

TIPS VENDOR AGREEMENT

Between CDW Government, LLC and
THE INTERLOCAL PURCHASING SYSTEM (TIPS)
For
RFP 181102 Internet & Network Security

General Information

The Vendor Agreement (“Agreement”) made and entered into by and between The Interlocal Purchasing System (hereinafter referred to as “TIPS” respectfully) a government cooperative purchasing program authorized by the Region 8 Education Service Center, having its principal place of business at 4845 US Hwy 271 North, Pittsburg, Texas 75686. This Agreement consists of the provisions set forth below, including provisions of all Attachments referenced herein. In the event of a conflict between the provisions set forth below and those contained in any Attachment, the provisions set forth shall control.

The vendor Agreement shall include and incorporate by reference this Agreement, the terms and conditions, special terms and conditions, any agreed upon amendments, as well as all of the sections of the solicitation as posted, including any addenda and the awarded vendor’s proposal.. Other documents to be included are the awarded vendor’s proposals, task orders, purchase orders and any adjustments which have been issued. If deviations are submitted to TIPS by the proposing vendor as provided by and within the solicitation process, this Agreement may be amended to incorporate any agreed deviations.

The following pages will constitute the Agreement between the successful vendors(s) and TIPS. Bidders shall state, in a separate writing, and include with their proposal response, any required exceptions or deviations from these terms, conditions, and specifications. If agreed to by TIPS, they will be incorporated into the final Agreement.

A Purchase Order, Agreement or Contract is the TIPS Member’s approval providing the authority to proceed with the negotiated delivery order under the Agreement. Special terms and conditions as agreed to between the vendor and TIPS Member should be added as addendums to the Purchase Order, Agreement or Contract. Items such as certificate of insurance, bonding requirements, small or disadvantaged business goals are some of the addendums possible.

The parties acknowledge and agree that no purchases of Cloud products, subscriptions, or services shall be permitted pursuant to this Agreement.

Terms and Conditions

Freight

All quotes to members shall provide a line item for cost for freight or shipping regardless if there is a charge or not. If no charge for freight or shipping, indicate by stating "No Charge" or "\$0" or other similar indication. Otherwise, all shipping, freight or delivery charges shall be passed through to the TIPS Member at cost with no markup and said charges shall be agreed by the TIPS Member.

Warranty Conditions

All new supplies equipment and services shall include manufacturer's minimum standard warranty unless otherwise agreed to in writing. Vendor shall be legally permitted to sell, or an authorized dealer, distributor or manufacturer for all products offered for sale to TIPS Members. All equipment proposed shall be new unless clearly stated in writing.

Customer Support

The Vendor shall provide timely and accurate customer support to TIPS Members. Vendors shall respond to such requests within one (1) working day after receipt of the request. Vendor shall provide training regarding products and services supplied by the Vendor unless otherwise clearly stated in writing at the time of purchase. (Unless training is a line item sold or packaged and must be purchased with product.)

Agreements

All Agreements and agreements between Vendors and TIPS Members shall strictly adhere to the statutes that are set forth in the Uniform Commercial Code as most recently revised.

Agreements for purchase will normally be put into effect by means of a purchase order(s) executed by authorized agents of the participating government entities.

Davis Bacon Act requirements will be met when Federal Funds are used for construction and/or repair of buildings.

Tax exempt status

A taxable item sold, leased, rented to, stored, used, or consumed by any of the following governmental entities is exempted from the taxes imposed by this chapter: (1) the United States; (2) an unincorporated instrumentality of the United States; (3) a corporation that is an agency or instrumentality of the United States and is wholly owned by the United States or by another corporation wholly owned by the United States; (4) the State of Texas; (5) a Texas county, city, special district, or other political subdivision; or (6) a state, or a governmental unit of a state that borders Texas, but only to the extent that the other state or governmental unit exempts or does not impose a tax on similar sales of items to this state or a political subdivision of this state. Texas Tax Code § 151.309. Most TIPS Members are tax exempt and the related laws of the jurisdiction of the TIPS Member shall apply.

Assignments of Agreements

No assignment of Agreement may be made without the prior written approval of TIPS. Payment can only be made to the awarded Vendor or vendor assigned company.

Disclosures

1. Vendor affirms that he/she has not given, offered to give, nor intends to give at any time hereafter any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor or service to a public servant in connection with this Agreement.
2. Vendor shall attach, in writing, a complete description of any and all relationships that might be considered a conflict of interest in doing business with Members in the TIPS program.
3. The vendor affirms that, to the best of his/her knowledge, the offer has been arrived at independently, and is submitted without collusion with anyone to obtain information or gain any favoritism that would in any way limit competition or give an unfair advantage over other vendors in the award of this Agreement.

