



## **Solicitation Number: RFP #020624**

### **CONTRACT**

This Contract is between Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and Logicalis, Inc., 2600 West Big Beaver Road, Suite 150, Troy, MI 48084 (Supplier).

Sourcewell is a State of Minnesota local government unit and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) that offers cooperative procurement solutions to government entities. Participation is open to eligible federal, state/province, and municipal governmental entities, higher education, K-12 education, nonprofit, tribal government, and other public entities located in the United States and Canada. Sourcewell issued a public solicitation for Private Wireless Services with Related Solutions from which Supplier was awarded a contract.

Supplier desires to contract with Sourcewell to provide equipment, products, or services to Sourcewell and the entities that access Sourcewell's cooperative purchasing contracts (Participating Entities).

#### **1. TERM OF CONTRACT**

- A. **EFFECTIVE DATE.** This Contract is effective upon the date of the final signature below.
- B. **EXPIRATION DATE AND EXTENSION.** This Contract expires May 7, 2028, unless it is cancelled sooner pursuant to Article 23. This Contract allows up to three additional one-year extensions upon the request of Sourcewell and written agreement by Supplier. Sourcewell retains the right to consider additional extensions beyond seven years as required under exceptional circumstances.
- C. **SURVIVAL OF TERMS.** Notwithstanding any expiration or termination of this Contract, all payment obligations incurred prior to expiration or termination will survive, as will the following: Articles 11 through 14 survive the expiration or cancellation of this Contract. All other rights will cease upon expiration or termination of this Contract.

## 2. EQUIPMENT, PRODUCTS, OR SERVICES

A. EQUIPMENT, PRODUCTS, OR SERVICES. Supplier will provide the Equipment, Products, or Services as stated in its Proposal submitted under the Solicitation Number listed above. Supplier's Equipment, Products, or Services Proposal (Proposal) is attached and incorporated into this Contract. Notwithstanding anything to the contrary, any references to the Private Wireless as a Service ("PWaaS") and procured under this Contract are governed by the PWaaS Terms of Service referenced in its Proposal and will be set forth in any order executed with a Participating Entity.

All Equipment and Products provided under this Contract must be new and the current model. Supplier may offer close-out or refurbished Equipment or Products if they are clearly indicated in Supplier's product and pricing list. Unless agreed to by the Participating Entities in advance, Equipment or Products must be delivered as operational to the Participating Entity's site.

This Contract offers an indefinite quantity of sales, and while substantial volume is anticipated, sales and sales volume are not guaranteed.

### B. WARRANTY.

Supplier warrants that all Services furnished are performed in a good workmanlike manner according to generally accepted standards of the industry to which the Services pertain, free from liens and encumbrances, and are free from defects in and workmanship. All Services will be deemed to be in accordance with this warranty if not rejected by Participating Entity in a reasonably detailed writing within five (5) days of performance of the Services. In the event Services are not in conformance with this warranty, Supplier will take the steps necessary to correct the deficiency at no charge. THIS IS CUSTOMER'S SOLE AND EXCLUSIVE REMEDY FOR BREACH OF THIS WARRANTY. To the extent available, Supplier shall pass through to Participating Entity the manufacturer's warranties for each Product or Equipment and agrees to facilitate the manufacturer's return policies. In no event will Supplier provide return or warranty coverage beyond that provided by the manufacturer. Products that are accepted for return are subject to the manufacturer's applicable restocking fees. Supplier's dealers and distributors must agree to assist the Participating Entity in reaching a resolution in any dispute over warranty terms with the manufacturer. EXCEPT AS STATED ABOVE, SUPPLIER MAKES NO WARRANTIES OF ANY KIND WITH REGARD TO THE SERVICES, PRODUCTS, OR EQUIPMENT. SUPPLIER DISCLAIMS ALL REPRESENTATIONS AND WARRANTIES, EXPRESS OR IMPLIED, AS TO THE SERVICES, PRODUCTS, INCLUDING, WITHOUT LIMITATION, ANY WARRANTY OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE, OR NON-INFRINGEMENT.

C. DEALERS, DISTRIBUTORS, AND/OR RESELLERS. Upon Contract execution and throughout the Contract term, Supplier must provide to Sourcewell a current means to validate or authenticate Supplier's authorized dealers, distributors, or resellers relative to the Equipment, Products, and Services offered under this Contract, which will be incorporated into this

Contract by reference. It is the Supplier's responsibility to ensure Sourcewell receives the most current information.

### 3. PRICING

All Equipment, Products, or Services under this Contract will be priced at or below the price stated in Supplier's Proposal.

When providing pricing quotes to Participating Entities, all pricing quoted must reflect a Participating Entity's total cost of acquisition. This means that the quoted cost is for delivered Equipment, Products, and Services that are operational for their intended purpose, and includes all costs to the Participating Entity's requested delivery location.

Regardless of the payment method chosen by the Participating Entity, the total cost associated with any purchase option of the Equipment, Products, or Services must always be disclosed in the pricing quote to the applicable Participating Entity at the time of purchase.

A. SHIPPING AND SHIPPING COSTS. All delivered Equipment and Products must be properly packaged. Damaged Equipment and Products may be rejected. If the damage is not readily apparent at the time of delivery, Supplier will assist with facilitating Equipment and Products to be returned within a reasonable time at no cost to Sourcewell or its Participating Entities in accordance with the respective manufacturer policies. Participating Entities reserve the right to inspect the Equipment and Products at a reasonable time after delivery where circumstances or conditions prevent effective inspection of the Equipment and Products at the time of delivery. In the event of the delivery of nonconforming Equipment and Products, the Participating Entity will notify the Supplier as soon as possible and the Supplier will replace nonconforming Equipment and Products with conforming Equipment and Products that are acceptable to the Participating Entity.

Supplier must arrange for and pay for the return shipment on Equipment and Products that arrive in a defective or inoperable condition.

Sourcewell may declare the Supplier in breach of this Contract if the Supplier intentionally delivers substandard or inferior Equipment or Products.

B. SALES TAX. Each Participating Entity is responsible for supplying the Supplier with valid tax-exemption certification(s). When ordering, a Participating Entity must indicate if it is a tax-exempt entity.

C. HOT LIST PRICING. At any time during this Contract, Supplier may offer a specific selection of Equipment, Products, or Services at discounts greater than those listed in the Contract. When Supplier determines it will offer Hot List Pricing, it must be submitted electronically to Sourcewell in a line-item format. Equipment, Products, or Services may be added or removed

from the Hot List at any time through a Sourcewell Price and Product Change Form as defined in Article 4 below.

Hot List program and pricing may also be used to discount and liquidate close-out and discontinued Equipment and Products as long as those close-out and discontinued items are clearly identified as such. Current ordering process and administrative fees apply. Hot List Pricing must be published and made available to all Participating Entities.

#### **4. PRODUCT AND PRICING CHANGE REQUESTS**

Supplier may request Equipment, Product, or Service changes, additions, or deletions at any time. All requests must be made in writing by submitting a signed Sourcewell Price and Product Change Request Form to the assigned Sourcewell Supplier Development Administrator. This approved form is available from the assigned Sourcewell Supplier Development Administrator. At a minimum, the request must:

- Identify the applicable Sourcewell contract number;
- Clearly specify the requested change;
- Provide sufficient detail to justify the requested change;
- Individually list all Equipment, Products, or Services affected by the requested change, along with the requested change (e.g., addition, deletion, price change); and
- Include a complete restatement of pricing documentation in Microsoft Excel with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Equipment, Products, and Services offered, even for those items where pricing remains unchanged.

A fully executed Sourcewell Price and Product Change Request Form will become an amendment to this Contract and will be incorporated by reference.

#### **5. PARTICIPATION, CONTRACT ACCESS, AND PARTICIPATING ENTITY REQUIREMENTS**

A. PARTICIPATION. Sourcewell's cooperative contracts are available and open to public and nonprofit entities across the United States and Canada; such as federal, state/province, municipal, K-12 and higher education, tribal government, and other public entities.

The benefits of this Contract should be available to all Participating Entities that can legally access the Equipment, Products, or Services under this Contract. A Participating Entity's authority to access this Contract is determined through its cooperative purchasing, interlocal, or joint powers laws. Any entity accessing benefits of this Contract will be considered a Service Member of Sourcewell during such time of access. Supplier understands that a Participating Entity's use of this Contract is at the Participating Entity's sole convenience and Participating Entities reserve the right to obtain like Equipment, Products, or Services from any other source.

Supplier is responsible for familiarizing its sales and service forces with Sourcewell contract use eligibility requirements and documentation and will encourage potential participating entities to join Sourcewell. Sourcewell reserves the right to add and remove Participating Entities to its roster during the term of this Contract.

B. PUBLIC FACILITIES. Supplier's employees may be required to perform work at government-owned facilities, including schools. Supplier's employees and agents must conduct themselves in a professional manner while on the premises, and in accordance with Participating Entity policies and procedures, and all applicable laws.

## **6. PARTICIPATING ENTITY USE AND PURCHASING**

A. ORDERS AND PAYMENT. To access the contracted Equipment, Products, or Services under this Contract, a Participating Entity must clearly indicate to Supplier that it intends to access this Contract; however, order flow and procedure will be developed jointly between Sourcewell and Supplier. Typically, a Participating Entity will issue an order directly to Supplier or its authorized subsidiary, distributor, dealer, or reseller. If a Participating Entity issues a purchase order, it may use its own forms, but the purchase order should clearly note the applicable Sourcewell contract number. All Participating Entity orders that are accepted by Supplier under this Contract must be issued prior to expiration or cancellation of this Contract; however, Supplier performance, Participating Entity payment obligations, and any applicable warranty periods or other Supplier or Participating Entity obligations may extend beyond the term of this Contract. Unless otherwise agreed between Supplier and the Participating Entity, payment is due 30 days from the date of invoice. No default or delay in the delivery of Products shall relieve Participating Entity's payment obligation for Services delivered by Supplier and no default or delay in the delivery of Services shall relieve Customer's payment obligation for Products delivered by Supplier.

Supplier's acceptable forms of payment are included in its attached Proposal. Participating Entities will be solely responsible for payment and Sourcewell will have no liability for any unpaid invoice of any Participating Entity.

B. ADDITIONAL TERMS AND CONDITIONS/PARTICIPATING ADDENDUM. Additional terms and conditions to a purchase order, or other required transaction documentation, may be negotiated between a Participating Entity and Supplier, such as job or industry-specific requirements, legal requirements (e.g., affirmative action or immigration status requirements), or specific local policy requirements. Some Participating Entities may require the use of a Participating Addendum, the terms of which will be negotiated directly between the Participating Entity and the Supplier or its authorized dealers, distributors, or resellers, as applicable. Any negotiated additional terms and conditions must never be less favorable to the Participating Entity than what is contained in this Contract (including the PWaaS Terms of Service included in its Proposal). Nothing shall be construed to require Supplier to accept such terms or an order.

C. **SPECIALIZED SERVICE REQUIREMENTS.** In the event that the Participating Entity requires service or specialized performance requirements not addressed in this Contract (such as e-commerce specifications, specialized delivery requirements, or other specifications and requirements), the Participating Entity and the Supplier may enter into a separate, standalone agreement, apart from this Contract. Sourcwell, including its agents and employees, will not be made a party to a claim for breach of such agreement.

D. **TERMINATION OF ORDERS.** Participating Entities may terminate an order, in whole or in part, immediately upon notice to Supplier in the event of any of the following events:

1. The Participating Entity fails to receive funding or appropriation from its governing body at levels sufficient to pay for the equipment, products, or services to be purchased; or
2. Federal, state, or provincial laws or regulations prohibit the purchase or change the Participating Entity's requirements.

E. **GOVERNING LAW AND VENUE.** The governing law and venue for any action related to a Participating Entity's order will be determined by the Participating Entity making the purchase.

## **7. CUSTOMER SERVICE**

A. **PRIMARY ACCOUNT REPRESENTATIVE.** Supplier will assign an Account Representative to Sourcwell for this Contract and must provide prompt notice to Sourcwell if that person is changed. The Account Representative will be responsible for:

- Maintenance and management of this Contract;
- Timely response to all Sourcwell and Participating Entity inquiries; and
- Business reviews to Sourcwell and Participating Entities, if applicable.

B. **BUSINESS REVIEWS.** Supplier must perform a minimum of one business review with Sourcwell per contract year. The business review will cover sales to Participating Entities, pricing and contract terms, administrative fees, sales data reports, performance issues, supply issues, customer issues, and any other necessary information.

## **8. REPORT ON CONTRACT SALES ACTIVITY AND ADMINISTRATIVE FEE PAYMENT**

A. **CONTRACT SALES ACTIVITY REPORT.** Each calendar quarter, Supplier must provide a contract sales activity report (Report) to the Sourcwell Supplier Development Administrator assigned to this Contract. Reports are due no later than 45 days after the end of each calendar quarter. A Report must be provided regardless of the number or amount of sales during that quarter (i.e., if there are no sales, Supplier must submit a report indicating no sales were made).

The Report must contain the following fields:

- Participating Entity Name (e.g., City of Staples Highway Department);
- Participating Entity Physical Street Address;
- Participating Entity City;
- Participating Entity State/Province;
- Participating Entity Zip/Postal Code;
- Participating Entity Contact Name;
- Participating Entity Contact Email Address;
- Participating Entity Contact Telephone Number;
- Sourcwell Assigned Entity/Participating Entity Number;
- Item Purchased Description;
- Item Purchased Price;
- Sourcwell Administrative Fee Applied; and
- Date Purchase was invoiced/sale was recognized as revenue by Supplier.

B. ADMINISTRATIVE FEE. In consideration for the support and services provided by Sourcwell, the Supplier will pay an administrative fee to Sourcwell on all Equipment, Products, and Services provided to Participating Entities. The Administrative Fee must be included in, and not added to, the pricing. Supplier may not charge Participating Entities more than the contracted price to offset the Administrative Fee.

The Supplier will submit payment to Sourcwell for the percentage of administrative fee stated in the Proposal multiplied by the total sales of all Equipment, Products, and Services purchased by Participating Entities under this Contract during each calendar quarter. Payments should note the Supplier's name and Sourcwell-assigned contract number in the memo; and must be mailed to the address above "Attn: Accounts Receivable" or remitted electronically to Sourcwell's banking institution per Sourcwell's Finance department instructions. Payments must be received no later than 45 calendar days after the end of each calendar quarter.

Supplier agrees to cooperate with Sourcwell in auditing transactions under this Contract to ensure that the administrative fee is paid on all items purchased under this Contract.

In the event the Supplier is delinquent in any undisputed administrative fees, Sourcwell reserves the right to cancel this Contract and reject any proposal submitted by the Supplier in any subsequent solicitation. In the event this Contract is cancelled by either party prior to the Contract's expiration date, the administrative fee payment will be due no more than 30 days from the cancellation date.

## 9. AUTHORIZED REPRESENTATIVE

Sourcwell's Authorized Representative is its Chief Procurement Officer.

Supplier's Authorized Representative is the person named in the Supplier's Proposal. If Supplier's Authorized Representative changes at any time during this Contract, Supplier must promptly notify Sourcwell in writing.

## 10. AUDIT, ASSIGNMENT, AMENDMENTS, WAIVER, AND CONTRACT COMPLETE

A. **AUDIT.** Pursuant to Minnesota Statutes Section 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Contract are subject to examination by Sourcwell or the Minnesota State Auditor for a minimum of six years from the end of this Contract. This clause extends to Participating Entities as it relates to business conducted by that Participating Entity under this Contract.

B. **ASSIGNMENT.** Neither party may assign or otherwise transfer its rights or obligations under this Contract without the prior written consent of the other party and a fully executed assignment agreement. Such consent will not be unreasonably withheld. Any prohibited assignment will be invalid.

C. **AMENDMENTS.** Any amendment to this Contract must be in writing and will not be effective until it has been duly executed by the parties.

D. **WAIVER.** Failure by either party to take action or assert any right under this Contract will not be deemed a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right. Any such waiver must be in writing and signed by the parties.

E. **CONTRACT COMPLETE.** This Contract represents the complete agreement between the parties. No other understanding regarding this Contract, whether written or oral, may be used to bind either party. For any conflict between the attached Proposal and the terms set out in Articles 1-22 of this Contract, the terms of Articles 1-22 will govern.

F. **RELATIONSHIP OF THE PARTIES.** The relationship of the parties is one of independent contractors, each free to exercise judgment and discretion with regard to the conduct of their respective businesses. This Contract does not create a partnership, joint venture, or any other relationship such as master-servant, or principal-agent.

## 11. INDEMNITY AND HOLD HARMLESS

Supplier must indemnify, defend, save, and hold Sourcwell and its Participating Entities, including their agents and employees, harmless from any claims or causes of action, including

attorneys' fees incurred by Sourcewell or its Participating Entities, arising out of any act or omission in the performance of any Service performed under this Contract by the Supplier or its agents or employees attributable to bodily injury or death to person(s) or property alleged to have been caused by some defect in the Services under this Contract. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.

## **12. LIMITATION OF LIABILITY**

TO THE EXTENT PERMITTED BY LAW, IN NO EVENT WILL SUPPLIER OR SOURCEWELL AND PARTICIPATING ENTITIES' LIABILITY ARISING OUT OF THIS CONTRACT EXCEED THE GREATER OF \$100,000 OR 2X THE PURCHASE PRICE PAID FOR THE PRODUCT OR SERVICE THAT IS THE BASIS FOR THE PARTICULAR CLAIM UNDER THE ORDER WITH THE APPLICABLE PARTICIPATING ENTITY. THE FOREGOING LIMITATION OF LIABILITY SHALL NOT APPLY TO LIABILITY ARISING OUT OF: (A) SUPPLIER'S GROSS NEGLIGENCE OR WILLFUL MISCONDUCT; OR (B) BODILY INJURY OR DEATH CAUSED BY THE NEGLIGENCE OF SUPPLIER. NEITHER PARTY WILL, IN ANY EVENT, BE LIABLE FOR ANY SPECIAL, INDIRECT, CONSEQUENTIAL, INCIDENTAL, EXEMPLARY, OR PUNITIVE DAMAGES (INCLUDING, WITHOUT LIMITATION, LOST PROFITS, LOST REVENUES, LOST OR DAMAGED DATA, AND LOSS OF BUSINESS OPPORTUNITY), HOWEVER CAUSED, ARISING OUT OF THE USE OF OR INABILITY TO USE THE PRODUCT OR SERVICE, OR IN ANY WAY CONNECTED TO THIS CONTRACT, EVEN IF SUCH PARTY HAS BEEN ADVISED OF SUCH DAMAGES AND EVEN IF DIRECT DAMAGES DO NOT SATISFY A REMEDY. THE FOREGOING LIMITATION OF LIABILITY WILL APPLY WHETHER ANY CLAIM IS BASED UPON PRINCIPLES OF CONTRACT, WARRANTY, NEGLIGENCE, INFRINGEMENT OR OTHER TORT, BREACH OF ANY STATUTORY DUTY, PRINCIPLES OF INDEMNITY, CONTRIBUTION, OR OTHERWISE.

