and TCP/IP networking
- Working knowledge of the Windows and Linux operating systems
- Familiarity with the basics of networking security concepts

The following Cisco course can help you gain the knowledge you need to prepare for this course:

- Implementing and Administering Cisco Solutions (CCNA)

# CCSP: Certified Cloud Security Professional

ISC-201

[View schedule and pricing on cdw.com](#)

## Summary

The Certified Cloud Security Professional (CCSP) Boot Camp is a comprehensive training designed to build your skills around securing cloud-based environments.

Who Should Attend: IT and information security leaders, including those in the following positions:

- Cloud Architect
- Cloud Engineer
- Cloud Consultant
- Cloud Administrator
- Cloud Security Analyst
- Cloud Specialist
- Auditor of Cloud Computing Services
- Professional Cloud Developer

Length: 5 Days

## Description

The Certified Cloud Security Professional (CCSP) Boot Camp is a comprehensive training designed to build your skills around securing cloud-based environments. In this course, you will learn about cloud architecture and design requirements, operational and compliance issues, and the security of cloud data, applications, and infrastructure. You will leave the boot camp fully prepared to earn your CCSP certification, one of the most in-demand certifications focused on cloud security.

## Learning Objectives

- Identify architectural concepts and design requirements.
- Determine cloud data concepts and data classification.
- Comprehend cloud platform and infrastructure security and cloud application security operations elements
- Describe mitigated risks in cloud computing systems in federated identity and access management solutions.
- Assess the security-related mandates, information security requirements and relevant privacy legislation.
- Use the controls to ensure secure implementation of cloud services.
- Explain the six domains of the Certified Cloud Security Professional (CCSP) life cycle.

## Prerequisites

- Minimum of five years cumulative paid work experience in information technology, of which three years must be in information security and one year in one or more of the six domains of the CCSP CBK.
- A candidate who doesn't have the required experience to become a CCSP may become an Associate of ISC2's by successfully passing the CCSP examination. The Associate of ISC2 will then have six years to earn the five years required experience.
- Part-time work and internships may also count towards your experience.

# Certified CMMC Professional (CCP)

CS-200

[View schedule and pricing on cdw.com](#)

## Summary

The Cybersecurity Maturity Model Certification (CMMC), managed by The Cyber AB (formerly known as the CMMC Accreditation Body or the CMMC-AB), is a program through which an organization's cybersecurity program maturity is measured by their initial and ongoing compliance with applicable cybersecurity practices, as well as their integration of corresponding policies and plans into their overall business operations.

Who Should Attend:

- This course is a prerequisite for the Certified CMMC Professional program, and it prepares students for the Certified CMMC Professional (CCP) certification exam. Students might consider taking this course to learn how to perform CMMC certification readiness checks within their own organization, or as a consultant to other Organizations Seeking Certification (OSC). The CCP certification is also a required step toward becoming a Certified CMMC Assessor (CCA), so students might take this course to begin down the path toward CCA certification.

Length: 5 Days

## Description

This course prepares students for the Certified CMMC Professional (CCP) certification, which authorizes the holder to use The Cyber AB Certified CMMC Professional logo, to participate as an Assessment Team Member under the supervision of a Lead Assessor, and to be listed in the CMMC Marketplace. The CCP certification is also prerequisite for the Certified CMMC Assessor (CCA) certification.

## Learning Objectives

- Identify the threats to the Defense Supply Chain and the established regulations and standards for managing the risk.
- Identify the sensitive information that needs to be protected within the Defense Supply Chain and how to manage it.
- Describe how the CMMC Model ensures compliance with federal acquisitions regulations.
- Identify responsibilities of the Certified CMMC Professional, including appropriate ethical behavior.
- Establish the Certification and Assessment scope boundaries for evaluating the systems that protect regulated information.
- Prepare the OSC for an Assessment by evaluating readiness.
- Use the CMMC Assessment Guides to determine and assess the Evidence for practices.
- Implement and evaluate practices required to meet CMMC Level 1.
- Identify the practices required to meet CMMC Level 2.
- As a CCP, work through the CMMC Assessment process.

## Prerequisites

- Some foundational education or experience in cybersecurity.
- College degree in a cyber or information technical field with 2+ years of experience; or 2+ years of equivalent experience (including military) in a cyber, information technology, or assessment field.

# CISSP: Certified Information Systems Security Professional

ISC-200

[View schedule and pricing on cdw.com](https://www.cdw.com)

## Summary

This course covers the eight domains of the official CISSP CBK (Common Body of Knowledge). Students will gain knowledge in information security that will increase their ability to successfully implement and manage security programs in any organization or government entity.

### WHO SHOULD ATTEND:

- Anyone whose position requires CISSP certification
- Individuals who want to advance within their current computer security careers or migrate to a related career.

LENGTH: 5 Days

## Description

The Certified Information Systems Security Professional (CISSP) is the most globally recognized certification in the information security market. CISSP validates an information security professional's deep technical and managerial knowledge and experience to effectively design, engineer, and manage the overall security posture of an organization. The broad spectrum of topics included in the CISSP Common Body of Knowledge (CBK®) ensure its relevancy across all disciplines in the field of information security.

## Learning Objectives

- Apply concepts of confidentiality, integrity, availability, and security governance principles and compliance.
- Align overall organizational operational goals with security functions and implementation.
- Determine how to protect assets of the organization as they go through their lifecycle.
- Leverage the concepts, principles, structures, and standards used to design, implement, monitor and secure operating systems, equipment, networks, applications etc.
- Apply security design principles to select appropriate mitigations for vulnerabilities present in common information system types and architecture.
- Explain the importance of cryptography and the security services it can provide in today's digital and information age.
- Evaluate the physical security elements relative to information system needs.
- Evaluate the elements that comprise communication and network security relative to information security needs.
- Leverage the concepts and architecture that define the associated technology and implementation systems and protocols.
- Determine appropriate access control models to meet business security requirements.
- Apply physical and logical access controls models to meet information security needs.
- Differentiate between primary methods for designing and validating test and audit strategies that support information security requirements.
- Apply appropriate security controls and countermeasures to optimize an organization's operation function and capacity. •Assess information systems risks to an organization's operational endeavors.
- Determine appropriate controls to mitigate specific threats and vulnerabilities.
- Apply information systems security concepts to mitigate the risk of software and systems vulnerabilities through the systems' lifecycles.

## Prerequisites



- CISSP candidates must meet specific requirements, as established by (ISC)2 — see: <https://www.isc2.org/cissp/default.aspx>
- Those without the required experience can take the exam to become an Associate of (ISC)² while working toward the experience needed for full certification.
- CISSPs are required by (ISC)2 to earn 120 Continuing Professional Education (CPE) credits every three years.

# CompTIA Advanced Security Practitioner (CASP+)

TIA-300

[View schedule and pricing on cdw.com](#)

## Summary

CASP+ is an advanced-level cybersecurity certification covering technical skills in security architecture and senior security engineering in traditional, cloud, and hybrid environments, governance, risk, and compliance skills, assessing an enterprise's cybersecurity readiness, and leading technical teams to implement enterprise-wide cybersecurity solutions. An exam voucher is included in this course.

### WHO SHOULD ATTEND

- Security architects
- Security engineers
- Advanced cybersecurity practitioners

LENGTH: 5 Days

## Description

Information security threats are on the rise globally. Organizations are increasingly concerned over the lack of adequately trained senior IT security staff's ability to effectively lead and manage the overall cybersecurity resiliency against the next attack. The CASP+ certification qualifies advanced skills required of security architects and senior security engineers to effectively design, implement, and manage cybersecurity solutions on complex enterprise networks.

The Official CompTIA CASP+ course teaches the knowledge and skills to understand security architecture, security operations, security engineering and cryptography, governance, risk and compliance, and prepare candidates to take the CompTIA CASP+ certification exam.

## Learning Objectives

- Architect, engineer, integrate, and implement secure solutions across complex environments to support a resilient enterprise
- Use monitoring, detection, incident response, and automation to proactively support ongoing security operations in an enterprise environment
- Apply security practices to cloud, on-premises, endpoint, and mobile infrastructure, while considering cryptographic technologies and techniques
- Consider the impact of governance, risk, and compliance requirements throughout the enterprise

## Prerequisites

Foundational knowledge of information security, including:

- Knowledge of identity and access management (IAM) concepts and common implementations, such as authentication factors and directory services.
- Knowledge of cryptographic concepts and common implementations, such as Secure Sockets Layer/Transport Layer Security (SSL/TLS) and public key infrastructure (PKI).
- Knowledge of computer networking concepts and implementations, such as the TCP/IP model and configuration of routers and switches.
- Knowledge of common security technologies used to safeguard the enterprise, such as anti-malware solutions, firewalls, and VPNs.

# CompTIA Cyber Security Analyst (CySA+)

TIA-301

[View schedule and pricing on cdw.com](#)

## Summary

CompTIA Cybersecurity Analyst (CySA+) is a certification for cyber professionals tasked with incident detection, prevention and response through continuous security monitoring. The course introduces tools and tactics to manage cybersecurity risks, identify various types of common threats, evaluate the organization's security, collect and analyze cybersecurity intelligence, and handle incidents as they occur. An exam voucher is included with this course.

### WHO SHOULD ATTEND

- Security Analysts
- Security Operations Center (SOC) Analysts
- Vulnerability Management Analysts
- Security Engineers
- Threat Hunters

LENGTH: 5 Days

## Description

CompTIA Cybersecurity Analyst (CySA+) is a certification for cyber professionals tasked with incident detection, prevention and response through continuous security monitoring. The course introduces tools and tactics to manage cybersecurity risks, identify various types of common threats, evaluate the organization's security, collect and analyze cybersecurity intelligence, and handle incidents as they occur.

The CompTIA Cybersecurity Analyst (CySA+) certification verifies that successful candidates have the knowledge and skills required to detect and analyze indicators of malicious activity, understand threat intelligence and threat management, respond to attacks and vulnerabilities, perform incident response, and report and communicate related activity.

## Learning Objectives

- Improve processes in security operations
- Differentiate between threat intelligence and threat hunting concepts
- Identify and analyze malicious activity using the appropriate tools and techniques
- Implement and analyze vulnerability assessments, prioritize vulnerabilities, and make recommendations
- Apply updated concepts of attack methodology frameworks
- Perform incident response activities
- Understand the incident management lifecycle
- Apply communication best practices in vulnerability management and incident response

## Prerequisites

- Minimum of 4 years of hands-on experience as an incident response analyst or security operations center (SOC) analyst, or equivalent experience.

# CompTIA PenTest+

TIA-302

[View schedule and pricing on cdw.com](https://www.cdw.com)

## Summary

This course introduces general concepts and methodologies related to pen testing. PenTest+ assesses the most up-to-date penetration testing, and vulnerability assessment and management skills necessary to determine the resiliency of the network against attacks. The CompTIA PenTest+ Certification Study Guide will prepare you to take the CompTIA PenTest+ exam. An exam voucher is included.

### WHO SHOULD ATTEND

- Security Analysts
- Penetration Testers
- Vulnerability Testers
- Network Security Operations

LENGTH: 5 Days

## Description

Global cybercrime costs are expected to grow 15% over the next five years. Now more than ever, it is imperative that organizations prevent sensitive data from falling into the wrong hands. Updates to PenTest+ reflect newer pen testing techniques for the latest attack surfaces, including the cloud, hybrid environments, and web applications, as well as more ethical hacking concepts, vulnerability scanning and code analysis.

PenTest+ assesses the most up-to-date penetration testing, and vulnerability assessment and management skills necessary to determine the resiliency of the network against attacks.

## Learning Objectives

- Plan and scope penetration tests.
- Conduct passive and active reconnaissance.
- Perform non-technical tests to gather information.
- Analyze vulnerabilities.
- Penetrate networks.
- Exploit host-based vulnerabilities.
- Test applications.
- Complete post-exploit tasks.
- Analyze and report pen test results.

## Prerequisites

- Minimum of 3-4 years of hands-on information security or related experience.
- Recommended experience in Network+, Security+ or equivalent knowledge.

# CompTIA Security+

TIA-201

[View schedule and pricing on cdw.com](#)

## Summary

CompTIA Security+ teaches the knowledge and skills to understand and assess the security posture of an enterprise environment and to recommend and implement appropriate security solutions; monitor and secure hybrid environments, including cloud, mobile, and IoT; operate with an awareness of applicable regulations and policies, including principles of governance, risk, and compliance; identify, analyze, and respond to security events and incidents, and prepare candidates to take the CompTIA Security+ certification exam. An exam voucher is included with this course.

### WHO SHOULD ATTEND:

- Security Specialists
- Security Administrators
- Systems Administrator Help Desk Analysts
- Security Analysts
- Security Engineers

LENGTH: 5 Days

## Description

The Official CompTIA Security+ Instructor and Student Guides teach the knowledge and skills to understand to assess the security posture of an enterprise environment and recommend and implement appropriate security solutions; monitor and secure hybrid environments, including cloud, mobile, and IoT; operate with an awareness of applicable regulations and policies, including principles of governance, risk, and compliance; identify, analyze, and respond to security events and incidents, and prepare candidates to take the CompTIA Security+ certification exam.

## Learning Objectives

- Assess the security posture of an enterprise environment and recommend and implement appropriate security solutions.
- Monitor and secure hybrid environments, including cloud, mobile, and Internet of Things (IoT).
- Operate with an awareness of applicable regulations and policies, including principles of governance, risk, and compliance.
- Identify, analyze, and respond to security events and incidents.

## Prerequisites

- CompTIA Network+
- 2 years of experience working in a security/systems administrator job role.

# CSSLP: Certified Secure Software Lifecycle

ISC-203

[View schedule and pricing on cdw.com](#)

## Summary

Earning the globally recognized CSSLP secure software development certification is a proven way to build your career and better incorporate security practices into each phase of the software development lifecycle (SDLC).

CSSLP certification recognizes leading application security skills. It shows employers and peers you have the advanced technical skills and knowledge necessary for authentication, authorization and auditing throughout the SDLC using best practices, policies and procedures established by the cybersecurity experts at ISC2.

### WHO SHOULD ATTEND:

- Software development and security professionals responsible for applying best practices to each phase of the SDLC – from software design and implementation to testing and deployment.

LENGTH: 5 Days

## Description

**Offered as a private class only.**

The (ISC)<sup>2</sup>® Certified Secure Software Lifecycle Professional (CSSLP®) training provides a comprehensive review of the knowledge required to incorporate security practices –authentication, authorization, and auditing –into each phase of the Software Development Lifecycle (SDLC), from software design and implementation to testing and deployment. This training course will help students review and refresh their knowledge and identify areas they need to study for the CSSLP exam. Content aligns with and comprehensively covers the eight domains of the (ISC)<sup>2</sup> CSSLP Common Body of Knowledge (CBK®).

## Learning Objectives

- Understand the core concepts of software security and the foundational principles that drive construction of resilient software.
- Recognize the importance of security requirements and understand the techniques for elicitation and specification of software security requirements.
- Recognize privacy requirements and their impact on the selection of safeguards and countermeasures.
- Understand threat modeling, attack surface evaluation, and architectural risk assessment. Recognize secure design principles and patterns.
- Understand secure coding practices, common application vulnerabilities and their mitigation strategies.
- Understand various code analysis techniques using automated and manual techniques.
- Recognize risks of third-party software components and libraries, malicious code and mitigation strategies.
- Describe security testing strategy and techniques and identify functional and non-functional testing methods.
- Describe defect tracking and risk scoring methods. Identify secure software methodologies, standards and frameworks.
- Understand Governance, Risk, and Compliance and recognize regulations and compliance requirements.
- Describe risks during deployment and understand security relevant issues during the operations and maintenance phase of the lifecycle.
- Understand vulnerability management, security monitoring, incident response, and root cause analysis. Recognize software supply chain risks and attacks.

## Prerequisites



- At least four years of cumulative, paid work experience as software development lifecycle professional in one or more of the eight domains of the (ISC)2 CSSLP CBK

# Cyber Risk Management Overview

CS-100

[View schedule and pricing on cdw.com](#)

## Summary

This one-day, seminar-style course covers the cyber fundamentals you need to operate your business securely, embrace disruption safely, and effectively communicate cyber risks within your organization.

LENGTH: 1 Day

## Description

All organizations face cyber risk in today's world. This seminar-style program covers the fundamentals professionals need to operate their organizations securely, embrace disruption safely, and communicate cyber risks effectively within their organizations. Designed with professionals in mind, this program dissects the most important issues in cyber risk management and arms attendees with the tools needed to engage in strategic cyber risk conversations.

## Learning Objectives

- Express the importance of a sound cyber security strategy in attaining the organization's business goals
- Recognize areas of vulnerability within the organization and the threats that seek to exploit them
- Identify the cyber risks to the organization and the practices that will mitigate and eliminate them
- Practice effective personal cyber hygiene

## Prerequisites

- This course is intended for executive-level business leaders (e.g., CEO, CFO, VPs).

# DevSecOps for Security Practitioners

DO-300

[View schedule and pricing on cdw.com](#)

## Summary

DevSecOps for Security Practitioners is designed to provide the skills needed to help build security automation framework to scan for vulnerabilities without human intervention, and focuses on how to adopt security automation techniques to continuously improve entire software development and security testing, learning about and working with open-source tools and techniques to integrate security testing tools directly into your CI/CD framework.

### WHO SHOULD ATTEND:

- Anyone with intermediate IT skills

LENGTH: 4 Days

## Description

**Offered as a private class only.**

Security automation is the automatic handling of software security assessments tasks. DevSecOps for Security Practitioners is a comprehensive hands-on course designed to provide you with the skills needed to help you build your security automation framework to scan for vulnerabilities without human intervention. This course will teach you to adopt security automation techniques to continuously improve your entire software development and security testing, learning about and working with open source tools and techniques to integrate security testing tools directly into your CI/CD framework.

Throughout this course, you will see how to implement security inspection at every layer, such as secure code inspection, fuzz testing, Rest API, privacy, infrastructure security, and web UI testing. With the help of practical examples, this course will teach you to implement the combination of automation and Security in DevOps. You will learn about the integration of security testing results for an overall security status for projects. By the end of this course, you will be confident implementing automation security in all layers of your software development stages and will be able to build your own in-house security automation platform throughout your mobile and cloud releases.

## Learning Objectives

- Secure and automate techniques to protect web, mobile or cloud services
- Automate secure code inspection in C++, Java, Python, and JavaScript
- Automate secure code inspection with open source tools and effective secure code scanning suggestions
- Apply security testing tools and automation frameworks to identify security vulnerabilities in web, mobile and cloud services
- Integrate security testing tools such as OWASP ZAP, NMAP, SSLyze, SQLMap, and OpenSCAP
- Integrate security testing with automation frameworks like fuzz, BDD, Selenium and Robot Framework
- Implement automation testing techniques with Selenium, JMeter, Robot Framework, Gauntlit, BDD, DDT, and Python unittest
- Execute security testing of a Rest API Implement web application security with open source tools and script templates for CI/CD integration
- Integrate various types of security testing tool results from a single project into one dashboard

## Prerequisites

- Basic to Intermediate IT Skills.
- Basic Python scripting skills. Attendees without a programming background like Python may view labs as follow along exercises or team with others to complete them.



- Solid foundational mathematics or logic skills
- Basic Linux skills, including familiarity with command-line options such as ls, cd, cp, and su

# EC Council Certified Ethical Hacker (CEH)

ECC-201

[View schedule and pricing on cdw.com](#)

## Summary

This course provides an in-depth understanding of ethical hacking phases, various attack vectors, and preventative countermeasures, focusing on how hackers think and act maliciously. Understanding system weaknesses and vulnerabilities help organizations strengthen their system security controls to minimize the risk of an incident and set up a security infrastructure and defend future attacks. CEH is divided into 20 modules with extensive hands-on lab components. An exam voucher is included with this course.

### WHO SHOULD ATTEND:

- Information Security Analyst / Administrator
- Information Assurance (IA) Security Officer
- Information Security Manager / Specialist
- Information Systems Security Engineer / Manager
- Information Security Professionals / Officers
- Information Security / IT Auditors
- Risk / Threat / Vulnerability Analyst
- System Administrators
- Network Administrators and Engineers

LENGTH: 5 Days

## Description

The Certified Ethical Hacker (CEH) credential is the most trusted ethical hacking certification and accomplishment recommended by employers globally. It represents one of the fastest-growing cyber credentials required by critical infrastructure and essential service providers.

CEH provides an in-depth understanding of ethical hacking phases, various attack vectors, and preventative countermeasures. It will teach you how hackers think and act maliciously so that you will be better positioned to set up your security infrastructure and defend future attacks. Understanding system weaknesses and vulnerabilities help organizations strengthen their system security controls to minimize the risk of an incident. CEH was built to incorporate a hands-on environment and systematic process across every ethical hacking domain and methodology, giving you the opportunity to work towards proving the required knowledge and skills needed to perform the job of an ethical hacker. You will be exposed to an entirely different posture towards the responsibilities and measures required to be secure.

## Learning Objectives

- Demonstrate the understanding of attack vectors.
- Navigate network scanning to identify live and vulnerable machines in a network.
- Perform OS banner grabbing, service, and user enumeration.
- Conduct system hacking, steganography, steganalysis attacks, and cover tracks.
- Identify and use viruses, computer worms, and malware to exploit systems.
- Employ packet sniffing.
- Conduct a variety of web server and web application attacks including directory traversal, parameter tampering, XSS, etc.
- Perform SQL injection attacks and various types of cryptography attacks.
- Implement a vulnerability analysis to identify security loopholes in the target organization's network, communication infrastructure, and end systems etc.



### **Prerequisites**

- At least two years of IT security experience
- A strong working knowledge of TCP/IP
- Security+ Prep Course is highly recommended

# EC Council Certified Hacking Forensic Investigator (CHFI)

ECC-202

[View schedule and pricing on cdw.com](https://www.cdw.com)

## Summary

EC-Council's Certified Hacking Forensic Investigator (CHFI) prepares cybersecurity professionals with the knowledge and skills to perform effective digital forensics investigations and bring their organization into a state of forensic readiness. An exam voucher is included in this course.

### WHO SHOULD ATTEND:

- IT professionals involved with information system security, computer forensics, and incident response.

LENGTH: 5 Days

## Description

EC-Council's Certified Hacking Forensic Investigator (CHFI) program prepares cybersecurity professionals with the knowledge and skills to perform effective digital forensics investigations and bring their organization into a state of forensic readiness. This includes establishing the forensics process, lab and evidence handling procedures, as well as the investigation procedures required to validate/triage incidents and point the incident response teams in the right direction. Forensic readiness is crucial as it can differentiate between a minor incident and a major cyber-attack that brings a company to its knees.

This intense hands-on digital forensics program immerses students in over 68 forensic labs, enabling them to work on crafted evidence files and utilize the tools employed by the world's top digital forensics professionals. Students will go beyond traditional hardware and memory forensics and learn current topics such as cloud forensics, mobile and IoT, investigating web application attacks, and malware forensics. CHFI presents a methodological approach to computer forensics, including searching and seizing, chain-of-custody, acquisition, preservation, analysis, and reporting of digital evidence.

## Learning Objectives

- The computer forensic investigation process and the various legal issues involved
- Evidence searching, seizing and acquisition methodologies in a legal and forensically sound manner
- Types of digital evidence, rules of evidence, digital evidence examination process, and electronic crime and digital evidence consideration by crime category
- Roles of the first responder, first responder toolkit, securing and evaluating electronic crime scene, conducting preliminary interviews, documenting electronic crime scene, collecting and preserving electronic evidence, packaging and transporting electronic evidence, and reporting the crime scene
- Setting up a computer forensics lab and the tools involved in it
- Various file systems and how to boot a disk
- Gathering volatile and non-volatile information from Windows
- Data acquisition and duplication rules
- Validation methods and tools required
- Recovering deleted files and deleted partitions in Windows, Mac OS X, and Linux
- Forensic investigation using AccessData FTK and EnCase
- Steganography and its techniques
- Steganalysis and image file forensics
- Password cracking concepts, tools, and types of password attacks
- Investigating password protected files
- Types of log capturing, log management, time synchronization, and log capturing tools
- Investigating logs, network traffic, wireless attacks, and web attacks



- Tracking emails and investigate email crimes
- Mobile forensics and mobile forensics software and hardware tools
- Writing investigative reports

### **Prerequisites**

- IT/Forensics professionals with basic knowledge of IT/cybersecurity, computer forensics, incident response, and threat vectors.

# EC Council Certified Network Defender (CND)

ECC-200

[View schedule and pricing on cdw.com](https://www.cdw.com)

## Summary

Certified Network Defender (CND) is a vendor-neutral, hands-on, instructor-led comprehensive network security certification training program. It is a skills-based, lab intensive network security training program based on a job-task analysis and cybersecurity education framework presented by the National Initiative of Cybersecurity Education (NICE).

### WHO SHOULD ATTEND:

- Those who work in the network administration
- Anyone in a cybersecurity operations role
- Anyone looking to build their career in cybersecurity

LENGTH: 5 Days

## Description

Certified Network Defender (CND) is designed by industry experts to help IT Professionals play an active role in the protection of digital business assets and detection and Response to Cyber Threats, while leveraging Threat Intelligence to Predict them before they happen. This is network security course designed to help organizations create and deploy the most comprehensive network defense system. The program prepares network administrators how to identify what parts of an organization need to be reviewed and tested for security vulnerabilities and how to reduce, prevent, and mitigate risks in the network. CND covers the protect, detect, respond and predict approach to network security.

## Learning Objectives

- Recognize network security management, policies, and procedures.
- Run Windows and Linux security administration.
- Determine mobile and IoT device security.
- Apply data security techniques.
- Embed virtualization technology security and cloud and wireless security.
- Deploy risk assessment tools. · Define the basics of first response and forensics.
- Recognize the indicators of compromise, attack, and exposures (IoC, IoA, IoE).
- Build threat intelligence capabilities.
- Establish and monitor log management.
- Implement endpoint security.
- Configure firewall solutions.
- Identify IDS/IPS technologies.
- Establish network authentication, authorization, and accounting (AAA)

## Prerequisites

- Cyber security fundamentals recommended
- Basic network and host operations knowledge.
- Experience commensurate with one to five years of network, host, or application administration.

# EC-Council ICS SCADA Cybersecurity

ECC-300

[View schedule and pricing on cdw.com](https://www.cdw.com)

## Summary

This hands-on course teaches the foundations of security and defending network architectures from attacks, using powerful methods to analyze risks possessed by network infrastructure in IT and corporate spaces.

### WHO SHOULD ATTEND:

- IT professionals who manage or direct their organization's IT infrastructure and are responsible for establishing and maintaining information security policies, practices, and procedures.

LENGTH: 3 Days

## Description

**Offered as a private class only.**

The ICS/SCADA Cybersecurity course is a hands-on training module that teaches the foundations of security and defending network architectures from attacks. Students will learn to think like a malicious hacker to defend their organizations. ICS/SCADA teaches powerful methods to analyze risks possessed by network infrastructure in IT and corporate spaces. Once your foundation or basic concepts are clear, you will learn a systematic process of intrusion and malware analysis. After this, you will learn about digital forensic process and incident response techniques upon detecting a breach. The focus in the course is on the Industrial Control Systems (ICS) and Supervisory Control and Data Acquisition (SCADA) Systems.