Renewal of Agreements

The Agreement with TIPS is for a two (2) year term with an option for renewal for additional one (1) consecutive year. Total term of Agreement can be up to the number of years provided in the solicitation, if sales are reported through the Agreement and both parties agree. The scheduled Agreement termination date shall be the last date of the month of the last month of the agreement's legal effect. **Example:** *If the agreement is scheduled for to end on May 23, the anniversary date of the award, it would actually be extended to May 31 in the last month of the last year the contract is active.*

Automatic Renewal Clauses Incorporated in Awarded Vendor Agreements with TIPS Members Resulting from the Solicitation and with the Vendor Named in this Agreement.

No Agreement for goods or services with a TIPS Member by the awarded vendor named in this Agreement that results from the solicitation award named in this Agreement, may incorporate an automatic renewal clause with which the TIPS Member must comply. All renewal terms incorporated in an Agreement by the vendor with the TIPS Member shall only be valid and enforceable when the vendor receives written confirmation by purchase order or executed Agreement issued by the TIPS Member for any renewal period. The purpose of this clause is to avoid a TIPS Member inadvertently renewing an Agreement during a period in which the governing body of the TIPS Member has not properly appropriated and budgeted the funds to satisfy the Agreement renewal. This term is not negotiable and any Agreement between a TIPS Member and a TIPS awarded vendor with an automatic renewal clause that conflicts with these terms is rendered void and unenforceable.

Shipments

The Vendor shall ship ordered products within a commercially reasonable time after the receipt of the order. If a product cannot be shipped within that time, the Vendor shall notify TIPS and the requesting entity as to why the product has not shipped and shall provide an estimated shipping date, if applicable. TIPS or the requesting entity may cancel the order if estimated shipping time is not acceptable.

Invoices

The awarded vendor shall submit invoices or payment requests to the TIPS Member participating entity clearly stating "Per TIPS Agreement # xxxxxxxx. Each invoice or pay request shall include the TIPS Member's purchase order number or other identifying designation as provided in the order by the TIPS Member. If applicable, the shipment tracking number or pertinent information for verification of TIPS Member receipt shall be made available upon request.

Payments

The TIPS Member will make payments directly to the Vendor or vendor assigned dealer at net 30 days after receiving invoice or in compliance with applicable statute, whichever is the lessor time or as otherwise provided by an agreement of the parties.

Pricing

The Vendor agrees to provide pricing to TIPS and its participating governmental entities that is at least equal to the lowest pricing available to like cooperative purchasing customers under substantially similar circumstances, and the pricing shall remain so throughout the duration of the Agreement.

Price increases will be honored according to the terms of the solicitation. However, the Vendor shall honor previous prices for thirty (30) days after written notification to TIPS of an increase. All pricing submitted to TIPS shall include the participation fee, as provided in the solicitation, to be remitted to TIPS by the Vendor. Vendor will not show adding the fee to the invoice presented to customer. Failure to render the participation fee to TIPS shall constitute a breach of this agreement and shall be grounds for termination of this agreement and any other agreement held with TIPS.

Participation Fees

Vendor shall pay the participation fee for all Agreement sales to TIPS on a monthly scheduled report. Vendor will provide electronic (excel format) reporting to TIPS on a monthly basis.

The report will include the following information: Vendor Name, Customer, State, City, Customer Number (Vendor Account Number), Customer PO, PO Date, PO Amount, TIPS Agreement Number, and % Participation Fee. The Vendor or vendor assigned dealers are responsible for keeping record of all sales that go through the TIPS Agreement.

Failure to pay the participation fee will result in termination of Agreement. Please contact TIPS

at tips@tips-usa.com or call (866) 839-8477 if you have questions about paying fees.

Indemnity and Limitation of Liability

The Vendor agrees to indemnify and hold harmless and defend TIPS, TIPS Member(s), officers and employees from and against all claims and suits by third parties for physical injuries to persons (including death), tangible personal property damages, losses, and expenses including court costs and reasonable attorney's fees resulting from the negligence or willful misconduct of the Vendor, its officers, employees, agents, subcontractors, licensees during performance under this Agreement.. Per Texas Education Code §44.032(f), reasonable Attorney's fees are recoverable by the prevailing party in any dispute resulting in litigation.