## **13. GOVERNMENT DATA PRACTICES**

Supplier and Sourcewell must comply with the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13, as it applies to all data provided by or provided to Sourcewell under this Contract and as it applies to all data created, collected, received, maintained, or disseminated by the Supplier under this Contract.

## **14. INTELLECTUAL PROPERTY, PUBLICITY, MARKETING, AND ENDORSEMENT**

### **A. INTELLECTUAL PROPERTY**

1. *Grant of License.* During the term of this Contract:
  - a. Sourcewell grants to Supplier a royalty-free, worldwide, non-exclusive right and license to use the trademark(s) provided to Supplier by Sourcewell in advertising and promotional materials for the purpose of marketing Sourcewell's relationship with Supplier.

b. Supplier grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Supplier's trademarks in advertising and promotional materials for the purpose of marketing Supplier's relationship with Sourcewell.

2. *Limited Right of Sublicense.* The right and license granted herein includes a limited right of each party to grant sublicenses to their respective subsidiaries, distributors, dealers, resellers, marketing representatives, and agents (collectively "Permitted Sublicensees") in advertising and promotional materials for the purpose of marketing the Parties' relationship to Participating Entities. Any sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this Article by any of their respective sublicensees.

3. *Use; Quality Control.*

a. Neither party may alter the other party's trademarks from the form provided and must comply with removal requests as to specific uses of its trademarks or logos.

b. Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's trademarks only in good faith and in a dignified manner consistent with such party's use of the trademarks. Upon written notice to the breaching party, the breaching party has 30 days of the date of the written notice to cure the breach or the license will be terminated.

4. *Termination.* Upon the termination of this Contract for any reason, each party, including Permitted Sublicensees, will have 30 days to remove all Trademarks from signage, websites, and the like bearing the other party's name or logo (excepting Sourcewell's pre-printed catalog of suppliers which may be used until the next printing). Supplier must return all marketing and promotional materials, including signage, provided by Sourcewell, or dispose of it according to Sourcewell's written directions.

B. **PUBLICITY.** Any publicity regarding the subject matter of this Contract must not be released without prior written approval from the Authorized Representatives. Publicity includes notices, informational pamphlets, press releases, research, reports, signs, and similar public notices prepared by or for the Supplier individually or jointly with others, or any subcontractors, with respect to the program, publications, or services provided resulting from this Contract.

C. **MARKETING.** Any direct advertising, marketing, or offers with Participating Entities must be approved by Sourcewell. Send all approval requests to the Sourcewell Supplier Development Administrator assigned to this Contract.

D. **ENDORSEMENT.** The Supplier must not claim that Sourcewell endorses its Equipment, Products, or Services.

## 15. GOVERNING LAW, JURISDICTION, AND VENUE

The substantive and procedural laws of the State of Minnesota will govern this Contract. Venue for all legal proceedings arising out of this Contract, or its breach, must be in the appropriate state court in Todd County, Minnesota or federal court in Fergus Falls, Minnesota.

## 16. FORCE MAJEURE

Neither party to this Contract will be held responsible for delay or default caused by acts of God or other conditions that are beyond that party's reasonable control. A party defaulting under this provision must provide the other party prompt written notice of the default.

## 17. SEVERABILITY

If any provision of this Contract is found by a court of competent jurisdiction to be illegal, unenforceable, or void then both parties will be relieved from all obligations arising from that provision. If the remainder of this Contract is capable of being performed, it will not be affected by such determination or finding and must be fully performed.

## 18. PERFORMANCE, DEFAULT, AND REMEDIES

A. PERFORMANCE. During the term of this Contract, the parties will monitor performance and address unresolved contract issues as follows:

1. *Notification*. The parties must promptly notify each other of any known dispute and work in good faith to resolve such dispute within a reasonable period of time. If necessary, Sourcewell and the Supplier will jointly develop a short briefing document that describes the issue(s), relevant impact, and positions of both parties.
2. *Escalation*. If parties are unable to resolve the issue in a timely manner, as specified above, either Sourcewell or Supplier may escalate the resolution of the issue to a higher level of management. The Supplier will have 30 calendar days to cure an outstanding issue.
3. *Performance while Dispute is Pending*. Notwithstanding the existence of a dispute, the Supplier must continue without delay to carry out all of its responsibilities under the Contract for Services that are not related to the dispute. If the Supplier fails to continue without delay to perform its responsibilities under the Contract, in the accomplishment of all undisputed work, the Supplier will bear any additional costs incurred by Sourcewell and/or its Participating Entities as a result of such failure to proceed.

B. DEFAULT AND REMEDIES. Either of the following constitutes cause to declare this Contract, or any Participating Entity order under this Contract, in default:

1. Nonperformance of contractual requirements, or
2. A material breach of any term or condition of this Contract.

The party claiming default must provide written notice of the default, with 30 calendar days to cure the default. Time allowed for cure will not diminish or eliminate any liability for liquidated or other damages. If the default remains after the opportunity for cure, the non-defaulting party may:

- Exercise any remedy provided by law or equity, or
- Terminate the Contract or any portion thereof, including any orders issued against the Contract.

## 19. INSURANCE

A. REQUIREMENTS. At its own expense, Supplier must maintain insurance policy(ies) in effect at all times during the performance of this Contract with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an "AM BEST" rating of A- or better, with coverage and limits of insurance not less than the following:

1. *Workers' Compensation and Employer's Liability.*

Workers' Compensation: As required by any applicable law or regulation.

Employer's Liability Insurance: must be provided in amounts not less than listed below:

Minimum limits:

\$500,000 each accident for bodily injury by accident

\$500,000 policy limit for bodily injury by disease

\$500,000 each employee for bodily injury by disease

2. *Commercial General Liability Insurance.* Supplier will maintain insurance covering its operations, with coverage on an occurrence basis, and must be subject to terms no less broad than the Insurance Services Office ("ISO") Commercial General Liability Form CG0001 (2001 or newer edition), or equivalent. At a minimum, coverage must include liability arising from premises, operations, bodily injury and property damage, independent contractors, products-completed operations including construction defect, contractual liability, blanket contractual liability, and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this Contract.

Minimum Limits:

\$1,000,000 each occurrence Bodily Injury and Property Damage

\$1,000,000 Personal and Advertising Injury

\$2,000,000 aggregate for products liability-completed operations

\$2,000,000 general aggregate

3. *Commercial Automobile Liability Insurance.* During the term of this Contract, Supplier will maintain insurance covering all owned, hired, and non-owned automobiles in limits of liability not less than indicated below. The coverage must be subject to terms

no less broad than ISO Business Auto Coverage Form CA 0001 (2010 edition or newer), or equivalent.

Minimum Limits:

\$1,000,000 each accident, combined single limit

4. *Umbrella Insurance*. During the term of this Contract, Supplier will maintain umbrella coverage over Employer's Liability, Commercial General Liability, and Commercial Automobile.

Minimum Limits:

\$2,000,000

5. *Professional/Technical, Errors and Omissions, and/or Miscellaneous Professional Liability*. During the term of this Contract, Supplier will maintain coverage for all claims the Supplier may become legally obligated to pay resulting from any actual or alleged negligent act, error, or omission related to Supplier's professional services required under this Contract.

Minimum Limits:

\$2,000,000 per claim or event

\$2,000,000 – annual aggregate

6. *Network Security and Privacy Liability Insurance*. During the term of this Contract, Supplier will maintain coverage for network security and privacy liability. The coverage may be endorsed on another form of liability coverage or written on a standalone policy. The insurance must cover claims which may arise from failure of Supplier's security resulting in, but not limited to, computer attacks, unauthorized access, disclosure of not public data – including but not limited to, confidential or private information, transmission of a computer virus, or denial of service.

Minimum limits:

\$2,000,000 per occurrence

\$2,000,000 annual aggregate

Failure of Supplier to maintain the required insurance will constitute a material breach entitling Sourcwell to immediately terminate this Contract for default.

B. CERTIFICATES OF INSURANCE. Prior to commencing under this Contract, Supplier must furnish to Sourcwell a certificate of insurance, as evidence of the insurance required under this Contract. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcwell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or sent to the Sourcwell Supplier Development Administrator assigned to this Contract. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf.

Failure to request certificates of insurance by Sourcewell, or failure of Supplier to provide certificates of insurance, in no way limits or relieves Supplier of its duties and responsibilities in this Contract.

C. **ADDITIONAL INSURED ENDORSEMENT AND PRIMARY AND NON-CONTRIBUTORY INSURANCE CLAUSE.** Supplier agrees to list Sourcewell and its Participating Entities, including their officers, agents, and employees, as an additional insured under the Supplier's commercial general liability insurance policy with respect to liability arising out of activities, "operations," or "work" performed by or on behalf of Supplier, and products and completed operations of Supplier. The policy provision(s) or endorsement(s) must further provide that coverage is primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds.

D. **WAIVER OF SUBROGATION.** Supplier waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses paid under the insurance policies required by this Contract or other insurance applicable to the Supplier or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Supplier or its subcontractors. Where permitted by law, Supplier must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.

E. **UMBRELLA/EXCESS LIABILITY/SELF-INSURED RETENTION.** The limits required by this Contract can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.

## **20. COMPLIANCE**

A. **LAWS AND REGULATIONS.** All Equipment, Products, or Services provided under this Contract must comply fully with applicable federal laws and regulations, and with the laws in the states and provinces in which the Equipment, Products, or Services are sold. No Product or Service shall be used for any military or defense purpose, including, without limitation, being used to design, develop, engineer, manufacture, produce, assemble, test, repair, maintain, modify, operate, demilitarize, destroy, process, or use military or defense articles.

B. **LICENSES.** Supplier must maintain a valid and current status on all required federal, state/provincial, and local licenses, bonds, and permits required for the operation of the business that the Supplier conducts with Sourcewell and Participating Entities.

## **21. ENCRYPTION**

Encryption. Unless otherwise set forth in an order, Participating Entity acknowledges that it is responsible to encrypt at the application level all data that is considered sensitive data or that

must be treated as confidential under state or federal law or under Participating Entity's contractual obligations to others, which is provided to Supplier or to which Supplier is otherwise granted access. Supplier is not responsible for a security breach that results from the dissemination of sensitive data if Participating Entity fails to comply with this section.

## **22. BANKRUPTCY, DEBARMENT, OR SUSPENSION CERTIFICATION**

Supplier certifies and warrants that it is not in bankruptcy or that it has previously disclosed in writing certain information to Sourcewell related to bankruptcy actions. If at any time during this Contract Supplier declares bankruptcy, Supplier must immediately notify Sourcewell in writing.

Supplier certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota; the United States federal government or the Canadian government, as applicable; or any Participating Entity. Supplier certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Contract. Supplier further warrants that it will provide immediate written notice to Sourcewell if this certification changes at any time.

## **23. PROVISIONS FOR NON-UNITED STATES FEDERAL ENTITY PROCUREMENTS UNDER UNITED STATES FEDERAL AWARDS OR OTHER AWARDS**

Participating Entities that use United States federal grant or FEMA funds to purchase goods or services from this Contract may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200. Participating Entities may have additional requirements based on specific funding source terms or conditions. Within this Article, all references to "federal" should be interpreted to mean the United States federal government. The following list only applies when a Participating Entity accesses Supplier's Equipment, Products, or Services with United States federal funds.

A. EQUAL EMPLOYMENT OPPORTUNITY. Except as otherwise provided under 41 C.F.R. § 60, all contracts that meet the definition of "federally assisted construction contract" in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. §60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 C.F.R. § 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor." The equal opportunity clause is incorporated herein by reference.

B. DAVIS-BACON ACT, AS AMENDED (40 U.S.C. § 3141-3148). When required by federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 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 contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Supplier must be in compliance with all applicable Davis-Bacon Act provisions.

C. CONTRACT WORK HOURS AND SAFETY STANDARDS ACT (40 U.S.C. § 3701-3708). Where applicable, all contracts awarded by the non-federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. §§ 3702 and 3704, as supplemented by Department of Labor regulations (29 C.F.R. § 5). Under 40 U.S.C. § 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week 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 work week. The requirements of 40 U.S.C. § 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence. This provision is hereby incorporated by reference into this Contract. Supplier certifies that during the term of an award for all contracts by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

D. RIGHTS TO INVENTIONS MADE UNDER A CONTRACT OR AGREEMENT. If the federal award meets the definition of "funding agreement" under 37 C.F.R. § 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental,

developmental, or research work under that “funding agreement,” the recipient or subrecipient must comply with the requirements of 37 C.F.R. § 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. Supplier certifies that during the term of an award for all contracts by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

E. CLEAN AIR ACT (42 U.S.C. § 7401-7671Q.) AND THE FEDERAL WATER POLLUTION CONTROL ACT (33 U.S.C. § 1251-1387). Contracts and subgrants of amounts in excess of \$150,000 require 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). Supplier certifies that during the term of this Contract will comply with applicable requirements as referenced above.

F. DEBARMENT AND SUSPENSION (EXECUTIVE ORDERS 12549 AND 12689). A contract award (see 2 C.F.R. § 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 C.F.R. §180 that implement Executive Orders 12549 (3 C.F.R. § 1986 Comp., p. 189) and 12689 (3 C.F.R. § 1989 Comp., p. 235), “Debarment and Suspension.” SAM Exclusions contains 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. Supplier certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency.

G. BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352). Suppliers must file any required certifications. Suppliers must not have 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. Suppliers must disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier up to the non-federal award. Suppliers must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).

H. RECORD RETENTION REQUIREMENTS. To the extent applicable, Supplier must comply with the record retention requirements detailed in 2 C.F.R. § 200.333. The Supplier further certifies that it will retain all records as required by 2 C.F.R. § 200.333 for a period of 3 years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

- I. ENERGY POLICY AND CONSERVATION ACT COMPLIANCE. To the extent applicable, Supplier must comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act.
- J. BUY AMERICAN PROVISIONS COMPLIANCE. To the extent applicable, Supplier must comply with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must follow the applicable procurement rules calling for free and open competition.
- K. ACCESS TO RECORDS (2 C.F.R. § 200.336). Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Contract for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents.
- L. PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322). A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 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.
- M. FEDERAL SEAL(S), LOGOS, AND FLAGS. The Supplier cannot use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval.
- N. NO OBLIGATION BY FEDERAL GOVERNMENT. The U.S. federal government is not a party to this Contract or any purchase by a Participating Entity and is not subject to any obligations or liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Contract or any purchase by an authorized user.
- O. PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS. The Contractor acknowledges that 31 U.S.C. 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Contract or any purchase by a Participating Entity.

P. FEDERAL DEBT. The Supplier certifies that it is non-delinquent in its repayment of any federal debt. Examples of relevant debt include delinquent payroll and other taxes, audit disallowance, and benefit overpayments.

Q. CONFLICTS OF INTEREST. The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Contract or any aspect related to the anticipated work under this Contract raises an actual or potential conflict of interest (as described in 2 C.F.R. Part 200). The Supplier must explain the actual or potential conflict in writing in sufficient detail so that the U.S. Office of General Services, Sourcewell, and Participating Entity are able to assess the actual or potential conflict; and provide any additional information as necessary or requested.

R. U.S. EXECUTIVE ORDER 13224. The Supplier, and its subcontractors, must comply with U.S. Executive Order 13224 and U.S. Laws that prohibit transactions with and provision of resources and support to individuals and organizations associated with terrorism.

S. PROHIBITION ON CERTAIN TELECOMMUNICATIONS AND VIDEO SURVEILLANCE SERVICES OR EQUIPMENT. To the extent applicable, Supplier certifies that during the term of this Contract it will comply with applicable requirements of 2 C.F.R. § 200.216.

T. DOMESTIC PREFERENCES FOR PROCUREMENTS. To the extent applicable, Supplier certifies that during the term of this Contract will comply with applicable requirements of 2 C.F.R. § 200.322.

**24. CANCELLATION**

Sourcewell or Supplier may cancel this Contract at any time, with or without cause, upon 60 days' written notice to the other party. However, Sourcewell may cancel this Contract immediately upon discovery of a material defect in any certification made in Supplier's Proposal. Cancellation of this Contract does not relieve either party of financial, product, or service obligations incurred or accrued prior to cancellation.

**Sourcewell**

DocuSigned by:  
*Jeremy Schwartz*  
By: C0FD2A139D06489...  
Jeremy Schwartz  
Title: Chief Procurement Officer  
Date: 6/3/2024 | 8:58 AM CDT

**Logicalis, Inc.**

DocuSigned by:  
*Jeff Wilms*  
By: 51EF727C2DB94F5...  
Jeff Wilms  
Title: Chief Revenue Officer  
Date: 6/3/2024 | 9:56 AM EDT

# RFP 020624 - Private Wireless Services with Related Solutions

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## Vendor Details

Company Name: Logicalis, Inc.  
Address: 2600 West Big Beaver Road, Suite 150  
Troy, MI 48084  
Contact: Nikki Perez  
Email: logicalisgovedcontracts@us.logicalis.com  
Phone: 425-201-8139  
HST#:

## Submission Details

Created On: Wednesday January 17, 2024 13:47:27  
Submitted On: Tuesday February 20, 2024 11:04:58  
Submitted By: Sandy Shute  
Email: sandy.shute@us.logicalis.com  
Transaction #: db608967-a4c7-4f3e-8338-47e6238a2a0d  
Submitter's IP Address: 173.15.47.89

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## Specifications

**Table 1: Proposer Identity & Authorized Representatives**

**General Instructions** (applies to all Tables) Sourcewell prefers a brief but thorough response to each question. Do not merely attach additional documents to your response without also providing a substantive response. Do not leave answers blank; respond "N/A" if the question does not apply to you (preferably with an explanation).