## Learning Objectives

- Demonstrate the foundations of security and how to defend network architectures from attacks
- Analyze risks to network infrastructure in IT and corporate spaces
- Analyze intrusions and malware using a systemic process
- Understand the digital forensic process and respond to incidents after a breach is detected
- Think like a hacker and use techniques to defend against common attacks
- Implement best practices

## Prerequisites

- Linux operating system fundamentals, including basic command line usage.
- Conceptual knowledge of programming/scripting.
- Solid grasp of essential networking concepts (OSI model, TCP/IP, networking, devices, and transmission media).
- Understanding of basic security concepts (e.g., malware, intrusion detection, systems, firewalls, and vulnerabilities).
- Familiarity with network traffic inspection tools (Wireshark, TShark, or TCPdump) is highly recommended.

# Endpoint Live Forensics

OS-300

[View schedule and pricing on cdw.com](#)

## Summary

Endpoint Live Forensics teaches students how to identify abnormal activity and investigate a running system that may have been compromised.

### WHO SHOULD ATTEND:

- Incident Responders who need to quickly identify a security breach
- Operations Specialists needing to analyze the state of a running system
- Forensic Investigators who need to identify malicious intrusions
- Malware Analysts requiring a thorough understanding of operating system intrusions

LENGTH: 5 Days

## Description

While there is undoubtedly a need for deep forensic analysis in the investigation of malware and operating system intrusions, an investigator has to know that there has been an intrusion before that activity can begin. Many organizations rely on technology to perform this task, but there is still no substitute for a well-trained analyst, when it comes to identifying and investigating abnormal behavior on a system.

Endpoint Live Forensics teaches students how to identify abnormal activity and investigate a running system that may have been compromised. In this course, students will learn the most useful commands, tools and techniques that can be employed during investigation to reveal the significant indicators of infiltration, as well as how to create a system baseline to be used for future analysis. This course is focused primarily on the Windows 10 and Linux operating systems.

## Learning Objectives

- Identify the core components of the operating system and ascertain a current state, using built-in or other trusted tools.
- Analyze a running system and detect abnormal behavior relating to operating system components.
- Use event log analysis to verify and correlate the artifacts of anomalous behavior and determine the scope of an intrusion.
- Build or modify PowerShell scripts to Interrogate an operating system and automate repetitive analytic tasks.
- Create and use a system baseline to identify unexpected items, such as rogue accounts or configuration changes.

## Prerequisites

- Familiarity with the general use of Windows systems and at least beginner-level experience with the command line interface
- Basic understanding of TCP/IP networking
- Experience with VMware or other virtualization software is an advantage

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### Related Courses:

- [Behavioral Malware Analysis](#)
- [Network Forensics and Investigation I](#)
- [Network Forensics and Investigation II](#)

# Evasive Techniques and Breaching Defenses

PEN-300

[View schedule and pricing on cdw.com](#)

## Summary

Evasion Techniques and Breaching Defenses (PEN-300) is an advanced penetration testing course that builds on the knowledge and techniques taught in Penetration Testing with Kali Linux. This is an advanced course designed for OSCP-level penetration testers who want to develop their skills against hardened systems.

### WHO SHOULD ATTEND:

- Information security professionals who want to take a serious and meaningful step into the world of professional penetration testing.

## Description

Evasion Techniques and Breaching Defenses (PEN-300) is an advanced penetration testing course. Learners who complete the course and pass the exam will earn the OffSec Experienced Pentester (OSEP) certification. This course builds on the knowledge and techniques taught in Penetration Testing with Kali Linux, teaching learners to perform advanced penetration tests against mature organizations with an established security function and focuses on bypassing security mechanisms that are designed to block attacks. The OSEP is one of three certifications making up the OSCE<sup>3</sup> certification along with the OSWE for advanced web attacks and OSED for exploit development.

## Learning Objectives

- Preparation for more advanced field work
- Knowledge of breaching network perimeter defenses through clientside attacks, evading antivirus and allow listing technologies
- How to customize advanced attacks and chain them together web vulnerabilities

## Prerequisites

We strongly suggest that students taking PEN-300 have either taken PWK and passed the OSCP certification or have equivalent knowledge and skills in the following areas:

- Working familiarity with Kali Linux command line
- Solid ability run enumerating targets to identify vulnerabilities
- Basic scripting abilities in Bash, Python and PowerShell
- Identifying and exploiting vulnerabilities like SQL injection, file inclusion and local privilege escalation
- Foundational understanding of Active Directory and knowledge of basic AD attacks
- Familiarity with C# programming is a plus

# Event Monitoring and Incident Detection

IR-110

[View schedule and pricing on cdw.com](#)

## Summary

This is the first course in our Incident Response series. This course aims to help students develop the professional competencies to detect intrusions, determine the nature of security events, and initiate critical first response for security incidents.

### WHO SHOULD ATTEND:

- Those interested in learning about the initial phases of Cyber Incident Response handling

LENGTH: 3 Days

## Description

Event Monitoring and Incident Detection, part of our Incident Response series, will help students develop the professional competencies to detect intrusions, determine the nature of security events, and initiate critical first response for security incidents. It will also help to build important technical skills through several labs, tabletop exercises, and case-study based activities.

The goals of this 3-day course are to examine the Incident Response Life Cycle, determine the existence of security events, and implement the Computer Security Incident Response Team (CSIRT) Services Framework, to contain, eradicate, and remediate threats. This course is for anyone interested in learning about the initial phases of Cyber Incident Response handling. This course will also help the learner understand how to approach security incidents while working in an organization.

## Learning Objectives

- Describe the requirements for technical and functional preparation for Incident Response
- Identify attack surfaces to be covered by an Incident Response Plan
- Compare tools and processes used to monitor cyber activities
- Construct a baseline of “normal” cyber traffic
- Interpret data and logs of activity
- Examine network traffic for evidence of anomalies
- Collect evidence of anomalous activity
- Explain the purposes of triage in incident response
- Apply the MITRE ATT&CK matrix to anomalous activity observed
- Construct security event timelines
- Determine if incident escalation is appropriate
- Report actionable data in a timely, clear, concise, and accurate manner
- Apply playbooks in the incident response process

## Prerequisites

- Basic understanding of operating system internals
- Familiarity with the general use of Windows systems
- Basic understanding of TCP/IP networking

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*Related Courses:*



- OS-100 Understanding Operating Systems
- IR-120 Incident Analysis
- IR-210 Incident Response Planning and Management (*coming soon*)
- IR-220 Analysis, Containment, and Recovery (*coming soon*)

# Exploring the OWASP Top 10

SC-201

[View schedule and pricing on cdw.com](#)

## Summary

This two day engaging course teaches an understanding of the recently updated OWASP Top 10, and provides you with the skills to protect data and maintain user trust across various digital projects.

### WHO SHOULD ATTEND:

- Software Developers
- IT Professionals
- Cybersecurity enthusiasts, Project Managers, and Team Leads overseeing digital projects

LENGTH: 2 Days

## Description

**Offered as a private class only.**

OWASP 2021 refers to the latest edition of the Open Web Application Security Project (OWASP) Top Ten list, which identifies the most critical web application security risks. It is a valuable resource as it provides organizations with insights into prevalent vulnerabilities, helping them prioritize their security efforts and fortify their applications against potential attacks.

Exploring the OWASP Top 10 is a two day engaging course that provides you with the skills to protect data and maintain user trust across various digital projects. From identifying and eliminating bugs to managing unvalidated data, you'll delve into a myriad of vulnerabilities such as Broken Access Control, Cryptographic Failures, and the complexities of Server-Side Request Forgeries (SSRF). Throughout the course you'll explore the realm of software integrity, proper handling of authentication data, and the importance of robust security logging and monitoring systems. You'll also examine the challenges of 'Shifting Left' in software development processes and explore the intricacies of handling software and data integrity failures. These encompass using trusted repositories, protecting software development resources, and issues related to Continuous Integration/Continuous Deployment (CI/CD) pipelines.

This course is led by a seasoned web application security expert who shares practical insights, best practices, and real-life experiences, adding invaluable depth to your learning journey. Through engaging demonstrations and activities, you'll apply your newfound knowledge to real-world scenarios, enhancing your ability to analyze and mitigate security risks while maintaining privacy and ethical standards. You'll also gain practical experience with innovative tools and strategies, working through labs mirroring real-world situations, such as dissecting high-profile case studies like SolarWinds and Capital One.

By the end of this course, you'll have a robust understanding of the OWASP Top Ten, secure software development principles, and a broadened view of web application security. Armed with these skills, you'll be well-prepared to help your organization navigate the challenging landscape of cybersecurity.

## Learning Objectives

- Learn to execute bug hunting and hacking activities in a manner that respects privacy and system integrity.
- Develop the ability to recognize and effectively utilize defect/bug reporting systems within your organization.
- Gain insights into common mistakes made during bug hunting and vulnerability testing and learn strategies to avoid them.
- Delve into the principles and terminology of defensive coding, including understanding the phases and objectives of a typical exploit, to build more secure applications.
- Recognize the value of a layered, in-depth defense strategy in cybersecurity, enhancing your capacity to build robust and resilient systems.
- Understand the potential origins of untrusted data and the risks they pose.

- Learn about the vulnerabilities associated with authentication and authorization, and how to detect, attack, and implement defenses.
- Familiarize yourself with the risks involved in XML processing, file uploads, and server-side interpreters, and learn how to mitigate these risks.

### **Prerequisites**

- Real-world programming experience is highly recommended for code reviews, but not required.

# Hacker Methodologies for Security Professionals

HK-300

[View schedule and pricing on cdw.com](#)

## Summary

This course teaches you the processes threat actors use to break into organizations' networks and steal their most sensitive data.

### WHO SHOULD ATTEND:

- Threat Hunters who need to understand hacker behavior and methodology
- Security Analysts and Incident Responders who need to identify signs of compromise
- New members of penetration testing or red teams

LENGTH: 5 Days

## Description

Hacker Methodologies for Security Professionals teaches you the processes threat actors use to break into organizations' networks and steal their most sensitive data. Utilizing industry-standard penetration testing and auditing software, you will learn to identify, scan, and enumerate target systems; correlate services to vulnerabilities and exploits; employ exploits to gain access to the target systems; elevate privileges; propagate through the network; and cover their tracks within a target network. This course is focused primarily on Linux and Windows operating systems, so students should be comfortable with both.

## Learning Objectives

- Identify the classes of hackers, their motivations, and the methodologies employed by threat actors
- Use publicly available tools and open source intelligence techniques to develop a target footprint
- Scan and enumerate targets to identify underlying operating systems and services
- Research and leverage exploits for vulnerable services to achieve access to target systems
- Identify system configuration weaknesses and viable privilege escalation tactics
- Analyze exploited systems to identify and remove indicators of compromise
- Employ system tools to exploit additional targets within an internal system

## Prerequisites

- Familiarity with Windows or Linux command-line interfaces
- Knowledge of TCP/IP networking

# HCISPP: HealthCare Information Security and Privacy Practitioner

ISC-204

[View schedule and pricing on cdw.com](#)

## Summary

The HealthCare Information Security and Privacy Practitioner (HCISPP) educational course are intended to communicate to the audience the basic structure, the essentials of the legal basis, the issues of and the information security and privacy particulars within the described context of the American healthcare delivery system. An integral part of this course is to prepare the attendee (with the required minimum experience) to sit for the (ISC)<sup>2</sup> HCISPP certification examination.

## Description

**Offered as a private class only.**

## Learning Objectives

- Determine the Healthcare environment components, third-party relationships, and foundational health data management concepts.
- Compare information governance frameworks, roles and responsibilities, security, and privacy policies as well as standards and procedures.
- Identify the impact of healthcare information technologies on privacy and security.
- Verify regulatory requirements, regulations and controls and the privacy and security compliance frameworks.
- Define security objectives, attributes, security definitions, concepts and security and privacy governance.
- Verify basic risk management methodologies and the information risk management life cycles.
- Participate in risk assessment consistent with a role in the organization and remediate gaps.
- Identify risk response and control assessment procedures from within organizational risk frameworks as well as continuous monitoring.

## Prerequisites

- 5 or more years of professional practice of which 2 should be in a healthcare environment.

# Incident Analysis

IR-120

[View schedule and pricing on cdw.com](https://cdw.com)

## Summary

This is the second course in the Incident Response series, taking students through the critical processes that occur once a security event has been elevated to the status of a confirmed security incident.

### WHO SHOULD ATTEND:

- Entry-level incident responders and incident investigators
- Information Technology personnel interested in transitioning to a security role
- Anyone interested in fundamental Blue or Purple Teams operations

LENGTH: 3 Days

## Description

This introductory-level course is aimed at a broad audience - anyone who is interested in learning about the Incident Response Life Cycle and how to analyze, contain, and recover from a security incident. This is the second course in the Incident Response series, taking students through the critical processes that occur once a security event has been elevated to the status of a confirmed security incident.

The goals of this 3-day course are to have students analyze log and sensor data, network traffic, host-based artifacts, emails, and contextual data for evidence related to the attack vectors and scope of a breach, using FIRST CVSS 4.0 and other tools. Once this analysis is complete, students will use playbooks and industry-recognized resources, such as the MITRE ATT&CK matrix, to determine the appropriate follow-on actions for containment and recovery.

## Learning Objectives

- Identify the types of data relevant to information security events
- Analyze host-based artifacts for the presence of anomalous activity
- Assess log and sensor data for detection of anomalous activity
- Assess contextual data sources for detection of anomalous activity
- Analyze email traffic for the presence of anomalous activity
- Analyze network traffic for the presence of anomalous activity
- Apply playbooks to contain and mitigate threats
- Recommend actions for containment and recovery using the Mitre ATT&CK matrix and detection use cases
- Simulate best practices for containment, analysis, and recovery in an incident response scenario

## Prerequisites

- Basic understanding of operating system internals
- Familiarity with the general use of Windows systems
- Basic understanding of how network traffic traverses intranets, extranets, cloud, and the internet.

### Related Courses:

- OS-100 Understanding Operating Systems
- IR-110 Event Monitoring and Incident Detection
- IR-210 Incident Response Planning and Management (*coming soon*)
- IR-220 Analysis, Containment, and Recovery (*coming soon*)

# Introduction to Security Analysis

CS-101

[View schedule and pricing on cdw.com](#)

## Summary

This hands-on course gives a jumpstart into the analysis of network intrusions, compromised hosts, and malware.

### WHO SHOULD ATTEND:

- IT Administrators
- System analysts and engineers who wish to incorporate security in their design processes
- Interns and newly hire security team members
- Anyone considering a career transition to security analysis

LENGTH: 2 Days

## Description

Most IT professionals are aware of the importance their jobs play in securing an organization, but many are not adequately trained in this important function and may not know where to begin. This hands-on course gives a jumpstart into the analysis of network intrusions, compromised hosts, and malware. Students will learn what common attacks look like, how to track and analyze malicious activity, and what mitigation steps should be taken.

## Learning Objectives

- Profile/baseline the hosts, services and activity in a computer network
- Perform user-level attribution of unwanted activity in a network
- Compare observed network traffic to expected topology
- Identify and observe the core components of an operating system
- Conduct basic behavioral analysis of malware on a running Windows system

## Prerequisites

- A background in information technology
- Basic understanding of networking and security concepts
- Light experience with the Windows Sysinternals Suite

# iOS Attack and Defend

CT-401

[View schedule and pricing on cdw.com](#)

## Summary

iOS™ Attack & Defend provides an instructor-led, hands-on course in the fundamentals of software development. This course is a laboratory intensive programming course designed for students looking to gain a working knowledge in iOS development. Through a combination of instructor-led examples and a series of programming assignments and challenges, the students will build and enhance their practical knowledge of software development in the iOS operating system. Additionally, students will also deploy, execute, and test all developed programs on Apple devices, provided in the class.

## Description

None

## Learning Objectives

- Identify iOS versions, design features, devices, and hardware.
- Navigate the File system
- Explore the iPhone and its capabilities
- Implement various Jailbreaking techniques
- Determine the differences in RE for disassembling and decompiling
- Identify the languages of ARM
- Recall the Components of Computer Architecture
- Distinguish the differences between RISC vs. CISC Design
- Recognize the Design Philosophy and two modes
- Examine the Components of RISC Architecture
- Define ARM Processor Basics
- Navigate ARM Instructions
- Compile and execute the Mach-O File Format
- Hack an iPhone Application
- Summarize iOS Security Features
- Execute Encryption and Code Signing
- Determine how to use Real World Malware
- Manipulate Live View Debugging

## Prerequisites

- Experience with Apple® products such as Apple® phones and tablets is recommended.

# ISACA Certified Information Security Manager (CISM)

ISACA-250

[View schedule and pricing on cdw.com](https://www.cdw.com)

## Summary

Validate your proficiencies for handling the challenges and responsibilities of a modern IT security manager with a CISM, which focuses on information security governance, information security risk management, information security program development, and incident management. This advanced-level course prepares you for the Certified Information Security Manager® exam.

### WHO SHOULD ATTEND:

- Information Security Managers
- Information Security Consultants
- CIOs and CISOs

LENGTH: 3 Days

## Description

Certified Information Security Manager® (CISM®) affirms your ability to assess risks, implement effective governance, and proactively respond to incidents. With a highlight on emerging technologies such as AI and blockchain, it guarantees your skillset meets evolving security threats and industry requirements. By addressing top-of-mind concerns like data breaches and ransomware attacks, crucial for IT professionals, this certification ensures you are staying ahead of the pace of change.

## Learning Objectives

- Ensure that an enterprise's information is protected
- Have the expertise needed to reduce risk and protect the enterpris
- Design, develop, implement and manage an effective security management program
- Establish and maintain an IT governance framework aligned with business objectives
- Identify and manage information security risks
- Have an understanding of the format and structure of the CISM certification exam
- Have knowledge of the various topics and technical areas covered by the exam
- Practice with specific strategies, tips and techniques for taking and passing the exam

## Prerequisites

- 5 years of IT and security experience

# Linux Kernel Internals

OS-500

[View schedule and pricing on cdw.com](#)

## Summary

This intermediate level course focuses on the skills of investigating the internals of the Linux kernel and the development and debugging of Linux loadable kernel modules.

### WHO SHOULD ATTEND:

- Offensive and defensive security professionals including security researchers, digital forensic analysts, red-teamers and blue-teamers and anyone who wants to learn about the modern Linux kernel.

LENGTH: 5 Days

## Description

Linux Kernel Internals covers the internals of the Linux kernel and kernel module development with emphasis on security. The course covers the internal algorithms, data structures, programming interfaces, relevant parts of the latest Linux kernel source code and real world use cases to provide a holistic view of the topics.

Attendees learn about the basics of the Linux kernel, kernel development toolchain, kernel module development, kernel execution contexts, memory management, user-kernel interfaces, device drivers, virtual file system interface, kernel synchronization mechanisms and kernel debugging.

In the hands-on labs attendees use built-in tools to peek into the kernel and use kernel programming interfaces to implement various functionality as loadable kernel modules (LKM). Attendees build, deploy, test and debug these LKMs on the latest 64-bit Linux kernel.

## Learning Objectives

- Describe the different components of the Linux kernel.
- Develop, build, test and debug Linux kernel modules.
- Implement security related functionality in kernel modules.
- Identify the kernel programming interfaces to solve a given development task.
- Retrieve information from the kernel using various commands.
- Examine crash dumps and identify the cause of the crash.
- Build the foundation to attend the Linux Kernel Exploitation and Rootkit training (LKXR).

## Prerequisites

- Proficient in C programming language.
- Comfortable with Linux command line tools.
- Familiar with Linux development tools such as gcc and make.
- Knowledgeable of data-structures such as pointers, structures, arrays and linked lists.

# Machine Learning Operations (MLOps) and AI Security

AI-450

[View schedule and pricing on cdw.com](#)

## Summary

Dive into the rapidly evolving world of Machine Learning Operations (MLOps) and AI Security with our intensive 3-day boot camp. MLOps bridges the gap between data science and operation teams, delivering continuous collaboration and integration to drive the efficient production of AI models.

### WHO SHOULD ATTEND:

- Technical professionals eager to deepen their knowledge in machine learning and AI security.
- Data Scientists, Machine Learning Engineers, IT Security Professionals, and DataOps Engineers.
- Technical leads and managers who oversee machine learning projects and need to understand both the operational and security aspects of AI systems.

LENGTH: 3 Days

## Description

Dive into the rapidly evolving world of **Machine Learning Operations (MLOps) and AI Security** with our intensive 3-day boot camp. MLOps bridges the gap between data science and operation teams, delivering continuous collaboration and integration to drive the efficient production of AI models. Similarly, AI Security focuses on protecting AI systems from potential vulnerabilities, a critical skillset given the increasing reliance on AI in modern infrastructures. By mastering these skills, you'll be able to streamline machine learning projects and bolster security within your organization.

Working in a hands-on workshop style environment guided by our AI security expert, you'll explore a wide range of topics and hands-on labs designed to provide a robust understanding of both MLOps and AI Security. Starting from an introduction to MLOps, you'll uncover the importance of this discipline, its distinction from DevOps and DataOps, and its lifecycle. You'll explore MLOps tools and techniques, including MLflow and Kubeflow, along with pipeline components and best practices. You will be able to set up an MLOps environment, automate ML workflows, monitor and manage models, and implement vital security measures in real-world situations. Lastly, you'll dive into the world of AI Security, exploring the AI threat landscape and best practices while applying basic security measures in a lab environment. The boot camp wraps up with advanced topics in AI Security, covering AI privacy, ethical considerations, adversarial attacks, and defenses.

Upon completion, you will have gained practical, hands-on skills in operationalizing and securing machine learning workflows, implementing best practices in model management, and understanding ethical considerations in AI Security. Our boot camp ensures that you will have the necessary knowledge to navigate MLOps and AI Security effectively, making your machine learning projects more efficient and secure.

## Learning Objectives

- Gain a solid understanding of the Machine Learning Operations (MLOps) lifecycle, including its purpose, key elements, and how it differs from related fields like DevOps and DataOps.
- Develop practical skills in using key MLOps tools and techniques, such as setting up an MLOps environment using MLflow and Kubeflow, and working through a basic machine learning pipeline.
- Master the art of automating machine learning workflows to streamline and improve the efficiency of your machine learning projects.
- Familiarize yourself with the AI Security landscape, including threat identification and application of best practices for securing machine learning environments.
- Dive deep into advanced AI Security concepts, including understanding and implementing differential privacy in machine learning models and defending against adversarial attacks.

- Learn to balance technical implementation with ethical considerations, developing a well-rounded approach to AI Security that respects privacy concerns and adheres to ethical guidelines.

## Prerequisites

- Familiarity with basic machine learning concepts such as supervised and unsupervised learning, regression, classification, and neural networks will be beneficial.
- Experience with data preprocessing, feature engineering, and understanding of algorithms and data structures would be advantageous.
- Ideally, attendees should have practical experience with a programming language, preferably Python, given its prominence in machine learning and AI development. Those without programming background can follow along with the labs.
- Basic knowledge of cloud platforms like AWS, GCP, or Azure will be useful, especially regarding how they support machine learning operations and AI security.
- A general understanding of the software development process or lifecycle (SDLC), including stages like design, development, testing, and deployment, will be helpful as MLOps is a similar, but more specific, lifecycle.

# Malware Reverse Engineering

RE-400

[View schedule and pricing on cdw.com](https://cdw.com)

## Summary

This course teaches students how to perform more advanced analysis of real-world malware samples.

### WHO SHOULD ATTEND:

- Malware analysts who want to develop more advanced skills in reverse engineering
- Forensic investigators who need to analyze malicious software
- Threat intelligence analysts developing code-based and behavioral signatures

LENGTH: 5 Days

## Description

Malware Reverse Engineering teaches students how to perform more advanced analysis of real-world malware samples. The primary techniques taught are disassembly and debugging. The course also covers topics such as data decoding and binary obfuscation in order to bypass protections and perform effective analysis on hardened samples, how to deal with destructive malware, and how to defeat anti-debugging and other anti-analysis techniques.

## Learning Objectives

- Use IDA Pro, OllyDbg, x64dbg, and other tools to analyze and debug malware, and report on its capabilities
- Describe in detail the structure and functions of the Portable Executable (PE) header, and analyze PE headers to aid in malware characterization
- Apply techniques for identifying, analyzing, and bypassing data obfuscation
- Understanding the structure and use of Dynamic Linked Libraries (DLLs) and apply reverse engineering skills to DLL analysis
- Identify and overcome a range of anti-debugging and anti-analysis techniques used in modern malware
- Identify developer code in a compiled binary

## Prerequisites

- Successful completion of Assembly for Reverse Engineers course
- Strong understanding of operating system internals
- Experience in C programming and Python is recommended

# Microsoft Azure Security Technologies (AZ-500T00)

MS-AZ-500

[View schedule and pricing on cdw.com](#)

## Summary

This course provides IT Security Professionals with the knowledge and skills needed to implement security controls, maintain an organization's security posture, and identify and remediate security vulnerabilities.

### WHO SHOULD ATTEND:

- Azure Security Engineers who are planning to take the associated certification exam, or who are performing security tasks in their day-to-day job.
- Engineers that wants to specialize in providing security for Azure-based digital platforms and play an integral role in protecting an organization's data.

LENGTH: 4 Days

## Description

Microsoft Azure Security Technologies provides IT Security Professionals with the knowledge and skills needed to implement security controls, maintain an organization's security posture, and identify and remediate security vulnerabilities. This course includes security for identity and access, platform protection, data and applications, and security operations.

## Learning Objectives

- Implement enterprise governance strategies including role-based access control, Azure policies, and resource locks.
- Implement an Azure AD infrastructure including users, groups, and multi-factor authentication.
- Implement Azure AD Identity Protection including risk policies, conditional access, and access reviews.
- Implement Azure AD Privileged Identity Management including Azure AD roles and Azure resources.
- Implement Azure AD Connect including authentication methods and on-premises directory synchronization.
- Implement perimeter security strategies including Azure Firewall.
- Implement network security strategies including Network Security Groups and Application Security Groups.
- Implement host security strategies including endpoint protection, remote access management, update management, and disk encryption.
- Implement container security strategies including Azure Container Instances, Azure Container Registry, and Azure Kubernetes.
- Implement Azure Key Vault including certificates, keys, and secrets.
- Implement application security strategies including app registration, managed identities, and service endpoints.
- Implement storage security strategies including shared access signatures, blob retention policies, and Azure Files authentication.
- Implement database security strategies including authentication, data classification, dynamic data masking, and always encrypted.
- Implement Azure Monitor including connected sources, log analytics, and alerts.
- Implement Azure Security Center including policies, recommendations, and just in time virtual machine access.
- Implement Azure Sentinel including workbooks, incidents, and playbooks.

## Prerequisites

- Security best practices and industry security requirements such as defense in depth, least privileged access, role-based access control, multi-factor authentication, shared responsibility, and zero trust model.
- Be familiar with security protocols such as Virtual Private Networks (VPN), Internet Security Protocol (IPSec), Secure Socket Layer (SSL), disk and data encryption methods.



- Have some experience deploying Azure workloads. This course does not cover the basics of Azure administration, instead the course content builds on that knowledge by adding security-specific information.
- Have experience with Windows and Linux operating systems and scripting languages. Course labs may use PowerShell and the CLI.
- Prior attendance of the course Microsoft Azure Administrator (AZ-104T00) is recommended.

# Microsoft Cybersecurity Architect (SC-100T00)

MS-SC-100

[View schedule and pricing on cdw.com](#)

## Summary

This is an advanced, expert-level course that prepares students with the expertise to design and evaluate cybersecurity strategies in the following areas: Zero Trust, Governance Risk Compliance (GRC), security operations (SecOps), and data and applications.

### WHO SHOULD ATTEND:

- Experienced Cloud Security Engineers who have taken a previous certification in the security, compliance, and identity portfolio.