UNDER NO CIRCUMSTANCES, AND NOTWITHSTANDING THE FAILURE OF ESSENTIAL PURPOSE OF ANY REMEDY SET FORTH HEREIN, WILL EITHER PARTY, ITS AFFILIATES OR ITS OR THEIR SUPPLIERS, SUBCONTRACTORS OR AGENTS BE LIABLE FOR: ANY INCIDENTAL, INDIRECT, SPECIAL, PUNITIVE OR CONSEQUENTIAL DAMAGES, INCLUDING, BUT NOT LIMITED TO, LOSS OF PROFITS, BUSINESS, REVENUES OR SAVINGS, AND LOSS, DAMAGE OR CORRUPTION OF DATA OR SOFTWARE, EVEN IF THE PARTY HAS BEEN ADVISED OF THE POSSIBILITIES OF SUCH DAMAGES OR IF SUCH DAMAGES ARE OTHERWISE FORESEEABLE, IN EACH CASE, AND WHETHER A CLAIM FOR ANY SUCH LIABILITY IS PREMISED UPON BREACH OF CONTRACT, WARRANTY, NEGLIGENCE, STRICT LIABILITY OR OTHER THEORY OF LIABILITY.

EXCEPT AS OTHERWISE AGREED BELOW, IN THE EVENT OF ANY LIABILITY INCURRED BY EITHER PARTY OR ANY OF ITS AFFILIATES HEREUNDER, THE ENTIRE LIABILITY OF THE PARTY AND ITS AFFILIATES FOR DAMAGES FROM ANY CAUSE WHATSOEVER WILL NOT EXCEED THE DOLLAR AMOUNT PAID BY THE TIPS MEMBER FOR THE SPECIFIC PURCHASED ITEM(S) GIVING RISE TO THE CLAIM. IN THE EVENT OF ANY CLAIMS FOR DAMAGE TO TANGIBLE PERSONAL PROPERTY OR PHYSICAL INJURY (INCLUDING DEATH), VENDOR'S TOTAL AGGREGATE LIABILITY FOR SUCH CLAIMS SHALL NOT EXCEED \$5,000,000.

Multiple Vendor Awards

TIPS reserves the right to award multiple vendor Agreements for categories when deemed in the best interest of the TIPS Membership. Bidders scoring the solicitation's specified minimum score or above will be considered for an award. Categories are established at the discretion of TIPS.

State of Texas Franchise Tax

By signature hereon, the bidder hereby certifies that he/she is not currently delinquent in the payment of any franchise taxes owed the State of Texas under Chapter 171, Tax Code.

Miscellaneous

The Vendor acknowledges and agrees that continued participation in TIPS is subject to TIPS sole discretion and that any Vendor may be removed from the participation in the Program at any

time with or without cause. Nothing in the Agreement or in any other communication between TIPS and the Vendor may be construed as a guarantee that TIPS Members will submit any orders at any time. TIPS reserves the right to request additional proposals for items or services already on Agreement at any time.

Purchase Order Pricing/Product Deviation

If a deviation of pricing/product on a purchase order or contract modification occurs, TIPS is to be notified within 48 hours of receipt of order.

Termination for Convenience

TIPS reserves the right to terminate this agreement for cause or no cause for convenience with a thirty-day written notice except, for termination for cause, an opportunity to cure material defects within 30 Days is granted to the Vendor. Termination for convenience is required under Federal Regulations 2 CFR part 200. All purchase orders presented to the Vendor by a TIPS Member prior to the actual termination of this agreement shall be honored at the option of the TIPS Member. The awarded vendor may terminate the agreement with ninety (90) days written notice to TIPS 4845 US Hwy North, Pittsburg, Texas 75686.

TIPS Member Purchasing Procedures

Purchase orders or their equal are issued by participating TIPS Member to the awarded vendor indicating on the PO "Agreement Number". Purchase orders are emailed to TIPS at tipspo@tips-usa.com.

- Awarded vendor delivers goods/services directly to the participating TIPS Member.
- Awarded vendor invoices the participating TIPS Member directly.
- Awarded vendor receives payment directly from the participating TIPS Member.
- Awarded vendor reports sales monthly to TIPS (unless prior arrangements have been made with TIPS to report monthly).

Form of Agreement

If a vendor submitting a Proposal requires TIPS and/or TIPS Member to sign an additional agreement, a copy of the proposed agreement must be included with the proposal.