Line Item	Question	Response *
1	Proposer Legal Name (one legal entity only): (In the event of award, will execute the resulting contract as "Supplier")	Logicalis, Inc.
2	Identify all subsidiary entities of the Proposer whose equipment, products, or services are included in the Proposal.	Logicalis, Inc. does not have any subsidiaries.
3	Identify all applicable assumed names or DBA names of the Proposer or Proposer's subsidiaries in Line 1 or Line 2 above.	N/A
4	Provide your CAGE code or Unique Entity Identifier (SAM):	Logicalis, Inc. CAGE Code: 1M7W4 SAM.gov Unique Entity ID (UEI): H3NGC5RC8S34
5	Proposer Physical Address:	2600 West Big Beaver Road, Suite 150 Troy, MI 48084
6	Proposer website address (or addresses):	www.us.logicalis.com
7	Proposer's Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the "Proposer's Assurance of Compliance" on behalf of the Proposer and, in the event of award, will be expected to execute the resulting contract):	The following person is authorized to sign the Proposer's Assurance of Compliance and submit Logicalis' proposal via Sourcewell's site: Sandy Shute, Sr. Account Executive 3500 Lacey Road Suite 200 Downers Grove IL 60515 sandy.shute@us.logicalis.com (331) 777-3708  In the event of award, please contact the above person to facilitate contact with Logicalis' legal department for discussion of a resulting contract per Logicalis' exceptions information provided in the Documents section. Execution of a resulting contract is authorized only by John O'Neill, Sr. Director, Area Sales; Michael Marchal, Director, GovEd; or Nancy Saltzman, Sr. VP, General Counsel, and Corporate Secretary.
8	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Sandy Shute, Sr. Account Executive 3500 Lacey Road Suite 200 Downers Grove IL 60515 sandy.shute@us.logicalis.com (331) 777-3708
9	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Vijay Vijayasarithi, Account Executive 8945 S. Harl Avenue, Suite 104 Tempe, AZ 85284 vijay.vijayasarithi@us.logicalis.com (480) 850-5050  Ray Clouch, Principal Architect 2600 West Big Beaver Road, Suite 150 Troy, MI 48084 ray.clouch@us.logicalis.com (713) 358-8567  Jeremy Farmer, Senior Director Security, Network, and Collaboration 2600 West Big Beaver Road, Suite 150 Troy, MI 48084 jeremy.farmer@us.logicalis.com (412) 327-0481  Chris Calvert, Vice President, Private Wireless Services 2600 West Big Beaver Road, Suite 150 Troy, MI 48084 (248) 957-5600

**Table 2: Company Information and Financial Strength**

Line Item	Question	Response *
10	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested equipment, products or services.	<p>Logicalis' US operations were formed in 1998 by the mergers of three independent and complementary solutions provider organizations: Bloomfield Computing Systems in 1998, Alltech in 1999 and Puget Sound Systems Group in 2000. Since the original acquisitions in the US, Logicalis, Inc. has grown organically from approximately \$200 million in revenue to over \$600 million in annualized revenue with global revenue of over \$1.5 billion.</p> <p>After detailed review of the RFP and responses to the questions submitted, we believe that Logicalis is uniquely positioned to provide the entire suite of Wireless and Private 5G solutions. We have the entire life cycle for the solution, from Assessment, Use Case reviews, Architectural design, Procurement, Deployment Services with a proven Project methodology. Additionally we offer comprehensive Managed Services for the life cycle of the operations environment for our customers. Logicalis has been in the wireless arena for well over 20 years and in the Private 5G arena for the last four years when the technology started evolving. Logicalis believes this combination of services matches the criteria for success. We believe Logicalis aligns well with the stated mission, vision and values for the Sourcwell RFP customers, end users and business partners.</p> <p>Our proposed engagements will continue to be delivered and managed by our formal governance process, which include a team of resources allocated specifically to Sourcwell, clients depending on the products and/or services selected and purchased. These roles will include, but not limited to the following:</p> <ul style="list-style-type: none"> <li>• Account Executive</li> <li>• Customer Success Manager</li> <li>• Service Delivery Manager</li> <li>• Project Manager(s)</li> <li>• Solution &amp; Service Architect(s)</li> <li>• Professional Services Consultant(s)</li> <li>• Managed Services team</li> <li>• Knowledge Base Manager</li> </ul> <p>Experiential Improvement</p> <p>Logicalis has over 20+ years of networking and general wireless experience both for deployment and managed services. We have the ability to leverage both our years of experience, as well as our diversity of experience to improve your service delivery and enhance the Sourcwell customer base experience. Our core team of primary agents will remain in place to continue to meet and exceed the stated service levels and key performance indicators.</p> <p>Operational Improvements</p> <p>Logicalis has a Quality and Continuous Improvement (QCI) team that is dedicated to enabling customer success by measuring, monitoring, and continuously updating and improving end-to-end processes. QCI provides the building blocks for quality services initiatives via the following:</p> <ul style="list-style-type: none"> <li>• Organizational consumed team of resources focused on QCI</li> <li>• Multiple sources for methodologies and tools such as Lean, Six Sigma, Agile and ITIL</li> <li>• Holistic Governance across all services and functions</li> <li>• Education, mentoring, and coaching</li> </ul> <p>Quality and Continuous Improvement Toolbox</p> <p>Logicalis uses quantitative and qualitative data to identify areas of improvements. We utilize the best tools and frameworks to address and resolve any issue that arises; this enables issue mitigation associated with any individual approach or tool – whether it be from complexity to implementation duration. This toolbox represents a series of quality and process management approaches, including Standards &amp; Quality Gates, Plan/Implement/Monitor Optimize (PIMO), IT Service Management (ITSM), Business Analytics, and Lean Six Sigma.</p> <p>Advanced Technology Improvements</p> <p>Automation, orchestration, and AI are all areas we leverage for continuous improvement. Logicalis has recently added the courtesy call back features, post call surveys and automated email/request distribution. Logicalis is committed to continuous improvement efforts and we have plans to improve the telephony system and reporting feature functionality, as well as automated password resets via the interactive voice response system.</p>

		<p>We also leverage Artificial Intelligence Operations (AIOps) for efficiency and continuous improvement. This is delivered via our Digital Fabric platform across Technology domains.</p> <p>The Best Partnerships with All Key Vendors  Logicalis has relationships with technology leaders across the industry that enables us to use the best tools for Private 5G management, monitoring and rendering associated services. Service Now is the platform used by Logicalis for our help desk and managed services team, which can be integrated with the Sourcewell clients service management platform. We also hold the highest level of partner accreditations for many other Tier 1 partners such as Microsoft, IBM, HPE, Cisco, Dell/EMC, NetApp, VMware, etc.</p> <p>Specific to Private 5G, Logicalis has key certifications with the Core provider (one among two globally for Cisco) to offer a complete Private 5G solution. Additionally, we have key certifications for the major RAN (Radio Access Network) providers like Airspan and Nokia. This is further complimented with sub-contractors for physical Layer 1 services like cabling, construction and wiring infrastructure. Logicalis continues to evaluate, explore markets trends and demands from our customer and add other vendor solutions of relevance to the market.</p> <p>Logicalis represents the very best partner for Sourcewell customers to access best practice innovation, vision and insight, world class skills, and unbeatable commercial leverage.</p> <p>Summary  Our rich history implementing and onboarding similar transformational initiatives, combined with the aforementioned capabilities, differentiate us from traditional consulting, system integrators, and managed services providers. We believe that for Sourcewell customers there is a great match for Logicalis in terms of organizational size, fit, and culture. The RFP scope is right in Logicalis' sweet spot as it relates to the Wireless and Private 5G requirements. The stated technologies, deliverables and services required, all of which represent core business for Logicalis. Our commitment to Sourcewell will be based on a strong foundation of Logicalis' own core values, which are: Integrity; Advocacy; and Sustainability.</p>													
11	What are your company's expectations in the event of an award?	<p>Logicalis will follow a meticulous process to onboard the contract into respective systems prior to operationalizing it. Some activities planned include but are not limited to:</p> <ul style="list-style-type: none"> <li>• Validating administratively all contract documents</li> <li>• Uploading relevant product, capabilities and pricing information updates into Sourcewell as well as Logicalis portals</li> <li>• Understanding contractual requirements pertaining to documentation and reporting during the contract period</li> <li>• Internal propagation of contract details to Logicalis National Sales and Support teams</li> <li>• Solidify marketing plans, resources, collateral material and events on this contract with client base</li> <li>• Commence selling process into eligible agencies around the nation</li> </ul> <p>We anticipate completion of the above activities within a 30-45 day window upon award of contract.</p>	*												
12	Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response.	<p>Logicalis, Inc.'s financial statements are considered confidential information; however, we have provided the annual report for Logicalis' parent company, Datatec, in the Documents section. Additionally, the following information is provided for Logicalis, Inc. in hopes it is sufficient to demonstrate our financial stability.</p> <table border="1"> <thead> <tr> <th>Fiscal Year Ending</th> <th>Net Revenue</th> </tr> </thead> <tbody> <tr> <td>February 2022</td> <td>\$ 355 million</td> </tr> <tr> <td>February 2021</td> <td>\$ 343 million</td> </tr> <tr> <td>February 2020</td> <td>\$ 424 million</td> </tr> <tr> <td>February 2019</td> <td>\$ 410 million</td> </tr> <tr> <td>February 2018</td> <td>\$ 389 million</td> </tr> </tbody> </table>	Fiscal Year Ending	Net Revenue	February 2022	\$ 355 million	February 2021	\$ 343 million	February 2020	\$ 424 million	February 2019	\$ 410 million	February 2018	\$ 389 million	*
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February 2021	\$ 343 million														
February 2020	\$ 424 million														
February 2019	\$ 410 million														
February 2018	\$ 389 million														
13	What is your US market share for the solutions that you are proposing?	The private wireless market is in its infancy and statistics on market share are not available at this time. The Logicalis proposal includes leading private wireless provider core and RAN.	*												
14	What is your Canadian market share for the solutions that you are proposing?	The private wireless market is in its infancy and statistics on market share are not available at this time. The Canada market is developing at a different rate because of government regulation and Spectrum availability.	*												
15	Has your business ever petitioned for bankruptcy protection? If so, explain in detail.	No.	*												

16	<p>How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer whichever question (either a) or b) just below) best applies to your organization.</p> <p>a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned?</p> <p>b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?</p>	<p>Logicalis is a Reseller and Service Provider in the private 5G domain. Written authorization for proposed products and/or services is enclosed in the Documents section.</p>																																																																																																		
17	<p>If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.</p>	<p>Logicalis has the appropriate licenses/certifications to execute on this Private Wireless Solution contract, including six Certified Professional Installers (CPI). Due to the extensive number of certifications, Logicalis has provided the list below to reflect the level of certifications currently held. Upon request, Logicalis can provide further details of these certifications.</p> <table border="0"> <thead> <tr> <th>Certifications</th> <th>Count</th> </tr> </thead> <tbody> <tr><td>APC</td><td>16</td></tr> <tr><td>APC 2020 Recert Virtual EBC &amp; Local Edge Config</td><td></td></tr> <tr><td>APC 2021 Recert Virtual EBC &amp; Edge Computing Sales Associate</td><td></td></tr> <tr><td>Arista</td><td>3</td></tr> <tr><td>Arista Sales Accreditation</td><td></td></tr> <tr><td>Arista Technical Accreditation</td><td></td></tr> <tr><td>Cisco</td><td>138</td></tr> <tr><td>CCIE Certification - 10-year Achievement</td><td></td></tr> <tr><td>CCIE Certification - Collaboration</td><td></td></tr> <tr><td>CCIE Certification - Data Center</td><td></td></tr> <tr><td>CCIE Certification - Routing &amp; Switching - Emeritus</td><td></td></tr> <tr><td>CCIE Emeritus</td><td></td></tr> <tr><td>CCIE Enterprise Infrastructure</td><td></td></tr> <tr><td>CCIE Enterprise Wireless</td><td></td></tr> <tr><td>CCIE Security</td><td></td></tr> <tr><td>CCIE Service Provider</td><td></td></tr> <tr><td>CCNA</td><td></td></tr> <tr><td>CCNA Data Center</td><td></td></tr> <tr><td>CCNA Routing and Switching</td><td></td></tr> <tr><td>CCNA Security</td><td></td></tr> <tr><td>CCNA Wireless</td><td></td></tr> <tr><td>CCNP - Security Specialized</td><td></td></tr> <tr><td>CCNP Collaboration</td><td></td></tr> <tr><td>CCNP Data Center</td><td></td></tr> <tr><td>CCNP Enterprise</td><td></td></tr> <tr><td>CCNP Routing and Switching</td><td></td></tr> <tr><td>CCNP Wireless</td><td></td></tr> <tr><td>Citrix</td><td>5</td></tr> <tr><td>Citrix ADC 13 with Traffic Management (1YO-231)</td><td></td></tr> <tr><td>Citrix Certified Associate – Virtualization</td><td></td></tr> <tr><td>Citrix Certified Expert – Virtualization</td><td></td></tr> <tr><td>Citrix Certified Professional – Virtualization</td><td></td></tr> <tr><td>Citrix Certified Sales Professional (CCSP-019)</td><td></td></tr> <tr><td>Cohesity</td><td>13</td></tr> <tr><td>Cohesity Sales Associate</td><td></td></tr> <tr><td>Cohesity Sales Foundations: Cohesity Vision</td><td></td></tr> <tr><td>Cohesity Sales Foundations: Selling Cohesity</td><td></td></tr> <tr><td>Cohesity Technical Sales Associate</td><td></td></tr> <tr><td>Cohesity Technical Sales Associate</td><td></td></tr> <tr><td>Sales Masters: Whiteboarding Your First Sale</td><td></td></tr> <tr><td>Commvault</td><td>2</td></tr> <tr><td>Sales Professional Course (CVSP21)</td><td></td></tr> <tr><td>Technical Sales Professional accreditation (CVTSP11.20)</td><td></td></tr> <tr><td>Dell EMC</td><td>10</td></tr> <tr><td>SE: Campus Networking Credential 2021</td><td></td></tr> <tr><td>SE: Converged Infrastructure Credential 2021</td><td></td></tr> <tr><td>SE: Data Center Networking Credential 2021</td><td></td></tr> <tr><td>SE: Data Protection Credential 2021</td><td></td></tr> </tbody> </table>	Certifications	Count	APC	16	APC 2020 Recert Virtual EBC & Local Edge Config		APC 2021 Recert Virtual EBC & Edge Computing Sales Associate		Arista	3	Arista Sales Accreditation		Arista Technical Accreditation		Cisco	138	CCIE Certification - 10-year Achievement		CCIE Certification - Collaboration		CCIE Certification - Data Center		CCIE Certification - Routing & Switching - Emeritus		CCIE Emeritus		CCIE Enterprise Infrastructure		CCIE Enterprise Wireless		CCIE Security		CCIE Service Provider		CCNA		CCNA Data Center		CCNA Routing and Switching		CCNA Security		CCNA Wireless		CCNP - Security Specialized		CCNP Collaboration		CCNP Data Center		CCNP Enterprise		CCNP Routing and Switching		CCNP Wireless		Citrix	5	Citrix ADC 13 with Traffic Management (1YO-231)		Citrix Certified Associate – Virtualization		Citrix Certified Expert – Virtualization		Citrix Certified Professional – Virtualization		Citrix Certified Sales Professional (CCSP-019)		Cohesity	13	Cohesity Sales Associate		Cohesity Sales Foundations: Cohesity Vision		Cohesity Sales Foundations: Selling Cohesity		Cohesity Technical Sales Associate		Cohesity Technical Sales Associate		Sales Masters: Whiteboarding Your First Sale		Commvault	2	Sales Professional Course (CVSP21)		Technical Sales Professional accreditation (CVTSP11.20)		Dell EMC	10	SE: Campus Networking Credential 2021		SE: Converged Infrastructure Credential 2021		SE: Data Center Networking Credential 2021		SE: Data Protection Credential 2021	
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SE: Dell EMC SD-WAN (Powered by VMware) Credential 2021  
 SE: High End Storage Credential 2021  
 SE: Hyper-Converged Infrastructure Credential 2021  
 SE: MidRange Storage Credential 2021  
 SE: Server Credential 2021  
 SE: Unstructured Storage Credential 2021  
 Eaton 2  
 Intelligent Power Management (IPM)  
 Extreme Networks 1  
 Introduction to Extreme  
 Gigamon 7  
 GigaSALES  
 GigaTECH  
 Hitachi 1  
 Pre-Sales Edge to Core Cloud Foundation  
 HPE/Aruba 103  
 Aruba Certified Mobility Associate (ACMA)  
 Aruba Certified Mobility Professional (ACMP)  
 Aruba Certified Switching Associate (ACSA)  
 Aruba Certified Switching Professional (ACSP)  
 HP ASE - FlexNetwork Architect  
 HP ASE - FlexNetwork Integrator  
 HP ASE - ProLiant Server Solutions Integrator  
 HP ASE - Server Solutions Architect  
 HPE ASE - Composable Infrastructure Integrator  
 HPE ASE - Data Center Network Architect  
 HPE ASE - Data Center Network Integrator  
 HPE ASE - Hybrid IT Solutions Architect  
 HPE ASE - Server Solutions Architect  
 HPE ASE - Storage Solutions Architect  
 HPE ASE - Synergy Solutions Integrator  
 HPE ATP - FlexNetwork Solutions  
 HPE ATP - Hybrid IT Solutions  
 HPE ATP - Server Solutions  
 HPE ATP - Storage Solutions  
 HPE Master ASE - Advanced Server Solutions Architect  
 HPE Master ASE - FlexNetwork Solutions  
 HPE Master ASE - Hybrid IT Solutions Architect  
 HPE Master ASE - Storage Solutions Architect  
 HPE Product Certified - Nimble Solutions  
 HPE Product Certified - OneView  
 HPE Product Certified - Synergy Solutions  
 HPE Sales Certified - Aruba Products and Solutions  
 HPE Sales Certified - Edge-to-Cloud Solutions  
 HPE Sales Certified - Hybrid Cloud Solutions  
 HPE Sales Certified - Hybrid IT Solutions  
 Lenovo 5  
 Certified Storage Sales Professional  
 Data Center Sales Certification  
 Data Center Sales Professional  
 Data Center Technical Sales Professional  
 Microsoft 19  
 Azure DevOps Assessment (18473)  
 Azure Security Engineer Associate  
 Enterprise Administrator Expert  
 Managing Modern Desktops  
 Microsoft 365 Identity and Services  
 Microsoft 365 Mobility and Security  
 Microsoft Adoption Service Specialist Assessment (18810)  
 Microsoft Azure Security Technologies  
 Modern Desktop Administrator Associate  
 MPN Competency: Windows IoT for Device Builders (15887)  
 Software Assurance Planning Services (16132)  
 Software Assurance Training Voucher (SATV) (MPN14461)  
 Windows 10  
 NetApp 26  
 HCI Sales Professional  
 NCIE  
 NCSIE  
 NCTA  
 NetApp Accredited Technical Sales Professional 100  
 NetApp Accredited Technical Sales Professional 200  
 NetApp Accredited Technical Sales Professional 300  
 ONTAP SP  
 NVIDIA 26  
 Compute 2021