LENGTH: 4 Days

## Description

This is an advanced, expert-level course. Although not required to attend, students are strongly encouraged to have taken and passed another associate level certification in the security, compliance and identity portfolio (such as AZ-500, SC-200 or SC-300) before attending this class. This course prepares students with the expertise to design and evaluate cybersecurity strategies in the following areas: Zero Trust, Governance Risk Compliance (GRC), security operations (SecOps), and data and applications. Students will also learn how to design and architect solutions using zero trust principles and specify security requirements for cloud infrastructure in different service models (SaaS, PaaS, IaaS).

## Learning Objectives

- Introduction to Zero Trust and best practice frameworks
- Design solutions that align with the Cloud Adoption Framework (CAF) and Well-Architected Framework (WAF)
- Design solutions that align with the Microsoft Cybersecurity Reference Architecture (MCRA) and Microsoft cloud security benchmark (MCSB)
- Design a resiliency strategy for common cyberthreats like ransomware
- Case study: Design solutions that align with security best practices and priorities
- Design solutions for regulatory compliance
- Design solutions for identity and access management
- Design solutions for securing privileged access
- Design solutions for security operations
- Case study: Design security operations, identity, and compliance capabilities
- Design solutions for securing Microsoft 365
- Design solutions for securing applications
- Design solutions for securing an organization's data
- Case study: Design security solutions for applications and data
- Specify requirements for securing SaaS, PaaS, and IaaS services
- Design solutions for security posture management in hybrid and multicloud environments
- Design solutions for securing server and client endpoints
- Design solutions for network security
- Case study: Design security solutions for infrastructure

## Prerequisites

- Highly recommended to have attended and passed one of the associate-level certifications in the security, compliance, and identity portfolio (such as AZ-500, SC-200, or SC-300)



- Advanced experience and knowledge in identity and access, platform protection, security operations, securing data, and securing applications.
- Experience with hybrid and cloud implementations.

# Microsoft Identity and Access Administrator (SC-300T00)

MS-SC-300

[View schedule and pricing on cdw.com](#)

## Summary

Explore how to design, implement, and operate an organization's identity and access management systems by using Azure AD.

### WHO SHOULD ATTEND:

- Identity and Access Administrators who are planning to take the associated certification exam, or who are performing identity and access administration tasks in their day-to-day job.
- Administrators or engineers who want to specialize in providing identity solutions and access management systems for Azure-based solutions.

LENGTH: 4 Days

## Description

Learn to manage tasks such as providing secure authentication and authorization access to enterprise applications. You will also learn to provide seamless experiences and self-service management capabilities for all users. Finally, learn to create adaptive access and governance of your identity and access management solutions ensuring you can troubleshoot, monitor, and report on your environment. The Identity and Access Administrator may be a single individual or a member of a larger team. Learn how this role collaborates with many other roles in the organization to drive strategic identity projects. The end goal is to provide you the knowledge to modernize identity solutions, to implement hybrid identity solutions, and to implement identity governance.

## Learning Objectives

- Explore identity in Microsoft Entra ID
- Implement initial configuration of Microsoft Entra ID
- Create, configure, and manage identities
- Implement and manage external identities
- Implement and manage hybrid identity
- Secure Microsoft Entra users with multifactor authentication
- Manage user authentication
- Plan, implement, and administer Conditional Access
- Manage Microsoft Entra Identity Protection
- Implement access management for Azure resources
- Plan and design the integration of enterprise apps for SSO
- Implement and monitor the integration of enterprise apps for SSO
- Implement app registration
- Plan and implement entitlement management
- Plan, implement, and manage access review
- Plan and implement privileged access
- Monitor and maintain Microsoft Entra ID

## Prerequisites

- Security best practices and industry security requirements such as defense in depth, least privileged access, shared responsibility, and zero trust model.
- Be familiar with identity concepts such as authentication, authorization, and active directory.



- Have some experience deploying Azure workloads. This course does not cover the basics of Azure administration, instead the course content builds on that knowledge by adding security-specific information.
- Some experience with Windows and Linux operating systems and scripting languages is helpful but not required. Course labs may use PowerShell and the CLI.

# Microsoft Security Operations Analyst (SC-200T00)

MS-SC-200

[View schedule and pricing on cdw.com](#)

## Summary

Learn how to mitigate cyberthreats using by configuring and using Microsoft Sentinel as well as utilizing Kusto Query Language (KQL) to perform detection, analysis, and reporting.

### WHO SHOULD ATTEND:

- Anyone in a Security Operations role who wants to prepare for the SC-200: Microsoft Security Operations Analyst exam.

LENGTH: 4 Days

## Description

The Microsoft Security Operations Analyst collaborates with organizational stakeholders to secure information technology systems for the organization. Their goal is to reduce organizational risk by rapidly remediating active attacks in the environment, advising on improvements to threat protection practices, and referring violations of organizational policies to appropriate stakeholders. Responsibilities include threat management, monitoring, and response by using a variety of security solutions across their environment.

The role primarily investigates, responds to, and hunts for threats using Microsoft Sentinel, Microsoft Defender for Cloud, Microsoft 365 Defender, and third-party security products. Since the Security Operations Analyst consumes the operational output of these tools, they are also a critical stakeholder in the configuration and deployment of these technologies. In this role, you collaborate with business stakeholders, architects, identity administrators, Azure administrators, and endpoint administrators to secure IT systems for the organization.

Learn to reduce organizational risk by:

- Rapidly remediating active attacks in the environment.
- Advising on improvements to threat protection practices.
- Referring violations of organizational policies to appropriate stakeholders.

## Learning Objectives

- Introduction to Microsoft 365 Threat Protection
- Mitigate Incidents with Microsoft 365 Defender
- Protect Identities using Azure AD Identity Protection
- Remediate Risks with Microsoft Defender for Office 365
- Secure Cloud Apps and Services with Microsoft Defender for Cloud Apps
- Respond to Data Loss Prevention Alerts in Microsoft 365
- Manage Insider Risk in Microsoft Purview
- Investigate Threats using Audit Features in Microsoft 365 Defender and Microsoft Purview
- Protect Against Threats with Microsoft Defender for Endpoint
- Utilize Threat Intelligence and Security Analytics in Microsoft Sentinel

## Prerequisites

- Basic understanding of Microsoft 365
- Fundamental understanding of Microsoft security, compliance, and identity products
- Intermediate understanding of Microsoft Windows



- Familiarity with Azure services, specifically Azure SQL Database and Azure Storage
- Familiarity with Azure virtual machines and virtual networking
- Basic understanding of scripting concepts.

# Microsoft Security, Compliance, and Identity Fundamentals (SC-900T00)

MS-SC-900

[View schedule and pricing on cdw.com](#)

## Summary

In this course students will learn the various security, compliance, and identity concepts.

### WHO SHOULD ATTEND:

- Anyone looking to familiarize themselves with the fundamentals of security, compliance, and identity (SCI) across cloud-based and related Microsoft services.

LENGTH: 1 Day

## Description

Microsoft Security, Compliance, and Identity Fundamentals will teach you various security, compliance, and identity concepts. After attending you will be able to describe the capabilities of Microsoft's identity and access management solutions and Microsoft security and compliance solutions.

## Learning Objectives

- Describe security and compliance concepts
- Describe identity concepts
- Describe the services and identity types of Microsoft Entra ID
- Describe the authentication capabilities of Microsoft Entra ID
- Describe the access management capabilities of Microsoft Entra ID
- Describe the identity protection and governance capabilities of Microsoft Entra
- Describe core infrastructure security services in Azure
- Describe security management capabilities in Azure
- Describe the capabilities in Microsoft Sentinel
- Describe threat protection with Microsoft 365 Defender
- Describe Microsoft's Service Trust portal and privacy capabilities
- Describe the compliance management capabilities in Microsoft Purview
- Describe information protection, data lifecycle management, and data governance capabilities in Microsoft Purview
- Describe the insider risk capabilities in Microsoft Purview
- Describe the eDiscovery and Audit capabilities in Microsoft Purview

## Prerequisites

- General understanding of networking and cloud computing concepts.
- General IT knowledge or any general experience working in an IT environment.
- General understanding of Microsoft Azure and Microsoft 365.

# Network Forensics and Investigation I

CT-300

[View schedule and pricing on cdw.com](#)

## Summary

This course focuses on research, filtering, and comparative analysis to identify and attribute the different types of activity on a network.

### WHO SHOULD ATTEND:

- Network Administrators seeking to develop security-related skill Incident Responders needing to quickly address system security breaches
- Forensic Analysts seeking a better understanding of network intrusion
- Penetration Testers looking to reduce their detectability

LENGTH: 5 Days

## Description

The preponderance of network traffic, particularly web traffic, was an expected outcome of the pivotal role that the Internet has come to play in our daily lives. The sheer volume of traffic and complexity of protocols creates a very diverse and ever-changing landscape within which the network analyst must navigate. Network Forensics and Investigation teaches attendees to differentiate between normal and abnormal network traffic, track the flow of packets through a network, and attribute conversations and actions taken over a network segment to specific hosts or users.

This course focuses on research, filtering, and comparative analysis to identify and attribute the different types of activity on a network. Students will learn how to follow conversations across a wide range of protocols and through redirection and how to develop custom filters for non-dissected protocols.

## Learning Objectives

- Create a baseline of the protocols, hosts, and interactions in a network environment
- Identify anomalous network traffic using a combination of in-depth packet analysis and higher-level statistical analysis
- Reconstruct event timelines and accurately correlate, or distinguish between event threads
- Identify and extract network artifacts for further forensic analysis
- Compare observed network traffic to expected topology
- Research and analyze unknown (non-dissected) protocols

## Prerequisites

- Firm understanding of TCP/IP networking. CompTIA Network+
- Cisco CNET or similar is recommended
- Experience with a packet analyzer
- Ability to reconstruct a network topology map from pcap data
- CompTIA Security+ or similar knowledge of security threats

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### Related Courses:

- [Endpoint Live Forensics](#)
- [Network Forensics & Investigation II](#)



- Automated Network Defense

# Network Forensics and Investigation II

CT-301

[View schedule and pricing on cdw.com](#)

## Summary

This intermediate-level course will teach you how to identify and analyze the most common types of reconnaissance, attack, lateral movement, exfiltration, and command and control traffic found in today's networks.

### WHO SHOULD ATTEND:

- Security analysts who need to identify and investigate network intrusions
- Incident responders who need to quickly address a breach
- Forensic investigators who need to examine malicious network attacks

LENGTH: 5 Days

## Description

Network Forensics and Investigation II covers a range of techniques from deep-packet analysis to statistical-flow analysis to open-source research and more, using tools such as Wireshark, Network Miner and RSA NetWitness Investigator as well as custom tools and scripts developed by our networking experts. Growing in complexity throughout the week, the course ends with a team exercise where you and your teammates will investigate and report on an extensive, multi-stage intrusion.

## Learning Objectives

- Identify and analyze attacks across the various layers of the network stack
- Identify signs of reconnaissance being conducted against a network and recommend mitigation steps to limit the data provided to attackers
- Perform flow analysis to uncover anomalous and malicious activity at a statistical level
- Detect and investigate tunneling, botnet command-and-control traffic, and other forms of covert communications being utilized in a network
- Accurately correlate multiple stages of malicious activity in order to build a complete picture of the scope and impact of a coordinated network intrusion

## Prerequisites

- CCNA and/or 1 year of experience as an Incident Handler or similar role
- Experience using a packet analyzer
- Knowledge of common Web App functionality and architecture
- Some scripting familiarity recommended

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## Related Courses

- [Network Forensics and Investigation I](#)
- [Automated Network Defense](#)

# OffSec PEN-200 - Penetration Testing with Kali Linux (OSCP)

PEN-200

[View schedule and pricing on cdw.com](#)

## Summary

Penetration Testing with Kali Linux, is a unique penetration course course that combines traditional course materials with hands-on simulations, using a virtual lab environment.

WHO SHOULD ATTEND:

- Security and other technology professionals who want to learn pentesting
- Seasoned pentesters seeking to sharpen their skills

LENGTH: 5 Days, + 6 Mentoring Sessions

## Description

Penetration Testing with Kali Linux is a unique online penetration testing course that introduces learners to the latest pentesting methodologies, tools, and techniques via hands-on experience. PEN-200 simulates a full penetration test from start to finish by immersing the learners into a target-rich and vulnerable network environment.

This foundational-level course is designed for security and other technology professionals who want to take a meaningful step into the world of professional pentesting, as well as seasoned pentesters seeking to sharpen their skills and earn one of the most coveted pentesting certifications.

## Learning Objectives

- Using information gathering techniques to identify and enumerate targets running various operating systems.
- Writing basic scripts and tools to aid in the penetration testing process
- Analyzing, correcting, modifying, cross-compiling and porting public exploit code
- Conducting remote, local privilege escalation and clientside attacks
- Identifying and exploiting XSS, SQL injection and file inclusion vulnerabilities in web applications
- Leveraging tunneling techniques to pivot between networks
- Creative problem solving and lateral thinking skills

## Prerequisites

- Solid understanding of TCP/IP networking
- Reasonable Windows and Linux administration experience
- Familiarity with basic Bash and/or Python scripting

# Python for Reverse Engineers

RE-500

[View schedule and pricing on cdw.com](#)

## Summary

This course is geared towards reverse engineers and introduces how to use Python to accelerate, automate, and optimize reverse engineering tasks.

### WHO SHOULD ATTEND:

- Intermediate reverse engineers interested in automating repetitive tasks

LENGTH: 5 Days

## Description

Python Reverse Engineers is geared towards the reverse engineer and introduces the Python language with a focus on using it to accelerate, automate, and optimize reverse engineering tasks. The course begins with an introduction to the Python language, a review of object types and flow statements, then delves into file operations, modules, working with the CTypes library for interaction with Windows operating systems, debugging, and IDA scripting.

## Learning Objectives

- Compose Python scripts to automate repetitive tasks
- Perform tasks with the Windows API from Python using the CTypes library
- Implement a scriptable Windows debugger using Python and CTypes
- Use the IDAPython API to automate common reverse engineering tasks in IDA

## Prerequisites

- Successful completion of Malware Reverse Engineering
- Familiarity with programming/scripting
- Strong understanding of operating system internals
- Experience in C programming

## Related Courses

- Assembly for Reverse Engineers
- Malware Reverse Engineering

# SCOR - Implementing and Operating Cisco Security Core Technologies

SCOR

[View schedule and pricing on cdw.com](#)

## Summary

Master the skills and technologies needed to implement core Cisco security solutions to provide advanced threat protection against cybersecurity attacks.

### WHO SHOULD ATTEND:

- Security Engineers
- Network Engineers
- Network Designers
- Network Administrators
- Systems Engineers
- Consulting Systems Engineers
- Technical Solutions Architects
- Cisco Integrators/Partners
- Network Managers
- Cisco integrators and partners

LENGTH: 5 Days

## Description

The Implementing and Operating Cisco Security Core Technologies (SCOR) v1.0 course helps you prepare for the Cisco® CCNP® Security and CCIE® Security certifications and for senior-level security roles. In this course, you will master the skills and technologies you need to implement core Cisco security solutions to provide advanced threat protection against cybersecurity attacks. You will learn security for networks, cloud and content, endpoint protection, secure network access, visibility, and enforcement. You will get extensive hands-on experience deploying Cisco Firepower Next-Generation Firewall and Cisco ASA Firewall; configuring access control policies, mail policies, and 802.1X Authentication; and more. You will get introductory practice on Cisco Stealthwatch Enterprise and Cisco Stealthwatch Cloud threat detection features.

This course, including the self-paced material, helps prepare you to take the exam, Implementing and Operating Cisco Security Core Technologies (350-701 SCOR), which leads to the new CCNP Security, CCIE Security, and the Cisco Certified Specialist – Security Core certifications.

## Learning Objectives

- Describe information security concepts and strategies within the network
- Describe common TCP/IP, network application, and endpoint attacks
- Describe how various network security technologies work together to guard against attacks
- Implement access control on the Cisco ASA appliance and Cisco Firepower Next-Generation Firewall
- Describe and implement basic email content security features and functions provided by the Cisco Email Security Appliance
- Describe and implement web content security features and functions provided by the Cisco Web Security Appliance
- Describe Cisco Umbrella security capabilities, deployment models, policy management, and Investigate console
- Introduce VPNs and describe cryptography solutions and algorithms

- Describe Cisco secure site-to-site connectivity solutions and explain how to deploy Cisco IOS VTI-based point-to-point IPsec VPNs, and point-to-point IPsec VPN on the Cisco ASA and Cisco Firepower NGFW
- Describe and deploy Cisco secure remote access connectivity solutions and describe how to configure 802.1X and EAP authentication
- Provide a basic understanding of endpoint security and describe AMP for Endpoints architecture and basic features
- Examine various defenses on Cisco devices that protect the control and management plane
- Configure and verify Cisco IOS Software Layer 2 and Layer 3 Data Plane Controls
- Describe Cisco Stealthwatch Enterprise and Stealthwatch Cloud solutions
- Describe the basics of cloud computing and common cloud attacks and how to secure cloud environment

### Prerequisites

- Skills and knowledge equivalent to those learned in Implementing and Administering Cisco Solutions (CCNA) v1.0 course
- Familiarity with Ethernet and TCP/IP networking
- Working knowledge of the Windows operating system
- Working knowledge of Cisco IOS networking and concepts
- Familiarity with the basics of networking security concepts

# Secure Web App Development Overview - Java / JEE

SC-301

[View schedule and pricing on cdw.com](#)

## Summary

This is a lab-intensive, hands-on Java / JEE security training course that provides 360-degree coverage of Java application security.

### WHO SHOULD ATTEND:

- Experienced Java developers who wish to get up and running on developing well defended software applications.

LENGTH: 5 Days

## Description

**Offered as a private class only.**

Secure Java Web Application Development Lifecycle is a lab-intensive, hands-on Java / JEE security training course that provides 360-degree coverage of Java application security. In this course, students begin with penetration testing, hunting for bugs in Java web applications. They then thoroughly examine best practices for defensively coding web applications, covering all the OWASP Top Ten as well as several additional prominent vulnerabilities (such as file uploads, CSRF and direct object references). Students will repeatedly attack and then defend various assets associated with fully functional web applications and services. This hands-on approach drives home the mechanics of how to secure JEE web applications in the most practical of terms.

Finally, students examine the controls (defenses) related to the phases that attackers work through when exploiting web applications. The course focuses on three specific activities that are interrelated and move the security process farther to the left in the development process. The course ends with an extensive discussion of what a mature application security presence would provide to the developers within an organization.

## Learning Objectives

- Ensure that any hacking and bug hunting is performed in a safe and appropriate manner
- Identify defect/bug reporting mechanisms within their organizations
- Work with specific tools for targeted vulnerabilities
- Avoid common mistakes that are made in bug hunting and vulnerability testing
- Understand the concepts and terminology behind defensive, secure coding including the phases and goals of a typical exploit
- Develop an appreciation for the need and value of a multilayered defense in depth
- Understand potential sources for untrusted data
- Understand the consequences for not properly handling untrusted data such as denial of service, cross-site scripting, and injections
- To test web applications with various attack techniques to determine the existence of and effectiveness of layered defenses
- Prevent and defend the many potential vulnerabilities associated with untrusted data
- Understand the vulnerabilities of associated with authentication and authorization
- Detect, attack, and implement defenses for authentication and authorization functionality and services
- Understand the dangers and mechanisms behind Cross-Site Scripting (XSS) and Injection attacks
- Detect, attack, and implement defenses against XSS and Injection attacks
- Understand the risks associated with XML processing, file uploads, and server-side interpreters and how to best eliminate or mitigate those risks

- Learn the strengths, limitations, and use for tools such as code scanners, dynamic scanners, and web application firewalls (WAFs)
- Understand techniques and measures that can be used to harden web and application servers as well as other components in your infrastructure
- Recognize and characterize existing and planned defensive controls
- Relate controls and activities to the phases of a typical exploit
- Understand and implement the processes and measures associated with the security development lifecycle (SDL)
- Identify appropriate security objectives and regulations including evolving privacy considerations
- Develop a list of risk escalators as well as potential mitigations based on an understanding of vulnerabilities
- Recognize design features that can significantly increase an application's attack surface
- Build an asset inventory and begin the process of prioritizing their value
- Work with a baseline asset inventory to develop an initial asset inventory for a software application
- Understand and apply defensive options to data assets

### Prerequisites

- Familiarity with Java and JEE is required.
- Real world programming experience is highly recommended.
- Ideally students should have approximately 6 months to a year of Java and JEE working knowledge.

# Securing Web Applications Overview

SC-200

[View schedule and pricing on cdw.com](#)

## Summary

This course equips you with the foundational concepts of defensive and secure coding, going beyond the "penetrate and patch" approach by learning to integrate security into your applications from the get-go.

### WHO SHOULD ATTEND:

- Web Developers
- Technical Stakeholders
- Software Engineers
- System Administrators

LENGTH: 2 Days

## Description

Securing Web Applications Overview is geared for web developers and technical stakeholders who need to produce secure web applications, integrating security measures into the development process from requirements to deployment and maintenance. This overview-level course explores core concepts and challenges in web application security, showcasing current, real-world examples that illustrate the potential consequences of not following these best practices. Go beyond theory and learn practical skills directly applicable to your work: ethical hacking, bug hunting, detection, and mitigation of threats to authentication and authorization functionalities. You'll understand the mechanics and threats of Cross-Site Scripting (XSS) and Injection attacks and comprehend the risks and mitigation strategies associated with XML processing, software uploads, and deserialization. The final portion of this course builds on the previously learned mechanics for building defenses by exploring how design and analysis can be used to build stronger applications from the beginning of the software lifecycle.

## Learning Objectives

- Perform hacking and bug hunting in a safe and appropriate manner.
- Identify defect/bug reporting mechanisms within their organizations.
- Setup and use various tools and techniques to determine a web application's operational environment.
- Setup and use various tools and techniques to enumerate all aspects of a web application and vulnerabilities.
- Work with specific tools for targeted vulnerabilities.
- Determine common mistakes that are made in bug hunting and vulnerability testing.
- Define concepts and terminology behind defensive, secure coding including the phases and goals of a typical exploit.
- Develop an appreciation for the need and value of a multilayered defense in depth.
- Determine potential sources for untrusted data.
- Distinguish the consequences for not properly handling untrusted data such as denial of service, cross-site scripting, and injections.
- Determine the existence of and effectiveness of layered defenses to test web applications with various attack techniques.
- Prevent and defend potential vulnerabilities associated with untrusted data.
- Confirm the vulnerabilities associated with authentication and authorization.
- Detect, attack, and implement defenses for authentication, authorization, functionality and services as well as XSS and Injection attacks.
- Describe the dangers and mechanisms behind Cross-Site Scripting (XSS) and Injection attacks.
- Assess the risks associated with XML processing, file uploads, and server-side interpreters and how to best eliminate or mitigate those risks.

- Comprehend the strengths, limitations, and use for tools such as code scanners, dynamic scanners, and web application firewalls (WAFs).
- Apply techniques and measures that can be used to harden web and application servers as well as other components in your infrastructure

### **Prerequisites**

- Basic understanding of web development and web architecture
- Some familiarity with basic programming concepts.
- Basic understanding of web security concepts.

# Security Engineering on AWS

AWS-300

[View schedule and pricing on cdw.com](#)

## Summary

**Security Engineering on AWS** demonstrates how to efficiently use AWS security services to stay secure in the AWS Cloud, with a focus on recommended security practices for enhancing the security of your data and systems in the cloud. This course highlights the security features of AWS key services including compute, storage, networking, and database services. You will learn how to leverage AWS services and tools for automation, continuous monitoring and logging, and responding to security incidents.

### WHO SHOULD ATTEND:

- Security engineers, architects, analysts, and auditors
- Individuals who are responsible for governing, auditing, and testing an organization's IT infrastructure, as well as ensuring conformity of the infrastructure to security, risk, and compliance guidelines

LENGTH: 3 Days

## Description

**Offered as a private class only.**

Security Engineering on AWS will enable you with the skills and knowledge to safeguard your organization's reputation and profits, and improve security operations.

This three-day, intermediate-level course is led by an expert AWS instructor who will guide you through the security practices that AWS recommends for enhancing the security of data and systems in the cloud. You will learn to efficiently use AWS security services including Amazon Security Lake, Amazon Detective, AWS Control Tower, AWS Secrets Manager, Amazon CloudWatch, Amazon GuardDuty, and more for automation, continuous monitoring and logging, and responding to security incidents.

## Learning Objectives

- Assimilate and leverage the AWS shared security responsibility model
- Manage user identity and access management in the AWS cloud
- Implement better security controls for your resources in the AWS cloud
- Manage and audit your AWS resources from a security perspective
- Monitor and log access and usage of AWS compute, storage, networking, and database services
- Assimilate and leverage the AWS shared compliance responsibility model
- Identify AWS services and tools to help automate, monitor, and manage security operations on AWS
- Perform security incident management, cloud resiliency, and business continuity in the AWS cloud
- Use AWS security services such as AWS Identity and Access Management, Amazon Virtual Private Cloud, AWS CloudTrail, Amazon CloudWatch, AWS Key Management Service, AWS CloudHSM, AWS Config, AWS Service Catalog, and AWS Trusted Advisor

## Prerequisites

- Have attended the AWS Security Fundamentals course
- Experience with governance, risk, compliance regulations, and control objectives
- Working knowledge of IT security practices
- Working knowledge of IT infrastructure concepts
- Familiarity with cloud computing concepts

# SFWIPF - Fundamentals of Cisco Firewall Threat Defense and Intrusion Prevention

SFWIPF

[View schedule and pricing on cdw.com](#)

## Summary

This course shows you how to implement and configure Cisco Secure Firewall Threat Defense for deployment as a next-generation firewall at the internet edge.

### WHO SHOULD ATTEND:

- Network security engineers
- Administrators

LENGTH: 5 Days

**\*\*NOTE:** This course is replacing SSNGFW - Securing Networks with Cisco Firepower Next Generation Firewall which is going EoL. \*\*

## Description

The Fundamentals of Cisco Firewall Threat Defense and Intrusion Prevention (SFWIPF) training shows you how to implement and configure Cisco Secure Firewall Threat Defense for deployment as a next-generation firewall at the internet edge. You'll gain an understanding of Cisco Secure Firewall architecture and deployment, base configuration, packet processing, and advanced options, and conducting Secure Firewall administration troubleshooting.

## Learning Objectives

- Describe Cisco Secure Firewall Threat Defense
- Describe Cisco Secure Firewall Threat Defense Deployment Options
- Describe management options for Cisco Secure Firewall Threat Defense
- Configure basic initial settings on Cisco Secure Firewall Threat Defense
- Configure high availability on Cisco Secure Firewall Threat Defense
- Configure basic Network Address Translation on Cisco Secure Firewall Threat Defense
- Describe Cisco Secure Firewall Threat Defense policies and explain how different policies influence packet processing through the device
- Configure Discovery Policy on Cisco Secure Firewall Threat Defense
- Configure and explain prefilter and tunnel rules in the prefilter policy
- Configure an access control policy on Cisco Secure Firewall Threat Defense
- Configure security intelligence on Cisco Secure Firewall Threat Defense
- Configure file policy on Cisco Secure Firewall Threat Defense
- Configure Intrusion Policy on Cisco Secure Firewall Threat Defense
- Perform basic threat analysis using Cisco Secure Firewall Management Center
- Perform basic management and system administration tasks on Cisco Secure Firewall Threat Defense
- Perform basic traffic flow troubleshooting on Cisco Secure Firewall Threat Defense
- Manage Cisco Secure Firewall Threat Defense with Cisco Secure Firewall Threat Defense Manager

## Prerequisites

Understanding of the following topics:



- TCP/IP
- Basic routing protocols
- Firewall, VPN, and IPS concepts

# SISE - Implementing and Configuring Cisco Identity Services Engine

SISE

[View schedule and pricing on cdw.com](#)

## Summary

Implementing and Configuring Cisco Identity Services Engine (SISE) teaches how to deploy and use Cisco® Identity Services Engine (ISE) v3.x, an identity, and access control policy platform that simplifies the delivery of consistent, highly secure access control across wired, wireless, and VPN connections.