In response to submitted supplemental Vendor Agreement documents, TIPS will review proposed vendor Agreement documents. Supplemental Vendor's Agreement documents shall not become part of TIPS's Agreement with vendor unless and until an authorized representative of TIPS reviews and approves it.

Licenses

Awarded vendor shall maintain in current status all federal, state and local licenses, bonds and permits required for the operation of the business conducted by awarded vendor. Awarded vendor shall remain fully informed of and in compliance with all ordinances and regulations pertaining to the lawful provision of services under the Agreement. TIPS reserves the right to stop work and/or cancel Agreement of any awarded vendor whose license(s) expire, lapse, are suspended or terminated.

Novation

If awarded vendor sells or transfers all assets or the entire portion of the assets used to perform this Agreement, a successor in interest must guarantee to perform all obligations under this Agreement. TIPS reserves the right to accept or reject any new party. A simple change of name agreement will not change the Agreement obligations of awarded vendor.

Site Requirements (when applicable to service or job)

Specific site requirements, such as clean up, site preparation, background checks, and safety measures, as applicable, shall be agreed upon by Vendor and TIPS Members in individual Statements of Work (SOWs) prior to the commencement of Services.

Smoking

Persons working under Agreement shall adhere to local smoking policies. Smoking will only be permitted in posted areas or off premises.

Marketing

Awarded vendor agrees to allow TIPS to use their name and logo within website, marketing materials and advertisement. Any use of Vendor's name and logo shall be in accordance with CDW's Logo Usage Guidelines, which are available at https://cdw-prod.adobecqms.net/content/dam/cdw/on-domain-cdw/cdw-branded/cdw-logos/CDW_Logo_Usage.pdf. Any use of TIPS name and logo or any form of publicity, inclusive of press release, regarding this Agreement by awarded vendor must have prior approval from TIPS.

Supplemental Agreements

The TIPS Member entity participating in the TIPS Agreement and awarded vendor may enter into a separate supplemental agreement or contract to further define the level of service requirements over and above the minimum defined in this Agreement i.e. invoice requirements, ordering requirements, specialized delivery, site requirements, licenses, work product, and services warranties, etc. Any supplemental agreement or contract developed as a result of this Agreement is exclusively between the participating entity and awarded vendor. TIPS, its agents, and any TIPS Members and employees not signatories to the supplemental agreement shall not be made party to any claim for breach of such agreement.

Survival Clause

All applicable software license agreements, warranties or service agreements that were entered into between Vendor and Customer under the terms and conditions of the Agreement shall survive the expiration or termination of the Agreement. All Orders, Purchase Orders issued or contracts executed by TIPS or a TIPS Member and accepted by the Vendor prior to the expiration or termination of this agreement, shall survive expiration or termination of the Agreement, subject to previously agreed terms and conditions agreed by the parties or as

otherwise specified herein relating to termination of this agreement.

Legal Obligations

It is the responding vendor's responsibility to be aware of and comply with all applicable local, state and federal laws governing the sale of products/services identified in this Solicitation and any awarded Agreement thereof. Applicable laws and regulations must be followed even if not specifically identified herein.

Audit Rights

Due to transparency statutes and public accountability requirements of TIPS and TIPS Members, the awarded Vendor shall, at their sole expense, maintain appropriate due diligence of all purchases made by a TIPS Member that utilizes this Agreement. TIPS and Region 8 ESC each reserve the right to audit the accounting of TIPS related purchases for a period of three (3) years from the time such purchases are made. This audit right shall survive termination of this Agreement for a period of one (1) year from the effective date of termination. Notwithstanding the foregoing, in the event that TIPS is made aware of any pricing being offered to eligible entities that is materially inconsistent with the pricing under this agreement, TIPS shall have the ability to conduct the audit internally or may engage a third-party auditing firm to investigate any non-complying conduct. In the event an audit is performed by a third-party auditing firm, such third-party must execute Vendor's Standard Non-Disclosure Agreement. In the event of an audit, the requested materials shall be reasonably provided in the format designated by Region 8 ESC or TIPS.

Force Majeure

Neither party will be liable for any delays in carrying out its obligations under this Agreement that result from any circumstances beyond its reasonable control including, but not limited to, carrier delays, delays due to fire, severe weather conditions, failure of power, labor problems, acts of war, terrorism, embargo, acts of God or acts or laws of any government or agency.