		<p>DGX Sales Curriculum 2019                  DGX Technical Curriculum 2019                  Tesla Sales Curriculum 2020                  Tesla Technical Curriculum 2020                  vGPU Sales Curriculum 2020                  vGPU Technical Curriculum 2020                  Virtualization 2021                  Visualization 2021                  Palo Alto 11                  ASE: Foundation                  Technical Network PSE - Strata Professional                  Technical Post-Sales Network Security (PCNSE7)                  Technical Post-Sales Network Security (PCNSE9)                  Technical Presales (PSE - Foundation)                  Technical Pre-Sales (PSE - Platform-A)                  Technical Pre-Sales (PSE - Platform-P)                  Pure Storage 20                  Architect Associate (Pure Storage Foundation)                  FlashArray Architect Professional                  Pure Storage Certified Architect                  Pure Storage Sales Accreditation                  Red Hat 18                  Red Hat Delivery Specialist - Automation                  Red Hat Delivery Specialist - Cloud Management II                  Red Hat Delivery Specialist - Container Platform Deployment                  Red Hat Sales Engineer Specialist - API Management                  Red Hat Sales Engineer Specialist - Automation                  Red Hat Sales Engineer Specialist - Container Platform                  Red Hat Sales Engineer Specialist - Platform                  Red Hat Sales Specialist - API Management                  Red Hat Sales Specialist - Automation                  Red Hat Sales Specialist - Hybrid Cloud Infrastructure                  Red Hat Sales Specialist - IT Automation and Management                  Riverbed 8                  Sales - Riverbed 101                  Sales - Steel Head 101 (SH101)                  ServiceNow 88                  Certified Application Developer                  Certified System Administrator                  CIS - Discovery                  CIS - IT Service Management                  CIS - Service Mapping                  CIS - Software Asset Management                  ITIL Intermediate - Operational Support &amp; Analysis                  ITIL V3 Foundations                  ITIL V3 Practitioner                  Micro Cert - Automated Test Framework (ATF)                  Micro Cert - Enterprise Onboarding and Transitions                  Micro Cert - Flow Designer                  Micro Cert - Integration Hub                  Micro Cert - Performance Analytics                  Micro Cert - Predictive Intelligence                  Micro Cert - ServiceNow Platform Subscription Model                  Micro Cert - Virtual Agent                  ServiceNow Adaptive Implementation Framework (SAIF)                  Veeam 117                  Veeam Certified Engineer (VMCE) 2020                  Veeam Sales Professional (VMSP) 2020                  Veeam Technical Sales Professional (VMTSP) 2020                  VMware 35                  VCAP - Datacenter                  VCAP - Networking                  VCP - Cloud and Automation                  VCP - Datacenter                  VCP - Networking                  VCP - VMC on AWS                  VCP-DCV-2020                  VSP                  VTSP                  Wireless Innovation Forum Standards 6                  CBRS Certified Professional Installer (CPI)</p>
18	Provide all "Suspension or Debarment" information that has applied to your organization during the past ten years.	None

\*

**Table 3: Industry Recognition & Marketplace Success**

Line Item	Question	Response *
19	Describe any relevant industry awards or recognition that your company has received in the past five years	<p>To design and deliver the finest communication and collaboration, Data Center and Managed Service solutions in the world, you must first become a master of the best technologies the world has to offer.</p> <p>To achieve this, Logicalis has made a significant and continual investment to attain the highest level of partner accreditations. Our intrinsic understanding of our vendor partners' product capabilities and product strategies means Logicalis is often first to test and then prove emerging technologies. It also means that Logicalis is often first in line when the leading technology vendors hand out awards to recognize the standards of innovation, collaboration and commitment shown by their solutions partners.</p> <p>We value these industry awards and accolades very highly. For our customers these vendor endorsements provide independent proof of Logicalis' ability to deliver the most innovative and effective ICT solutions, together with the highest standards of customer care – locally and globally.</p> <p>The multiple industry awards and accreditations Logicalis has attained during the last few years include the following:</p> <p>2024</p> <ul style="list-style-type: none"> <li>• Channel Insider's Top 250 Hybrid Solution Provider</li> <li>• CRN MSP 500</li> <li>• IBM Beacon Award in Outstanding Competitive Solution</li> </ul> <p>2023</p> <ul style="list-style-type: none"> <li>• Certified™ by Great Place to Work®.</li> <li>• CRN MSP 500</li> <li>• CRN Solution Provider 500</li> <li>• CRN Tech Elite 250</li> <li>• Cisco Americas Managed Services Partner of the Year</li> <li>• Cisco Global Sustainability Partner of the Year</li> <li>• Cisco Global Enterprise Networking &amp; Meraki Partner of the Year</li> <li>• ISO 27001:2022 Certification</li> </ul> <p>2022</p> <ul style="list-style-type: none"> <li>• Certified™ by Great Place to Work®.</li> <li>• CRN MSP 500</li> <li>• CRN Solution Provider 500</li> <li>• CRN Tech Elite 250</li> <li>• Microsoft Identity and Access Management (IAM) Advanced Specialization on Microsoft Azure</li> <li>• Microsoft Threat Protection Advanced Specialization on Microsoft Azure</li> <li>• Microsoft Information Protection and Governance Advanced Specialization on Microsoft Azure</li> <li>• Microsoft Cloud Security Advanced Specialization on Microsoft Azure</li> </ul> <p>2021</p> <ul style="list-style-type: none"> <li>• Cisco Partner Summit Awards - Enterprise Networking Partner of the Year: Logicalis US</li> <li>• Veeam Growth Partner of the Year Award: Logicalis US</li> <li>• CRN MSP 500 - Security 100</li> <li>• Channel Company 2021 Power 60 Solutions Providers List - Mary Beth Henning and Jessica Soqui, Logicalis US</li> <li>• Channel Futures Diversity, Equity &amp; Inclusion 101: Sally Brandtneris, Logicalis US CFO</li> </ul> <p>2020</p> <ul style="list-style-type: none"> <li>• Cisco Customer Experience Partner of the Year - Americas</li> <li>• Cisco Transformation/Innovation Partner of the Year - Americas</li> <li>• Cisco Execution Excellence Regional Partner of the Year: MIKO Operation - US Central</li> <li>• Cisco SLED Partner of the Year - US West</li> <li>• CRN Managed Service Provider 500</li> </ul>

		<ul style="list-style-type: none"> <li>• CRN Power 40 Solution Provider (Michelle Andreas)</li> <li>• CRN Solution Provider 500</li> <li>• CRN Tech Elite 250</li> <li>• IBM Systems North America Systems Channel Excellence</li> <li>• Channel Partners Insight Award-Best Covid-19 Related Initiative of the Year</li> <li>• NetApp Americas FlexPod Innovation Award 2020</li> </ul>	
20	What percentage of your sales are to the governmental sector in the past three years	10%	*
21	What percentage of your sales are to the education sector in the past three years	12%	*
22	List any state, provincial, or cooperative purchasing contracts that you hold. What is the annual sales volume for each of these contracts over the past three years?	Logicalis currently holds or is an authorized reseller for nearly 50 state and cooperative contracts across the United States. A full list of our contracts is available at <a href="http://www.us.logicalis.com/goved-contracts">www.us.logicalis.com/goved-contracts</a> . Individual annual sales volume information is confidential; however, overall in 2023 we had over \$23M, in 2022 over \$12M, in 2021 nearly \$6M. We are consistently applying for new contracts at both the state level and with the cooperatives to align our go to market geographies with contract options.	*
23	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?	Logicalis does not hold any GSA or SOSA contracts; however, we are an authorized reseller on two distributors' GSAs. Please see the previous question for additional details.	*

#### Table 4: References/Testimonials

**Line Item 24.** Supply reference information from three customers who are eligible to be Sourcewell participating entities and for whom you have performed projects relevant to private wireless services. .

Entity Name *	Contact Name *	Phone Number *	
Clafin University	Joey Brenn, Associate Vice President for IT	803-535-5326	*
Cleveland Metropolitan School District	Joseph Costello, Executive Director of IT Infrastructure & Operations	216-838-0491	*
Alhambra Elementary School District	Ruben Montoya, Director of Technology	602-336-2950	*

#### Table 5: Top Five Government or Education Customers

**Line Item 25.** Provide a list of your top five government, education, or non-profit customers (entity name is optional), including entity type, the state or province the entity is located in, scope of the project(s), size of transaction(s), and dollar volumes from the past three years.

Entity Name	Entity Type *	State / Province *	Scope of Work *	Size of Transactions *	Dollar Volume Past Three Years *	
Stark County Board of Developmental Disabilities	Government	Ohio - OH	RF Designs, Cisco Meraki Deployment	8 sites, 700 Users and 2000 Students/Adult Workshop users	This is considered confidential information.	*
Val Verde Unified School District	Education	California - CA	Implementation of their Cisco network for the following technologies - Wireless, Switching Routing, Security, Compute, and Unified Communications.	Client for ongoing projects since 2017	This is considered confidential information.	*
Arizona State University	Education	Arizona - AZ	Logicalis professional services for security and information technology and service management	Long-standing Logicalis customer	This is considered confidential information.	*
Kansas City Police Department	Government	Missouri - MO	Logicalis solution architecture and design services.	Long-standing Logicalis customer	This is considered confidential information.	*
Olathe Unified School District 233	Education	Kansas - KS	Logicalis provides network infrastructure, route and switch implementation services from Cisco. Our partnership includes strategic planning, solution architecture and design services	Long-standing customer of Logicalis	This is considered confidential information.	*

**Table 6: Ability to Sell and Deliver Service**

Describe your company's capability to meet the needs of Sourcewell participating entities across the US and Canada, as applicable. Your response should address in detail at least the following areas: locations of your network of sales and service providers, the number of workers (full-time equivalents) involved in each sector, whether these workers are your direct employees (or employees of a third party), and any overlap between the sales and service functions.

Line Item	Question	Response *
26	Sales force.	<p>For over 20 years, Logicalis has been a leader in public sector sales and solutions. Our experienced government and education specialists know the issues you're facing, understand how your procurement process works, and can help guide you to the IT solution that best fits your needs and budget.</p> <p>For Private 5G we have built a strong foundational team with a separate business practice and Sales Specialists. We have developed expertise in specific vertical markets and analyzed use cases to match market requirements to deliver solutions.</p> <p>This team experience in Wireless technologies supports a robust Logicalis Sales force which provides coverage for the entire United States of America. Public Sector has been a key practice area for us for well over 20 plus years. We have a dedicated Sales force just for Public Sector, higher Education and K-12 market segments.</p> <p>Through our GovEd practice, we offer technology evaluations, advice, solution sales and implementation as well as the professional services and post deployment Managed Services, that tie it all together. In short, through the strategic use of technology, we help you deliver better services.</p>
27	Dealer network or other distribution methods.	<p>Logicalis has a direct sales model for customers. We deliver products and services and Managed Services under one umbrella. We complement our efforts with partners in specific technology arenas such as Radio Access Networks, MOCN, fiber, SAS, and telecommunication to offer a comprehensive suite of solutions that use our business relationships, distributors and partners.</p>
28	Service force.	<p>Our Service force is comprised of key personnel focused on specific technology areas and all of them are subject matter experts. In the Private 5G arena we have the following personnel as an example:</p> <ul style="list-style-type: none"> <li>• Solutions Engineers designing architectural designs</li> <li>• Wireless Site Survey Engineers</li> <li>• Physical infrastructural work force to perform layer 1 type cabling and construction</li> <li>• Design and deployment engineers who are experts in Private 5G technology</li> <li>• Traditional network engineers for projects requiring assimilation and integration of 5G networks</li> <li>• Project Managers from our PMO focused on ensuring project success and achieving milestones</li> <li>• Manages Wireless Services team post deployment to manage wireless networks remotely</li> <li>• Onsite engineering support as warranted by specific engagements</li> </ul> <p>Sub-contractors are usually designated to perform construction work on our engagements which also includes cabling, etc.</p> <p>All these engineers operate within a well-honed project methodology which Logicalis follows across all technology silos to deliver the best outcomes for our clients.</p>
29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	<p>Orders will be directly handled by Logicalis outside client executives and their respective inside Account Management teams. Logicalis Sales and Sales Support provide order confirmation to our customers. Logicalis employs a system of checks and balances in our order process. No less than three teams review the order before they are placed with manufacturer or distribution partners. Additionally, once an order is placed with us, our project management office initiates the respective project coordination and assembles the full team for execution of the project scope.</p>
30	Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.	<p>Logicalis has numerous Service Programs.</p> <p>Logicalis Professional Services</p> <p>Traditional professional services as described in the section above pertaining to Workforce.</p> <p>Logicalis Managed Services</p> <p>Logicalis Managed Services provides full-service options for 24x7 IT management</p>

services for remote administration of information systems infrastructure. Unless otherwise stated, all Logicalis Monitored & Managed Services offerings are provided on a 24 hours per day, 365 days per year basis regardless of Service Level.

#### Optimal Services Program

While having different operations in many countries may qualify an organization as a "global" entity, Logicalis believes something more is needed. That's why most Logicalis operations around the world participate in the Logicalis Optimal Services program, an international common services platform which offers our multi-national enterprise clients true consistency of services regardless of geography.

Partnering with an organization like Logicalis that has the people, processes, and technological platforms to deliver operational efficiencies is the best way to stay ahead of your business' changing demands. At Logicalis, our array of solution design and consulting services, provisioned consumption-based offerings, managed services and lifecycle services are all built on a best-practices framework backed by world-class ITIL processes designed to help you manage your technology infrastructure more efficiently and cost-effectively while responding proactively to your organization's transformation goals.

Using an array of leading service management tools and finely tuned processes, our Optimal Services platform enables our Managed Services operations to:

- Professionally manage your IT infrastructure
- Deliver consistency in your IT services and the user experience you provide
- Reduce operational costs
- Achieve fast IT infrastructure maturity

In short, Optimal Services is an incredible framework that has been painstakingly designed to deliver repeatable, consistent services across all participating geographies while still giving us the ability to remain flexible and agile in meeting your unique regional needs.

[Due to system limitations, please see Logicalis' proposal in the Documents section for this graphic.]

Physical locations for our Service Desk reside in Bloomfield Hills, Michigan and Tempe, Arizona.

Our North American Network Operations Centers reside in West Chester, Ohio and Tempe, Arizona.

ITIL processes are used to provide a framework to measure what your provider is doing, ITSM tools make it possible to apply all of the ITIL best practices built into the tools and DSP linking to systems Logicalis manages for our clients - essentially delivering state-of-the-art service management efficiencies right out of the box. Service Definitions are used to define the predefined tasks Logicalis will execute to keep client's systems in good working order. The Logicalis DSP builds on traditional ITSM and layers Machine Learning and applied algorithms designed and maintained by our data scientists to move from reactive to predictive support.

#### Monitoring & Event Management Summary

Monitoring configuration items and classifying and routing alarms. Logicalis Monitoring & Event Management includes proactive monitoring for the identification of events and alerts. Logicalis monitors and identifies events or thresholds that have been exceeded in accordance with the parameters in the Service Definition.

#### Incident Management Summary

Procedural resolution of issues with escalations and SLAs, leveraging AIOps to continually reduce MTTR and shift to Incident Avoidance via predictive Change Management. Deliverables. The primary aim of Logicalis' Incident Management process, based upon ITIL, is to restore service operation as quickly as possible and maintain the best possible levels of service quality and availability for the customer's business operations.

#### Deliverables include:

- Incident management services including identification, logging, processing, escalation, and resolution management, including third-party vendors as required.
- Incidents will be created via agreed customer contact methods, or automatically generated (if Monitoring is included with the applicable service).
- Escalation procedures based on formal, pre-defined criteria and processes.
- Customer notification when an incident occurs and during resolution updates.
- Incident resolution activity tracking including updates from engineers as applicable.
- Incident reporting via Logicalis' IT Service Management Portal, including these standard reports:
  - In Progress
  - Opened Last Month

- Closed Last Month
- All Incidents – 12 Months
- Assignment of incident priority using pre-defined algorithms, as defined below.
- Integration with Logicalis' "Crisis Management" process where applicable.
- In cases where a permanent resolution is not yet available, a workaround will be established to resolve the Incident.