### WHO SHOULD ATTEND:

- Network security engineers
- Network security architects
- ISE administrators
- Senior Security Operations Center (SOC) personnel responsible for Incidence Response
- Cisco integrators and partners

LENGTH: 5 Days

## Description

Implementing and Configuring Cisco Identity Services Engine (SISE) v4.0 teaches how to deploy and use Cisco® Identity Services Engine (ISE) v3.x, an identity, and access control policy platform that simplifies the delivery of consistent, highly secure access control across wired, wireless, and VPN connections. This hands-on course provides you with the knowledge and skills to implement and apply Cisco ISE capabilities to support use cases for Zero Trust security posture. These use cases include tasks such as policy enforcement, profiling services, web authentication, guest access services, BYOD, endpoint compliance services, and Terminal Access Controller Access Control Server (TACACS+) device administration.

Through hands-on practice via lab exercises, you will learn how to use Cisco ISE to gain visibility into what is happening in your network, streamline security policy management, and contribute to operational efficiency. This course helps you prepare to take the Implementing and Configuring Cisco Identity Services Engine (300-715 SISE) exam, which leads to CCNP® Security and the Cisco Certified Specialist – Security Identity Management Implementation certifications.

## Learning Objectives

- Describe the Cisco Identity Services Engine (ISE)
- Explain Cisco ISE deployment
- Describe Cisco ISE policy enforcement components
- Describe Cisco ISE policy configuration
- Troubleshoot Cisco ISE policy and third-party Network Access Device (NAD) support
- Configure guest access
- Configure hotspots and guest portals
- Describe the Cisco ISE profiler services
- Describe profiling best practices and reporting
- Configure a Cisco ISE BYOD solution
- Configure endpoint compliance
- Configure client posture services
- Configure Cisco ISE device administration
- Describe Cisco ISE TrustSec configurations

## Prerequisites

- Familiarity with the Cisco IOS© Software Command-Line Interface (CLI) for wired and wireless devices
- Familiarity with Cisco AnyConnect©\_ Secure Mobility Client
- Familiarity with Microsoft Windows operating systems
- Familiarity with 802.1X

# SSCP: Systems Security Certified Practitioner

ISC-300

[View schedule and pricing on cdw.com](#)

## Summary

Earning a globally recognized IT security administration and operations certification like the SSCP is a great way to grow your career and better secure your organization's critical assets.

SSCP certification demonstrates you have the advanced technical skills and knowledge to implement, monitor and administer IT infrastructure using security best practices, policies and procedures established by the cybersecurity experts at ISC2.

### WHO SHOULD ATTEND:

- IT administrators, managers, directors and network security professionals responsible for the hands-on operational security of their organization's critical assets.

LENGTH: 5 Days

## Description

**Offered as a private class only.**

The Systems Security Certified Practitioner (SSCP) certification course will prepare you to pass the SSCP exam and become a Systems Security Certified Practitioner. It will provide you with in-depth coverage of the skills and concepts in the seven domains of systems security including: Access Controls, Security Operations and Administration, Risk Identification and Analysis, Incident Response and Recovery, Cryptography, and Network Security.

## Learning Objectives

- Compare access control systems and how they should be implemented to protect the system and data using the different levels of confidentiality, integrity, and availability.
- Determine working processes for management and information owners, custodians, and users to ensure proper data classifications are defined.
- Analyze safeguards for mitigating risk and utilize risk identification, monitoring, and analysis domain identities to identify, measure, and control losses associated with adverse events.
- Use consistent approaches and concepts in order to mitigate damages, recover business operations, and avoid critical business interruption, and emergency response and post-disaster recovery in the handling of Incident Response and Recovery.
- Differentiate between key cryptographic concepts and how to apply them, implement secure protocols, key management concepts, key administration and validation, and Public Key Infrastructure as it applies to securing communications in the presence of third parties.
- Identify the Networks and Communications Security needed to secure network structure, data transmission methods, transport formats, and the security measures used to maintain integrity, availability, authentication, and confidentiality of the information being transmitted.
- Define technical and non-technical attacks and the protection need for organizations attacks including concepts in endpoint device security, cloud infrastructure security, securing big data systems, and securing virtual environments.

## Prerequisites

- Minimum of one-year cumulative paid work experience in one or more of the seven domains of the SSCP CBK.

# Threat Hunting with Python

PY-300

[View schedule and pricing on cdw.com](#)

## Summary

This intermediate-level course teaches students how to take threat hunting hypotheses generated from contextual data or threat intelligence feeds, and write Python scripts that interact with various data sources.

### WHO SHOULD ATTEND:

- Security analysts who want to develop threat hunting skills
- Threat hunters who need to develop custom capabilities beyond their available toolset
- Security engineers who are responsible for improving detection and monitoring capabilities

LENGTH: 3 Days

## Description

Threat Hunting with Python teaches students how to take threat hunting hypotheses generated from contextual data or threat intelligence feeds, and then write Python scripts that interact with various data sources and perform data analytics to determine the validity of those hypotheses. Techniques include the use of advanced data structures, active data gathering using SCAPY and other tools, scripting database or SIEM queries, and more. Successful students will gain the ability to script or automate a variety of custom threat hunting tasks, and speed up their threat hunting processes.

## Learning Objectives

- Test cyber threat hunting hypotheses by creating Python scripts that perform data gathering and analytics
- Use advanced data structures to store, search, and manipulate data
- Write Python code to interact with a variety of systems such as SIEM platforms and endpoints, as well as static data sources such as log files and traffic captures
- Increase the speed and effectiveness of cyber threat hunting activities through scripting and automation

## Prerequisites

- Intermediate-level programming experience with Python (this is not a course in how to code)
- Successful completion of the Network Forensics and Investigation II course, or comparable experience in security investigations

## Related Courses

- Hacker Methodologies for Security Professionals
- Network Forensics and Investigation II
- Endpoint Live Forensics

# Understanding Operating Systems

OS-100

[View schedule and pricing on cdw.com](#)

## Summary

This is a foundational course that exposes students to the underpinnings of modern desktop operating systems and the components that are most vulnerable to attack. This course will provide an essential foundation for courses in malware analysis, intrusion analysis, and penetration testing.

### WHO SHOULD ATTEND:

- Those who wish to learn how to analyze components of operating systems.

LENGTH: 5 Days

## Description

Understanding Operating Systems is a foundational course that exposes students to the underpinnings of modern desktop operating systems and the components that are most vulnerable to attack. It covers the principles of process, memory, and I/O management that drive all modern operating systems and includes hands-on labs to discover how they are implemented in Microsoft Windows and Linux. After attending this course, you will be able to describe how the components of operating systems work and interact, use built-in tools to analyze these components, and have an excellent foundation for courses in malware analysis, intrusion analysis, and penetration testing.

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## Learning Objectives

- Describe how modern desktop operating systems function
- Explain the principles of process, memory, and I/O management and distinguish the methods used across common operating systems
- Identify and monitor the standard boot processes of Windows and Linux systems
- Use trusted command-line and GUI-based tools to ascertain the status of a running system
- Retrieve and edit a host's network configuration
- Perform basic user and group management tasks
- Describe the foundational security mechanisms in Windows and Linux systems

## Prerequisites

- Familiarity with the use of at least one common desktop operating system
- Experience with VMware software is an advantage, but not required

## Category: IT and Security Frameworks

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# Application Security and Development (STIG)

STIG-300

[View schedule and pricing on cdw.com](https://cdw.com)

## Summary

This is an intermediate-level, lab-intensive, hands-on application security training course essential for developers, designers, architects, QA, Testing, and other personnel who need to deliver secure applications within the Department of Defense.

### WHO SHOULD ATTEND:

- Experienced Java developers who wish to get up and running on developing well defended software applications using the STIG guidelines.

LENGTH: 5 Days

## Description

**Offered as a private class only.**

DISA's Application Security and Development STIG, in conjunction with the associated checklist, provides a comprehensive listing of requirements and needs for improving and maintaining the security of software applications and systems within the Department of Defense. This course fills in the context, background, and best practices for fulfilling those requirements and needs. As with all of our courses, we maintain tight synchronization between the latest DISA releases and our materials. A key component to our coverage of DISA's Security Technical Implementation Guides (STIGS), this course is a companion course with several developer-oriented courses and seminars

Application Security and Development (STIG) is a lab-intensive, hands-on application security training course essential for developers, designers, architects, QA, Testing, and other personnel who need to deliver secure applications within the DOD. In addition to teaching basic programming skills, this course digs deep into sound processes and practices that apply to the entire software development lifecycle.

In this course, students thoroughly examine best practices for defensively coding web applications, including XML processing, rich interfaces, and both RESTful and SOAP-based web services. Students will repeatedly attack and then defend various assets associated with fully-functional web applications and web services. This hands-on approach drives home the mechanics of how to secure web applications in the most practical of terms.

## Learning Objectives

- Understand potential sources for untrusted data
- Understand the consequences for not properly handling untrusted data such as denial of service, cross-site scripting, and injections
- To test web applications with various attack techniques to determine the existence of and effectiveness of layered defenses
- Prevent and defend the many potential vulnerabilities associated with untrusted data
- Understand the vulnerabilities of associated with authentication and authorization
- To detect, attack, and implement defenses for authentication and authorization functionality and services
- Understand the dangers and mechanisms behind Cross-Site Scripting (XSS) and Injection attacks
- To detect, attack, and implement defenses against XSS and Injection attacks
- Understand the concepts and terminology behind defensive, secure, coding
- Understand the use of Threat Modeling as a tool in identifying software vulnerabilities based on realistic threats against meaningful assets
- Perform both static code reviews and dynamic application testing to uncover vulnerabilities in Java-based web applications
- Design and develop strong, robust authentication and authorization implementations within the context of JEE

- Understand the fundamentals of XML Digital Signature and XML Encryption as well as how they are used within the web services arena
- To detect, attack, and implement defenses for both RESTful and SOAP-based web services and functionality
- Understand techniques and measures that can be used to harden web and application servers as well as other components in your infrastructure
- Understand and implement the processes and measures associated with the Secure Software Development (SSD)
- Acquire the skills, tools, and best practices for design and code reviews as well as testing initiatives
- Understand the basics of security testing and planning
- Work through a comprehensive testing plan for recognized vulnerabilities and weaknesses

### **Prerequisites**

- Familiarity with Java and JEE is required
- Real-world programming experience is highly recommended
- Ideally students should have approximately 6 months to a year of Java working knowledge.

# Certified CMMC Professional (CCP)

CS-200

[View schedule and pricing on cdw.com](#)

## Summary

The Cybersecurity Maturity Model Certification (CMMC), managed by The Cyber AB (formerly known as the CMMC Accreditation Body or the CMMC-AB), is a program through which an organization's cybersecurity program maturity is measured by their initial and ongoing compliance with applicable cybersecurity practices, as well as their integration of corresponding policies and plans into their overall business operations.

Who Should Attend:

- This course is a prerequisite for the Certified CMMC Professional program, and it prepares students for the Certified CMMC Professional (CCP) certification exam. Students might consider taking this course to learn how to perform CMMC certification readiness checks within their own organization, or as a consultant to other Organizations Seeking Certification (OSC). The CCP certification is also a required step toward becoming a Certified CMMC Assessor (CCA), so students might take this course to begin down the path toward CCA certification.

Length: 5 Days

## Description

This course prepares students for the Certified CMMC Professional (CCP) certification, which authorizes the holder to use The Cyber AB Certified CMMC Professional logo, to participate as an Assessment Team Member under the supervision of a Lead Assessor, and to be listed in the CMMC Marketplace. The CCP certification is also prerequisite for the Certified CMMC Assessor (CCA) certification.

## Learning Objectives

- Identify the threats to the Defense Supply Chain and the established regulations and standards for managing the risk.
- Identify the sensitive information that needs to be protected within the Defense Supply Chain and how to manage it.
- Describe how the CMMC Model ensures compliance with federal acquisitions regulations.
- Identify responsibilities of the Certified CMMC Professional, including appropriate ethical behavior.
- Establish the Certification and Assessment scope boundaries for evaluating the systems that protect regulated information.
- Prepare the OSC for an Assessment by evaluating readiness.
- Use the CMMC Assessment Guides to determine and assess the Evidence for practices.
- Implement and evaluate practices required to meet CMMC Level 1.
- Identify the practices required to meet CMMC Level 2.
- As a CCP, work through the CMMC Assessment process.

## Prerequisites

- Some foundational education or experience in cybersecurity.
- College degree in a cyber or information technical field with 2+ years of experience; or 2+ years of equivalent experience (including military) in a cyber, information technology, or assessment field.

# CompTIA A+

TIA-100

[View schedule and pricing on cdw.com](#)

## Summary

CompTIA's A+ certification is the industry standard for validating the foundational skills needed by today's computer support technicians. Candidates are better prepared to troubleshoot, and problem solve, and technicians better understand a wide variety of issues ranging from networking and operating systems to mobile devices and security. A+ supports the ability to connect users to the data they need to do their jobs regardless of the devices being used.

### WHO SHOULD ATTEND:

- Individuals seeking CompTIA A+ certification (220-1001 and 220-1002)

LENGTH: 5 Days

## Description

In this course that's focused on CompTIA A+ certification exam preparation, you'll gain the needed knowledge of basic computer hardware and operating systems. You will cover the essential principles of installing, building, upgrading, repairing, configuring, troubleshooting, optimizing, and preventative maintenance on desktop and laptop computers. You will also learn elements of customer service and communication skills necessary to work with clients. Instructor-led practice exams and quizzes help reinforce course concepts and exam readiness. This international vendor-neutral certification requires that you pass two exams: CompTIA A+ Essentials Exam 220-1101 and Practical Application Exam 220-1102. It is also included in the approved list of certifications to meet DoD Directive 8570.1 requirements.

**This course includes two exam vouchers.**

## Learning Objectives

- Install and configure PC system unit components and peripheral devices.
- Install, configure, and troubleshoot display and multimedia devices.
- Install, configure, and troubleshoot storage devices.
- Install, configure, and troubleshoot internal system components.
- Explain network infrastructure concepts.
- Configure and troubleshoot network connections.
- Implement client virtualization.
- Support and troubleshoot laptops.
- Support and troubleshoot mobile devices.
- Support and troubleshoot print devices.
- Support operating systems.
- Install, configure, and maintain operating systems.
- Maintain and troubleshoot Microsoft Windows.
- Configure and troubleshoot network connections.
- Manage users, workstations, and shared resources.
- Implement physical security.
- Secure workstations and data.
- Troubleshoot workstation security issues.
- Support and troubleshoot mobile operating systems and applications.
- Implement operational procedures.

## Prerequisites

- End-user skills with Windows-based PCs
- Basic knowledge of computing concepts

## *Related Courses*

- CompTIA Advanced Security Practitioner (CASP+)
- CompTIA Cloud+
- CompTIA Cyber Security Analyst (CySA+)
- CompTIA Network+
- CompTIA PenTest+

# Database Security (STIG)

STIG-200

[View schedule and pricing on cdw.com](https://cdw.com)

## Summary

This is an intense introductory database security training course essential for DBAs, QA, testing, and other personnel who need to deliver secure database applications and manage secure databases within the Department of Defense.

### WHO SHOULD ATTEND:

- DBAs
- System Administrators
- Developers
- Enterprise Team Members

LENGTH: 3 Days

## Description

**Offered as a private class only.**

DISA's Database STIG, in conjunction with both generic and product-specific checklists, provides a comprehensive listing of requirements and needs for improving and maintaining the security of Database Management Systems within the Department of Defense. This course fills in the context, background, and best practices for fulfilling those requirements and needs. As with all of our courses, we maintain tight synchronization between the latest DISA releases and our materials. The close ties between this STIG and the Applications Security and Development STIG are reflected in the coverage of application issues within the context of this course. A key component to our coverage of DISA's Security Technical Implementation Guides (STIGS), this course is a companion course with several developer-oriented courses and seminars

Database Security is an intense database security training course essential for DBAs, QA, Testing, and other personnel who need to deliver secure database applications and manage secure databases within the DoD. In addition to teaching basic skills, this course digs deep into sound processes and practices that apply to the entire software development lifecycle. Perhaps just as significantly, students learn about current, real examples that illustrate the potential consequences of not following these best practices.

Data, databases, and related resources are at the heart of the DoD's IT infrastructures, and must be protected accordingly. In this course, students repeatedly attack and then defend various assets associated with a fully-functional database. This approach illustrates the mechanics of how to secure databases in the most practical of terms.

## Learning Objectives

- Understand the consequences for not properly handling untrusted data such as denial of service, cross-site scripting, and injections
- Be able to review and test databases to determine the existence of and effectiveness of layered defenses and required checks
- Prevent and defend the many potential vulnerabilities associated with untrusted data
- Understand the concepts and terminology behind supporting, designing, and deploying secure databases
- Appreciate the magnitude of the problems associated with data security and the potential risks associated with those problems
- Understand the currently accepted best practices for supporting the many security needs of databases.
- Understand the vulnerabilities associated with authentication and authorization within the context of databases and database applications
- Understand the dangers and mechanisms behind Cross-Site Scripting (XSS) and Injection attacks



- Perform both static reviews and dynamic database testing to uncover vulnerabilities
- Design and develop strong, robust authentication and authorization implementations
- Understand the fundamentals of Encryption as well as how it can be used as part of the defensive infrastructure for data

### **Prerequisites**

- Approximately 6 months to one year of database working knowledge.

# HCISPP: HealthCare Information Security and Privacy Practitioner

ISC-204

[View schedule and pricing on cdw.com](#)

## Summary

The HealthCare Information Security and Privacy Practitioner (HCISPP) educational course are intended to communicate to the audience the basic structure, the essentials of the legal basis, the issues of and the information security and privacy particulars within the described context of the American healthcare delivery system. An integral part of this course is to prepare the attendee (with the required minimum experience) to sit for the (ISC)<sup>2</sup> HCISPP certification examination.

## Description

**Offered as a private class only.**

## Learning Objectives

- Determine the Healthcare environment components, third-party relationships, and foundational health data management concepts.
- Compare information governance frameworks, roles and responsibilities, security, and privacy policies as well as standards and procedures.
- Identify the impact of healthcare information technologies on privacy and security.
- Verify regulatory requirements, regulations and controls and the privacy and security compliance frameworks.
- Define security objectives, attributes, security definitions, concepts and security and privacy governance.
- Verify basic risk management methodologies and the information risk management life cycles.
- Participate in risk assessment consistent with a role in the organization and remediate gaps.
- Identify risk response and control assessment procedures from within organizational risk frameworks as well as continuous monitoring.

## Prerequisites

- 5 or more years of professional practice of which 2 should be in a healthcare environment.

# Information Assurance (STIG) Overview

STIG-100

[View schedule and pricing on cdw.com](https://cdw.com)

## Summary

This is a comprehensive two-day course that delves into the realm of Information Assurance, empowering you to enhance your cybersecurity skills, understand the essentials of STIGs, and discover cutting-edge web application security practices.

### WHO SHOULD ATTEND:

- IT Professionals
- Developers
- Project Teams
- Technical Leads
- Project Managers
- Testing/QA Personnel
- Key stakeholders such as IT Managers, CISOs and decision-makers

LENGTH: 2 Days

## Description

The Information Assurance (STIG) Overview is a comprehensive two-day course that delves into the realm of Information Assurance, empowering you to enhance your cybersecurity skills, understand the essentials of STIGs, and discover cutting-edge web application security practices. This immersive experience is tailored for IT professionals, developers, project teams, technical leads, project managers, testing/QA personnel, and other key stakeholders who seek to expand their knowledge and expertise in the evolving cybersecurity landscape. The course focuses on the intricacies of best practices for design, implementation, and deployment, inspired by the diverse and powerful STIGs, ultimately helping participants become more proficient in application security.

The first half of the course covers the foundations of DISA's Security Technical Implementation Guides (STIGs) and learn the ethical approach to bug hunting, while exploring the language of cybersecurity and dissecting real-life case studies. Our expert instructors will guide you through the importance of respecting privacy, working with bug bounty programs, and avoiding common mistakes in the field.

The next half delves into the core principles of information security and application protection, as you learn how to identify and mitigate authentication failures, SQL injections, and cryptographic vulnerabilities. You'll gain experience with STIG walkthroughs and discover the crucial steps for securing web applications.

Throughout the course, you'll also explore the fundamentals of application security and development, including checklists, common practices, and secure development lifecycle (SDL) processes. You'll learn from recent incidents and acquire actionable strategies to strengthen your project teams and IT organizations. You'll also have the opportunity to explore asset analysis and design review methodologies to ensure your organization is prepared to face future cybersecurity challenges.

## Learning Objectives

- Concepts and terminology behind defensive coding
- Threat Modeling as a tool in identifying software vulnerabilities based on realistic threats against meaningful assets
- Entire spectrum of threats and attacks that take place against software applications in today's world
- Role that static code reviews and dynamic application testing to uncover vulnerabilities in applications
- Vulnerabilities of programming languages as well as how to harden installations
- Basics of Cryptography and Encryption and where they fit in the overall security picture
- Requirements and best practices for program management as specified in the STIGS



- Processes and measures associated with the Secure Software Development (SSD)
- Basics of security testing and planning

### **Prerequisites**

- Basic understanding of information security concepts and terminology.
- Familiarity with web application architecture and development.
- Knowledge of networking and web protocols (e.g., HTTP, HTTPS, TCP/IP).
- Experience with programming languages commonly used in web application development, such as JavaScript, Python, Java, or C# would be helpful but not required, as this is not a hands-on class.
- A general understanding of operating systems, databases, and web servers.

# ISACA Certified Information Security Manager (CISM)

ISACA-250

[View schedule and pricing on cdw.com](https://www.cdw.com)

## Summary

Validate your proficiencies for handling the challenges and responsibilities of a modern IT security manager with a CISM, which focuses on information security governance, information security risk management, information security program development, and incident management. This advanced-level course prepares you for the Certified Information Security Manager® exam.

### WHO SHOULD ATTEND:

- Information Security Managers
- Information Security Consultants
- CIOs and CISOs

LENGTH: 3 Days

## Description

Certified Information Security Manager® (CISM®) affirms your ability to assess risks, implement effective governance, and proactively respond to incidents. With a highlight on emerging technologies such as AI and blockchain, it guarantees your skillset meets evolving security threats and industry requirements. By addressing top-of-mind concerns like data breaches and ransomware attacks, crucial for IT professionals, this certification ensures you are staying ahead of the pace of change.

## Learning Objectives

- Ensure that an enterprise's information is protected
- Have the expertise needed to reduce risk and protect the enterpris
- Design, develop, implement and manage an effective security management program
- Establish and maintain an IT governance framework aligned with business objectives
- Identify and manage information security risks
- Have an understanding of the format and structure of the CISM certification exam
- Have knowledge of the various topics and technical areas covered by the exam
- Practice with specific strategies, tips and techniques for taking and passing the exam

## Prerequisites

- 5 years of IT and security experience

# ITIL Foundation

ITIL-201

[View schedule and pricing on cdw.com](#)

## Summary

This course will introduce students to the key components of the ITIL framework. They are the Service Value System and the Four Dimensions model. The purpose of Foundation is to introduce readers to the management of modern IT-enabled services, to provide them with an understanding of the common language and key concepts, and to show them how they can improve their work and the work of their organization with ITIL guidance.

### WHO SHOULD ATTEND:

- IT Professionals
- IT Support Staff
- Application, Project, and Business Managers
- Any member of an IT team involved in the delivery of IT Services.

LENGTH: 3 Days

## Description

The new ITIL Foundation course will introduce students to the key components of the ITIL framework. They are the Service Value System and the Four Dimensions model. While v3 focused on the 26 processes and functions included in the service lifecycle, ITIL provides a holistic end-to-end picture of what it really means to contribute to business value, and also integrates concepts from models such as Lean IT, Agile and DevOps. The purpose of Foundation is to introduce readers to the management of modern IT-enabled services, to provide them with an understanding of the common language and key concepts, and to show them how they can improve their work and the work of their organization with ITIL guidance.

An exam voucher is included with this course. You may schedule your exam when ready.

## Learning Objectives

- Understand the key concepts of service management.
- Understand how the ITIL guiding principles can help an organization adopt and adapt service management.
- Understand the four dimensions of service management.
- Understand the purpose and components of the ITIL service value system.
- Understand the activities of the service value chain, and how they interconnect.
- Know the purpose and key terms of 15 ITIL practices, and details of 7 ITIL practices.
- Prepare for the ITIL 4 Foundation exam.

## Prerequisites

- There are no pre-requisites for this course, although a basic knowledge of Service Management concepts will be helpful.

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# **CDW** **Education**

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Brand	A/V Partner (Y/N)
Adobe	Y
AVer	Y
Barco	Y
BenQ	Y
Black Box	Y
Canva	Y
Codi	Y
Elo	Y
Epson	Y
Hitachi Vantara	Y
HP & Poly	Y
Jabra	Y
Legrand	Y
LG	Y
Logitech	Y
Microsoft	Y
Molex	Y
MSI Computer Corp	Y
Neat	Y
Newline	Y
Owl Labs	Y
Panasonic	Y
Peerless-AV	Y
Planar	Y
PNY	Y
Promethean	Y
Samsung	Y
Sharp/NEC	Y
StarTech.com	Y
ViewSonic	Y
Yealink	Y
Zoom	Y

**Please note:**

This list contains 32 primary Audio Visual partners in our catalog.

For a full list of all CDW Audio Visual partners, you can visit:

<https://www.cdw.com/content/cdw/en/brand.html>

Hardware-Software Brand	A/V Partner (Y/N)
3M	N
Acer	N
Adobe	Y
AMD	N
APC	N
Apple	N
Aruba	N
Arista	N
ASUS	N
Autodesk	N
Avaya	N
AVer	Y
AWS	N
Barco	Y
Barracuda Networks	N
Belkin	N
BenQ	Y
Bitdefender	N
Black Box	Y
Box	N
Bricsys	N
Brother	N
Capsa Healthcare	N
Canva	Y
CDW Product Protection	N
Check Point	N
Cisco	N
Citrix	N
Cohesity	N
Codi	Y
Commvault	N
Cradlepoint	N
CrowdStrike	N
CyberPower	N
Cybereason	N
Dell Client	N
Dell Technologies Solutions	N
Dialpad	N
DocuSign	N
DTEN	N
Eaton	N
Ekahau	N
Elo	Y
Epson	Y
Ergotron	N

**Please note:**

This list contains 146 Hardware and Software manufacturers for your review.