Scope of Services

The specific scope of work for each job shall be determined in advance and in writing between TIPS Member and Awarded vendor. It is permitted for the TIPS Member to provide a general scope, but the awarded vendor should provide a written scope of work to the TIPS Member as part of the proposal. Once the scope of the job is agreed to, the TIPS Member will issue a

Purchase Order and/or an Agreement or Contract and/or an Agreement with the estimate referenced as an attachment along with required bond and any other special provisions agreed to for the TIPS Member. If special terms and conditions other than those covered within this solicitation and awarded Agreements are required, they will be attached to the Purchase Order and/or an Agreement or Contract and shall take precedence over those in this Agreement upon written agreement of the parties.

Project Delivery Order Procedures

The TIPS Member having approved and signed an interlocal agreement, or other TIPS Membership document, may make a request of the awarded vendor under this Agreement when the TIPS Member has services that need to be undertaken. Notification may occur via phone, the web, email, fax, or in person. Upon notification of a pending request, the awarded vendor shall make contact with the TIPS Member as soon as possible, but must make contact with the TIPS Member within two working days.

Scheduling of Projects

Scheduling of projects (if applicable) will be accomplished when the TIPS Member issues a purchase order or other document that will serve as “the notice to proceed”. The period for the delivery order will include the mobilization, materials purchase, installation and delivery, design, weather, and site cleanup and inspection. No additional claims may be made for delays as a result of these items. When the tasks have been completed the awarded vendor shall notify the client and have the TIPS Member inspect the work for acceptance under the scope and terms in the PO. The TIPS Member will issue in writing any corrective actions that are required. Upon completion of these items, the TIPS Member will issue a completion notice and final payment will be issued.

Support Requirements

If there is a dispute between the awarded vendor and TIPS Member, TIPS or its representatives will assist in conflict resolution or third party (mandatory mediation), if requested by either party. TIPS, or its representatives, reserves the right to inspect any project and audit the awarded vendors TIPS project files, documentation and correspondence.

Incorporation of Solicitation

The TIPS Solicitation, whether a Request for Proposals, the Request for Competitive Sealed Proposals or Request for Qualifications solicitation, the Vendor’s response to same and all associated documents and forms made part of the solicitation process, including any addenda, that resulted in the execution of this agreement are hereby incorporated by reference into this agreement as if copied verbatim.

SECTION HEADERS OR TITLES

THE SECTION HEADERS OR TITLES WITHIN THIS DOCUMENT ARE MERELY GUIDES FOR CONVENIENCE AND ARE NOT FOR CLASSIFICATION OR LIMITING OF THE RESPONSIBILITIES OF THE PARTIES TO THIS DOCUMENT.

NEW STATUTORY REQUIREMENT EFFECTIVE SEPTEMBER 1, 2017.

Texas governmental entities are prohibited from doing business with companies that fail to

certify to this condition as required by Texas Government Code Sec. 2270.

By executing this agreement, you certify that you are authorized to bind the undersigned Vendor and that your company (1) does not boycott Israel; and (2) will not boycott Israel during the term of the Agreement.

You certify that your company is not listed on and we do not do business with companies that are on the Texas Comptroller of Public Accounts list of Designated Foreign Terrorists Organizations per Texas Gov't Code 2270.0153 found at <https://comptroller.texas.gov/purchasing/docs/foreign-terrorist.pdf>

You certify that if the certified statements above become untrue at any time during the life of this Agreement that the Vendor will notify TIPS within 1 business day of the change by a letter on your letterhead from an authorized representative of the Vendor stating the non-compliance decision and the TIPS Agreement number and description at:

Attention: General Counsel
ESC Region 8/The Interlocal Purchasing System (TIPS)
4845 Highway 271 North
Pittsburg,TX,75686.
And by an email sent to bids@tips-usa.com

Insurance Requirements

The undersigned Vendor agrees to maintain the below minimum insurance requirements for TIPS Contract Holders.

General Liability	\$1,000,000 each Occurrence/ Aggregate
Products/Completed Operations	\$1,000,000
Automobile Liability	\$300,000 Including owned, hired, & non-owned
Workers' Compensation	Statutory limits
Employers' Liability - if you employ others than owners and provide services or on-site delivery or work, not just goods	\$1,000,000
Umbrella Liability	\$1,000,000

When the contractor or its subcontractors are liable for any damages or claims, the contractors' policy must be primary over any other valid and collectible insurance carried by the District. Any immunity available to TIPS or TIPS Members shall not be used as a defense by the contractor's insurance policy. The coverages and limits are to be considered minimum requirements and in no way limit the liability of the Contractor(s). Insurance shall be written by a carrier with an A-; VII or better rating in accordance with current A.M. Best Key Rating Guide. Only deductibles applicable to property damage are acceptable. "Claims made" policies will not be accepted. Contractor shall notify the District if any insurance is suspended, voided, cancelled, non-renewed or reduced in coverage or in limits. Notice shall be given by certified mail, or email, to TIPS or the TIPS Member.