Incident Priority is a function of both:

- Impact - the assigned impact (importance) of the affected Configuration Item (CI) / Device, or the affected Business Service (if the CI is not provided or known).
- Urgency - the urgency which is either assigned by the associated monitoring alarm, or the data collected from the user reporting the issue.

Incident priority is determined by the table below. For example, a High Urgency Service Impacting Event on a High Impact device is a Priority 1 Incident, whereas a Medium Urgency Service Impacting Event on a Medium Impact device is a Priority 3 Incident

Incident Priority Matrix

[Due to system limitations, please see Logicalis' proposal in the Documents section for this graphic.]

Standard Target Resolution Times for Managed Devices by Priority

Problem Management Summary

Logicalis' Problem Management, based upon ITIL, identifies root causes of relevant Incidents as well as recommended resolutions to the root causes. The resolutions may require Logicalis' Change Management to implement recommended changes. The core objective is to find the root cause and remedy, prevent or reduce the impact of future Incidents and Problems, and minimize recurring issues and Incidents that cannot be prevented.

Deliverables include:

- Create Problem records, where there is no known error, for:
- "Critical" or "High" priority Incidents
- Repetitive issues / recurring Incidents
- Problem analysis report with recommendations
- Generate workaround and known error documentation in the Knowledge Base
- Review, and approval, by both Logicalis and the customer, of the root cause analysis & resolution recommendations

Change Management Summary

Logicalis' Change Management, based upon ITIL, has the objective of providing that standardized methods and procedures are used for the efficient handling of changes, with minimum disruption to IT Services. Changes include additions, modifications, or removal of Configuration Items (CI's) initiated and managed by Logicalis.

Change Types are defined by Logicalis and include:

- Routine – low risk, low impact, pre-defined changes. Some routine changes are classified as pre-approved.
- Comprehensive - a planned change in response to a request, planned activities or to implement a non-urgent correction.
- Emergency – an expedited change where urgent correction of service is required to prevent an imminent service outage or to respond to an urgent legislative directive.

The customer is involved in the approval process of all change types except for pre-approved Routine Changes as defined by Logicalis.

Deliverables include:

- Change processing including:
- Technical planning documentation, including back out planning
- Schedule planning
- Risk assessment including conflict and impact evaluation
- Change evaluation
- Defined approval process
- Configuration Management
- Controlled planning and execution
- Success measures against target execution window and planned results
- Pre-defined processing rules based on impact, risk, priority and Change Type
- Formal, work-flowed, approval processes involving:
- Customer designated approvers
- Logicalis Change Advisory Board (CAB)
- Logicalis Emergency Change Advisory Board (ECAB)
- Emergency Change processing with expedited processing and approvals

		<ul style="list-style-type: none"> <li>Activity and status tracking</li> </ul> <p>Request Fulfillment Summary</p> <p>Logicalis' Request Fulfillment, based upon ITIL, provides the ability for customers to request additions, removals, or changes to existing services and technologies managed by Logicalis. The Request catalog is defined in each Logicalis service. Requests can be made via Logicalis' Self-Service Portal or via phone calls to Logicalis. Requests may be subject to customer approval. Certain Requests will be fulfilled via Logicalis' Change Management process.</p> <p>[Due to system limitations, please see Logicalis' proposal in the Documents section for this graphic.]</p> <p>Deliverables include:</p> <ul style="list-style-type: none"> <li>Request catalog items available for selection via Logicalis' Self-Service Portal</li> <li>Request recording and work-flow processing</li> <li>Request fulfillment activity and status tracking</li> <li>Request Reporting</li> <li>In Progress</li> <li>Opened Last Month</li> <li>Closed Last Month</li> </ul>	
31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in the United States.	Logicalis has sales representation across the entire US and account teams focused on Sourcewell participating entities. We have a strong commitment to grow the Private Wireless business within this market and desire a relationship with Sourcewell to carry the message and solution to your subscribers. We have offices in 12 states across the US and have relationships today with many of your participants. Our desire is to help you grow your offerings through sales development efforts in this space.	*
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	Logicalis has sales representation across the entire US and account teams focused on Sourcewell participating entities in US and Canada. We have a strong commitment to grow the Private Wireless business within this market and desire a relationship with Sourcewell to carry the message and solution to your subscribers. We provide private wireless solutions through our distributor, RAN and partner network located in Canada. Our desire is to help you grow your offerings through sales development efforts in this space.	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed contract.	We can provide private wireless solutions to all entities throughout US and potentially Canada depending on ISED restrictions. Any restrictions that may arise based on partner agreements and/or license requirements will be reviewed on a case-by-case basis. For Logicalis to sell to US and Canada federal government entities it will require authorization from each manufacturer.	*
34	Identify any Sourcewell participating entity sectors (i.e., government, education, not-for-profit) that you will NOT be fully serving through the proposed contract. Explain in detail. For example, does your company have only a regional presence, or do other cooperative purchasing contracts limit your ability to promote another contract?	Logicalis is a global organization with a large national presence in the US. We will be able to serve all the clients identified in the Sourcewell RFP. We do have other cooperative contracts and will work with clients to identify which contract vehicle is deemed appropriate by us and our clients. Logicalis views this RFP for Private Wireless Solutions and Consulting as strategic to further developing this market through entity adoption. Business development effort using the Sourcewell agreement will be a foremost recommendation.	*
35	Define any specific contract requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	No specific contract requirements or restrictions for Hawaii, Alaska, or US Territories that are regulated by the FCC. If any arise based on changes in partner agreements and/or license requirements, then they will be reviewed on a case-by-case basis.	*

**Table 7: Marketing Plan**

Line Item	Question	Response *
36	Describe your marketing strategy for promoting this contract opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	<p>Logicalis plans to expand the current marketing strategy around our Private Wireless division upon award of the contract to promote the ability to leverage Sourcewell as a procurement vehicle for our solution. Upon approval from Sourcewell, we would include information about the contract to the material we are currently distributing. Today, we distribute newsletters via social media, participate in seminars around Private Wireless, and hold SLED focused events to help bring education and awareness of the technology. National and Regional focused intimate webinars and marketing events are being developed to promote the Private Wireless division for the coming fiscal year.</p> <p>In our current private wireless practice, we have dedicated resources, subject matter experts, vertical specialists, program leadership, and executive involvement. We hope the relationship with Sourcewell will span multiple levels at Logicalis, including our marketing teams, social media support, interactive online content, and helping teach future technologists about this technology.</p> <p>We have summarized some of our marketing materials that refer to our Private Wireless practice into a single pdf document provided in the Documents section. Hopefully, this will provide visibility into our commitment to promoting this technology. Logicalis will continue to explore options in the market space to enhance visibility, awareness, and market coverage of the Private Wireless technology.</p>
37	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	Logicalis uses LinkedIn and Facebook to promote our OEM partnerships and combined marketing efforts and messages. We run content syndication campaigns and email campaigns to drive awareness and consistent messages around Logicalis and our partners. We also publish and promote leadership pieces through blogs.
38	In your view, what is Sourcewell's role in promoting contracts arising out of this RFP? How will you integrate a Sourcewell-awarded contract into your sales process?	<p>First and foremost, the Sourcewell Web portal will host background information on the contract, vendors awarded and their core offerings. Logicalis will continue to furnish newsletters and updates and promotions on offerings to the portal from time to time.</p> <p>In parallel, the Logicalis web portal will be updated with the Sourcewell contract particulars as the situation warrants with newsletters, customer testimonials, case studies for Private Wireless. With Logicalis being a global organization, we will leverage best practices and use cases of similar deployments the world over to promote private wireless in the US.</p> <p>Additionally, direct word-of-mouth campaigning and social media channels will be utilized to propagate and promote the message pertaining to the contract and solutions offerings. Logicalis also has critical memberships in Private 5G forums and organizations to understand market trends, opportunities and develop extended reach within our client community who can utilize this contract.</p>
39	Are your products or services available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	Logicalis does not have an electronic ordering portal at this time. We have the ability to create a punch-out style catalog for our top tier end users that integrates with many accounting packages. The creation of such a catalog is dependent on the volume of existing business, desired content, and volume of additional business having a catalog in place would guarantee. Cost and training is customized based on desired content and maintenance requirements.

**Table 8: Value-Added Attributes**

Line Item	Question	Response *
40	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	Training Services are not provided out of Logicalis' service catalog. A training session on the use of our tools for Managed Services will be provided to customer as a part of service transition / on-boarding. Logicalis offers knowledge transfer on Professional Services engagements and resells training programs from our partner catalogs.

41	Describe any technological advances that your proposed products or services offer.	<p>Logicalis' mission is to make technology a business asset, not a business problem. We achieve this by simplifying solutions and driving business transformation that delivers extraordinary user experience and value. As "Architects of Change", Logicalis designs, supports, and executes our customers' digital transformation by blending their vision with our technological expertise and industry insights.</p> <p>As a standard, and in addition to the governance process for project delivery, we engage with our customers through:</p> <ul style="list-style-type: none"> <li>• Point of View Sessions</li> <li>• Executive Briefings</li> <li>• Workshops</li> <li>• Planning &amp; Road mapping</li> <li>• Demonstrations</li> <li>• Consulting</li> </ul> <p>Logicalis' OEM partnerships represent the best-of-breed products for Private Wireless 5G. This allows us to cover the entire gamut of offerings from a very robust core, high performance Radio Access Networks (RANs), QOS and Micro-slicing for Application support, integration of security features with exceptional ongoing client support offerings. More details are provided in Table 14 and other relevant sections of the technical response, but below is a high-level summary of our solution.</p> <p>Logicalis' approach to the Private Wireless market segment is to review market trends and assemble product and solution suites from key vendors in the Private 5G technology arena.</p> <p>Cisco is our primary choice for the Packet Core for our Private 5G solution. Cisco has a proven record of being on the leading edge of technology and helps shape its direction. As Cisco continues to innovate, we will be able to add additional capabilities and features with their newer releases.</p> <p>On the Radio Access Network (RAN) side, Logicalis utilizes best-of-breed vendors like Airspan and Nokia. Logicalis continues to evaluate other RAN providers and market trends to continue to enhance our portfolio of offerings as the market shifts in the Private Wireless radio space.</p> <p>On the services front, Logicalis adds many years of wireless design, implementation, and management to the solution offering. We continue to grow and enrich our private wireless practice by investing in people, processes, and technologies, allowing us to provide a constant level of service to meet or exceed our clients' expectations.</p> <p>By combining these three parts of our Private Wireless practice, we continue to evolve all technological changes, assimilate them, and incorporate new features and capabilities into our offering.</p>
42	Describe any "green" initiatives that relate to your company or to your products or services, and include a list of the certifying agency for each.	<p>Logicalis' responsible business governance and communication framework was developed with consideration to the World Economic Forum guidelines, which recommends metrics that are aligned to the Sustainable Development Goals (SDGs) and principal Environmental, Social and Corporate Governance (ESG) domains of Governance, Planet, People and Prosperity. We are a signatory to the Task Force on Climate-Related Financial Disclosures (TCFD), support the 10 principles of the UN Global Compact (UNGC) and UN Sustainable Development Goals and have committed to the Science Based Targets initiative (SBTi) Corporate Net Zero Standard.</p> <p>Carbon Disclosure Project (CDP) Following many years of work with the CDP, we have deepened the scope of our reporting to better understand our current greenhouse emissions baseline. We now have a view of our total carbon emissions as a global organization, across scope one, two and three emissions.</p> <p>Engaging EcoVadis We've engaged with global rating organization, EcoVadis to give us a holistic understanding of our ESG performance across areas such as labor and human rights, ethics, and sustainable procurement. This rating enables us to show how sustainable and responsible we are as a global organization.</p> <p>SBTi - In December 2022 we announced a significant milestone on our carbon reduction journey. Logicalis has officially committed to the Science Based Targets initiative (SBTi) Corporate Zero Standard – the world's first framework for corporate net zero target setting in line with climate science. Through this commitment, Logicalis joins the world's largest group of companies actively driving the reduction in global emissions and further demonstrates our commitment to being carbon neutral by 2025.</p>

43	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the equipment or products included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	<p>Logicalis helps customer with two significant steps to start a business sustainability journey:</p> <p>Benchmark your business - Moving towards more sustainable and responsible business practices is difficult if you don't know where you currently stand. It's critical to benchmark your business to understand your carbon footprint to see what adjustments you can make to reduce your environmental impact.</p> <p>Logicalis' managed services help customers define their carbon score, enabling them to track CO2 emissions relating to technology, giving them a head start in reducing their carbon footprint.</p> <p>We're proud to be part of Cisco's global initiative to responsibly repurpose and recycle end-of use products. We currently hold the Cisco environmental sustainability specialization in 11 countries across the world (Australia, Germany, Portugal, Singapore, Spain, Taiwan, UK, US, Hong Kong, Indonesia and Ireland) and will continue to build on this. We're passionate to be playing our part in driving the circular economy.</p>	*
44	Describe any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation of certification (as applicable) in the document upload section of your response.	<p>Logicalis is not a Woman, Minority, Small Business, or Veteran Owned business; however, we are always looking to engage diverse suppliers when possible. We have a Diversity &amp; Inclusion Steering Committee that leads outreach and diversity efforts as well as many specialized Employee Resource Groups to focus on specific DE&amp;I efforts (Women's Initiative Network, Military Personnel Resource Group, etc.).</p>	*
45	What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?	<p>Why Logicalis</p> <p>Partnering with an organization like Logicalis that has the people, processes, and technological platforms to deliver operational efficiencies is the best way to stay ahead of your business' changing demands. At Logicalis, our array of solution design and consulting services, provisioned consumption-based offerings, managed services and lifecycle services are all built on a best-practices framework backed by world-class ITIL processes designed to help you manage your technology infrastructure more efficiently and cost-effectively while responding proactively to your organization's transformation goals.</p> <p>The following will represent some unique attributes to Sourcewell participating entities from Logicalis offerings:</p> <ul style="list-style-type: none"> <li>• Best in class technology solutions to roll out State-of-the-Art Private Wireless infrastructure for business needs</li> <li>• Cradle to Grave lifecycle offering from Assessment, design, deployment, ongoing managed services to the proposed entity</li> <li>• Subject-matter expertise to review USE CASES and package relevant solutions</li> <li>• Flexibility in offering solutions and services to meet participating entities' needs</li> <li>• Professionally manage your IT infrastructure. Logicalis has a world class managed services team and state-of-the-art tools with AI embedded options to enhance customer experience.</li> <li>• Deliver consistency in your IT services and the user experience entities will provide</li> <li>• Reduce operational costs</li> <li>• Achieve fast IT infrastructure maturity</li> <li>• Mature SLED practice in terms of people, process and technologies across the nation</li> <li>• Deep understanding and skill sets to integrate and assimilate Private 5G solutions into traditional network infrastructures</li> </ul> <p>All these benefits will accrue by a very mature and seasoned private wireless practice which continues to grow and diversify in terms of offerings.</p> <p>These characteristics we believe represent our significant value proposition to Sourcewell participating entities on this contract.</p>	*

**Table 9A: Warranty**

**Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may upload representative samples of your warranty materials (if applicable) in the document upload section of your response in addition to responding to the questions below.**

Line Item	Question	Response *
46	Do your warranties cover all products, parts, and labor?	Logicalis is a value added reseller and does not provide an express or implied warranties, including, without limitation, warranties of fitness for a particular purpose or merchantability. Instead, Logicalis passes through all manufacturer warranties to Customer and agrees to provide commercially reasonable assistance to Customer in making warranty claims to the manufacturer.
47	Do your warranties impose usage restrictions or other limitations that adversely affect coverage?	Logicalis is a value added reseller and does not provide an express or implied warranties, including, without limitation, warranties of fitness for a particular purpose or merchantability. Instead, Logicalis passes through all manufacturer warranties to Customer and agrees to provide commercially reasonable assistance to Customer in making warranty claims to the manufacturer.
48	Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?	This is dependent upon the manufacturers' warranty policies. Logicalis passes through all manufacturer warranties to Customer and agrees to provide commercially reasonable assistance to Customer in making warranty claims to the manufacturer.
49	Are there any geographic regions of the United States or Canada (as applicable) for which you cannot provide a certified technician to perform warranty repairs? How will Sourcewell participating entities in these regions be provided service for warranty repair?	This is dependent upon the manufacturers' warranty policies. Logicalis passes through all manufacturer warranties to Customer and agrees to provide commercially reasonable assistance to Customer in making warranty claims to the manufacturer.
50	Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?	Logicalis passes through all manufacturer warranties to Customer and agrees to provide commercially reasonable assistance to Customer in making warranty claims to the manufacturer.
51	What are your proposed exchange and return programs and policies?	Logicalis passes through to Customer the manufacturers' warranties for each product and agrees to facilitate utilization of manufacturers' product return policies.
52	Describe any service contract options for the items included in your proposal.	Logicalis' manufacturers provide standard and extended warranty options for their products. These vary in time periods by solution and manufacturer, and have been included in the price list files. Logicalis extends any default manufacturer warranty to the end customer.

**Table 9B: Performance Standards or Guarantees**

Describe in detail your performance standards or guarantees, including conditions and requirements to qualify, claims procedure, and overall structure. You may upload representative samples of your performance materials (if applicable) in the document upload section of your response in addition to responding to the questions below.