For a complete up-to-date list of CDW's growing partnerships, please visit: <https://www.cdw.com/content/cdw/en/brand.html>

ExtraHop	N
Extreme Networks	N
F5	N
FireEye	N
Five9	N
Forcepoint	N
Fortinet	N
Foxit	N
Genetec	N
Google	N
GoTo	N
Grammarly	N
Hewlett Packard Enterprise	N
Hitachi Vantara	Y
Honeywell	N
HP	N
HP & Poly	Y
IBM	N
Intel	N
Ivanti	N
Jabra	Y
Jamf	n
Juniper Networks	n
Kingston	N
Legrand	Y
Lenovo Client	n
Lenovo Data Center Group	n
Lexmark	n
LG	Y
Logitech	Y
Mandiant	N
Micron	n
Microsoft	Y
Molex	Y
MSI Computer Corp	Y
Neat	Y
NetAlly	N
NetApp	n
NETGEAR	n
Netskope	n
Newline	Y
NinjaOne	n
Nutanix	n
NVIDIA	n
Object First	n
Okta	n
Omissa	N

Owl Labs	Y
Palo Alto Networks	n
Panasonic	Y
Park Place	n
Peerless-AV	Y
Planar	Y
PNY	Y
Progress	N
Promethean	Y
Proofpoint	n
Pure Storage	n
Quest Software	n
Rapid7	n
Red Hat	n
Ricoh	n
RSA	n
Rubrik	n
Ruckus	n
Samsung	Y
Securly	n
Semperis	N
Service Express	n
ServiceNow	n
Sharp/NEC	Y
Shopify	n
Smartsheet	n
Snapdragon	n
SonicWall	n
Sophos	n
Spectro Cloud	N
SUSE	N
StarTech.com	Y
Symantec	n
Talkdesk	n
Tanium	n
Targus	N
Tenable	n
Trellix	n
Trend Micro	n
Tripp Lite	n
Veeam	n
Verkada	n
Vertiv	n
ViewSonic	Y
VMware	n
Wacom	n
WatchGuard	n

Western Digital	n
Worth Ave. Group	n
Yealink	Y
Zebra	n
Zendesk	n
Zoom	Y
Zscaler	n



## Recommendation for New Contracts

### AEPA 026 -D, Technology Catalog Bid

#### Solicitations rejected PRIOR to Category Committee evaluation with cause for rejection:

- Azulle** -- Does not meet pricing workbook or market basket requirements.
- Camcor, Inc.** -- Pricing workbook does not meet requirements
- Securranty Inc.** -- Pricing workbook does not meet requirements and market baskets are missing.
- The Repair Depot LLC** -- Pricing workbook contains no information.

#### Solicitations rejected DURING Category Committee evaluation with cause for rejection:

- Connection Public Sector Solutions** -- Rest of Catalog spreadsheet was empty; only had itemized pricing for cloud services
- Data Center Warehouse** -- Repeated its discount percentages in the Rest-of-Catalog spreadsheet and did not apply those percentages to any SKUs, No catalog was present. Could not be compared with any other bidders.
- Riverside Technologies, Inc.** -- Had only 63 items in its catalog; needed a minimum of 100,000

#### Methodology Used by the Committee for Determination:

XX Low responsive and responsible Respondent(s) in separate categories, based on the attached price tabulation: HUB-program vendor and general catalog.

	A	B	C	D	E
1	Summaries:	<b>CDWG</b>		<b>SHI</b>	
2	Rest of Catalog Common SKUs	Total Amounts per Bidder	\$76,376,852.43	Total Amounts per Bidder	\$77,833,277.82
3	Rest of Catalog Common SKUs	Total Winners per Bidder	22,684	Total Winners per Bidder	15,073
4	Rest of Catalog Common SKUs	% From Lowest Bid	0	% From Lowest Bid	1.91
5					
6	Market Basket Common SKUs	Total Amounts per Bidder	\$ 56,121.77	Total Amounts per Bidder	\$ 54,539.26
7	Market Basket Common SKUs	Total Winners per Bidder	56	Total Winners per Bidder	22
8	Market Basket Common SKUs	% From Lowest Bid	2.9	% From Lowest Bid	0
9					
10	Total Combined ROC & Market Basket		\$ 76,432,974.21		\$ 77,887,817.07
11	Total Line Item Wins		22,740.00		15,095.00
12	Percent Difference		0%		1.90%
13					
14					

XX Low responsive and responsible Respondents(s) based on the attached market basket study tabulation, added to pricing for rest-of-catalog common SKU pricing for a consolidated total.

XX Responsive and responsible Respondent based on specialty offerings or value.

#### Vendor(s) recommended, ranked by lowest price comparison (where applicable, lowest price = #1). Attach a pricing comparison with reason for recommendation OR include ranking and reasoning on any price tabulation or market basket study used in your methodology (see previous section).

- #1 CDWG: Bidder with Lowest Overall Price and Hub Program Category
- #2 SHI: Lowest Price Applicable to the General Hardware-Software Catalog Category

#### The responses below listed deviations and/or exceptions. Attach Exceptions & Deviations document(s): CDWG and SHI

**Proposed Motion:**

The Category Committee recommends that AEPA reject the responses from: **Azulle, Camcor, Inc., Securranty Inc., The Repair Depot LLC, Connection Public Sector Solutions, Data Center Warehouse, and Riverside Technologies, Inc.**

**Proposed Motion:**

The Category Committee recommends the following responses for approval by AEPA:

- 1. CDWG, for a Hardware-Software Catalog with HUB options, and inclusive of audio-visual products
- 2. SHI, for a General Hardware-Software Catalog

**Committee Members**

**Committee Chair – Name & Signature:** Ted Witt   
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**Committee Member:** Hope Hardin Borbely

**Committee Member:** Dale McCall

**Committee Member:** Craig Peterson

**Committee Member:** Andrew Stroud



Association of Educational  
PURCHASING AGENCIES

**Exceptions & Deviations**  
**AEPA 026-D**  
**Technology Catalog**

**Instructions**

Use this form to submit any Exceptions or Deviations to any terms and conditions requested in this solicitation. Please use the numbering system in the solicitation to refer to the term or condition for which you are providing alternative language (you must provide alternative language, not simply reference to an item you do not agree to). AEPA reserves the right to accept, deny, or negotiate terms and conditions acceptable to both parties. If you have no Exceptions or Deviations, mark the "No" box in the appropriate space below with an "X".

**This is a REQUIRED form that must be submitted with your response.**

**Company Information**

**Name of Company:** CDW Government LLC

**Company Address:** 230 N. Milwaukee Ave.

**City, State, zip code:** Vernon Hills, IL 60061

**Title:** VP Contracting Operations

**Phone:** (203) 851-7049

**Email:** dariber@cdw.com

# Exceptions & Deviations

**Instructions:**

1. Mark “No” or “Yes” with an “X” below.
2. If “yes” is marked with an “X” below, insert answers into the form shown below, providing narrative explanations of exceptions. *(To insert more rows, hit the tab key from the last field in the last row and column.)*
3. If adding pages, the company name and identifying information as to which item the response refers must appear on each page.
4. Exceptions and Deviations to local, state or federal laws cannot be accepted under this solicitation.

	<b>No</b> , this respondent does not have exceptions to the Terms and Conditions or Specifications incorporated in Parts A and/or B of this solicitation.
X	<b>Yes</b> , this respondent has the following exceptions to the Terms and Conditions or Specifications incorporated in Parts A and/or B of this solicitation.

Document Name	Section Name, Page Number, & Outline Number	Term and Condition or Specification	Exception or Deviation Alternative Language	AEPA Response
Part B, AEPA General Terms and Conditions	Page 15	Patent and Copyright Indemnification	<p>To the extent permitted by law, Vendor Partner must indemnify and hold harmless Member Agency and its Participating Entities against any liability, including costs and expenses, for infringement of any patent, trademark or copyright arising out of contract performance or use by Member Agency and its Participating Entities of materials <b>manufactured and</b> furnished by <b>Vendor Partner</b> or work performed under this contract. Member Agency and its Participating Entities must reasonably notify Vendor Partner of any claim for which it may be liable under this paragraph <b>and provide Vendor Partner the right to control the defense of such claim.</b></p> <p><b>Rationale:</b> CDW-G offers indemnity protection on the materials it manufactures. For those materials it resells, indemnity protection is offered by the manufacturer and passed through to the Member Agency.</p>	<b>Accepted</b>

Part B, AEPA General Terms and Conditions	Page 22	Add a new term entitled "Limitation of Liability"	<p><b>Limitation of Liability</b> Subject to applicable law, neither party will be liable for any special, punitive, indirect, incidental or consequential damages including, but not limited to, loss of or damage to data, loss of anticipated revenue or profits, work stoppage, or impairment of other assets, whether or not foreseeable and whether or not a party has been advised of the possibility of such damages. Except for claims arising out of Vendor Partner's gross negligence, willful misconduct, or fraud, in the event of any liability incurred by Vendor Partner hereunder, the entire liability of Vendor Partner from damages from any cause whatsoever will not exceed the dollar amount paid or payable by Member Agency for the specific products or services giving rise to the claim.</p> <p><b>Rationale:</b> Introduction of a mutually beneficial limitation on damages at the master level aligns with historical contracting relationships between CDW-G and AEPA without introducing the administrative burden felt by both Member Agencies and CDW-G under the current 022 contract. Moreover, addressing risk in this manner (acknowledgement of direct damages associated with the business giving rise to the claim) allows CDW-G to continue to provide competitive commercial offerings under the contract to AEPA Member Agencies. Note that, should AEPA agree with CDW-G's proposed edit to Patent &amp; Copyright Indemnification, CDW-G would be open to including all indemnities in the list of excluded claims (both IP and standard, as found on page 11).</p>	<p><b>Accepted text not highlighted</b></p> <p><b>Denied highlighted text</b></p>
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**Final Acceptance**

The Vendor and AEPA hereby agree and confirm that the *Exception or Deviation Alternative Language* and *AEPA Response*, listed above, represents the finalized Exceptions and Deviations relating to the Solicitation Category and Solicitation Number listed at the top of this form.

**AEPA:**  
 Authorized Signature:   
 Typed Name: Steve Griggs

Title: Director of Solicitations  
 Date: October 10, 2025

**Vendor:**  
 Authorized Signature:   
 Typed Name: Dario Bertocchi

Title: VP Contracting Operations  
 Date: 10/24/2025



Association of Educational  
PURCHASING AGENCIES

## Exceptions & Deviations

AEPA 026-D

Technology Catalog

### Instructions

Use this form to submit any Exceptions or Deviations to any terms and conditions requested in this solicitation. Please use the numbering system in the solicitation to refer to the term or condition for which you are providing alternative language (you must provide alternative language, not simply reference to an item you do not agree to). AEPA reserves the right to accept, deny, or negotiate terms and conditions acceptable to both parties. If you have no Exceptions or Deviations, mark the "No" box in the appropriate space below with an "X".

**This is a REQUIRED form that must be submitted with your response.**

### Company Information

<b>Name of Company:</b>	SHI International Corp.
<b>Company Address:</b>	290 Davidson Ave.
<b>City, State, zip code:</b>	Somerset, NJ 08873
	Moitrayee Majumdar
<b>Title:</b>	Senior Proposal Specialist
<b>Phone:</b>	888-764-8888
<b>Email:</b>	Moitrayee_Majumdar@SHI.com

# Exceptions & Deviations

**Instructions:**

1. Mark "No" or "Yes" with an "X" below.
2. If "yes" is marked with an "X" below, insert answers into the form shown below, providing narrative explanations of exceptions. *(To insert more rows, hit the tab key from the last field in the last row and column.)*
3. If adding pages, the company name and identifying information as to which item the response refers must appear on each page.
4. Exceptions and Deviations to local, state or federal laws cannot be accepted under this solicitation.

	<b>No</b> , this respondent does not have exceptions to the Terms and Conditions or Specifications incorporated in Parts A and/or B of this solicitation.
<b>X</b>	<b>Yes</b> , this respondent has the following exceptions to the Terms and Conditions or Specifications incorporated in Parts A and/or B of this solicitation.

Document Name	Section Name, Page Number, & Outline Number	Term and Condition or Specification	Exception or Deviation Alternative Language
<b>AEPA Response</b>			
Part A - Instructions and Specification  Denied	Section 8. General Specifications 8.1.2	The Vendor Partner shall maintain a minimum monthly overall average fill rate of 95 percent or above. Items that are reordered, backordered, or partially filled are not considered filled items when calculating this service level. Relief may be granted by a state Member Agency or the AEPA Oversight Committee in cases of national supply disruptions due to war, tariffs, pandemics, or other widespread aberrations affecting trade and commerce.	The Vendor Partner shall maintain a minimum monthly overall average fill rate of 95 percent or above. Items that are reordered, backordered, or partially filled <del>without prior notice</del> are not considered filled items when calculating this service level. Relief may be granted by a state Member Agency or the AEPA Oversight Committee in cases of national supply disruptions due to war, tariffs, pandemics, or other widespread aberrations affecting trade and commerce.
Part A - Instructions and Specification Accepted	Section 8. General Specifications 8.1.3	Orders must be shipped within forty-eight hours after receipt of an order 90 percent of the time. The Vendor Partner must notify the buyer if the product ordered cannot be shipped within this time period. The buying agency may agree to a delay or secure the product elsewhere.	Orders must be shipped within forty-eight hours after receipt of an order 90 percent of the time <u>for in-stock items</u> . The Vendor Partner must notify the buyer if the product ordered cannot be shipped within this time period. The buying agency may agree to a delay or secure the product elsewhere.
Part A - Instructions and Specification Denied	Section 12. Pricing Page 17-18	The bidder must provide their pricing as requested utilizing the various pricing methodologies specified. The bidder or Vendor Partner must agree that they will offer bid prices equal to or better than what they ordinarily offer to individual entities or cooperatives with equal or lesser volume. Please note the following that relate to pricing:	The bidder must provide their pricing as requested utilizing the various pricing methodologies specified. The bidder or Vendor Partner must agree that they will offer bid prices equal to or better than what they ordinarily offer to individual entities or cooperatives with <del>equal or lesser volume</del> <u>like terms and conditions, such as volume</u> . Please note the following that relate to pricing:
Part B - AEPA Terms and Conditions Accepted	Audit Rights, Page 4	In accordance with applicable law of the State of the AEPA Member Agency, the Vendor Partner's books, and pertinent records related to this contract may be audited at a reasonable time and place.	In accordance with applicable law of the State of the AEPA Member Agency, the Vendor Partner's books, and pertinent records related to this contract may be audited at a reasonable time and place. <u>Such audits shall be with thirty (30) days written notice and not more than once annually for each AEPA Member Agency unless otherwise required by law.</u>

<p><b>Part B - AEPA Terms and Conditions</b> <b>Denied</b></p>	<p><b>Delivery Terms, Conditions, and Requirements</b> <b>Section 9.</b> <b>Liquidated Damages</b> <b>Page 8</b></p>	<p>The Buyer may suffer financial loss if the project is not substantially complete, or products or services are not delivered on the established date. The Vendor Partner (if applicable surety) must be liable for and must pay to the Buyer, not as a penalty, the sums that may be hereinafter agreed upon as liquidated damages per calendar day of delay until the work and/or delivery is determined by Buyer to be complete and/or delivered. Liquidated damages will be determined on a project-by-project basis.</p>	<p>The Buyer may suffer financial loss if the project is not substantially complete, or products or services are not delivered on the established date. The Vendor Partner (if applicable surety) must be liable for and must pay to the Buyer, not as a penalty, the sums that may be hereinafter agreed upon as liquidated damages per calendar day of delay until the work and/or delivery is <u>reasonably</u> determined by Buyer to be complete and/or delivered <u>that is within Vendor Partner's reasonable control</u>. Liquidated damages will be determined on a project-by-project basis.</p>
<p><b>Part B - AEPA Terms and Conditions</b> <b>Accepted</b></p>	<p><b>Termination for Convenience</b> <b>Page 20</b></p>	<p>AEPA Member Agency reserves the right to immediately terminate this contract, without penalty or recourse, in whole or in part, if the AEPA Member Agency determines that termination is in the best interest of Participating Entities. The Vendor Partner, after receipt of a "Notice of Termination," must not accept any new orders after the termination date specified in the notice. Any termination must not affect projects that are in progress at the time the cancellation is received by the AEPA Member Agency. Vendor Partner must be entitled to receive just and equitable compensation in accordance with applicable contract pricing for work in progress, work completed, and materials accepted before the effective date of the cancellation. The Vendor Partner will not be reimbursed for any anticipated profit. The AEPA Member Agency reserves the right to cancel, or suspend the use thereof, any contract resulting from this SOLICITATION if the Vendor Partner files for bankruptcy protection or is acquired by an independent third party. Vendor Partner may cancel this contract upon written notice to the AEPA Member Agency prior to the intended termination date (or on the yearly anniversary of the solicitation). Any termination must not affect projects that are in progress at the time the cancellation is received by the AEPA Member Agency.</p>	<p>AEPA Member Agency reserves the right to immediately terminate this contract <u>with ten (10) days written notice</u>, without penalty or recourse, in whole or in part, if the AEPA Member Agency determines that termination is in the best interest of Participating Entities. The Vendor Partner, after receipt of a "Notice of Termination," must not accept any new orders after the termination date specified in the notice. Any termination must not affect projects that are in progress at the time the cancellation is received by the AEPA Member Agency. Vendor Partner must be entitled to receive just and equitable compensation in accordance with applicable contract pricing for work in progress, work completed, and materials accepted before the effective date of the cancellation. The Vendor Partner will not be reimbursed for any anticipated profit. The AEPA Member Agency reserves the right to cancel, or suspend the use thereof, any contract resulting from this SOLICITATION if the Vendor Partner files for bankruptcy protection or is acquired by an independent third party. Vendor Partner may cancel this contract upon written notice to the AEPA Member Agency prior to the intended termination date (or on the yearly anniversary of the solicitation). Any termination must not affect projects that are in progress at the time the cancellation is received by the AEPA Member Agency.</p>
<p><b>Part B - AEPA Terms and Conditions</b> <b>Denied</b></p>	<p><b>Indemnification</b> <b>Page 11</b></p>	<p>Vendor Partner will indemnify, defend and save harmless AEPA, its Members, Participating Entities, its employees from any and all claims, demands, suits, proceedings, loss, cost and damages of every kind and description, including any attorney's fees and/or litigation expenses, which might be brought or made against or incurred by AEPA, its Members, Participating Entities, its employees on account of loss or damage to any property or for injuries to or death of any person, caused by, arising out of, or contributed to, in whole or in part, by reasons of any act, omission, professional error, fault, mistake, or negligence of Vendor Partner, its employees, agents, representatives, or Subcontractors, their employees, agents, or representatives in connection with or incident to the performance of this agreement, or arising out of worker's compensation claims, unemployment compensation claims, or unemployment disability compensation claims of employees of Vendor Partner, and/or its Subcontractors or claims under similar such laws or obligations. Vendor Partner's obligation under this section will not extend to any liability caused by the sole negligence of AEPA, its Members, participating Entities, its employees. The liability of AEPA, its Members, Participating Entities, or its employees</p>	<p>Vendor Partner will indemnify, defend and save harmless AEPA, its Members, Participating Entities, its employees from any and all claims, demands, suits, proceedings, loss, cost and damages of every kind and description, including any <u>reasonable</u> attorney's fees and/or litigation expenses, which might be brought or made against or incurred by AEPA, its Members, Participating Entities, its employees on account of loss or damage to any property or for injuries to or death of any person, caused by, arising out of, or contributed to, in whole or in part, by reasons of any <u>negligent</u> act, omission, <u>professional error, fault, mistake,</u> or negligence of Vendor Partner, its employees, agents, representatives, or Subcontractors, their employees, agents, or representatives in connection with or incident to the performance of this agreement, or arising out of worker's compensation claims, unemployment compensation claims, or unemployment disability compensation claims of employees of Vendor Partner, and/or its Subcontractors or claims under similar such laws or obligations. Vendor Partner's obligation under this section will not extend to any liability caused by the <u>sole-proportional</u> negligence of AEPA, its Members, participating Entities, its employees. The liability of AEPA, its Members, Participating Entities, or its</p>

		will be subject in all cases to the immunities and limitations of Nevada or the AEPA Member Agency's state laws. Installation: Equipment and items of construction must be installed in accordance with the manufacturer's instructions, specifications, in accordance with any federal, state, local rules, regulations, codes, and the schedule determined by the AEPA	employees will be subject in all cases to the immunities and limitations of Nevada or the AEPA Member Agency's state laws. Installation: Equipment and items of construction must be installed in accordance with the manufacturer's instructions, specifications, in accordance with any federal, state, local rules, regulations, codes, and the schedule determined by the AEPA Member Agency and/or Participating Entity.
Part B - AEPA Terms and Conditions <b>Accepted</b>	Patent and Copyright Indemnification Page 15	To the extent permitted by law, Vendor Partner must indemnify and hold harmless Member Agency and its Participating Entities against any liability, including costs and expenses, for infringement of any patent, trademark or copyright arising out of contract performance or use by Member Agency and its Participating Entities of materials furnished or work performed under this contract. Member Agency and its Participating Entities must reasonably notify Vendor Partner of any claim for which it may be liable under this paragraph.	To the extent permitted by law, Vendor Partner must indemnify and hold harmless Member Agency and its Participating Entities against any liability, including costs and expenses, for infringement of any patent, trademark or copyright arising out of <del>contract</del> Vendor Partner's performance or use by Member Agency and its Participating Entities of <del>materials furnished or work performed under this contract</del> by Vendor Partner. Member Agency and its Participating Entities must reasonably notify Vendor Partner of any claim for which it may be liable under this paragraph.
Part B - AEPA Terms and Conditions <b>Accepted</b>	Warranty Page 22	Vendor Partner warrants that all commodities, supplies, materials, equipment, software, and service delivered under this contract must conform to the specifications of this contract. All items should carry a warranty equal to the intended life cycle or a minimum manufacturer's warranty that includes parts and labor unless otherwise specified in the category specifications. The manufacturer has the primary responsibility to honor a manufacturer's warranty; a distributor or dealer agrees to assist the purchaser to reach a solution in a dispute with the manufacturer over a warranty's terms. Any extended manufacturer's warranty will be passed on to the Buyer. For example, if a voice board has a three-year warranty, but the board is in a turnkey system that has a one-year warranty, the voice board's three-year warranty must be honored by the manufacturer and the Vendor Partner.	Vendor Partner warrants that all commodities, supplies, materials, equipment, software, and service delivered under this contract must conform to the specifications of this contract. <del>All items should carry a warranty equal to the intended life cycle or a minimum</del> Vendor Partner will pass through all manufacturer's <del>warranty that includes parts and labor unless otherwise specified in the category</del> warranties. The manufacturer has the primary responsibility to honor a manufacturer's warranty; <del>a distributor or dealer</del> Vendor Partner agrees to <u>reasonably</u> assist the purchaser to reach a solution in a dispute with the manufacturer over a warranty's terms. Any extended manufacturer's warranty will be passed on to the Buyer. For example, if a voice board has a three-year warranty, but the board is in a turnkey system that has a one-year warranty, the voice board's three-year warranty must be honored by the manufacturer and the Vendor Partner. All extended warranties must be passed on, without exception. If upon discovery, the Vendor Partner charges a Buyer for a replacement part that the Vendor Partner actually received at no cost under a warranty, the Vendor Partner will rebate the amount billed and the Buyer reserves the right to cancel the contract. <u>EXCEPT AS OTHERWISE EXPRESSLY PROVIDED IN THIS AGREEMENT, VENDOR PARTNER HEREBY EXPRESSLY DISCLAIMS ALL WARRANTIES EITHER EXPRESS OR IMPLIED, RELATED TO PRODUCTS OR THIRD PARTY SERVICES PROVIDED BY VENDOR PARTNER HEREUNDER, INCLUDING, BUT NOT LIMITED TO, ANY WARRANTY OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE, WARRANTY OF NONINFRINGEMENT, OR ANY WARRANTY RELATING TO THIRD PARTY PRODUCTS.</u>
ADD to Part B - AEPA Terms and Conditions	Limitation of Liability		NEITHER PARTY WILL BE LIABLE FOR ANY SPECIAL, PUNITIVE, INDIRECT, INCIDENTAL OR CONSEQUENTIAL DAMAGES INCLUDING, BUT NOT LIMITED TO, LOSS OF OR DAMAGE TO DATA, LOSS OF ANTICIPATED REVENUE OR PROFITS,

<p>Accepted-text not highlighted</p> <p>Denied-highlighted text</p>			<p>WORK STOPPAGE OR IMPAIRMENT OF OTHER ASSETS, WHETHER OR NOT FORESEEABLE AND WHETHER OR NOT A PARTY HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES.</p> <p>EXCEPT IN THE CASE OF A PARTY'S OBLIGATION TO INDEMNIFY FOR THIRD PARTY CLAIMS, OR BREACH OF CONFIDENTIALITY, EITHER PARTY'S TOTAL CUMULATIVE LIABILITY TO THE OTHER IN CONNECTION WITH THIS AGREEMENT, WHETHER IN CONTRACT, TORT OR OTHER THEORY, WILL NOT EXCEED THE TOTAL AMOUNT OF FEES ACTUALLY PAID OR PAYABLE BY THE STATE TO CONTRACTOR UNDER THIS AGREEMENT FOR THE YEAR PREVIOUS TO THE INCIDENT WHICH GAVE CAUSE FOR SUCH LIABILITY. THE STATE ACKNOWLEDGES THAT SUCH AMOUNT REFLECTS THE ALLOCATION OF RISK SET FORTH IN THIS AGREEMENT AND THAT CONTRACTOR WOULD NOT ENTER INTO THIS AGREEMENT WITHOUT THESE LIMITATIONS ON ITS LIABILITY.</p>
<p>ADD to Part B - AEPA Terms and Conditions</p> <p>Accepted</p>	<p>Return Policy</p>		<p>All returns of products, goods, equipment and/or software shall be subject to the terms of Contractor's Return Policy, which can be accessed at: <a href="http://www.SHIDirect.com/ReturnPolicy">www.SHIDirect.com/ReturnPolicy</a></p>
<p>Part C - AEPA Member Agency (State) Terms and Conditions Arkansas - SWAESC</p> <p>Accepted</p>	<p>Section 7. Audit Page 3</p>	<p>Member Agency may audit and inspect Contractor's records and accounts at any time during the Contractor's performance of the services and for a period of two (2) years following the completion or termination of the services for the purpose of verifying any invoice and underlying documentation presented by Contractor, it being understood that Contractor agrees to preserve all such documents through such two- (2) year period.</p>	<p>Member Agency may audit and inspect Contractor's <u>financial</u> records and accounts at any time, <u>given thirty (30) days written notice to Contract</u>, during the Contractor's performance of the services and for a period of two (2) years following the completion or termination of the services for the purpose of verifying any invoice and underlying documentation presented by Contractor, it being understood that Contractor agrees to preserve all such documents through such two- (2) year period.</p>
<p>Part C - AEPA Member Agency (State) Terms and Conditions Arkansas - SWAESC</p> <p>Accepted</p>	<p>Section 14. General Liability &amp; Auto Liability Insurance Page 3</p>	<p>Consistent with and supplementing the "insurance" clause in AEPA's "General Terms and Conditions for All Agencies," a Vendor Partner must procure before commencement of the work/contract, maintain until completion of the work/contract, and provide certificates of insurance for general liability insurance and auto liability insurance with limits of at least \$3 million per occurrence. The Participating Entity must be named as an additional insured under the Vendor Partner's general liability insurance and auto liability insurance. Any Subcontractor of the Vendor Partner must meet these same requirements.</p>	<p>Consistent with and supplementing the "insurance" clause in AEPA's "General Terms and Conditions for All Agencies," a Vendor Partner must procure before commencement of the work/contract, maintain until completion of the work/contract, and provide certificates of insurance for general liability insurance <u>and auto-liability insurance</u> with limits of at least \$3 million per occurrence <u>and auto liability insurance with a limit of at least \$1 million per occurrence</u>. The Participating Entity must be named as an additional insured under the Vendor Partner's general liability insurance and auto liability insurance. Any Subcontractor of the Vendor Partner must meet these same requirements.</p>
<p>Part C - AEPA Member Agency (State) Terms and Conditions Arkansas - SWAESC</p> <p>Accepted</p>	<p>Additional Member Agency General Terms and Conditions Section E. Procedures for Processing Orders Page 5</p>	<p>The Contractor will compile a quarterly report showing all purchases made by the Southwest AR ESC Member Agencies and other qualified purchasers under this contract at the conclusion of each calendar quarter. These reports shall be emailed to the named point of contact for the Southwest AR ESC Member Agencies.</p>	<p>The Contractor will compile a quarterly report showing all <u>purchases-invoiced sales</u> made by the Southwest AR ESC Member Agencies and other qualified purchasers under this contract at the conclusion of each calendar quarter. These reports shall be emailed to the named point of contact for the Southwest AR ESC Member Agencies.</p>