Special Terms and Conditions

It is the intent of TIPS to award to reliable, high performance vendors to supply products and services to government and educational agencies. It is the experience of TIPS that the following procedures provide TIPS, the Vendor, and the participating agency the necessary support to facilitate a mutually beneficial relationship. The specific procedures will be negotiated with the successful vendor.

- **Agreements:** All vendor Purchase Orders and/or Agreements/Contracts must be emailed to TIPS at tipspo@tips-usa.com. Should an agency send an order direct to vendor, it is the vendor's responsibility to forward the order to TIPS at the email above within 24 business hours and confirm its receipt with TIPS.
 - **Promotion of Agreement:** It is agreed that Vendor will encourage all eligible entities to purchase the Products and Services subject to this Agreement from the TIPS Program. Encouraging entities to purchase directly from the Vendor and not through this Agreement is a violation of the terms and conditions of this Agreement and will result in removal of the Vendor from the TIPS Program.
 - **Daily Order Confirmation:** All Agreement purchase orders will be approved daily by TIPS and sent to vendor. The vendor must confirm receipt of orders to the TIPS Member (customer) within 24 business hours.
 - **Vendor custom website for TIPS:** If Vendor is hosting a custom TIPS website, then updated pricing must be posted by 1st of each month.
 - **Back Ordered Products:** If a product is not expected to ship within the time specified in the Purchase Order, Vendor shall make commercially reasonable efforts to notify the customer and appropriate action shall be taken based on customer request.
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TIPS Vendor Agreement Signature Form

RFP 181102 Internet & Network Security

Company Name CDW Government LLC

Address 230 N. Milwaukee Ave.

City Vernon Hills State CT Zip 60061-9740

Phone 800-808-4239 Fax 312-705-7793

Email of Authorized Representative victboz@cdwg.com

Name of Authorized Representative Victoria Bozzuto

Title Manager, Proposals

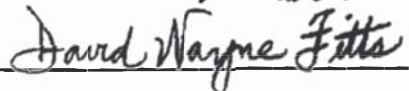
Signature of Authorized Representative 

Date 12/14/2018

TIPS Authorized Representative Name Meredith Barton

Title Vice-President of Operations

TIPS Authorized Representative Signature 

Approved by ESC Region 8 

Date 1/22/19

*We take the following exceptions/deviations to the general and/or special terms and conditions:

CDW Government LLC (CDW•G) submits this RFP response subject to the terms and conditions contained in the existing CDW•G TIPS Technology Solutions Products and Services (2) Contract # 180306. Any terms and conditions in the RFP or elsewhere that are additional to or different from the terms and conditions of the contract shall not apply to any transaction(s) that results from CDW•G's submission of its RFP response, and such transaction(s) shall be subject only to the terms and conditions of the CDW•G TIPS Technology Solutions Products and Services (2) Contract # 180306.

The Interlocal Purchasing System (TIPS Cooperative) Supplier Response

Bid Information		Contact Information		Ship to Information
Bid Creator	Rick Powell General Counsel/Procurement Compliance Officer	Address	Region VIII Education Service Center 4845 US Highway 271 North Pittsburg, TX 75686	Address
Email	rick.powell@tips-usa.com	Contact	Kristie Collins, Contracts Compliance Specialist	Contact
Phone	(903) 575-2689 x			Department Building
Fax				
Bid Number	181102			Floor/Room
Title	Internet & Network Security	Department Building		Telephone
Bid Type	RFP			Fax
Issue Date	11/1/2018 08:00 AM (CT)			Email
Close Date	12/14/2018 03:00:00 PM (CT)	Floor/Room		
		Telephone	+1 (866) 839-8477 x	
		Fax	+1 (866) 839-8472 x	
		Email	bids@tips-usa.com	

Supplier Information

Company CDW Government LLC
Address 75 Remittance Drive
Suite 1515
Chicago, IL 60675-1515

Contact
Department
Building
Floor/Room
Telephone (800) 808-4239
Fax
Email
Submitted 12/13/2018 02:32:18 PM (CT)
Total \$0.00

By submitting your response, you certify that you are authorized to represent and bind your company.