Line Item	Question	Response *
53	Describe any performance standards or guarantees that apply to your services	<p>Logicalis provides Service Level Agreements around the services that we provide. As we define the services that will be awarded to Logicalis, we will jointly review and agree on the specific terms for each service provided. Logicalis will proactively measure against those SLAs and report to Sourcewell our performance on a monthly/quarterly basis as requested. In the event that SLAs are not being met, we will review the reasons behind that miss and provide a service improvement plan that can then become part of the service review meeting cadence until we are back in compliance. In the event that there are penalties for failure to meet the SLAs, we will follow the terms of the mutually agreed upon penalties at the outset of the service initiation. In the event that there are penalties for failure to meet the SLAs, we will follow the terms of the mutually agreed upon penalties at the outset of the service initiation.</p> <p>Our goal as we embark in any service of this nature is to define a baseline and improve upon it. While SLAs provide a baseline, we know that the expectations will change as the project advances over time. As such, Logicalis will continue to evaluate the expectations of Sourcewell, and measure our growth and progress over time, not just to the initial baseline.</p>
54	Describe any service standards or guarantees that apply to your services (policies, metrics, KPIs, etc.)	<p>Logicalis will furnish reports that help to detect trends, root causes, Logicalis will furnish reports that help to detect trends, root causes. See Question 30 for more details.</p> <p>In addition to the overall management, troubleshooting and provisioning capabilities provided by Control Center, Enterprise as well as the managed private wireless partner can monitor the solution components. Cisco Control Center provides high-level &amp; detailed drill-down health statistics for each Cisco Edge appliance deployed in the Enterprise network (across all sites, if a multi-site deployment has been selected). Enterprise &amp; Operators can also get details about bandwidth utilization, throughput, aggregate device statistics, or alerts for the Cisco Private 5G core. For selected vendors, Cisco Control Center also provides such high-level KPIs for the Radio / RAN part of the architecture.</p> <p>The Cisco P5GaaS solution is operated and managed by Cisco and offered as a SaaS solution with the capability to view / export P5GaaS performance metrics via API, Dashboard or exportable reports. Customer will have the capability to view / export P5GaaS Health Statistics (high-level) at the site level with drill-down via API, Dashboard or exportable reports.</p>

**Table 10: Payment Terms and Financing Options**

Line Item	Question	Response *	
55	Describe your payment terms and accepted payment methods.	Logicalis' standard payment terms are Net 30. We accept check, credit card, and EFT/ACH payments. That said, if awarded the bid, Logicalis is willing to negotiate mutually acceptable payment terms in good faith and seek necessary approvals for the same.	*
56	Describe any leasing or financing options available for use by educational or governmental entities.	Logicalis understands the needs of leasing/financing options for customers' IT environments. We work with a variety of banks, finance companies, and credit organizations to provide financial alternatives which allow educational and governmental organizations to implement technology today, but lease via both operational and capital vehicles. Logicalis will work with the buying entities' procurement department to assure we are presenting them with every possible financial option available to them.	*
57	Describe any standard transaction documents that you propose to use in connection with an awarded contract (order forms, terms and conditions, service level agreements, etc.). Upload a sample of each (as applicable) in the document upload section of your response.	Logicalis provides a Quotation to each buying entity for each project. A sample quotation has been included in the Documents section.	*
58	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?	Yes, we accept P-card/credit card payments. There is a transaction fee that varies between 1% and 3% depending on the type of card used. We accept check and EFT/ACH payments at no additional charge.	*

**Table 11: Pricing and Delivery**

Provide detailed pricing information in the questions that follow below. Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract as described in the RFP, the template Contract, and the Sourcwell Price and Product Change Request Form.

Line Item	Question	Response *
59	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcwell discounted price) on all of the items that you want Sourcwell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	Logicalis' model for pricing will be based on product categories that include server hardware, networking and security hardware, software, radios, fees for SIMs, radio subscriptions, and Logicalis/Cisco provided Managed Services. Hardware, software, installation services, and all other one-time fees can be bundled together for an upfront capital expenditure, while ongoing management and maintenance costs would reoccur monthly. Contract lengths can span from two to five years, depending on the needs of the participating entity. Specific line-item pricing and SKUs have been provided in the price list files in the Documents section.
60	Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.	<p>Logicalis plans to provide a discount percentage off from the list price from the manufacturers. If Logicalis receives any extra discounts because of large volume orders, we will pass those discounts on to the participating entity. The discounts listed below and in our proposal are based on low volume, run-rate business and can be honored down to a single item.</p> <ul style="list-style-type: none"> <li>• Airspan will be 4% off list price</li> <li>• Nokia will be 40% off list price</li> <li>• Cisco product will be 34% off list price</li> <li>• Maintenance products vary widely by manufacturer, so 0% off list and sold as MSRP.</li> <li>• There is no discount for Logicalis Professional Services or Managed Services as the SLED rates are already incorporated.</li> <li>• Complementary products and consumables will be marked up from cost no more than 10%.</li> </ul>
61	Describe any quantity or volume discounts or rebate programs that you offer.	The minimum discount referenced above applies to low-volume orders. For larger orders, Logicalis will provide a custom quote with an incremental discount commensurate to deal size. Volume discounts will start at 1000 or greater SIMs per named customer.
62	Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "nonstandard options". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.	For the Cisco product included in the solution, Logicalis will discount from List Price provided by Cisco. This price can vary and increases in Cisco product price will be expected during the lifespan of the contract. For the RAN providers, such as Airspan and Nokia, Logicalis will provide a discount off of list price. Similar to Cisco, the List Price of the RAN providers will vary during the lifespan of the contract. For miscellaneous items and consumables, Logicalis will provide a markup off of cost of less than 10%.
63	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.	As each opportunity has unknown site construction costs, particularly for outdoor deployments, no construction costs could be provided as part of this RFP. Also, any permitting, Professional Engineering Signed Documents, or Workforce Compliance or Safety requirement costs are not included in this proposal.
64	If freight, delivery, or shipping is an additional cost to the Sourcwell participating entity, describe in detail the complete freight, shipping, and delivery program.	Any freight, delivery, or shipping charge, if applicable, is a pass-through to the customer and may be dependent on weight, delivery location (inside vs. dock), and/or expedited requests.
65	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	Any freight, delivery, or shipping charge, if applicable, is a pass-through to the customer and may be dependent on weight, delivery location (inside vs. dock), and/or expedited requests.
66	Describe any unique distribution and/or delivery methods or options offered in your proposal.	All products will be drop-shipped directly from the manufacturer whenever possible to save on billed shipping costs. Lowest cost carrier will be utilized unless the customer pre-approves payment for expedited shipping.

**Table 12: Pricing Offered**

Line Item	The Pricing Offered in this Proposal is: *	Comments
67	b. the same as the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.	

**Table 13: Audit and Administrative Fee**

Line Item	Question	Response *
68	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to Sourcewell. Provide sufficient detail to support your ability to report quarterly sales to Sourcewell as described in the Contract template.	Logicalis has a configuration, pricing, and quoting tool that has been designed to work with the many contracts that Logicalis is on. By leveraging this tool, we are able to adhere to each contract's rules. Logicalis also holds annual training for the Sales Support staff to review each contract's rules and how to use the tool to verify compliance with the contract during the quoting and ordering process. Logicalis reviews all transactions made on a contract on a monthly basis to verify compliance and report on each contract's usage. While some contracts only require quarterly reporting, we still process monthly to maintain a high level of compliance.
69	If you are awarded a contract, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the contract.	Logicalis has a robust contract reporting process that reports on over 20 contracts on a monthly, quarterly, and yearly basis. Many of these contracts have a minimum annual sales volume requirement, which this metric is tracked throughout the year to ensure we're meeting those requirements.
70	Identify a proposed administrative fee that you will pay to Sourcewell for facilitating, managing, and promoting the Sourcewell Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See the RFP and template Contract for additional details.)	Logicalis proposes a 1% administrative fee for this contract. This percentage is consistent with other consortium/cooperative contracts we currently hold. In the event Sourcewell prefers a different percentage, we welcome the opportunity to negotiating that.

**Table 14A: Depth and Breadth of Offered Equipment Products and Services**

Line Item	Question	Response *
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71	Provide a detailed description of the equipment, products, and services that you are offering in your proposal.	<p>Equipment description for the Core:</p> <ol style="list-style-type: none"> <li>3 Cisco UCS220 M7 for the Core installation.</li> <li>2 Cisco 24 port 25 gig switches.</li> <li>18 25gig DAC cables for Server HA deployment.</li> </ol> <p>Equipment description for the AirSpan RAN (Radio Access Network)</p> <ol style="list-style-type: none"> <li>AirSpan 4G/5G Radios.</li> <li>Airspan ACP, BDP and witness software for management of the radios and SAS communications.</li> </ol> <p>Equipment description for the Nokia RAN (Radio Access Network)</p> <ol style="list-style-type: none"> <li>Nokia 4G/5G Radios.</li> <li>BBU for radio management and SAS communications.</li> </ol> <p>Service Description offered by Logicalis:</p> <ol style="list-style-type: none"> <li>Wireless Assessment Services including site surveys and remote predictive surveys</li> <li>USE CASES and private 5G wireless feasibility services</li> <li>Private 5G Architectural design</li> <li>Deployment and Project Management Services to include: <ul style="list-style-type: none"> <li>Cloud Management Installation</li> <li>Installation of the Core</li> <li>Installation of the RAN</li> <li>SIM onboarding</li> <li>Solution Activation</li> <li>Cisco Core Components</li> <li>Performance KPI analysis</li> <li>5G Core Optimizations</li> <li>Enterprise Network Management</li> <li>RAN Components Management</li> <li>Tier1/2/3 support</li> <li>Ongoing Management</li> <li>RMA support</li> <li>RAN Optimization</li> <li>Spectrum Management</li> <li>SIM management</li> </ul> </li> </ol> <p>Logicalis continues to grow and augment service offerings around private wireless as needs, market demands, and new technologies arise.</p>
72	Describe your supported 911 features and the planning, design, implementation and management products, services and process steps required.	<p>Currently, native P5G does not support 911 out of the box. By leveraging a Multi-Operator Core Network (MOCN) gateway system, you would have 911 capabilities with the carrier network riding over the PLTE network. Although pricing and detail are not included as part of this response, Logicalis has developed a solution to support a MOCN deployment. As part of that offering, Logicalis provides the following:</p> <ol style="list-style-type: none"> <li>Provides all network elements related to voice services stack (MOCN gateway, S1, MNO contracts). Logicalis will also support all survey, design, implementation, optimization, and ongoing operations to ensure compliance with MNO standards.</li> <li>All other elements not related to voice services (backhaul, structured cabling, eNodeBs, local PN or virtualized core)</li> <li>Any equipment upgrades from VoLTE to 5G responsibility of 3rd Party.</li> </ol> <p>Logicalis handles all negotiations with the participating carriers and will meet requirements for said carrier to satisfy their requirements for E-911 including certification by the carrier.</p>
73	Describe your solutions, services, and qualifications, for preventing, mitigating, and responding to private wireless network intrusions and attacks.	<p>Cisco Identity Services Engine (ISE) is an identity management solution offering that integrates with Private 5G wireless to enhance security. Other security tools pertaining to intrusion prevention will further protect private wireless attacks from propagating within the network. With the P5GaaS offering requiring a SIM to access the system, we are able to leverage ISE to authenticate the user, the physical/electronic SIM, and the International Mobile Equipment Identity (IMEI) to validate the device against those metrics to provide robust and secure access to the P5G network.</p>

74	<p>For each of the industries listed below (as applicable), describe your understanding of the typical challenges, opportunities, use cases, and solutions for:</p> <ul style="list-style-type: none"> <li>-Airports</li> <li>-Cities/Governments (local and federal)</li> <li>-Universities/Stadiums</li> <li>-K-12</li> <li>-Healthcare</li> <li>-Ports/Warehouses</li> <li>-Other</li> </ul>	<p>Smart Cities and Smart Campuses enable state, local and federal governments the ability to serve their constituents better, help schools and educators to improve the student experience, increase student engagement, make use of Artificial Intelligence and provide safer environments for students and citizens. However, the Internet of Things does come with risk. New attack vectors have been opened, giving malicious individuals new entry points into critical infrastructure and access to student information, location and disrupt the operation of the school or government. With the rise of nation state attacks and hacktivism, schools, utilities and governments need to make security an integral part of any solution. All too often, security is an afterthought during project inception, budgeting, and design. This approach winds up costing significantly more than addressing the problem up front. The single biggest challenge we run into is the lack of collaboration between various organizations within a college or university system. Logicalis views the Internet of Things as a collection of devices, the connectivity between them and platforms, which give the ability to manage and control the Internet of Things solutions. The data generated can be a differentiator but requires a comprehensive data management solution, including securing that data while at rest and in motion.</p> <p>Logicalis addresses this challenge by making security a critical part of our ideation workshops and assessments. We bring together leadership at the school or university system from facilities and IT, to the cyber security team, marketing and public relations, and student life. During these sessions, we identify the top use cases required, how they can be measured and how we can deploy those solutions securely. We evaluate the current security framework in place and make recommendations on how to secure the data and access. In addition to the challenge of not including security as an integral part of the initial project scoping, security is not often built into the IoT devices, which makes the devices vulnerable to attack. Ensuring that the devices are secured as part of a comprehensive framework is critical to the success of the project.</p> <p>Logicalis has also identified some existing uses cases pertaining to the industry segments identified above. Additionally, more and more use cases are emerging every day. Logicalis engages in dialogues to validate the feasibility of Private 5G for specific USE cases with our clients.</p> <p>Lastly, it is important for clients to plan for and identify costs and funding sources for the entire project life cycle. This is a challenge often overlooked when initially embarking on the project. Logicalis makes a serious effort to identify these ongoing project costs (both capital and recurring) during the commencement of a potential engagement. In this regard, clients should not overlook internal end user support costs, devices for end user connectivity, etc.</p> <p>Logicalis has developed the following use cases:</p> <ul style="list-style-type: none"> <li>• Higher Ed: <a href="https://www.linkedin.com/posts/logicalisus_architectsofchange-private5g-cisco-activity-7125496810978119680-vuD_?utm_source=share&amp;utm_medium=member_desktop">https://www.linkedin.com/posts/logicalisus_architectsofchange-private5g-cisco-activity-7125496810978119680-vuD_?utm_source=share&amp;utm_medium=member_desktop</a></li> <li>• State &amp; Local Govt: <a href="https://www.linkedin.com/posts/logicalisus_architectsofchange-private5g-cisco-activity-7125187227512442880-y5xj?utm_source=share&amp;utm_medium=member_desktop">https://www.linkedin.com/posts/logicalisus_architectsofchange-private5g-cisco-activity-7125187227512442880-y5xj?utm_source=share&amp;utm_medium=member_desktop</a></li> <li>• Ports and Warehouses: <a href="https://www.linkedin.com/posts/logicalisus_architectsofchange-private5g-cisco-activity-7124819804355530753-NpwY?utm_source=share&amp;utm_medium=member_desktop">https://www.linkedin.com/posts/logicalisus_architectsofchange-private5g-cisco-activity-7124819804355530753-NpwY?utm_source=share&amp;utm_medium=member_desktop</a></li> <li>• Healthcare: <a href="https://www.linkedin.com/posts/logicalisus_architectsofchange-cisco-privatenetworks-activity-7122631635308597248-OorY?utm_source=share&amp;utm_medium=member_desktop">https://www.linkedin.com/posts/logicalisus_architectsofchange-cisco-privatenetworks-activity-7122631635308597248-OorY?utm_source=share&amp;utm_medium=member_desktop</a></li> </ul>
75	<p>Describe your PWN solutions regarding IoT use cases and associated deployment maturity (ex: conceptual, lab, pilot in-progress, pilot complete, permanent deployment in-progress, permanent deployment fully commissioned, and project closed out). Describe your experience with both simple and complex IoT deployments.</p>	<p>Logicalis is in the early phase of many Private Wireless IOT pilot deployments. Preliminary results are extremely encouraging as both Logicalis and clients go through this early learning and experiential phase. Logicalis has completed production deployments for Industrial OT deployments at chemical plants, water treatment facilities, water pump stations, manufacturing, and mining, which all use Supervisory Control and Data Acquisition (SCADA) technologies. These IOT projects are mission critical to the respective customers and contribute to the day-to-day operation and financial viability of the customers and support their capabilities to deliver their end product and solution.</p>

76	Describe your solutions, services, and best practices for designing and deploying multiple geographically separated sites, as one PWN network (ex: two airports owned and operated by a city, extending enterprise systems) and as separate networks.	<p>Since the P5GaaS offering is based on either a hybrid, centralized, or non-centralized core, our solution allows the customer to determine where to drop the application data on the local network. We have the ability to deploy low-cost single system cores locally to each location and high availability clustered cores at a main data center. As long as the Radio Access Network (RAN) equipment has layer 3 connectivity to the core, it can be placed anywhere within the enterprise as long as jitter and latency is taken into consideration for location. Since the system has the ability to support multiple Access Point Names (APNs), the customer can isolate over the air, via VLANs, or physical port separation, and IT or OT traffic from other traffic on the network. Due to the cloud-based Home Subscriber Service (HSS), there is a single point of entry for activation and deactivation of the individual SIMs on a system-wide basis. The service offers the capability to support multi-tenancy to isolate management, Key Performance Indicators (KPIs), and Service Level Agreements (SLAs) on a per customer basis.</p>	*
77	<p>Describe your products and services offered for:</p> <ul style="list-style-type: none"> <li>-Maintaining seamless and continuous connectivity of EUDs</li> <li>-Traversing between PWNs of the same and different PWN manufacturer solutions</li> <li>-Ownership by the same (ex: delivery trucks driving between local, regional, national warehouses) and different Enterprise (ex: aircraft interoperability between airport PWNs)</li> </ul>	<p>Since the Logicalis P5GaaS offering can be customized for every customer, we offer an à la carte offering. The customer can choose what portion of the network they desire Logicalis to provide and support. Our offering is broken down into these three areas:</p> <ol style="list-style-type: none"> <li>1. LTE/5G core</li> <li>2. Radio Access Network (RAN)</li> <li>3. User Equipment (UE).</li> </ol> <p>Logicalis can deliver all three areas to a customer or allow the customer to operate items 2 and/or 3. The only REQUIRED area that Logicalis MUST maintain is the LTE/5G Core as this is a subscription-based offering and our SLAs with the customer and Cisco require that we operate that piece. With PWN being new to most customers, we have primarily been supporting the Core and RAN initially with the customer supporting the User Equipment. Since the customer has access to the Cloud-based Control Center portal, they can manage SIMs, monitor KPIs, troubleshoot connectivity, and create reports.</p> <p>If the customer desire to use different PWN manufacturers' equipment for the RAN or UE areas, the LTE/5G Core will support that capability. To date, Logicalis will support only the two RAN providers offered in this RFP of Airspan and Nokia. If the customer will take on support of any other vendors' RAN products, Logicalis will support the RAN vendor agnostic LTE/5G Core and will escalate back to the customer in cases of third party RAN issues.</p> <p>For Multi-Location networks, a single APN can be created to allow devices like airplanes and trucks to move between locations and authenticate against the backend, cloud-based, Control Center service. This allows multiple locations to deploy individual LTE/5G Cores with a single authentication mechanism. When that Cloud Service is paired with Cisco's Identity Services Engine, you can add additional access control such as Time of Day, Active Directory, and User, SIM, and IMEI matching validation. With ISE, the UE can be placed in dedicated/use specific VLANs regardless of the location they are currently visiting.</p>	*
78	Describe how your solutions and offerings will support future load-sharing of wireless communications between WiFi, Distributed Antenna Systems (DAS), CBRS, and other communications technologies.	<p>As most networks are deployed on an island without consideration to seamless mobility, it is important to work with a vendor like Logicalis to tie the backend authentication and policy management systems together regardless of the technology used. Our team has many industry experts that understand the challenges of integration of those disparate systems. Since we have a plethora of solutions such as Cisco Identity Services Engine, Neutral Host Networking (NHN), and Software Engineers, we can offer seamless mobility between all the technologies mentioned in the question. Our design team understands the stringent design standards to support CBRS from DAS to NHN and the requirements for "must have" 20ms handoffs between nodes and -95dbm cell edge signal differentiation at building windows. Part of the initial engagement for "load sharing" is the need to conduct benchmark testing prior to installation and provide results to 3rd Party, usually Carriers, to impact their design. As many customers opt for either the removal or halting DAS deployments, it is important to have a Partner that understands these technologies and can provide a proven design to satisfy your needs.</p>	*