<p>Part C - AEPA Member Agency (State) Terms and Conditions Arkansas - SWAESC <b>Accepted</b></p>	<p><b>Additional Member Agency General Terms and Conditions Section E. Procedures for Processing Orders Page 5</b></p>	<p>Awarded Vendor will provide Southwest AR ESC an Administrative Fee which is equivalent to 2% of the net total invoice amounts, including installation, on all orders processed pursuant to this solicitation and award. Administrative fees shall not appear as a line item on a quotation or on listed contract pricing.</p>	<p>Awarded Vendor will provide Southwest AR ESC an Administrative Fee which is equivalent to 2% of the net total invoice amounts, including installation, on all <del>orders processed</del><u>invoiced sales</u> pursuant to this solicitation and award. Administrative fees shall not appear as a line item on a quotation or on listed contract pricing.</p>
<p>Part C - AEPA Member Agency (State) Terms and Conditions California - CalSave <b>Accepted</b></p>	<p><b>Section 4. Transaction Fees Page 7</b></p>	<p>As Transaction Fees are the funding source for the operation of the self-supporting CalSave cooperative purchasing program, Awarded Vendors are required to pay a Transaction Fee for all purchases by LEAs made through the awarded Contract. For the purpose of this bid and all contracts awarded using this document, the Transaction Fee shall be 2 percent of Net Sales, which means gross sales less returns and canceled orders within thirty days, shipping and sales, and other taxes (excluding taxes based on net income). Transaction Fees will not be charged to or paid by the LEAs. Neither Awarded Vendor nor its designated Authorized Reseller(s) shall include any additional amount corresponding to the Transaction Fees in the awarded Contract prices. This Transaction Fee applies to all orders, regardless of the method used to submit the order, or the quantity or dollar amount of the order.</p>	<p>As Transaction Fees are the funding source for the operation of the self-supporting CalSave cooperative purchasing program, Awarded Vendors are required to pay a Transaction Fee for all purchases by LEAs made through the awarded Contract. For the purpose of this bid and all contracts awarded using this document, the Transaction Fee shall be 2 percent of <del>Net Sales</del><u>invoiced sales</u>, which means gross sales less returns and canceled orders within thirty days, shipping and sales, and other taxes (excluding taxes based on net income). Transaction Fees will not be charged to or paid by the LEAs. Neither Awarded Vendor nor its designated Authorized Reseller(s) shall include any additional amount corresponding to the Transaction Fees in the awarded Contract prices. This Transaction Fee applies to all orders, regardless of the method used to submit the order, or the quantity or dollar amount of the order.</p>
<p>Part C - AEPA Member Agency (State) Terms and Conditions California - CalSave <b>Accepted</b></p>	<p><b>Section 6. Reports Page 7</b></p>	<p>The Awarded Vendor shall compile a quarterly report listing each purchase made by an LEA under this Contract, and send them by the 15th of April, July, October, and January to Racquel Landolf at rlandolf@epylon.com. These reports shall be in Microsoft Excel format and shall have file names that identify the Awarded Vendor and the month being reported. The file at a minimum shall include the fields listed below and shall allow for sorting on any of these fields</p>	<p>The Awarded Vendor shall compile a quarterly report <del>listing each purchase made by an LEA of</del> <u>invoiced sales</u> under this Contract, and send them by the 15th of April, July, October, and January to Racquel Landolf at rlandolf@epylon.com. These reports shall be in Microsoft Excel format and shall have file names that identify the Awarded Vendor and the month being reported. The file at a minimum shall include the fields listed below and shall allow for sorting on any of these fields</p>
<p>Part C - AEPA Member Agency (State) Terms and Conditions Connecticut - CREC <b>Accepted</b></p>	<p><b>Section E. Agencies Allowed to Purchase Under the Member Agency Work in Other States Page 15</b></p>	<p>Sales made in any of these states using the AEPA contract are to be reported to CREC, with the 2.0% administrative fee made payable to CREC.</p>	<p><del>Sales</del><u>Invoiced sales</u> made in any of these states using the AEPA contract are to be reported to CREC, with the 2.0% administrative fee made payable to CREC.</p>
<p>Part C - AEPA Member Agency (State) Terms and Conditions Florida – Panhandle Area Education Consortium <b>Accepted</b></p>	<p><b>Section A. Additional Agency Terms and Conditions Page 16</b></p>	<p>The Awardee will be provided with a template for reporting sales, and it will include the entity using the contract, the date of service, and the savings to the school district and other eligible users.</p>	<p>The Awardee will be provided with a template for reporting <u>invoiced</u> sales, and it will include the entity using the contract, the date of service, and <u>upon request</u>, the savings to the school district and other eligible users.</p>
<p>Part C - AEPA Member Agency (State) Terms and Conditions Florida – Panhandle Area Education Consortium <b>Accepted</b></p>	<p><b>Section B. Procedures For Processing Orders Page 16</b></p>	<p>The reports shall identify the Vendor and the quarter being reported, shall include a minimum of the fields listed below:          1. Date of Order          2. School district          3. List or academic price sales totals          4. PAEC Florida Buy price sales totals          5. Member savings total          6. Quarterly reports and administrative fee payments to PAEC Florida Buy are due the 15 of the succeeding month, and all checks are to be made payable to the Panhandle Area Educational Consortium and sent to:</p>	<p>The reports shall identify the Vendor and the quarter being reported, shall include a minimum of the fields listed below:          1. Date of Order          2. School district          3. List or academic <del>price</del><u>invoiced</u> sales totals          4. PAEC Florida Buy <del>price</del><u>invoiced</u> sales totals          5. <u>Upon PAEC request</u>, Member savings total          6. Quarterly reports and administrative fee payments to PAEC Florida Buy are due the 15 of the succeeding month, and all checks are to be made payable to the Panhandle Area Educational Consortium and sent to:</p>

<p><b>Part C - AEPA Member Agency (State) Terms and Conditions Illinois - ILTPP</b></p> <p>Accepted</p>	<p><b>"Total Satisfaction" Return Policy Page 25</b></p>	<p>Products may be returned to the Supplier up to thirty (30) days after the day they are delivered. If paid for, Supplier will provide a full refund. If unpaid for, Supplier shall withdraw and cancel the purchase. ILTPP or its Member must request and the Supplier shall issue a Credit Return Authorization Number before products are returned. If the product(s) consist(s) of personal property, they shall be shipped at Member's expense to Supplier in their original packaging, shipping charges prepaid. Risk of loss or damage during shipment to Supplier shall be the responsibility of the Member. Returned products must be in as new condition, together with all manuals and other items.</p>	<p>Products may be returned to the Supplier <del>up to thirty (30) days after the day they are delivered</del> <u>per Supplier's Return Policy attached hereto at <a href="http://www.shi.com/returnpolicy">www.shi.com/returnpolicy</a></u>. If paid for, Supplier will provide a full refund. If unpaid for, Supplier shall withdraw and cancel the purchase. ILTPP or its Member must request and the Supplier shall issue a Credit Return Authorization Number before products are returned. If the product(s) consist(s) of personal property, they shall be shipped at Member's expense to Supplier in their original packaging, shipping charges prepaid. Risk of loss or damage during shipment to Supplier shall be the responsibility of the Member. Returned products must be in as new condition, together with all manuals and other items.</p>
<p><b>Part C - AEPA Member Agency (State) Terms and Conditions Illinois - ILTPP</b></p> <p>Accepted</p>	<p><b>Customer and Technical Support Page 26</b></p>	<p>The Supplier shall endeavor to provide the reasonable best customer and technical telephone support in its industry. The Supplier's support staff shall provide telephone assistance regarding any problem involving Supplier products.</p>	<p>The Supplier shall endeavor to provide the reasonable best customer <del>and technical</del> telephone support in its industry. The Supplier's support staff shall provide telephone assistance regarding any problem involving <del>the sale of the Supplier</del> products.</p>
<p><b>Part C - AEPA Member Agency (State) Terms and Conditions Indiana - WESC</b></p> <p>Accepted</p>	<p><b>Additional Agency Terms and Conditions Section B. Page 27</b></p>	<p>A 2% administrative fee will be assessed on gross monthly sales for IAESC Procurement.</p>	<p>A 2% administrative fee will be assessed on <del>gross monthly</del> <u>invoiced</u> sales for IAESC Procurement.</p>
<p><b>Part C - AEPA Member Agency (State) Terms and Conditions Kansas - SEKESC</b></p> <p>Denied</p> <p>This is a mandatory contract provision for state agencies provided through the Kansas Department of Administration (DA-146A).</p>	<p><b>Arbitration, Damages, Warranties Page 30</b></p>	<p>Notwithstanding any language to the contrary, no interpretation of this contract shall find that the State or its agencies have agreed to binding arbitration, or the payment of damages or penalties. Further, the State of Kansas and its agencies do not agree to pay attorney fees, costs, or late payment charges beyond those available under the Kansas Prompt Payment Act (K.S.A. 75-6403), and no provision will be given effect that attempts to exclude, modify, disclaim or otherwise attempt to limit any damages available to the State of Kansas or its agencies at law, including but not limited to the implied warranties of merchantability and fitness for a particular purpose.</p>	<p>Notwithstanding any language to the contrary, no interpretation of this contract shall find that the State or its agencies have agreed to binding arbitration, or the payment of damages or penalties. Further, the State of Kansas and its agencies do not agree to pay attorney fees, costs, or late payment charges beyond those available under the Kansas Prompt Payment Act (K.S.A. 75-6403), and no provision will be given effect that attempts to exclude, modify, disclaim or otherwise attempt to limit any damages available to the State of Kansas or its agencies at law, <del>including but not limited to the implied warranties of merchantability and fitness for a particular purpose.</del></p>
<p><b>Part C - AEPA Member Agency (State) Terms and Conditions Kansas - SEKESC</b></p> <p>Accepted</p> <p>This revision does not change the intent or requirements of the vendor to report sales and remit administrative fees under the agreement.</p>	<p><b>Administrative Fee Page 33</b></p>	<p>The percentage of sales that each Vendor Partner pays SEKESC for sales under the contract. Awarded Vendor will provide SEKESC an Administrative Fee which is equivalent to 2% of the net total invoice amounts, including installation, on all orders processed pursuant to this solicitation and award. Administrative fees shall not appear as a line item on a quotation or on listed contract pricing. The vendor will be provided a quarterly sales report template.</p> <p>Administrative fees shall be paid to the SEKESC by the vendor, on a quarterly basis, (Q1: Jan. 1 to March 31; Q2: Apr. 1 to Jun. 30; Q3: July 1 to Sep. 30; Q4: Oct. 1 to Dec. 31), for all items purchased during the preceding quarter from this solicitation. Vendor shall have 30 days after the end of each quarter to remit to SEKESC administrative fees from paid invoices received from eligible entities during that quarter. Administrative Fees not paid when due shall bear interest at a rate equal to the lesser of one- and one-half percent (1.5%) per month or the maximum rate permitted by law until paid in full. Failure to report sales utilizing the template provided, and make payments in the stated time period, may result in cancellation of agreement,</p>	<p>The percentage of <u>invoiced</u> sales that each Vendor Partner pays SEKESC for <u>invoiced</u> sales under the contract. Awarded Vendor will provide SEKESC an Administrative Fee which is equivalent to 2% of the net total invoice amounts, including installation, on all orders processed pursuant to this solicitation and award. Administrative fees shall not appear as a line item on a quotation or on listed contract pricing. The vendor will be provided a quarterly <u>invoiced</u> sales report template.</p> <p>Administrative fees shall be paid to the SEKESC by the vendor, on a quarterly basis, (Q1: Jan. 1 to March 31; Q2: Apr. 1 to Jun. 30; Q3: July 1 to Sep. 30; Q4: Oct. 1 to Dec. 31), for all items purchased during the preceding quarter from this solicitation. Vendor shall have 30 days after the end of each quarter to remit to SEKESC administrative fees from paid invoices received from eligible entities during that quarter. Administrative Fees not paid when due shall bear interest at a rate equal to the lesser of one- and one-half percent (1.5%) per month or the maximum rate permitted by law until paid in full. Failure to report <u>invoiced</u> sales utilizing the template provided, and make payments in the stated time period, may result in</p>

<p><b>Part C - AEPA Member Agency (State) Terms and Conditions Kentucky - GRREC</b> <b>Accepted</b></p>	<p><b>Section C. Procedure for Processing Orders</b> <b>Page 35-36</b></p>	<p>award, and ineligibility for the following year(s) agreement.</p> <p>Once the award is made to the Contractor/vendor, GRREC and Kentucky's other cooperatives will inform their members (school districts and other entities) of the contract by: 1) including the contract in the Current Bids section on their websites and 2) publishing the contract information in catalogs disseminated to all members. A list of members, contact names, addresses and phone numbers is made available to the Contractor. At this point the Contractor/vendor contacts the members and members may contact the Contractor/vendor. When the member identifies a product or service, it will issue a purchase order for that item to the vendor. The vendor's price will include a two percent (2%) administrative fee that the vendor will collect from the member and remit to GRREC on a quarterly basis. Municipal and county governments, and other governmental, quasi-governmental, or nonprofit organization price will reflect a two percent (2%) administrative fee. On the occasion that an AEPA contract awarded by Kentucky is utilized by public school and public non-school entities in other states, purchases in these instances will also reflect a two percent (2%) administrative fee. The vendor will also compile and provide to GRREC a quarterly report showing all purchases made by Kentucky members (with specific detail as to what purchases were made by which members) under this contract. Further, if no purchases are made in any given quarter, the Vendor shall remit a "No Activities" statement to GRREC for that quarter. The vendor will also produce and provide to GRREC an annual summary report for all purchases made under this contract for a period of beginning with the award of the contract through December 31st and all consecutive annual periods if contract is extended. The vendor will make all administrative fee payments to the GRREC by the 15th of the month following the end of the quarter (i. e. April 15th, July 15th, October 15th and January 15th). All checks are to be made payable to GRREC and sent to GRREC, 230 Technology Way, Bowling Green, KY 42101 and Attention: Bids Coordinator. GRREC may designate another agent for collecting an administrative fee that will be negotiated with vendor for e-commerce transaction. GRREC will share information from the quarterly and annual reports and distribute the administrative fee among the other KY Educational Cooperatives according to membership.</p>	<p>cancellation of agreement, award, and ineligibility for the following year(s) agreement.</p> <p>Once the award is made to the Contractor/vendor, GRREC and Kentucky's other cooperatives will inform their members (school districts and other entities) of the contract by: 1) including the contract in the Current Bids section on their websites and 2) publishing the contract information in catalogs disseminated to all members. A list of members, contact names, addresses and phone numbers is made available to the Contractor. At this point the Contractor/vendor contacts the members and members may contact the Contractor/vendor. When the member identifies a product or service, it will issue a purchase order for that item to the vendor. The vendor's price will include a two percent (2%) administrative fee that the vendor will collect from the member and remit to GRREC on a quarterly basis. Municipal and county governments, and other governmental, quasi-governmental, or nonprofit organization price will reflect a two percent (2%) administrative fee. On the occasion that an AEPA contract awarded by Kentucky is utilized by public school and public non-school entities in other states, purchases in these instances will also reflect a two percent (2%) administrative fee. The vendor will also compile and provide to GRREC a quarterly report showing all <del>purchases-invoiced sales</del> made by Kentucky members (with specific detail as to what purchases were made by which members) under this contract. Further, if no purchases are made in any given quarter, the Vendor shall remit a "No Activities" statement to GRREC for that quarter. The vendor will also produce and provide to GRREC an annual summary report for all <del>purchases-invoiced sales</del> made under this contract for a period of beginning with the award of the contract through December 31st and all consecutive annual periods if contract is extended. The vendor will make all administrative fee payments to the GRREC by the 15th of the month following the end of the quarter (i. e. April 15th, July 15th, October 15th and January 15th). All checks are to be made payable to GRREC and sent to GRREC, 230 Technology Way, Bowling Green, KY 42101 and Attention: Bids Coordinator. GRREC may designate another agent for collecting an administrative fee that will be negotiated with vendor for e-commerce transaction. GRREC will share information from the quarterly and annual reports and distribute the administrative fee among the other KY Educational Cooperatives according to membership.</p>
<p><b>Part C - AEPA Member Agency (State) Terms and Conditions Massachusetts</b> <b>Denied</b></p>	<p><b>Section 11. Indemnification</b> <b>Page 38</b></p>	<p>Unless otherwise exempted by law, the Contractor shall indemnify and hold harmless the State, including the Department, its agents, officers and employees against any and all claims, liabilities and costs for any personal injury or property damages, patent or copyright infringement or other damages that the State may sustain which arise out of or in connect with the Contractor's performance of a Contract, including but not limited to the negligence, reckless or intentional conduct of the Contractor, its agents, officers, employees or subcontractors. The Contractor shall at no time be considered an agent or representative of the</p>	<p>Unless otherwise exempted by law, the Contractor shall indemnify and hold harmless the State, including the Department, its agents, officers and employees against any and all claims, liabilities and costs for any personal injury or property damages, <del>patent or copyright infringement</del> or other damages that the State may sustain which arise out of or in connect with the Contractor's performance of a Contract, including but not limited to the negligence, reckless or intentional conduct of the Contractor, its agents, officers, employees or subcontractors. The Contractor shall at no time be considered an agent or representative of the Department or the State.</p>

		Department or the State. After prompt notification of a claim by the State, the Contractor shall have an opportunity to participate in the defense of such claim and any negotiated settlement agreement or judgement. The State shall not be liable for any costs incurred by the Contractor arising under this paragraph. Any indemnification of the Contractor shall be subject to appropriation and applicable law.	After prompt notification of a claim by the State, the Contractor shall have an opportunity to participate in the defense of such claim and any negotiated settlement agreement or judgement. The State shall not be liable for any costs incurred by the Contractor arising under this paragraph. Any indemnification of the Contractor shall be subject to appropriation and applicable law.
Part C - AEPA Member Agency (State) Terms and Conditions Michigan - Oakland Schools Accepted	Section C. 2. Page 46	Contractors shall be required to pay a two percent (2%) administrative fee (the "Fee") based on the total cost of goods or services purchased, including installation and freight, if applicable. In the event of a lease arrangement, the total Fee for the value of goods leased shall be paid to OS by the Contractor at the front end of the lease. Contractor or its designated authorized reseller(s) shall not include any additional amount corresponding to the Fee in the bid responses or awarded prices.	Contractors shall be required to pay a two percent (2%) administrative fee (the "Fee") based on the <del>total cost of goods or services purchased, including installation and freight, if applicable</del> invoiced sales. In the event of a lease arrangement, the total Fee for the value of goods leased shall be paid to OS by the Contractor at the front end of the lease. Contractor or its designated authorized reseller(s) shall not include any additional amount corresponding to the Fee in the bid responses or awarded prices.
Part C - AEPA Member Agency (State) Terms and Condition Missouri - EducationPlus Accepted	Section B. (4.) Page 46	The purchase order must include an additional administrative fee (as stipulated in the AEPA solicitation document) in the total cost, based on the total cost of goods and service including installation and freight if applicable. This fee is to be forwarded by the vendor to EDUCATIONPLUS after the sale and payment is made to vendor. Payment shall be made to EDUCATIONPLUS on a quarterly basis along with complete sales history during that period.	The purchase order must include an additional administrative fee (as stipulated in the AEPA solicitation document) in the <del>total cost, based on the total cost of goods and service including installation and freight if applicable</del> invoiced sales. This fee is to be forwarded by the vendor to EDUCATIONPLUS after the sale and payment is made to vendor. Payment shall be made to EDUCATIONPLUS on a quarterly basis along with <del>complete</del> invoiced sales history during that period.
Part C - AEPA Member Agency (State) Terms and Conditions Minnesota - CPC Denied	Section 5. Procedure for Contract Award, Notification and Processing Orders c. Page 44	When a participating agency identifies a desired product or service, the agency and the Vendor may negotiate with each other to establish a description of items and/or services. The Vendor shall quote a price to the member, using AEPA established discounts including the two percent (2%) administrative fee in the quoted price not as a separate line item. The administrative fee shall be based upon the total cost of goods and/or services including installation costs.	When a participating agency identifies a desired product or service, the agency and the Vendor may negotiate with each other to establish a description of items and/or services. The Vendor shall quote a price to the member, using AEPA established discounts including the two percent (2%) administrative fee in the quoted price not as a separate line item. The administrative fee shall be based upon the total <del>cost of goods and/or services including installation costs</del> invoiced sales.
Part C - AEPA Member Agency (State) Terms and Conditions Minnesota - CPC Denied	Section 6. Administrative Fees & Reporting Page 44	The administrative fee is to be paid by the Vendor to CPC, quarterly, within 20 working days after the end of each fiscal quarter. The AEPA vendor shall also submit to CPC a sales report, in Excel format, listing the following information: a. Name of purchasing agency b. Address of purchasing agency (city, state, zip code) c. Date of purchase d. Invoice number e. Amount of purchase f. Administrative fee generated by sale g. Savings generated by sale	The administrative fee is to be paid by the Vendor to CPC, quarterly, within 20 working days after the end of each fiscal quarter. The AEPA vendor shall also submit to CPC <del>a-an</del> <u>invoiced</u> sales report, in Excel format, listing the following information: a. Name of purchasing agency b. Address of purchasing agency (city, state, zip code) c. Date of purchase d. Invoice number e. Amount of purchase f. Administrative fee generated by sale g. <u>Upon request by CPC, \$savings</u> generated by sale
Part C - AEPA Member Agency (State) Terms and Conditions NE ESUCC Accepted	Section 4) Insurance Page 50	Contractors shall secure and keep in force during the term of any awarded agreement the following insurance coverages from insurance companies authorized to do business in Nebraska: • Commercial general liability, including premises or operations, contractual, and products or completed operations coverages (if applicable), with minimum liability limits of \$1,000,000 per person for any number of claims arising out of a single occurrence and \$5,000,000 for all claims arising out of a single occurrence • Automobile liability, including Owned (if any), Hired, and Non-Owned automobiles,	Contractors shall secure and keep in force during the term of any awarded agreement the following insurance coverages from insurance companies authorized to do business in Nebraska: • Commercial general liability, including premises or operations, contractual, and products or completed operations coverages (if applicable), with minimum liability limits of \$1,000,000 per person for any number of claims arising out of a single occurrence and <del>\$52,000,000</del> for all claims arising out of a single occurrence • Automobile liability, including Owned (if any), Hired, and Non-Owned automobiles, with minimum liability limits of \$1,000,000 per person for any number of claims arising out of a

		<p>with minimum liability limits of \$1,000,000 per person for any number of claims arising out of a single occurrence and \$5,000,000 for all claims arising out of a single occurrence</p> <ul style="list-style-type: none"> <li>Workers' compensation coverage meeting all Nebraska statutory requirements.</li> </ul>	<p>single occurrence and \$5,000,000 for all claims arising out of a single occurrence</p> <ul style="list-style-type: none"> <li>Workers' compensation coverage meeting all Nebraska statutory requirements.</li> </ul>
<p><b>Part C - AEPA Member Agency (State) Terms and Conditions NE ESUCC</b></p> <p>Accepted</p>	<p><b>Section 24) Administrative Fee Page 55-56</b></p>	<p>Contractor shall submit to the Cooperative as an administrative fee a sum equal to two percent (2%) of the total gross dollar volume, less freight of all goods and services and excluding annual support and maintenance purchased by the Cooperative, ESUCC, ESUs, and Members. This fee will be submitted to ESUCC on a calendar quarter basis beginning from the Effective Date of this Agreement for all transactions completed and paid during said quarter. Payments must be received either via check or authorized ACH. An ACH enrollment/authorization form must be provided to ESUCC for completion. If mailing a check, it should be made out to Educational Service Unit Coordinating Council with it being mailed to:</p> <p><u>ESUCC COOP</u>  <u>1292 East 4th Street</u>  <u>Ainsworth, NE 69210</u></p> <p>Vendors must provide a quarterly report to ESUCC Cooperative Purchasing coop@esucc.org of sales from members under the contract. The report should include:</p> <ul style="list-style-type: none"> <li>Date of purchase</li> <li>Name of participating member or entity</li> <li>Address of purchasing agency (city, state, zip code)</li> <li>If a school the ESU number affiliation (1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 13, 15, 16, 17, 18, 19)</li> <li>Quantity or job order units</li> <li>Amount of purchase</li> <li>List price</li> <li>Administrative fee generated by sale</li> <li>Savings generated by sale</li> </ul>	<p>Contractor shall submit to the Cooperative as an administrative fee a sum equal to two percent (2%) of the total gross dollar volume, less freight of all goods and services and excluding annual support and maintenance purchased by the Cooperative, ESUCC, ESUs, and Members. This fee will be submitted to ESUCC on a calendar quarter basis beginning from the Effective Date of this Agreement for <del>all transactions completed and paid</del> <u>invoiced sales</u> during said quarter. Payments must be received either via check or authorized ACH. An ACH enrollment/authorization form must be provided to ESUCC for completion. If mailing a check, it should be made out to Educational Service Unit Coordinating Council with it being mailed to:</p> <p><u>ESUCC COOP</u>  <u>1292 East 4th Street</u>  <u>Ainsworth, NE 69210</u></p> <p>Vendors must provide a quarterly report to ESUCC Cooperative Purchasing coop@esucc.org of sales from members under the contract. The report should include:</p> <ul style="list-style-type: none"> <li>Date of purchase</li> <li>Name of participating member or entity</li> <li>Address of purchasing agency (city, state, zip code)</li> <li>If a school the ESU number affiliation (1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 13, 15, 16, 17, 18, 19)</li> <li>Quantity or job order units</li> <li>Amount of purchase</li> <li>List price</li> <li>Administrative fee generated by sale</li> <li><u>Upon request by ESUCC, \$savings</u> generated by sale</li> </ul>
<p><b>Part C - AEPA Member Agency (State) Terms and Conditions New Jersey - ESCNJ</b></p> <p>Accepted</p>	<p><b>Section 12. New Jersey Public Records Act Section B. 3. Page 59</b></p>	<p>The total cost of ESCNJ's program is funded through a 2.0% participation fee paid to ESCNJ quarterly by the participating Contractors. The administrative fee percentage is based upon the total sale or lease of goods and services, including installation, if included. This fee shall be included in all price quotations to New Jersey Participants and shall not be printed as a line item on the quotation.</p>	<p>The total cost of ESCNJ's program is funded through a 2.0% participation fee paid to ESCNJ quarterly by the participating Contractors. The administrative fee percentage is based upon the total <del>invoiced sales or lease of goods and services, including installation, if included.</del> This fee shall be included in all price quotations to New Jersey Participants and shall not be printed as a line item on the quotation.</p>
<p><b>Part C - AEPA Member Agency (State) Terms and Conditions New Jersey - ESCNJ</b></p> <p>Accepted</p>	<p><b>Section 12. New Jersey Public Records Act Section B. 4. Page 59</b></p>	<p>Along with the participation fee, the Contractor will produce and provide to ESCNJ quarterly reports ending March 31, June 30, September 30 and December 31 throughout the contract period. The reports shall be in Microsoft Excel and be available in electronic form, shall identify the Contractor and the quarter being reported, shall be delivered to ESCNJ on the 15th of the month, shall include a minimum of the fields listed below and shall allow for sorting on any of these fields:</p> <ol style="list-style-type: none"> <li>Date of order.</li> <li>The name of the New Jersey Participant.</li> </ol>	<p>Along with the participation fee, the Contractor will produce and provide to ESCNJ quarterly reports ending March 31, June 30, September 30 and December 31 throughout the contract period. The reports shall be in Microsoft Excel and be available in electronic form, shall identify the Contractor and the quarter being reported, shall be delivered to ESCNJ on the 15th of the month, shall include a minimum of the fields listed below and shall allow for sorting on any of these fields:</p> <ol style="list-style-type: none"> <li>Date of order.</li> <li>The name of the New Jersey Participant.</li> <li>ESCNJ Bid Number</li> </ol>