Signature Victoria Bozzuto

Email victboz@cdwg.com

Supplier Notes

Bid Notes

Bid Activities

Bid Messages

Date	Subject	Message
11/08/18	Typographical date error on RFP Specifications PDF	in the section of the specifications, TIPS listed dates under section entitled "ANTICIPATED SCHEDULE OF AWARD OR RELATED EVENT:" as 2019. This is an error and should be 2018 on the dates on this page and section.

Bid Attributes

Please review the following and respond where necessary

#	Name	Note	Response
1	Yes - No	Disadvantaged/Minority/Women Business Enterprise - D/M/WBE (Required by some participating governmental entities) Vendor certifies that their firm is a D/M/WBE? Vendor must upload proof of certification to the "Response Attachments" D/M/WBE CERTIFICATES section.	NO
2	Yes - No	Historically Underutilized Business - HUB (Required by some participating governmental entities) Vendor certifies that their firm is a HUB as defined by the State of Texas at https://comptroller.texas.gov/purchasing/vendor/hub/ or in a HUBZone as defined by the US Small Business Administration at https://www.sba.gov/offices/headquarters/ohp Proof of one or both may be submitted. Vendor must upload proof of certification to the "Response Attachments" HUB CERTIFICATES section.	No
3	Yes - No	The Vendor can provide services and/or products to all 50 US States?	Yes
4	States Served:	If answer is NO to question #3, please list which states can be served. (Example: AR, OK, TX)	

5 Company and/or Product Description:

This information will appear on the TIPS website in the company profile section, if awarded a TIPS contract. (Limit 750 characters.)

CDW•G Government, LLC is the wholly owned subsidiary of CDW•G LLC. Our customer base is quite diverse, ranging from state and local government, federal, healthcare, K-12 and higher education. CDW•G offers a full range of products and services that enable you. to develop the best total solution to meet your specific needs while attaining the most value for your organization. CDW•G provides expert consulting, design, configuration, installation, and lifecycle management services. CDW•G offers 100,000+ products from more than 1,100 vendors including Acer, Adobe, Cisco, Dell, EMC, HP, IBM, Lenovo, Microsoft, NetApp, and VMware. Our Technology Services include: e-Procurement integration, Leasing services, Managed services, Pre-shipment configuration, Professional services, and, Warranty and maintenance. Many of our total solutions include: Cloud, Collaboration, Data center and networking, Managed Print Services, Point of Sale, Security, Software management, Total Mobility Management. In addition, TIPS. also benefits from the support of a vendor that annually ranks on the Fortune 500 list and moving up year after year, reaching #199 in 2017 and #189 in 2017. In 2017, CDW•G generated sales of \$15.2 billion, which positions CDW•G as a leader in our industry. Continued financial stability of our company serves to assure TIPS. that we are here to stay and can support TIPS. through the life of this contract and beyond. We understand that our customers' environments are always evolving and infrastructure is constantly subject to updates, streamlining, or optimization. Achieving these changes can be highly resource intensive, but with our expertise across a wide range of technologies and sectors, implementation of your solution is economically viable. We perform professional services across the country, ranging from simple client system deployments to more robust Data Center and Network Infrastructure implementations. Our professional services team—over 1,000 professionals strong—deploys out of 24 U.S. locations to deliver the personal service that helps you understand and meet your business and technology needs. We have over 1,000 CDW•G-badged professionals located across the

country and a large service provider network. We engage the appropriate solution architects, professional service engineers, and project managers to ensure projects are implemented successfully. Our engineers and project managers are trained on the latest technologies and many hold advanced certifications from our top manufacturers, ensuring that our team's current and relevant knowledge will directly benefit our customers' initiatives. TIPS can be confident that in partnering with CDW•G you are working with a company that recognizes the importance of responsible environmental management and conservation of resources. We are committed to managing energy consumption and reducing environmental impact. Our multiple locations participate in our annual Earth Day celebration, intended to educate coworkers on sustainability by providing them with information and products. We also implemented the beGreen program, which provides coworkers with a platform to reduce, reuse, and recycle in an effort to make CDW•G's operations leaner, more efficient, and more environmentally responsible. CDW•G strives to provide outstanding customer support and resolve issues quickly so you maintain a high level of productivity. While your account manager can generally handle most issues and concerns, our Technical Support, Customer Relations, and Site Support staffs are available to help. They can be reached via telephone, e-mail, and on-line chat to ensure responsive service and quick problem resolution. Toll-free availability – 800-383-4239 - 7am – 7pm Central; Monday – Friday; Customer Relations Email: CustomerRelations@web.CDW•G.com; Live chat and E-support options available and Remote Support capabilities via LogMeIn (U.S. only).