79	Describe how your PWN can operate and be managed as a converged, unified, and integrated extension of other enterprise telecommunications networks and infrastructure solutions (cabled and wireless).	Even though PWN deployments are highly technical, at its basic functionality, it is just another access method. The key aspect is to leverage a cohesive Authentication and Policy engine such as Cisco's Identity Services Engine (ISE). This allows a single pane of glass for switching (wired), Wi-Fi (wireless), and PWN (cellular) as a subscription based, full-stack solution delivered as a Service. With ISE, you will have a system that is intuitively integrated into existing enterprise systems so that any work previously done for Wired and Wireless can seamlessly integrate into PWN.	*
80	Describe your ability to integrate with distributed antenna systems.	Private Wireless can replace the current DAS systems of today by leveraging the PLTE network. Neutral hosts now offer more than just infrastructure access, expanding their services to provide additional benefits to tenants. While they usually begin with leasing space for equipment, the business journey often expands through leasing specific technologies from set purposes to providing a complete, comprehensive infrastructure package. Some infrastructure companies start by providing co-location services, e.g., space and power, and then gradually move toward offering full active services for particular environments, such as stadiums, office buildings, or airports. As an example, a tower company with the right business ambition has the potential to drastically improve indoor connectivity in a high-rise building or transform the concert experience for millions of fans. Many infrastructure companies focus on the growing demand for mid-haul and backhaul fiber capacity for 5G networks, as well as for other optical transport and access applications, and are investing in fiber connections to homes and businesses.	*
81	Describe your PWN solutions regarding IoT use cases and associated deployment maturity (ex: conceptual, lab, pilot in-progress, pilot complete, permanent deployment in-progress, permanent deployment fully commissioned, and project closed out).	Same question as question 75.  Logicalis is in the early phase of many Private Wireless IOT pilot deployments. Preliminary results are extremely encouraging as both Logicalis and clients go through this early learning and experiential phase. Logicalis has completed production deployments for Industrial OT deployments at chemical plants, water treatment facilities, water pump stations, manufacturing, and mining, which all use Supervisory Control and Data Acquisition (SCADA) technologies. These IOT projects are mission critical to the respective customers and contribute to the day-to-day operation and financial viability of the customers and support their capabilities to deliver their end product and solution.	*
82	Describe your approach, process, and timeline for testing and implementing software updates to the PWN.	Software updates for Control Center, LTE/5G Core, Radio Access Network, and User Equipment are frequently released. Logicalis is constantly testing interoperability of the Core and RAN software to meet our customer SLA requirements. Although the Control Center and LTE/5G Core software updates are mandatory, we work with our customers to schedule the installation of such updates to have a minimal impact on operations. With a High Availability Core deployment (3 Server Core), we can perform an In-Service Software Upgrade (ISSU) to virtually eliminate any downtime for the customer during a software component upgrade. In the case the customer opts to deploy a single server LTE/5G Core, the down-time for a Core upgrade is usually around 20 minutes. This downtime can be alleviated by deployment of a centralized single server Core that routes traffic during the software upgrade for the remote location.	*
83	List and describe your various core solution options offered (ex: on-premises, cloud, hybrid, distributed, core services platform) and key differentiators. For each solution, describe the your experience deploying and managing the solution.	The Cisco P5G is an on-premises hardware/software solution with Cloud-based Management using Cisco Control Center. The hardware component is available as either a single server LTE/5G core or a High Availability 3 server LTE-5G core. Location of the hardware is determinant of where the traffic needs to exit the core. If remote site applications are cloud-based, then a redundant centralized packet core would be recommended. If the application data needs to access local resources, then we would recommend local packet core deployment. Logicalis' P5GaaS offering is currently utilized on higher education campuses, commercial buildings, and various industrial locations. Since it is offered as a service, we can customize SLAs with each customer based on the mission criticality of the service. Our 24/7 NOC constantly monitors the LTE-5G Core, Radio Access Network, and User Equipment for any anomalies as we utilize industry standard Monitoring, Troubleshooting, and Resolution technologies for tracking and reporting any issues found on your P5G network.	*
84	Describe your solutions for connecting end user devices that do not natively support PWNs. Note which of your solutions apply to 4G, 5G, and 4G/5G combined networks.	This depends on the product. Cell phones or tablets that do not support PWN will have to be replaced with a model that supports it. Laptops, phones and tablets that support WI-FI could use a small PWN gateway for connection via 4G or 5G. Logicalis offers many 4g/5g capable devices from many manufacturers such as Cisco, Cradlepoint, Inseego, etc. The type of device the customer wants to use usually defines whether a 4G or 5G deployment can be provided. The great thing about the Cisco LTE/5G Core is that it will support both technologies simultaneously.	*

85	Describe your mobile edge computing (a.k.a. multi-access edge computing) (MEC) PWN solutions and their key differentiators. For each, describe your experience deploying and managing the solution, as well as associated use cases.	Since the Cisco P5G Core supports 5G natively, Logicalis is currently working with server vendors for deployment of compute intensive and latency sensitive applications. These types of applications based on Artificial Intelligence, Autonomous Guided Vehicles, and Extended Reality are the future of 5G deployments. Logicalis is testing near real-time applications such as Connected Worker, Visual Assist, and Remote Expert applications using assisted reality wearables for applications such as front-line employees working in hazardous conditions. Remote Expert applications for troubleshooting, maintenance, repairs, and healthcare are focus areas for Logicalis as we see this part of the industry left behind since an Ultra Reliable Low Latency technology like the 5G version of PWN was not previously available. As the market for these capabilities matures, Logicalis will be at the forefront as a solution service provider.
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**Table 14B: Depth and Breadth of Offered Equipment Products and Services**

Indicate below if the listed types of equipment, products, and services are offered within your proposal. Provide an additional explanation in the text box provided, as necessary.

Line Item	Category or Type	Offered *	Comments
86	Assessment and strategy	<input checked="" type="radio"/> Yes <input type="radio"/> No	Logicalis provides an assessment and strategy as part of our service. We utilize Predictive RF tools for both Indoor and Outdoor deployments to accurately model the hardware design to ensure proper RF coverage, capacity, throughput, and latency. Once the design is completed and vetted by numerous departments and the deployment is completed, Logicalis performs post installation RF Site Surveys to validate the deployment meets design criteria. Once the system is validate to meet the specification, it is commissioned, monitoring begins, and is acceptance tested.
87	Network design, migration, and deployment, including network configuration and Spectrum Access System (SAS) registration	<input checked="" type="radio"/> Yes <input type="radio"/> No	As part of the PWN engagement, Logicalis offers multiple services to ensure a successful deployment that meets the customer's stated requirements. Those services include: <ul style="list-style-type: none"> <li>• Site Preparation</li> <li>• Organize Spectrum</li> <li>• SIM Management and Onboarding</li> <li>• Staging</li> <li>• Customer Profile Creation</li> <li>• Core and RAN Installation</li> <li>• Core Network Function Configuration</li> <li>• Pre-Launch Solution Validation</li> <li>• SLA Management</li> <li>• 24x7 Helpdesk preparation for 2nd and 2rd level Triage</li> <li>• RMA Management</li> <li>• Application and Device Integration</li> <li>• Spectrum Application (with Google or Federated)</li> <li>• Priority Access License coordination (if needed)</li> <li>• Multi-Access Computing Integration</li> <li>• New User Device Validation</li> <li>• IOT Application and Sensor Deployment</li> <li>• Integration with Seamless Roaming</li> <li>• Neutral Host Networking Consulting and Deployment</li> <li>• Performance KPI Analysis</li> <li>• RF Planning and Post Installation Validation</li> </ul> Logicalis has numerous Certified Professional Installers (CPI) on staff to assist with activation of CBRS enabled Radio Access Network and User Equipment devices at deployment or replacement intervals of the project lifecycle.
88	Acquisition and installation of needed equipment to support the private wireless network	<input checked="" type="radio"/> Yes <input type="radio"/> No	Logicalis has relationships with most of the major manufacturers of PWN network equipment and the distributors they sell through. We utilize both Logicalis Employees and 3rd Party companies for Construction Services as it pertains to P5G outdoor and indoor deployments. We have numerous employees that are Certified Professional Installers to facilitate activation of the Radio Access Network equipment once it is deployed. Logicalis has many industry certified employees on any of the hardware that we would provide as part of the offering on this contract.

89	Ongoing operations, maintenance, planning, expansion, and upgrading of the private wireless network and related components	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Since this offering is being provided as a Service, Logicalis operates a 24/7/365 Network Operations Center that is constantly monitoring the LTE/5G Core, Radio Access Network, Spectrum Access Service, and Network Connectivity. We handle ongoing configuration, troubleshooting, and RMA efforts, if needed.</p> <p>We realize the need to expand the network as your enterprise grows and we have PWN specific Sales Teams that can work with you to provide guidance, design, Bill of Materials, and ordering support. Our continued Professional and Managed Services teams will be available to Install and Managed the incremental equipment.</p>
90	Related network component solutions, such as private wireless network (PWN) cores, SIMs, radio access networks (RANs), gateways, end user devices (EUDs), network management tools, and products	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Logicalis provides all Components solutions requested above. Our solution is a turnkey As A Service offering. We either sell the complete portfolio or in the case of End User Devices not from Cisco, Cradlepoint, Inseego or other current manufacturers on our play card, have routes to recommend for acquiring such devices.</p>

**Table 14C: Depth and Breadth of Offered Equipment Products and Services**

Indicate below if the listed types of equipment, products, and services are offered within your proposal. Provide an additional explanation in the text box provided, as necessary.

Line Item	Category	Product/Service	Offered	Explain *
91	System Features and Capabilities:		<input checked="" type="radio"/> Yes <input type="radio"/> No	See list below for complete answers.
92		Multi-tenant support (network segmentation/slicing)	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>A filter on the Dashboard page allows service provider users to change their Private 5G view from all enterprise accounts to a single enterprise account based on the selected account. As service providers scale to support more enterprise accounts, this filter provides a way to focus on a target enterprise across all the metrics that appear on the Dashboard.</p>
93		Roaming from: Private-to-public networks Public-to-private networks Private-to-private networks	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>For Private-to-public networks, it would require the device to support dual SIM capabilities.</p> <p>For Public-to-private networks, it would require a MocN solution. Logicalis has the capabilities to provide installation and management of a MocN solution.</p> <ul style="list-style-type: none"> <li>MOCN functionality that allows a network operator to provide access to a single radio access network by other operators. Each operator operates its own core network, including one or more independent nodes. Each of the multiple core networks can communicate with each other as peers through the software. For example, authentication may be performed via inter-core network communication for a user who is on a roaming core network. Multiple cores may coordinate with each other regarding interference, backhaul, traffic prioritization, individual user authentication, and other parameters through the software to enable end user QoS. When a user is roaming but the user's home network is disconnected or unavailable, the service will still be provided.</li> </ul> <p>For Private-to-private networks, it would require the device to support dual SIM capabilities.</p>

94		Performance monitoring	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>The Performance Monitoring package contains a variety of dashboards and features that allow an enterprise to view usage and service metrics for their devices. Using this information, an enterprise can take action to improve device reliability, control costs, prevent fraud, and more.</p> <p>[Due to system limitations, please see Logicalis' proposal in the Documents section for this graphic.]                  Advanced Analytics Dashboards with Descriptions found below</p> <p>At-a-glance overview of cycle-to-date metrics for the current billing cycle, including summary deployment, usage, and session data. Found in Overview Dashboard</p> <p>A summary view of device deployment metrics, including deployment by SIM state, net new activations, and non-billed device data. Part of Deployment</p> <p>Connectivity data that allows you to understand how your devices are behaving and aid in operational planning and troubleshooting. Service Analytics contains Sessions Overview, Completed Sessions, and Ongoing Sessions reports. Part of Service Analytics</p> <p>Understand consumption patterns and make better cost planning decisions. Usage Analytics contains Usage Overview, Data, SMS, and Voice Usage reports. Part of Usage Analytics</p> <p>Out-of-the-box actionable key performance indicators (KPIs) that provide intelligence on how a KPI performed over the last six-month period. Found In Overview Deployment</p> <ul style="list-style-type: none"> <li>• Service Analytics &gt; Sessions Overview</li> <li>• Usage Analytics &gt; Usage Overview</li> </ul> <p>The top 20 devices with usage information and active device links to export data. Found In</p> <ul style="list-style-type: none"> <li>• Usage Analytics &gt; Data Usage</li> <li>• Usage Analytics &gt; SMS Usage</li> <li>• Usage Analytics &gt; Voice Usage</li> </ul> <p>Track the status and view exported files. Found In Analytics Export History</p>
95		Multi-network roaming	<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>At this time, there are no Multi-Network Roaming for PLTE, but with a MocN (Multi-Operator Core Network) system, a user could roam from a public network to a PLTE network broadcasting the public network on the CBRS band.</p> <ul style="list-style-type: none"> <li>• MOCN (Multi-Operator Core Network) functionality allows a network operator to provide access to a single radio access network by other operators. Each operator operates its own core network, including one or more independent nodes. Each of the multiple core networks can communicate with each other as peers through the software. For example, authentication may be performed via inter-core network communication for a user who is on a roaming core network. Multiple cores may coordinate with each other regarding interference, backhaul, traffic prioritization, individual user authentication, and other parameters through the software to enable end user QoS. When a user is roaming but the user's home network is disconnected or unavailable, the service will still be provided.</li> </ul>

96		Radio site capacity	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>The Cisco P5G LTE/5G solution can support up to 5,000 users per core/cluster. The number of clients supported by the individual radios is impacted by the type of deployment and manufacturer. The Radio Access Network (RAN) equipment supports split sector, single sector, and Carrier Aggregation. Carrier Aggregation virtually bonds channels to improve performance but, would halve the number of clients supported by each RAN. The theoretical limit for Airspan RAN is 256 users and for Nokia is 1024 users per broadband unit.</p>	*
97		Bandwidth and throughput	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Each single server Core or three server High Availability Core has been specified to support up to 5000 simultaneous clients with up to 10GB of total throughput per the manufacturer. Multiple core instances can be added to scale to the necessary customer required capacity.</p>	*
98		Mode (4G only, 4G to 5G Upgrade, 4/5G mixed mode, 5G only)	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Logicalis offers hardware and services for the Private LTE/5G services for all modes. The Cisco P5G solution supports both 4G and 5G RAN solutions.</p> <ul style="list-style-type: none"> <li>Airspan provides a cost effective 4G only solution and 5G only solution.</li> <li>Nokia provides a RAN that supports both 4G and 5G. You can software define 4G only, 5G Only or both at the same time.</li> </ul>	*
99		Quality of Service (QoS)	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>With 5G now we have the capabilities to configure network slicing: A key feature of 5G will be the ability to create multiple virtual networks that can be customized and optimized for the specific service and traffic that will use the particular network slice. In a private 5G network, this means that the network can be optimized for the needs of the user and the different uses within the network.</p>	*
100		Network Slicing	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>The Cisco 5G core and the Nokia 5G solution supports Slicing. 4G does not support slicing. Network Slicing enables the multiplexing of virtualized and independent logical networks on the same physical network infrastructure. The basic idea of network slicing is to "slice" the original network architecture in multiple logical and independent networks that are configured to effectively meet the various services requirements. To perform this duty, several techniques are employed:</p> <ul style="list-style-type: none"> <li>Network functions: they express elementary network functionalities that are used as "building blocks" to create every network slice.</li> <li>Virtualization: it provides an abstract representation of the physical resources under a unified and homogeneous scheme. In addition, it enables a scalable slice deployment relying on NFV that allows the decoupling of each network function instance from the network hardware it runs on.</li> <li>Orchestration: it is a process that allows coordination of all the different network components that are involved in the life-cycle of each network slice.</li> </ul> <p>Properly implemented, the Network Slicing functionality can provide the following benefits:</p> <ul style="list-style-type: none"> <li>Slice Isolation</li> <li>Guaranteed QOS</li> <li>Monetization of 5G</li> <li>Network Slicing Security</li> </ul> <p>Network Slicing is only available on 5G Stand Alone on the Cisco 5G Core.</p>	*