		<ol style="list-style-type: none"> <li>3. ESCNJ Bid Number</li> <li>4. ESCNJ Co-op Number (New Jersey State Approved Cooperative Pricing System #65MCECCPS)</li> <li>5. List (or academic) price sales totals.</li> <li>6. New Jersey Participant price sales totals.</li> <li>7. New Jersey Participant savings totals to be sent to the ESCNJ in summary and to each individual New Jersey Participant.</li> </ol>	<ol style="list-style-type: none"> <li>4. ESCNJ Co-op Number (New Jersey State Approved Cooperative Pricing System #65MCECCPS)</li> <li>5. List (or academic) price sales totals.</li> <li>6. New Jersey Participant price sales totals.</li> <li>7. <u>Upon request from ESCNJ</u>, New Jersey Participant savings totals to be sent to the ESCNJ in summary and to each individual New Jersey Participant.</li> </ol>
<p><b>Part C - AEPA Member Agency (State) Terms and Conditions New Jersey - ESCNJ</b> <b>Accepted</b></p>	<p><b>Section 12. New Jersey Public Records Act Section B. 6. Page 60</b></p>	<p>If no purchases are made in any given quarter, the Contractor shall remit a "No Activities" statement to ESCNJ for that quarter. The Contractor will also produce and provide to ESCNJ an annual summary report for all purchases made under each contract awarded by ESCNJ pursuant to this document for a period beginning with the award of the contract and ending December 31 and all consecutive annual periods, if the contract is extended.</p>	<p>If no purchases are made in any given quarter, the Contractor shall remit a "No Activities" statement to ESCNJ for that quarter. The Contractor will also produce and provide to ESCNJ an annual summary report for all <del>purchases-invoiced sales</del> made under each contract awarded by ESCNJ pursuant to this document for a period beginning with the award of the contract and ending December 31 and all consecutive annual periods, if the contract is extended.</p>
<p><b>Part C - AEPA Member Agency (State) Terms and Conditions New Mexico - CES</b> <b>Denied</b></p>	<p><b>Indemnification Intellectual Property Page 72</b></p>	<p>The Offeror shall defend, at its own expense, CES, its Members and Participating Entities against any claim that any product or service provided under this Agreement infringes any patent, copyright, or trademark, and shall pay all costs, damages and attorney's fees that may be awarded as a result of such claim. In addition, if any third party obtains a judgment against CES, its Members and Participating Entities based upon Offeror's trade secret infringement relating to any product or services provided under this Agreement, the Offeror agrees to reimburse CES, its Members and Participating Entities for all costs, attorneys' fees, and the amount of the judgment. To qualify for such defense and/or payment, CES, its Members and Participating Entities shall:</p> <ol style="list-style-type: none"> <li>a. Give the Offeror written notice, within forty-eight (48) hours of its notification of any claim.</li> <li>b. Allow the Offeror to manage the defense and settlement of the claim as permitted by law; and</li> <li>c. Cooperate with the Offeror, in a reasonable manner, to facilitate the defense or settlement of the claim. CES, its Members, and Participating Entities Rights: If any product or service becomes, or in the Offeror's opinion is likely to become, the subject of a claim of infringement, the Offeror shall, at its sole expense.</li> <li>d. Provide CES, its Members and Participating Entities the right to continue using the product or service and fully indemnify CES, its Members and Participating Entities against all claims that may arise out of CES, its Members and Participating Entities use of the product or service.</li> <li>e. Replace or modify the product or service so that it becomes non-infringing; or</li> <li>f. Accept the return of the product or service and refund an amount equal to the value of the returned product or service, less the unpaid portion of the purchase price and any other amounts which are due to the Offeror.</li> <li>g. The Offeror's obligation will be void as to any product or service modified by CES, its Members and Participating Entities to the extent such modification is the cause of the</li> </ol>	<p>The Offeror shall defend, at its own expense, CES, its Members and Participating Entities against any claim that any <del>product or service provided-performed by Offeror</del> under this Agreement infringes any patent, copyright, or trademark, and shall pay all costs, damages and <u>reasonable</u> attorney's fees that may be awarded as a result of such claim. In addition, if any third party obtains a judgment against CES, its Members and Participating Entities based upon Offeror's trade secret infringement relating to any <del>product or services provided-performed by Offeror</del> under this Agreement, the Offeror agrees to reimburse CES, its Members and Participating Entities for all costs, <u>reasonable</u> attorneys' fees, and the amount of the judgment. To qualify for such defense and/or payment, CES, its Members and Participating Entities shall:</p> <ol style="list-style-type: none"> <li>h. Give the Offeror written notice, within forty-eight (48) hours of its notification of any claim.</li> <li>i. Allow the Offeror to manage the defense and settlement of the claim as permitted by law; and</li> <li>j. Cooperate with the Offeror, in a reasonable manner, to facilitate the defense or settlement of the claim. CES, its Members, and Participating Entities Rights: If any <del>product or service performed by Offeror</del> becomes, or in the Offeror's opinion is likely to become, the subject of a claim of infringement, the Offeror shall, at its sole expense.</li> <li>k. Provide CES, its Members and Participating Entities the right to continue using the <del>product or service</del> and fully indemnify CES, its Members and Participating Entities against all claims that may arise out of CES, its Members and Participating Entities use of the <del>product or service</del>.</li> <li>l. Replace or modify the <del>product or service</del> so that it becomes non-infringing; or</li> <li>m. Accept the return of the <del>product or service</del> and refund an amount equal to the value of the returned <del>product or service</del>, less the unpaid portion of the purchase price and any other amounts which are due to the Offeror.</li> </ol> <p>The Offeror's obligation will be void as to any <del>product or service</del> modified by CES, its Members and Participating Entities to the extent such modification is the cause of the claim.</p>

		claim.	
<p><b>Part C - AEPA Member Agency (State) Terms and Conditions New Mexico - CES</b>  <span style="color: blue;">Denied</span></p>	<p><b>Intellectual Property Ownership (Work for Hire)</b>                  Page 72</p>	<p>All Intellectual Property (IP) that Offeror or any of the Offeror's Parties make, conceive, discover, develop or create, either solely or jointly with any other person or persons including CES or a CES Member/Participating Entity, specifically for or at the request of CES or a CES Member/Participating Entity in connection with an Agreement (Contract IP) will be owned by CES or the CES Member/Participating Entity. Intellectual Property means all CES or CES Member/Participating Entity Data, any and all inventions, designs, original works of authorship, formulas, processes, compositions, programs, databases, data technologies, discoveries, ideas, writings, improvements, procedures, techniques, know-how and all patent, trademark, service mark, trade secret, copyright and other intellectual property rights (and goodwill) relating to the foregoing. Offeror will make full and prompt disclosure of the Contract IP to CES or the CES Member/Participating Entity. Offeror will, and will cause the Offeror's Parties to as, and when requested by CES or the CES Member/Participating Entity, do such acts, and sign such instruments to vest in CES or the CES Member/Participating Entity the entire right, title and interest to the Contract IP, and to enable CES or the CES Member/Participating Entity to prepare, file and prosecute applications for, and to obtain patents and/or copyrights on, the Contract IP, and at CES or the CES Member/Participating Entity's expense, to cooperate with CES or the CES Member/Participating Entity in the protection and/or defense of the Contract IP.</p>	<p>All Intellectual Property (IP) that Offeror or any of the Offeror's Parties make, <del>conceive, discover,</del> develop or create, either solely or jointly with any other person or persons including CES or a CES Member/Participating Entity, specifically for or at the request of CES or a CES Member/Participating Entity in connection with an Agreement (Contract IP) will be owned by CES or the CES Member/Participating Entity. Intellectual Property means all CES or CES Member/Participating Entity Data, any and all inventions, designs, original works of authorship, formulas, <del>processes,</del> compositions, programs, databases, data technologies, <del>discoveries, ideas,</del> writings, improvements, <del>procedures, techniques, know-how</del> and all patent, trademark, service mark, trade secret, copyright and other intellectual property rights (and goodwill) relating to the foregoing. Offeror will make full and prompt disclosure of the Contract IP to CES or the CES Member/Participating Entity. Offeror will, and will cause the Offeror's Parties to as, and when requested by CES or the CES Member/Participating Entity, do such acts, and sign such instruments to vest in CES or the CES Member/Participating Entity the entire right, title and interest to the Contract IP, and to enable CES or the CES Member/Participating Entity to prepare, file and prosecute applications for, and to obtain patents and/or copyrights on, the Contract IP, and at CES or the CES Member/Participating Entity's expense, to cooperate with CES or the CES Member/Participating Entity in the protection and/or defense of the Contract IP.</p>
<p><b>Part C - AEPA Member Agency (State) Terms and Conditions New Mexico - CES</b>  <span style="color: blue;">Denied</span></p>	<p><b>Patent and Copyright Infringement</b>                  Page 74-75</p>	<p>Offeror will, at their expense, defend CES and its Members and Participating Entities against any claim that any equipment or software supplied hereunder infringe a patent or copyright in the United States, or a U.S. Territory, and will pay all costs, damages and attorney's fees that a court finally awards as a result of such a claim. To qualify for such a defense and payment, CES will:</p> <ol style="list-style-type: none"> <li>a. Give Offeror prompt written notice of any such claim after becoming aware of such claim.</li> <li>b. Allow Offeror to control and fully cooperate with Offeror in the defense and all related settlement negotiations.</li> </ol> <p>CES will be reimbursed for all expenses incurred by CES in fully cooperating with Offeror as specifically requested by contract. CES is not required to incur any expenses specified in this paragraph, which are not reimbursable, by the Offeror. If any CES Member and Participating Entity is involved by any party in a Patent and Copyright infringement dispute, the same provisions that apply to CES in this paragraph will apply to the CES Member or Participating Entity. Offeror's obligation under this section is</p>	<p>Offeror will, at their expense, defend CES and its Members and Participating Entities against any <del>third party</del> claim that any <del>equipment or software supplied</del> <del>services performed by Offeror</del> hereunder infringe a patent or copyright in the United States, or a U.S. Territory, and will pay all costs, damages and <del>reasonable</del> attorney's fees that a court finally awards as a result of such a claim. To qualify for such a defense and payment, CES will:</p> <ol style="list-style-type: none"> <li>c. Give Offeror prompt written notice of any such claim after becoming aware of such claim.</li> <li>d. Allow Offeror to control and fully cooperate with Offeror in the defense and all related settlement negotiations.</li> </ol> <p>CES will be reimbursed for all expenses incurred by CES in fully cooperating with Offeror as specifically requested by contract. CES is not required to incur any expenses specified in this paragraph, which are not reimbursable, by the Offeror. If any CES Member and Participating Entity is involved by any party in a Patent and Copyright infringement dispute, the same provisions that apply to CES in this paragraph will apply to the CES Member or Participating Entity. Offeror's obligation under this section is conditioned on CES' agreement that if the subject</p>

		<p>conditioned on CES' agreement that if the subject of such a claim, CES will permit the Offeror, at its expense and option, either to procure the right for CES and its Members or Participating Entity to continue using the equipment and/or software, or to replace equipment or software which are functionally equivalent so that they become non-infringing. If neither of the foregoing alternatives is available on terms which are reasonable in Offeror's judgment and satisfactory to CES, CES will request its Members or Participating Entity to return the equipment or software upon written request by Offeror at Offeror's expense. Offeror agrees to refund CES and/or its CES Member/Participating Entity for returned equipment as depreciated to current market value unless otherwise mutually agreeable in writing. The depreciation will be an equal amount per year over the life of the equipment in accordance with GAAP/GASB guidelines. In the event that an Offeror's written request for return of equipment is made after full depreciation, the Offeror will pay CES, or its CES Member/Participating Entity who purchased the equipment, an amount equivalent to the fair market value of the returned equipment. If CES, or any of its CES Member/Participating Entity, fails to return the equipment, the Offeror is not obligated to that Member under this clause. Offeror will have no obligation with respect to any such claim based upon a Member's or Participating Entity's modification of the equipment or software or combination, operation or use with apparatus, data or programs not furnished by Offeror. However, one Member's or Participating Entity's action will not preclude Offeror's obligation to other Members/Participating Entities not having modified their equipment or software.</p>	<p>of such a claim, CES will permit the Offeror, at its expense and option, either to procure the right for CES and its Members or Participating Entity to continue using the <del>equipment and/or softwareservices performed by Offeror</del>, or to replace <del>equipment or softwareservice performed by Offeror</del> which are functionally equivalent so that they become non-infringing. <del>If neither of the foregoing alternatives is available on terms which are reasonable in Offeror's judgment and satisfactory to CES, CES will request its Members or Participating Entity to return the equipment or software upon written request by Offeror at Offeror's expense. Offeror agrees to refund CES and/or its CES Member/Participating Entity for returned equipment as depreciated to current market value unless otherwise mutually agreeable in writing. The depreciation will be an equal amount per year over the life of the equipment in accordance with GAAP/GASB guidelines. In the event that an Offeror's written request for return of equipment is made after full depreciation, the Offeror will pay CES, or its CES Member/Participating Entity who purchased the equipment, an amount equivalent to the fair market value of the returned equipment. If CES, or any of its CES Member/Participating Entity, fails to return the equipment, the Offeror is not obligated to that Member under this clause.</del> Offeror will have no obligation with respect to any such claim based upon a Member's or Participating Entity's modification of the <del>equipment or softwareservices performed by Offeror</del> or combination, operation or use with apparatus, data or programs not furnished by Offeror. However, one Member's or Participating Entity's action will not preclude Offeror's obligation to other Members/Participating Entities not having modified their <del>equipment or softwareservices performed by Offeror</del>.</p>
<p><b>Part C - AEPA Member Agency (State) Terms and Conditions New Mexico - CES Denied</b></p>	<p><b>Claims and Disputes Page 79</b></p>	<p>A Claim is a demand or assertion by one of the parties seeking as a matter of right, adjustment or interpretation of Contract terms, payment of money, extension of time or other relief with respect to the terms of the Contract. The term "Claim" also includes other disputes and matters in question between the Owner and Contractor arising out of or relating to the Contract. Claims must be initiated by written notice. The responsibility to substantiate Claims shall rest with the party making the Claim.</p> <ol style="list-style-type: none"> <li>1. Time Limits on Claims. Claims by either party must be initiated within thirty (30) days after occurrence of the event giving rise to such Claim or within ten (10) days after the claimant first recognizes the condition giving rise to the Claim, whichever is later. Claims must be initiated by written notice to the Owner or if applicable, the Design Professional and the other party.</li> <li>2. Continuing Contract Performance. Pending final resolution of a Claim except as otherwise agreed in writing by the Owner and the Contractor, the Contractor shall proceed diligently with performance of the Contract and the Owner shall continue to make payments in accordance with the Contract Documents.</li> </ol>	<p>A Claim is a demand or assertion by one of the parties seeking as a matter of right, adjustment or interpretation of Contract terms, payment of money, extension of time or other relief with respect to the terms of the Contract. The term "Claim" also includes other disputes and matters in question between the Owner and Contractor arising out of or relating to the Contract. Claims must be initiated by written notice. The responsibility to substantiate Claims shall rest with the party making the Claim.</p> <p><del>1. Time Limits on Claims. Claims by either party must be initiated within thirty (30) days after occurrence of the event giving rise to such Claim or within ten (10) days after the claimant first recognizes the condition giving rise to the Claim, whichever is later. Claims must be initiated by written notice to the Owner or if applicable, the Design Professional and the other party.</del></p> <p><del>2.1</del> Continuing Contract Performance. Pending final resolution of a Claim except as otherwise agreed in writing by the Owner and the Contractor, the Contractor shall proceed diligently with performance of the Contract and the Owner shall continue to make payments in accordance with the Contract Documents.</p>

<p><b>Part C - AEPA Member Agency (State) Terms and Conditions</b>  <b>New Mexico - CES</b>  <b>Denied</b></p>	<p><b>Liquidated Damages</b>  <b>Page 81-82</b></p>	<p>The CES Member or Participating Entity has the right to assess liquidated damages to the Contractor (and its Surety); and the Contractor shall be liable for the amount of liquidated damages as determined in the contract documents. Such liquidated damages are intended to represent estimated actual damages and are not intended as a penalty, and Contractor shall pay them to Owner without limiting Owner's right to terminate this agreement for default as provided elsewhere herein. The liquidated damages are assessed per calendar day of delay until the work is determined by CES and its Member or Participating Entity to be substantially complete. Liquidated damages will comply with the requirements of 55-2-718 NMSA 1978.</p> <p>Liquidated damages and early completion incentives will be between the CES Member or Participating Entity and the Contractor and must be agreed upon in writing. If the CES Member or Participating Entity declines a liquidated damages or early incentive agreement, the Contractor will ensure such agreement is reflected and included in the project's contract documents.</p>	<p><del>The CES Member or Participating Entity has the right to assess liquidated damages to the Contractor (and its Surety); and the Contractor shall be liable for the amount of liquidated damages as determined in the contract documents. Such liquidated damages are intended to represent estimated actual damages and are not intended as a penalty, and Contractor shall pay them to Owner without limiting Owner's right to terminate this agreement for default as provided elsewhere herein. The liquidated damages are assessed per calendar day of delay until the work is determined by CES and its Member or Participating Entity to be substantially complete. Liquidated damages will comply with the requirements of 55-2-718 NMSA 1978.</del></p> <p><del>Liquidated damages and early completion incentives will be between the CES Member or Participating Entity and the Contractor and must be agreed upon in writing. If the CES Member or Participating Entity declines a liquidated damages or early incentive agreement, the Contractor will ensure such agreement is reflected and included in the project's contract documents.</del></p>
<p><b>Part C - AEPA Member Agency (State) Terms and Conditions</b>  <b>North Carolina - CarolinaBuy</b>  <b>Accepted</b></p>	<p><b>Section 3. General Terms and Conditions that apply in all categories.</b>  <b>e. Processing Orders</b>  <b>Page 89</b></p>	<p>When an eligible educational, governmental, or nonprofit member identifies a desired product or service, the member and the vendor may negotiate with each other to establish a description of items and/or services. The vendor shall quote a price to the member, in writing, using AEPA established discounts and including the two percent (2%) administrative payment or payment in the quoted price. The administrative payment shall be based upon the total cost of goods and/or services including installation costs. The administrative payment shall not be listed as a separate line item on the quote. When a member decides to purchase through the CA41-AEPA contract, the member issues the purchase order directly to the vendor. The purchase order must include the total invoiced cost, based on</p>	<p>When an eligible educational, governmental, or nonprofit member identifies a desired product or service, the member and the vendor may negotiate with each other to establish a description of items and/or services. The vendor shall quote a price to the member, in writing, using AEPA established discounts and including the two percent (2%) administrative payment or payment in the quoted price. The administrative payment shall be based upon the <del>total cost of goods and/or services including installation costs</del> invoiced sales. The administrative payment shall not be listed as a separate line item on the quote. When a member decides to purchase through the CA41-AEPA contract, the member issues the purchase order directly to the vendor. The purchase order must include the total invoiced cost, based on</p>
<p><b>Part C - AEPA Member Agency (State) Terms and Conditions</b>  <b>North Carolina - CarolinaBuy</b>  <b>Accepted</b></p>	<p><b>Section 3. General Terms and Conditions that apply in all categories.</b>  <b>e. Processing Orders vi.</b>  <b>Page 90</b></p>	<p>The AEPA vendor shall also submit to CA41 a sales report, in Excel format, listing the following information:</p> <ul style="list-style-type: none"> <li>• Name of purchasing agency</li> <li>• Address of purchasing agency (city, state, zip code)</li> <li>• Date of purchase</li> <li>• Invoice number</li> <li>• Amount of purchase</li> <li>• Administrative payment generated by sales.</li> <li>• Savings generated by sales.</li> </ul>	<p>The AEPA vendor shall also submit to CA41 a sales report, in Excel format, listing the following information:</p> <ul style="list-style-type: none"> <li>• Name of purchasing agency</li> <li>• Address of purchasing agency (city, state, zip code)</li> <li>• Date of purchase</li> <li>• Invoice number</li> <li>• Amount of purchase</li> <li>• Administrative payment generated by sales.</li> <li>• <u>Upon request by CA41. \$savings generated by sales.</u></li> </ul>
<p><b>Part C - AEPA Member Agency (State) Terms and Conditions</b>  <b>North Dakota - NDESC</b>  <b>Denied</b></p>	<p><b>Section 5. Procedure for Contract Award, Notification and Processing Orders</b>  <b>c.</b>  <b>Page 93</b></p>	<p>When a participating agency identifies a desired product or service, the agency and the Vendor may negotiate with each other to establish a description of items and/or services. The Vendor shall quote a price to the member, using AEPA established discounts, including the two percent (2%) administrative fee in the quoted price not as a separate line item. The administrative fee shall be based upon the total cost of goods and/or services including installation costs.</p>	<p>When a participating agency identifies a desired product or service, the agency and the Vendor may negotiate with each other to establish a description of items and/or services. The Vendor shall quote a price to the member, using AEPA established discounts, including the two percent (2%) administrative fee in the quoted price not as a separate line item. The administrative fee shall be based upon the total <del>cost of goods and/or services including installation costs</del> invoiced sales.</p>

<p><b>Part C - AEPA Member Agency (State) Terms and Conditions North Dakota - NDESC</b> Denied</p>	<p><b>Section 6. Administrative Fees and Reporting</b> Page 93</p>	<p>The administrative fee is to be paid by the Vendor to NDESC, quarterly, within 20 working days after the end of each fiscal quarter. The AEPA vendor shall also submit to NDESC a sales report, in Excel format, listing the following information:</p> <ol style="list-style-type: none"> <li>Name of purchasing agency</li> <li>Address of purchasing agency (city, state, zip code)</li> <li>Date of purchase</li> <li>Invoice number</li> <li>Amount of purchase</li> <li>Administrative fee generated by sale</li> <li>Savings generated by sale</li> </ol>	<p>The administrative fee is to be paid by the Vendor to NDESC, quarterly, within 20 working days after the end of each fiscal quarter. The AEPA vendor shall also submit to NDESC a sales report, in Excel format, listing the following information:</p> <ol style="list-style-type: none"> <li>Name of purchasing agency</li> <li>Address of purchasing agency (city, state, zip code)</li> <li>Date of purchase</li> <li>Invoice number</li> <li>Amount of purchase</li> <li>Administrative fee generated by sale</li> <li><u>Upon request by NDESC, \$savings generated by sale</u></li> </ol>
<p><b>Part C - AEPA Member Agency (State) Terms and Conditions Ohio - OCEPC</b> Accepted</p>	<p><b>Section A. 9. Audit</b> Page 96</p>	<p>Member Agency may audit and inspect Contractor's records and accounts at any time during the Contractor's performance of the services and for a period of two (2) years following the completion or termination of the services for the purpose of verifying any invoice and underlying documentation presented by Contractor, it being understood that Contractor agrees to preserve all such documents through such two- (2) year period.</p>	<p>Member Agency may audit and inspect Contractor's records and accounts at any time, <u>given thirty (30) days written notice to Contractor and not more than once per twelve (12) month period unless otherwise required by law</u>, during the Contractor's performance of the services and for a period of two (2) years following the completion or termination of the services for the purpose of verifying any invoice and underlying documentation presented by Contractor, it being understood that Contractor agrees to preserve all such documents through such two- (2) year period.</p>
<p><b>Part C - AEPA Member Agency (State) Terms and Conditions Ohio - OCEPC</b> Accepted</p>	<p><b>Section D. Procedure for Processing Orders</b> Page 98</p>	<p>The Contractor will compile a quarterly report showing all purchases made by the OCEPC Member Agencies and other qualified purchasers under this contract at the conclusion of each calendar quarter. These reports shall be emailed to the named point of contact for the OCEPC Member Agencies.</p>	<p>The Contractor will compile a quarterly report showing all <u>purchases made invoiced sales</u> by the OCEPC Member Agencies and other qualified purchasers under this contract at the conclusion of each calendar quarter. These reports shall be emailed to the named point of contact for the OCEPC Member Agencies.</p>
<p><b>Part C - AEPA Member Agency (State) Terms and Conditions Oregon</b> Accepted</p>	<p><b>Section D. Procedure for Agencies Processing Orders under IMESD in Oregon</b> Page 106</p>	<p>Once the award is made to the vendor, IMESD will market these contracts by: 1) including the contract on the IMESD website, 2) announcing the award in flyers, and 3) attending vendor events throughout school year. A list of schools, contact names, addresses and phone number can be accessed through the Oregon Department of Education website. At this point the vendor contacts schools and schools may contact the vendor. When the school/agency identifies a product or services and agrees on price it issues to Vendor a purchase order for that item or service, referencing the AEPA Bid number. The purchase order must include an additional two percent (2%) administrative fee in the total to be forwarded by the vendor to IMESD after the sale. All participating vendors agree to and are subject to audit proceedings of IMESD member sales.</p> <p>Upon receipt of the purchase order, the vendor provides the goods or service listed on the purchase order. It is important to remember the vendor makes delivery to the member unless other arrangements are made in cooperation with IMESD. When all items and services on the purchase order have been delivered to the member in a complete and satisfactory manner, vendor then invoices the member for the goods and service. This invoice includes the additional two percent (2%) administrative fee to the total amount invoiced of the goods or service provided by the vendor. This percent is based on the total sales of goods or services. The member then pays the vendor including the two percent (2%) administrative fee. IMESD then invoices the Vendor for the 2% administrative</p>	<p>Once the award is made to the vendor, IMESD will market these contracts by: 1) including the contract on the IMESD website, 2) announcing the award in flyers, and 3) attending vendor events throughout school year. A list of schools, contact names, addresses and phone number can be accessed through the Oregon Department of Education website. At this point the vendor contacts schools and schools may contact the vendor. When the school/agency identifies a product or services and agrees on price it issues to Vendor a purchase order for that item or service, referencing the AEPA Bid number. The purchase order must include an additional two percent (2%) administrative fee in the total to be forwarded by the vendor to IMESD after the <u>invoiced</u> sale. All participating vendors agree to and are subject to audit proceedings of IMESD member <u>invoiced</u> sales.</p> <p>Upon receipt of the purchase order, the vendor provides the goods or service listed on the purchase order. It is important to remember the vendor makes delivery to the member unless other arrangements are made in cooperation with IMESD. When all items and services on the purchase order have been delivered to the member in a complete and satisfactory manner, vendor then invoices the member for the goods and service. This invoice includes the additional two percent (2%) administrative fee to the total amount invoiced of the goods or service provided by the vendor. This percent is based on the total <u>invoiced</u> sales of goods or services. The member then pays the vendor including the two percent (2%) administrative fee. IMESD then invoices the Vendor for the 2% administrative fee based on the</p>