101	Network Components:		<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Network Components include the following gear:</p> <p>For the Core:  3- Cisco UCS220 M7 servers.  2- Cisco Catalyst 24 port Switches.  18–25 gig DAC cables</p> <p>Airspan RAN  3- Virtual Machines for ACP, BDP and the witness.  This is Management of the Radios and backup for SAS communications.  Radios of your choice.</p> <p>Nokia  1 BBU (Base Band Unit)  Radios of your choice.</p>
102		High Availability	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Cisco Private 5G has a highly available (HA) P5G network which uses three RU UCS servers and 2 Cisco Catalyst 9300 switches.</p> <p>[Due to system limitations, please see Logicalis' proposal in the Documents section for this graphic.]</p> <p>This deployment option for the on-site Private 5G private network edge component ensures the network can serve enterprise business-critical needs with high availability and resiliency.</p> <p>In the unlikely event of a hardware or software failure, an HA deployment can manage individual component failures without compromising the target committed performance of the network as a whole.</p> <p>For RAN High Availability indoors, surveys can be performed for overlapping coverage. For outdoor HA, Multiple eNodeB and gNodeB can be configured for overlapping Coverage.</p>
103		Indoor RAN	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>The Cisco P5G solution allows for flexibility with multiple RAN solutions to choose from. Logicalis has 2 RAN solutions that have different feature sets and capacities depending on the customer's requirements. The ran solutions are from Airspan and Nokia.</p> <p>The AirSpan product for indoor is the AirVelocity 1901.  The Nokia product for indoor is the AWHQU AirScale Micro 4T4R n48 80W CBRS</p>
104		Outdoor RAN	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>The Cisco P5G solution allows for flexibility with multiple RAN solutions to choose from. Logicalis has 2 RAN solutions that have different feature sets and capacities depending on the customer's requirements. The ran solutions are from Airspan and Nokia.</p> <p>The AirSpan product for outdoor is the Airspeed 2900.  The Nokia product for outdoor is the AWHQU micro RRRH 4T4R 20 W</p>
105		Open/proprietary RAN	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Both manufacturers included in this response provide proprietary RAN equipment as it pertains to maintaining and monitoring of the equipment. They rely on standards based 3GPP to openly communicate with CBRS certified devices and both manufacturers have gone through OnGo CBSD certifications to verify proper communications with certified User Equipment. Airspan provides an All-in-one unit that includes all of the RAN in a single form factor. Nokia provides a Split CU/DU form factor to facilitate BaseBand Unit separation with remote Radio Units.</p>

106		Open/proprietary Core	<input checked="" type="radio"/> Yes <input type="radio"/> No	As part of this response, we are providing the Cisco LTE/5G core. Although the core access is restricted to being monitored by Logicalis, there are numerous KPIs available for the customer to monitor. This core has been validated to inter-operate with any OnGo certified Radio Access Network provider as to the last 3GPP Release 16, 17, and 18 specifications.	*
107		SIMs	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>The Cisco P5G solutions supports physical SIMS and electronic SIMS. The customer has control of the SIMS through the Cisco Control Center.</p> <p>[Due to system limitations, please see Logicalis' proposal in the Documents section for this graphic.]</p>	*
108		End User Devices	<input checked="" type="radio"/> Yes <input type="radio"/> No	Logicalis provides End User Devices (UE) from various manufacturers including Cisco, Cradlepoint, Inseego, and Celerway. Any of the products listed on the OnGo web site at FCC-Authorized End User Devices - OnGo Alliance are compatible with the CBRS offering provided as part of this RFP response. Logicalis has included a subset of the manufacturers listed above as part of this response.	*
109		Gateways	<input checked="" type="radio"/> Yes <input type="radio"/> No	Logicalis provides End User Devices (UE) from various manufacturers including Cisco, Cradlepoint, Inseego, and Celerway. Any of the products listed on the OnGo web site that are listed as 5G Routers, Gateway, or LTE Router at FCC-Authorized End User Devices - OnGo Alliance are gateways that comply as compatible with the CBRS offering provided as part of this RFP response. Logicalis has included a subset of the manufacturers listed above as part of this response.	*

110	Design and Installation Services:		<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Logicalis provides complete Design and Installation Services as part of our turn-key As A Service offering. These include:</p> <p>Site Survey                  Input - Nominal Design                  Input -</p> <ul style="list-style-type: none"> <li>• Service requirements</li> <li>• Floor plans</li> <li>• Equipment specifications</li> <li>• Any info on the existing WiFi infrastructure</li> </ul> <p>Output -</p> <ul style="list-style-type: none"> <li>• Solution description with design objective and performance targets</li> <li>• Link Budget, Coverage plots (incl. Access Point/Radio nominal positioning, cabling)</li> <li>• Capacity dimensioning</li> <li>• Specific building physical implementation rules and conditions given by the customer</li> </ul> <p>Output -</p> <ul style="list-style-type: none"> <li>• Site Survey report with detailed physical information for equipment installation (incl. photos, RSRP of existing coverage, energy and transmission availability, infrastructure constraints, safety conditions, Power)</li> </ul> <p>Detailed Design                  Input -                  Site Survey Report</p> <p>Output -</p> <ul style="list-style-type: none"> <li>• Updated design drawings acct. for feedback from site survey</li> <li>• Updated BoM</li> </ul> <p>Physical Implementation                  Input -                  Drawings and guideline for implementation</p> <p>Output -</p> <ul style="list-style-type: none"> <li>• Physical implementation report (as-built documentation)</li> <li>• Physical acceptance</li> </ul> <p>Commissioning                  Input -                  Logicalis Commissioning</p> <p>Output -                  Equipment Activation</p> <p>Acceptance Tests                  Input -                  Data Collection (walk/drive test, KPI, Monitoring via OSS)</p> <p>Output -                  Acceptance Report</p>
111		RF Design	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Logicalis provides RF Design for both Indoor and Outdoor deployments as part of our Private Wireless As A Service offering. Once enough data is collected from the end user as to Device Types, Device Counts, Applications to be used, Bandwidth expectations, and Mobility requirements, we provide Predictive Analysis, RF Design, Radio count and placement, and Spectrum Availability. We utilize industry standard RF Propagation tools that include ground Clutter Data for outdoor and indoor RF characteristics which require a customer provided CAD file be provided before execution of RF study.</p>

112		System Design	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Logicalis provides system design as part of the service.</p> <p>Site Survey  Input - Nominal Design  Input -</p> <ul style="list-style-type: none"> <li>• Service requirements</li> <li>• Floor plans</li> <li>• Equipment specifications</li> <li>• Any info on the existing WiFi infrastructure</li> </ul> <p>Output -</p> <ul style="list-style-type: none"> <li>• Solution description with design objective and performance targets</li> <li>• Link Budget, Coverage plots (incl. Access Point/Radio nominal positioning, cabling)</li> <li>• Capacity dimensioning</li> <li>• Specific building physical implementation rules and conditions given by the customer</li> </ul> <p>Output -</p> <ul style="list-style-type: none"> <li>• Site Survey report with detailed physical information for equipment installation (incl. photos, RSRP of existing coverage, energy and transmission availability, infrastructure constraints, safety conditions, Power)</li> </ul> <p>Detailed Design  Input -  Site Survey Report</p> <p>Output -</p> <ul style="list-style-type: none"> <li>• Updated design drawings acct. for feedback from site survey</li> <li>• Updated BoM</li> </ul>
113		Radio Installation	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Logicalis provides Radio Installation as part of our Professional Services arm for both Indoor and Outdoor deployments. We have on staff or through third parties OSHA Communication Tower certified tower climbers and installers for any job size. The radio installation includes Mounting, Pinwheel Orientation, Down Tilt, Grounding, Cabling and Certified Professional Installer (CPI) signing of the installation to meet Federal Spectrum Access System requirements.</p>
114		Core Installation	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Logicalis provides Professional Services for Core and RAN installations. Our technical design and implementation teams are assigned to solution design or installation based on their professional skills and accreditations. We work with customers to detail all power, network connectivity, rack space, and heating/cooling required to support the LTE/5G Core. Additionally, we provide Firewall Consulting Services to make certain the LTE/5G Core has access to necessary network and Cloud-based resources.</p>
115		System integration and testing	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Logicalis can provide system integration and testing as part of a SOW. This includes customer specific User Equipment Devices, other Third Party Radio Access Network devices, and application testing across the PWN infrastructure. We have previously provided custom configuration services for SCADA and IOT deployments, as those usually require particular network configuration and support.</p>
116		Application integration support	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Logicalis can offer services to integrate applications via KPI into the Cisco Control Central, AirSpan, Nokia and LogicMonitor. Our team has extensive experience with Application Program Interface programming as we utilize those interfaces as part of our LogicMonitor monitoring offering. We can provide consulting services to customers around our experience with those interfaces.</p>

117		Network slicing	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>The Cisco 5G core and the Nokia 5G solution supports Slicing. 4G does not support slicing. Network Slicing enables the multiplexing of virtualized and independent logical networks on the same physical network infrastructure. The basic idea of network slicing is to "slice" the original network architecture in multiple logical and independent networks that are configured to effectively meet the various services requirements. To perform this duty, several techniques are employed:</p> <ul style="list-style-type: none"> <li>• Network functions: they express elementary network functionalities that are used as "building blocks" to create every network slice.</li> <li>• Virtualization: it provides an abstract representation of the physical resources under a unified and homogeneous scheme. In addition, it enables a scalable slice deployment relying on NFV that allows the decoupling of each network function instance from the network hardware it runs on.</li> <li>• Orchestration: it is a process that allows coordination of all the different network components that are involved in the life-cycle of each network slice.</li> </ul> <p>Properly implemented, the Network Slicing functionality can provide the following benefits:</p> <ul style="list-style-type: none"> <li>• Slice Isolation</li> <li>• Guaranteed QOS</li> <li>• Monetization of 5G</li> <li>• Network Slicing Security</li> </ul> <p>Network Slicing is only available on 5G Stand Alone on the Cisco 5G Core.</p>
118		Operations, Maintenance and Administrative Services:	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Logicalis' key differentiators include:</p> <ul style="list-style-type: none"> <li>• Logicalis has a customer centric approach to everything we do, including an Enterprise Management Office that supports our customers at every stage of engagement</li> <li>• We work with leading technology companies and hold 2,000 certifications from Cisco, HP, IBM, VMware, and Microsoft.</li> <li>• We design and manage entire IT infrastructures with technical and delivery skills that underpin them.</li> <li>• We are recognized for UC and Data Center expertise as a Top 100 IT solution provider six years in a row.</li> <li>• We bring a Cloud Solution framework supporting both Public and Private solutions.</li> <li>• We offer infrastructure Managed Services backed the right people, processes and technology.</li> <li>• We have Tier 3 data centers with cross-country geographic coverage.</li> <li>• We maintain a strong financial position enabling full customer confidence in long-term partnerships.</li> <li>• We are able to support multi-national customers across Europe, USA, Latin America, and Asia Pacific.</li> <li>• We provide online tools to simplify maintenance contract administration for customers.</li> <li>• We are a multi-vendor specialist in solutions for specific industries such as healthcare and education.</li> </ul>
119		Spectrum Access System	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Logicalis provides spectrum management as a service. We team with both Google and Federated Wireless as Spectrum Access System providers. In addition, we have relationships with current Priority Access License holders in the event that the customer requires reserved channels in the CBRS spectrum due to high CBRS usage in an area or the mission criticality of the service being deployed.</p>

120		Network monitoring	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>LogicMonitor is our standard tool and integrates with other tools like ServiceNow, Dell Boomi, Elastic, Grok as part of our Digital Service Platform (DSP).</p> <p>Technical support options, including the help request process, escalation process, response times, and staff expertise. For over 22 years, Logicalis has provided Service Desk/Help Desk Services and Remote infrastructure Monitoring and Management (RIMM) services for technologies that span the enterprise. The secret to our success is directly related to our Service Management framework, that we continue to mature based on the ITIL framework. We were an early adopter of ServiceNow and have become one of the world's leading ServiceNow reseller and implementation partner. For our RIMM services, we operate from a set of Operating Models as shown previously. As a service provider and OEM partner, Logicalis has over 6,000 employees worldwide and support over 10,000 corporate and public sector companies supported by skilled and certified engineers in their area of expertise.</p>
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### Exceptions to Terms, Conditions, or Specifications Form

Only those Proposer Exceptions to Terms, Conditions, or Specifications that have been accepted by Sourcewell have been incorporated into the contract text.

### Documents

#### Ensure your submission document(s) conforms to the following:

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.
3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.
4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as "Marketing Plan."

- [Pricing](#) - Documents-01-Pricing.zip - Monday February 19, 2024 17:04:30
- [Financial Strength and Stability](#) - Documents-02-Financial Strength and Stability.pdf - Monday February 19, 2024 17:04:44
- [Marketing Plan/Samples](#) - Documents-03-Marketing Plan-Samples.pdf - Monday February 19, 2024 17:04:55
- [WMBE/MBE/SBE or Related Certificates](#) - Documents-04-Related Certificates.zip - Monday February 19, 2024 17:05:16
- [Warranty Information](#) - Documents-05-Warranty Information.pdf - Monday February 19, 2024 17:05:28
- [Standard Transaction Document Samples](#) - Documents-06-Standard Transaction Document Samples.zip - Monday February 19, 2024 17:05:40
- [Requested Exceptions](#) - Documents-07-Requested Exceptions.zip - Monday February 19, 2024 17:05:51
- [Upload Additional Document](#) - Logicalis Proposal.pdf - Tuesday February 20, 2024 11:00:14

## Addenda, Terms and Conditions

### PROPOSER AFFIDAVIT AND ASSURANCE OF COMPLIANCE

I certify that I am the authorized representative of the Proposer submitting the foregoing Proposal with the legal authority to bind the Proposer to this Affidavit and Assurance of Compliance:

1. The Proposer is submitting this Proposal under its full and complete legal name, and the Proposer legally exists in good standing in the jurisdiction of its residence.
2. The Proposer warrants that the information provided in this Proposal is true, correct, and reliable for purposes of evaluation for contract award.
3. The Proposer, including any person assisting with the creation of this Proposal, has arrived at this Proposal independently and the Proposal has been created without colluding with any other person, company, or parties that have or will submit a proposal under this solicitation; and the Proposal has in all respects been created fairly without any fraud or dishonesty. The Proposer has not directly or indirectly entered into any agreement or arrangement with any person or business in an effort to influence any part of this solicitation or operations of a resulting contract; and the Proposer has not taken any action in restraint of free trade or competitiveness in connection with this solicitation. Additionally, if Proposer has worked with a consultant on the Proposal, the consultant (an individual or a company) has not assisted any other entity that has submitted or will submit a proposal for this solicitation.
4. To the best of its knowledge and belief, and except as otherwise disclosed in the Proposal, there are no relevant facts or circumstances which could give rise to an organizational conflict of interest. An organizational conflict of interest exists when a vendor has an unfair competitive advantage or the vendor's objectivity in performing the contract is, or might be, impaired.
5. The contents of the Proposal have not been communicated by the Proposer or its employees or agents to any person not an employee or legally authorized agent of the Proposer and will not be communicated to any such persons prior to Due Date of this solicitation.
6. If awarded a contract, the Proposer will provide to Sourcewell Participating Entities the equipment, products, and services in accordance with the terms, conditions, and scope of a resulting contract.
7. The Proposer possesses, or will possess before delivering any equipment, products, or services, all applicable licenses or certifications necessary to deliver such equipment, products, or services under any resulting contract.
8. The Proposer agrees to deliver equipment, products, and services through valid contracts, purchase orders, or means that are acceptable to Sourcewell Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to Sourcewell Members under an awarded Contract.
9. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
10. The Proposer understands that Sourcewell will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statutes Section 13.591, subdivision 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals become public data. Minnesota Statutes Section 13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.
11. Proposer its employees, agents, and subcontractors are not:
  1. Included on the "Specially Designated Nationals and Blocked Persons" list maintained by the Office of Foreign Assets Control of the United States Department of the Treasury found at: <https://www.treasury.gov/ofac/downloads/sdnlist.pdf>;
  2. Included on the government-wide exclusions lists in the United States System for Award Management found at: <https://sam.gov/SAM/>; or
  3. Presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated

by the State of Minnesota; the United States federal government or the Canadian government, as applicable; or any Participating Entity. Vendor certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this solicitation.

By checking this box I acknowledge that I am bound by the terms of the Proposer’s Affidavit, have the legal authority to submit this Proposal on behalf of the Proposer, and that this electronic acknowledgment has the same legal effect, validity, and enforceability as if I had hand signed the Proposal. This signature will not be denied such legal effect, validity, or enforceability solely because an electronic signature or electronic record was used in its formation. - Sandy Shute, Sr. Account Executive, Logicalis, Inc.

The Proposer declares that there is an actual or potential Conflict of Interest relating to the preparation of its submission, and/or the Proposer foresees an actual or potential Conflict of Interest in performing the contractual obligations contemplated in the bid.

Yes  No

The Bidder acknowledges and agrees that the addendum/addenda below form part of the Bid Document.

Check the box in the column "I have reviewed this addendum" below to acknowledge each of the addenda.

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
<b>Addendum_7_Private_Wireless_Services_RFP_020624</b> Fri February 2 2024 10:45 AM	<input checked="" type="checkbox"/>	1
<b>Addendum_6_Private_Wireless_Services_RFP_020624</b> Wed January 31 2024 08:09 AM	<input checked="" type="checkbox"/>	1
<b>Addendum_5_Private_Wireless_Services_RFP_020624</b> Tue January 30 2024 12:22 PM	<input checked="" type="checkbox"/>	3
<b>Addendum_4_Private_Wireless_Services_RFP_020624</b> Fri January 26 2024 03:28 PM	<input checked="" type="checkbox"/>	2
<b>Addendum_3_Private_Wireless_Services_RFP_020624</b> Wed January 24 2024 04:00 PM	<input checked="" type="checkbox"/>	3
<b>Addendum_2_Private_Wireless_Services_RFP_020624</b> Thu January 18 2024 08:22 AM	<input checked="" type="checkbox"/>	2
<b>Addendum_1_Private_Wireless_Services_RFP_020624</b> Fri January 12 2024 02:04 PM	<input checked="" type="checkbox"/>	1