<p><b>Part C - AEPA Member Agency (State) Terms and Conditions Pennsylvania - Keystone Purchasing Network</b></p> <p>Denied and replaced with attached language. See Attachment A, page 20.</p>	<p><b>Section 1. d. ii) Termination for Cause or Convenience Page 108</b></p>	<p>fee based on the sale of goods and services collected by the vendor.</p> <p>For any purchase or contract of more than \$10,000 made using federal funds, the contractor agrees that the following terms and conditions shall apply: The KPN member may terminate or cancel any purchase order under the Contract at any time, without cause, by providing seven (7) business days advance written notice to contractor. If an agreement is terminated for convenience in accordance with this paragraph, the KPN member shall only be required to pay contractor for goods or services delivered to the KPN member before the termination and not otherwise returned in accordance with Contractor’s return policy. If the KPN member has paid the contractor for goods or services not yet provided as of the date of termination, the contractor shall immediately refund such payment(s).</p> <p>The KPN member may terminate or cancel any purchase order under the Contract with cause pursuant to AEPA General Terms and Conditions.</p>	<p><u>invoiced</u> sale of goods and services collected by the vendor.</p> <p>For any purchase or contract of more than \$10,000 made using federal funds, the contractor agrees that the following terms and conditions shall apply: The KPN member may terminate or cancel any purchase order under the Contract at any time, without cause, by providing <del>seven</del> <u>thirty (30)</u> business days advance written notice to contractor. If an agreement is terminated for convenience in accordance with this paragraph, the KPN member shall only be required to pay contractor for goods or services delivered to the KPN member before the termination and not otherwise returned in accordance with Contractor’s return policy. If the KPN member has paid the contractor for goods or services not yet provided as of the date of termination, the contractor shall immediately refund such payment(s).</p> <p><u>Except for orders which have been deemed non-cancelable/non-returnable,</u> the KPN member may terminate or cancel any purchase order under the Contract with cause pursuant to AEPA General Terms and Conditions.</p>
<p><b>Part C - AEPA Member Agency (State) Terms and Conditions Pennsylvania - Keystone Purchasing Network</b></p> <p>Denied</p>	<p><b>Section 4) Procedure for Processing Orders Page 117</b></p>	<p>Once the award is made to the Contractor/vendor, KPN will inform its members of the contract by: (1) including the contract in the agency database that is available on the KPN website, (2) announcing the award in its periodic newsletter, and (3) publishing the contract information in a catalog disseminated to all members. A list of members (institution name and address) will be made available to the vendor in an electronic format. At this point the Contractor/vendor contacts the members and members may contact the Contractor/vendor. When the member identifies a product or service it issues a purchase order for that item to the vendor. The vendor’s price to its members will include the following administrative fees: currently 2% (two percent) on all supplies, equipment and construction, rental or lease, annual subscription fee, etc.; and others administrative fees as approved by KPN and will be collected from the member or other qualifying purchaser. KPN reserves the right to adjust the administrative fee at any time during the duration of the contract and any renewal period or to modify the administrative fee based on volume of purchase. If the administrative fee is reduced due to the size of the project the vendor will show the adjustment on the quote. The vendor will also compile a quarterly report showing all purchases made by KPN members under this contract. The vendor will make all administrative fee payments to KPN by the 20th of the succeeding month of each 3-month calendar quarter after they have received payment from the member agency and all checks are to be made payable to the Central Susquehanna Intermediate Unit (CSIU) and sent to Keystone Purchasing Network, 90 Lawton Lane, Milton, PA 17847, and Attention: Mark C. Carollo. All reporting of purchases will be made using the provided Excel spreadsheet and will be broken down by entity by state and will show Order Date, Agency Name, Street Address, City,</p>	<p>Once the award is made to the Contractor/vendor, KPN will inform its members of the contract by: (1) including the contract in the agency database that is available on the KPN website, (2) announcing the award in its periodic newsletter, and (3) publishing the contract information in a catalog disseminated to all members. A list of members (institution name and address) will be made available to the vendor in an electronic format. At this point the Contractor/vendor contacts the members and members may contact the Contractor/vendor. When the member identifies a product or service it issues a purchase order for that item to the vendor. The vendor’s price to its members will include the following administrative fees: currently 2% (two percent) on all <del>supplies, equipment and construction, rental or lease, annual subscription fee, etc.; and others</del> <u>administrative fees invoiced sales</u> as approved by KPN and will be collected from the member or other qualifying purchaser. KPN reserves the right to adjust the administrative fee at any time during the duration of the contract and any renewal period or to modify the administrative fee based on volume of purchase. If the administrative fee is reduced due to the size of the project the vendor will show the adjustment on the quote. The vendor will also compile a quarterly report showing all purchases made by KPN members under this contract. The vendor will make all administrative fee payments to KPN by the 20th of the succeeding month of each 3-month calendar quarter after they have received payment from the member agency and all checks are to be made payable to the Central Susquehanna Intermediate Unit (CSIU) and sent to Keystone Purchasing Network, 90 Lawton Lane, Milton, PA 17847, and Attention: Mark C. Carollo. All reporting of purchases will be made using the provided Excel spreadsheet and will be broken down by entity by state and will show Order Date, Agency Name, Street Address, City, State, Zip, PO #, and Total Price. Optionally, Item #, Item Description, Manufacturer #, Qty, Extended</p>

		State, Zip, PO #, and Total Price. Optionally, Item #, Item Description, Manufacturer #, Qty, Extended Advertised Price can be included.	Advertised Price can be included.
Part C - AEPA Member Agency (State) Terms and Conditions South Carolina – CarolinaBuy <b>Accepted</b>	Section 3. General Terms and Conditions that apply in all categories. Processing Orders vi. Page 119	When an eligible educational, governmental, or nonprofit member identifies a desired product or service, the member and the vendor may negotiate with each other to establish a description of items and/or services. The vendor shall quote a price to the member, in writing, using AEPA established discounts and including the two percent (2%) administrative payment or payment in the quoted price. The administrative payment shall be based upon the total cost of goods and/or services including installation costs. The administrative payment shall not be listed as a separate line item on the quote. When a member decides to purchase through the CA4I-AEPA contract, the member issues the purchase order directly to the vendor. The purchase order must include the total invoiced cost, based on	When an eligible educational, governmental, or nonprofit member identifies a desired product or service, the member and the vendor may negotiate with each other to establish a description of items and/or services. The vendor shall quote a price to the member, in writing, using AEPA established discounts and including the two percent (2%) administrative payment or payment in the quoted price. The administrative payment shall be based upon the total <del>cost of goods and/or services including installation costs</del> invoiced sales. The administrative payment shall not be listed as a separate line item on the quote. When a member decides to purchase through the CA4I-AEPA contract, the member issues the purchase order directly to the vendor. The purchase order must include the total invoiced cost, based on
Part C - AEPA Member Agency (State) Terms and Conditions South Carolina – CarolinaBuy <b>Accepted</b>	Section 3. General Terms and Conditions that apply in all categories. Processing Orders vi. Page 120	The AEPA vendor shall also submit to CA4I a sales report, in Excel format, listing the following information: <ul style="list-style-type: none"> <li>Name of purchasing agency</li> <li>Address of purchasing agency (city, state, zip code)</li> <li>Date of purchase</li> <li>Invoice number</li> <li>Amount of purchase</li> <li>Administrative payment generated by sales. Savings generated by sales.</li> </ul>	The AEPA vendor shall also submit to CA4I a sales report, in Excel format, listing the following information: <ul style="list-style-type: none"> <li>Name of purchasing agency</li> <li>Address of purchasing agency (city, state, zip code)</li> <li>Date of purchase</li> <li>Invoice number</li> <li>Amount of purchase</li> <li>Administrative payment generated by sales.</li> <li><u>Upon request from CA4I</u>, Savings generated by sales.</li> </ul>
Part C - AEPA Member Agency (State) Terms and Conditions Texas - TexBuy <b>Accepted</b>	Service Fees Page 123	Awarded Contractor agrees to pay TexBuy the service fees specified below. Unless otherwise expressly stated, the service fee is included in the awarded pricing provided in the submittal. The service fee is due and payable to Region 16 ESC in Amarillo, Texas, promptly upon completion of the quarterly service fee report. The service fees are as follows: <ul style="list-style-type: none"> <li>For all items, the service fee due to Region 16 ESC will be up to two percent (2%) of the gross sales amount invoiced to the Member from the TexBuy contract.</li> <li>The Contractor will submit a quarterly sales report to TexBuy’s Director of Purchasing, via email, to</li> <li>document the sales made to all Members through the TexBuy awarded contract.</li> <li>TexBuy does not charge any fees to participating government agencies.</li> </ul>	Awarded Contractor agrees to pay TexBuy the service fees specified below. Unless otherwise expressly stated, the service fee is included in the awarded pricing provided in the submittal. The service fee is due and payable to Region 16 ESC in Amarillo, Texas, promptly upon completion of the quarterly service fee report. The service fees are as follows: <ul style="list-style-type: none"> <li>For all items, the service fee due to Region 16 ESC will be up to two percent (2%) of the gross sales amount invoiced to the Member from the TexBuy contract.</li> <li>The Contractor will submit a quarterly <u>invoiced</u> sales report to TexBuy’s Director of Purchasing, via email, to</li> <li>document the <u>invoiced</u> sales made to all Members through the TexBuy awarded contract.</li> <li>TexBuy does not charge any fees to participating government agencies.</li> </ul>
Part C - AEPA Member Agency (State) Terms and Conditions Virginia – Fairfax County Public Schools <b>Denied</b>	Section 32. Indemnification subsection b. IP Indemnification Page 134	In addition to the General Indemnification, Contractor will indemnify the County for and defend the County against third-party claims for infringement of any valid United States patent, trademark or copyright by the Contractor’s products, software, services, or deliverables. Contractor must indemnify the County for any loss, damage, expense or liability, including costs and reasonable attorney’s fees that may result by reason of any such claim. <p>In the event of a claim covered by this subparagraph, and in addition to all other obligations of Contractor in this Paragraph, Contractor must at its expense and within a reasonable time: (a) obtain a right for the County to continue using such products and software, or allow Contractor to continue performing the Services; (b) modify such products, software, services or deliverables to</p>	In addition to the General Indemnification, Contractor will indemnify the County for and defend the County against third-party claims for infringement of any valid United States patent, trademark or copyright by the Contractor’s <del>products, software, performed</del> services, or deliverables. Contractor must indemnify the County for any loss, damage, expense or liability, including costs and reasonable attorney’s fees that may result by reason of any such claim. <p>In the event of a claim covered by this subparagraph, and in addition to all other obligations of Contractor in this Paragraph, Contractor must at its expense and within a reasonable time: (a) obtain a right for the County to continue using such products and software, or allow Contractor to continue performing the Services; (b) <del>modify such products, software, services or deliverables to make them non-</del></p>

		make them non-infringing, while remaining functionally equivalent or better; or (c) replace such products or software with a non-infringing equivalent. If, in the Contractor's reasonable opinion, none of the foregoing options is feasible Contractor must immediately notify the County and accept the return of the products, software, services, or deliverables, along with any other components rendered unusable as a result of the infringement or claimed infringement, and refund to the County the price paid to Contractor for such components as well as any pre-paid fees for the allegedly infringing services, including license, subscription fees, or both. Nothing in this Paragraph, however, relieves the Contractor of liability to the County for damages sustained by the County by virtue of any breach of contract related to a third party infringement claim.	<del>infringing, while remaining functionally equivalent or better; or (c) replace such products or software</del> Contractor performed services with a non-infringing equivalent. If, in the Contractor's reasonable opinion, none of the foregoing options is feasible Contractor must immediately notify the County and accept the return of the <del>products, software,</del> Contractor performed services, or deliverables, along with any other components rendered unusable as a result of the infringement or claimed infringement, and refund to the County the price paid to Contractor for such components as well as any pre-paid fees for the allegedly infringing services, including license, subscription fees, or both. Nothing in this Paragraph, however, relieves the Contractor of liability to the County for damages sustained by the County by virtue of any breach of contract related to a third party infringement claim.
Part C - AEPA Member Agency (State) Terms and Conditions Virginia - Fairfax County Public Schools Denied	Section 43. Audit of Records Page 136	The parties agree that the County or its agent must have reasonable access to and the right to examine any records of the contractor involving transactions related to the contract or compliance with any clauses thereunder, for a period of three (3) years after final payment. The contractor shall include these same provisions in all related subcontracts. For purposes of this clause, the term "records" includes documents, and papers regardless of whether they are in written form, electronic form, or any other form.	The parties agree that the County or its agent, <u>with thirty (30) days written notice to Contractor</u> , must have reasonable access to and the right to examine any records of the contractor involving transactions related to the contract or compliance with any clauses thereunder, for a period of three (3) years after final payment. The contractor shall include these same provisions in all related subcontracts. For purposes of this clause, the term "records" includes documents, and papers regardless of whether they are in written form, electronic form, or any other form. <u>Such examinations shall not occur more than once per twelve (12) month period unless otherwise required by law.</u>
Part C - AEPA Member Agency (State) Terms and Conditions Washington - KCDA Accepted	Section B. Order Page 139	KCDA is funded through a service fee paid to KCDA by the participating Vendors. The service fee percentage is based upon the total sale of goods and services, including installation, if applicable. This fee shall be reflected in all price quotations under the KCDA agreement. The service fee will be 2%. Do not print the service fee as a separate line item on the quotation.  The Vendor will compile an electronic quarterly report listing each purchase made by participating members. Within 30 days after each quarterly period the report will be sent to the e-mail address of the KCDA Executive Director, Bart Powelson at bpowelson@kcda.org and CFO, Yohan Lee at ylee@kcda.org.	KCDA is funded through a service fee paid to KCDA by the participating Vendors. The service fee percentage is based upon the total <del>invoiced sale of goods and services, including installation, if applicable.</del> This fee shall be reflected in all price quotations under the KCDA agreement. The service fee will be 2%. Do not print the service fee as a separate line item on the quotation.  The Vendor will compile an electronic quarterly report listing each purchase made by participating members. Within 30 days after each quarterly period the report will be sent to the e-mail address of the KCDA Executive Director, Bart Powelson at bpowelson@kcda.org and CFO, Yohan Lee at ylee@kcda.org.
Part C - AEPA Member Agency (State) Terms and Conditions West Virginia - Mountain State Educational Services Cooperative Accepted	Section 8. Audit Page 146	Member Agency may audit and inspect Contractor's records and accounts at any time during the Contractor's performance of the services and for a period of two (2) years following the completion or termination of the services for the purpose of verifying any invoice and underlying documentation presented by Contractor, it being understood that Contractor agrees to preserve all such documents through such two- (2) year period.	Member Agency may, <u>with thirty (30) days written notice to Contractor and not more than once per twelve (12) month period unless otherwise required by law</u> , audit and inspect Contractor's <u>financial</u> records and accounts at any time during the Contractor's performance of the services and for a period of two (2) years following the completion or termination of the services for the purpose of verifying any invoice and underlying documentation presented by Contractor, it being understood that Contractor agrees to preserve all such documents through such two- (2) year period.

<p><b>Part C - AEPA Member Agency (State) Terms and Conditions Wisconsin - CESA</b> Accepted</p>	<p><b>Section B. Procedure for Processing Orders Page 149</b></p>	<p>All districts directly process orders with the CESA Purchasing AEPA vendor partner unless otherwise arranged. The vendor's price shall include a two percent (2%) administrative/marketing fee on all sales of products and or services that the vendor will collect from the member or other qualifying purchaser. This fee will be remitted to CESA Purchasing on a quarterly basis.</p>	<p>All districts directly process orders with the CESA Purchasing AEPA vendor partner unless otherwise arranged. The vendor's price shall include a two percent (2%) administrative/marketing fee on all <u>invoiced</u> sales of products and or services that the vendor will collect from the member or other qualifying purchaser. This fee will be remitted to CESA Purchasing on a quarterly basis.</p>
<p><b>Part C - AEPA Member Agency (State) Terms and Conditions Wyoming - NEW BOCES</b> Accepted</p>	<p><b>Page 150</b></p>	<p>The vendor's price shall include a two percent (2%) administrative/marketing fee on all sales of products and or services that the vendor will collect from the member or other qualifying purchaser. This fee will be remitted to NEW BOCES on a quarterly basis.</p>	<p>The vendor's price shall include a two percent (2%) administrative/marketing fee on all <u>invoiced</u> sales of products and or services that the vendor will collect from the member or other qualifying purchaser. This fee will be remitted to NEW BOCES on a quarterly basis.</p>
<p><b>Part C - AEPA Member Agency (State) Terms and Conditions Wyoming - NEW BOCES</b> Accepted</p>	<p><b>NEW BOCES Commitment to Awarded Contract Vendors: Section 8. Warranties Page 152</b></p>	<p>The Vendor expressly warrants that all goods supplied hereunder shall be merchantable within the meaning of Article 2-314 (2) of the Uniform Commercial Code in effect on the date of this order in the State of Wyoming. Additionally, the goods shall conform to specifications, drawings, and any other description and shall be free from defects in materials and workmanship.</p>	<p><del>The Vendor expressly warrants that all goods supplied hereunder shall be merchantable within the meaning of Article 2-314 (2) of the Uniform Commercial Code in effect on the date of this order in the State of Wyoming. Additionally, the goods shall conform to specifications, drawings, and any other description and shall be free from defects in materials and workmanship.</del></p>
<p><b>Part C - AEPA Member Agency (State) Terms and Conditions Wyoming - NEW BOCES</b> Accepted</p>	<p><b>NEW BOCES Commitment to Awarded Contract Vendors: Section 13. Access to Company Records/Audits Page 152</b></p>	<p>Company shall retain all records and provide unlimited access, at reasonable times, to all accounting records relating to the goods and services furnished during the term of, and for five (5) years after. Should such an audit disclose incorrect billings or improprieties, NEW BOCES reserves the right to charge Company for the cost of the audit and pursue appropriate reimbursement. Evidence of criminal intent will be turned over to the proper authority.</p>	<p>Company shall retain all records and provide, <u>with thirty (30) days written notice and not more than once per twelve (12) month period unless otherwise required by law, unlimited reasonable</u> access, at reasonable times, to all accounting records relating to the goods and services furnished during the term of, and for five (5) years after. Should such an audit disclose incorrect billings or improprieties, NEW BOCES reserves the right to <del>charge Company for the cost of the audit and</del> pursue appropriate reimbursement. Evidence of criminal intent will be turned over to the proper authority.</p>

**Final Acceptance**

The Vendor and AEPA hereby agree and confirm that the Exception or Deviation Alternative Language and AEPA Response, listed above, represents the finalized Exceptions and Deviations relating to the Solicitation Category and Solicitation Number listed at the top of this form.

**AEPA:**  
 Authorized Signature: Steve Griggs  
 Typed Name: Steve Griggs

Title: Director of Solicitations  
 Date: October 10, 2025

**Vendor:**  
 Authorized Signature: Paul Linhardt  
 Typed Name: Paul Linhardt

Title: Sr. Lead Contracts Specialist  
 Date: 10/24/2025

**Attachment A**

**Pennsylvania  
Keystone Purchasing Network**

Section 1. d. ii) Termination for Cause or Convenience (Page 108)

For any purchase or contract of more than \$10,000 made using federal funds, the contractor agrees that the following terms and conditions shall apply:

The KPN member may terminate or cancel any purchase order under the Contract at any time, without cause, by providing thirty (30) calendar days advance written notice to contractor. If an agreement is terminated for convenience in accordance with this paragraph, the KPN member shall only be required to pay contractor for goods or services delivered to the KPN member before the termination and not otherwise returned in accordance with Contractor's return policy. If the KPN member has paid the contractor for goods or services not yet provided as of the date of termination, the contractor shall immediately refund such payment(s).

Except for orders which have been identified as non-cancellable or non-returnable at the time of order, and subject to all other rights and remedies available to the KPN member under the Contract, at law or in equity, the KPN member may terminate or cancel any purchase order under the Contract with cause.



Association of Educational

# Acceptance of Solicitation & Contract

**Instructions:** PART I of this form is to be completed by the Respondent and signed by its Authorized Representative. PART II will be completed by the AEPA Member Agency only upon the occasion of the bid award. If approved by AEPA, the Member Agency will provide a copy of the document to the Respondent.

## PART I: RESPONDENT

In compliance with the Published Solicitation (IFB OR RFP), the undersigned warrants that I/we have examined all Instructions to Respondents, associated documents, and being familiar with all of the conditions of the solicitation, hereby offer and agree to furnish all labor, materials, supplies, and equipment incurred in compliance with all terms, conditions, specifications, and amendments associated with this IFB OR RFP and any written exceptions to the bid. The signature also certifies understanding and compliance with the certification requirements of the AEPA Member Agency's Terms and Conditions and/or Special Terms and Conditions. The undersigned understands that their competence, ability, capacity and obligations to offer and provide the proposed tangible personal property, professional services, construction services, and other services on behalf of the Vendor Partner as well as other factors of interest to the AEPA Member Agency as stated in the evaluation section, will be a consideration in making the award.

<b>Business Name</b>	<u>CDW Government LLC</u>	<b>Date</b>	<u>9/12/25</u>
<b>Address</b>	<u>230 N. Milwaukee Avenue</u>	<b>City, State Zip</b>	<u>Vernon Hills, IL 60061</u>
<b>Contact Person</b>	<u>Adam Greene</u>	<b>Title</b>	<u>Sales Manager</u>
<b>Authorized Signature</b>	<u><i>Dario Bertocchi</i></u>	<b>Title</b>	<u>VP Contracting Operations</u>
<b>Email</b>	<u>adagree@cdwg.com</u>	<b>Phone</b>	<u>(630) 649-8619</u>

## PART II: AWARDING MEMBER AGENCY

Your bid response for the above-identified bid is hereby accepted. As a Vendor Partner, you are now bound to offer and provide the products and services identified within this solicitation, your response, and approved by AEPA, including all terms, conditions, specifications, exceptions, and amendments. As a Vendor Partner, you are hereby not to commence any billable work or provide any products or services under this contract until an executed purchase order is received from the AEPA Member Agency or Participating Entities. This contract intends to constitute the final and complete agreement between the AEPA Member Agency and Vendor Partner, and no other agreements, oral or otherwise, regarding the subject matter of this contract, shall bind any of the parties hereto. No change or modification of this contract shall be valid unless in writing and signed by both parties to this contract. If any provision of this contract is deemed invalid or illegal by any appropriate court of law, the remainder of this contract shall not be affected thereby. The initial term of this contract shall be for up to fifteen (15) months and will commence on the date indicated below and continue until February 28, 2027 unless terminated, canceled, or extended. By mutual written agreement the contract may be extended for three (3) additional 12-month periods after this initial contract term. In the event the AEPA Board does not recommend renewal of the contract, or the contract expires, it may be extended for up to six (6) months by an AEPA state.

<b>Awarding Agency</b>	<u>Cooperative Purchasing Connection</u>
<b>Authorized Representative</b>	<u>DocuSigned by: Jane Eastes Executive Deputy Director</u>
<b>Authorized Signature</b>	<u><i>Jane Eastes</i></u> <small>6D9BB132BB3040A...</small>

<b>Awarded this</b>	<u>23rd</u>	<b>day of</b>	<u>December</u>	<b>Contract Number</b>	<u>026-D</u>
<b>Contract to commence-check one (Member Agency to select)</b>	<input type="checkbox"/> 3/1/2026		<input checked="" type="checkbox"/> Or 12/23/25		



Association of Educational

# Acceptance of Solicitation & Contract

**Instructions:** PART I of this form is to be completed by the Respondent and signed by its Authorized Representative. PART II will be completed by the AEPA Member Agency only upon the occasion of the bid award. If approved by AEPA, the Member Agency will provide a copy of the document to the Respondent.

## PART I: RESPONDENT

In compliance with the Published Solicitation (IFB OR RFP), the undersigned warrants that I/we have examined all Instructions to Respondents, associated documents, and being familiar with all of the conditions of the solicitation, hereby offer and agree to furnish all labor, materials, supplies, and equipment incurred in compliance with all terms, conditions, specifications, and amendments associated with this IFB OR RFP and any written exceptions to the bid. The signature also certifies understanding and compliance with the certification requirements of the AEPA Member Agency's Terms and Conditions and/or Special Terms and Conditions. The undersigned understands that their competence, ability, capacity and obligations to offer and provide the proposed tangible personal property, professional services, construction services, and other services on behalf of the Vendor Partner as well as other factors of interest to the AEPA Member Agency as stated in the evaluation section, will be a consideration in making the award.

<b>Business Name</b>	<u>CDW Government LLC</u>	<b>Date</b>	<u>9/12/25</u>
<b>Address</b>	<u>230 N. Milwaukee Avenue</u>	<b>City, State Zip</b>	<u>Vernon Hills, IL 60061</u>
<b>Contact Person</b>	<u>Adam Greene</u>	<b>Title</b>	<u>Sales Manager</u>
<b>Authorized Signature</b>	<u><i>Dario Bertocchi</i></u>	<b>Title</b>	<u>VP Contracting Operations</u>
<b>Email</b>	<u>adagree@cdwg.com</u>	<b>Phone</b>	<u>(630) 649-8619</u>

## PART II: AWARDING MEMBER AGENCY

Your bid response for the above-identified bid is hereby accepted. As a Vendor Partner, you are now bound to offer and provide the products and services identified within this solicitation, your response, and approved by AEPA, including all terms, conditions, specifications, exceptions, and amendments. As a Vendor Partner, you are hereby not to commence any billable work or provide any products or services under this contract until an executed purchase order is received from the AEPA Member Agency or Participating Entities. This contract intends to constitute the final and complete agreement between the AEPA Member Agency and Vendor Partner, and no other agreements, oral or otherwise, regarding the subject matter of this contract, shall bind any of the parties hereto. No change or modification of this contract shall be valid unless in writing and signed by both parties to this contract. If any provision of this contract is deemed invalid or illegal by any appropriate court of law, the remainder of this contract shall not be affected thereby. The initial term of this contract shall be for up to fifteen (15) months and will commence on the date indicated below and continue until February 28, 2027 unless terminated, canceled, or extended. By mutual written agreement the contract may be extended for three (3) additional 12-month periods after this initial contract term. In the event the AEPA Board does not recommend renewal of the contract, or the contract expires, it may be extended for up to six (6) months by an AEPA state.

<b>Awarding Agency</b>	<u>North Dakota Educators Service Cooperative</u>
<b>Authorized Representative</b>	<u>DocuSigned by: Jane Eastes Executive Deputy Director</u>
<b>Authorized Signature</b>	<u><i>Jane Eastes</i></u> <small>6D9BB132BB3040A...</small>

<b>Awarded this</b>	<u>23rd</u>	<b>day of</b>	<u>December</u>	<b>Contract Number</b>	<u>026-D</u>
<b>Contract to commence-check one (Member Agency to select)</b>	<input type="checkbox"/> 3/1/2026		<input checked="" type="checkbox"/> Or 12/23/25		