6	Primary Contact Name	Primary Contact Name	Michael Swartz
7	Primary Contact Title	Primary Contact Title	Sales Manager
8	Primary Contact Email	Primary Contact Email	michswa@cdwg.com
9	Primary Contact Phone	Enter 10 digit phone number. (No dashes or extensions) Example: 8668398477	8662246471
10	Primary Contact Fax	Enter 10 digit phone number. (No dashes or extensions) Example: 8668398477	3127059496

11	Primary Contact Mobile	Enter 10 digit phone number. (No dashes or extensions) Example: 8668398477	8662246471
12	Secondary Contact Name	Secondary Contact Name	Amy Skalon
13	Secondary Contact Title	Secondary Contact Title	Sales Operations Supervisor
14	Secondary Contact Email	Secondary Contact Email	amyska@cdw.com
15	Secondary Contact Phone	Enter 10 digit phone number. (No dashes or extensions) Example: 8668398477	8777588448
16	Secondary Contact Fax	Enter 10 digit phone number. (No dashes or extensions) Example: 8668398477	3127057733
17	Secondary Contact Mobile	Enter 10 digit phone number. (No dashes or extensions) Example: 8668398477	8777588448
18	Admin Fee Contact Name	Admin Fee Contact Name. This person is responsible for paying the admin fee to TIPS.	Melissa Johnston
19	Admin Fee Contact Email	Admin Fee Contact Email	melijoh@cdw.com
20	Admin Fee Contact Phone	Enter 10 digit phone number. (No dashes or extensions) Example: 8668398477	3127052069
21	Purchase Order Contact Name	Purchase Order Contact Name. This person is responsible for receiving Purchase Orders from TIPS.	Laura Clark
22	Purchase Order Contact Email	Purchase Order Contact Email	laurcla@cdwg.com
23	Purchase Order Contact Phone	Enter 10 digit phone number. (No dashes or extensions) Example: 8668398477	8773256205
24	Company Website	Company Website (Format - www.company.com)	www.cdw.com
25	Federal ID Number:	Federal ID Number also known as the Employer Identification Number. (Format - 12-3456789)	36-4230110
26	Primary Address	Primary Address	230 N. Milwaukee Ave.
27	Primary Address City	Primary Address City	Vernon Hills
28	Primary Address State	Primary Address State (2 Digit Abbreviation)	IL
29	Primary Address Zip	Primary Address Zip	60061

30	Search Words:	<p>Please list search words to be posted in the TIPS database about your company that TIPS website users might search. Words may be product names, manufacturers, or other words associated with the category of award. YOU MAY NOT LIST NON-CATEGORY ITEMS. (Limit 500 words) (Format: product, paper, construction, manufacturer name, etc.)</p>	<p>desktops,notebooks, tablets, smartphones,mobile devices, projectors, network switches, routers, displays, storage, backup, SaaS, servers, security, firewall, procurement, configuration, collaboration, printers, asset tagging, laser-etching, power, cooling, cables, scanners, cameras, data center, managed services, professional services, digital signage, virtualization, ofware, licensing, software asset management, Software as a Service, SaaS, software-define everything, SDX Acer, Adobe, APC, Apple, Aruba Networks, ASUS, Cisco, Commvault, Kaspersky, Meraki, Citrix, Dell, EMC, Epson, Ergotron, F5, Fujitsu, Google HP, IBM, Ivanti, Lenovo, Lexmark, McAfee, Microsoft, NetApp, Oracle, Okta, Panasonic, Plantronics, Proofpoint, Redhat, RSA, Samsung, Snow, Splunk, Symantec, Trend-Micro, Tripp-Lite, Veeam, Veritas, Viewsonic</p>
31	Do you want TIPS Members to be able to spend Federal grant funds with you if awarded? Is it your intent to be able to sell to our members regardless of the fund source, whether it be local, state or federal?	<p>Most of our members receive Federal Government grants and they make up a significant portion of their budgets. The members need to know if your company is willing to sell to them when they spend federal budget funds on their purchase. There are attributes that follow that are provisions from the federal regulations in 2 CFR part 200. Your answers will determine if your award will be designated as Federal or Education Department General Administrative Regulations (EDGAR)compliant.</p> <p>Do you want TIPS Members to be able to spend Federal grant funds with you if awarded and is it your intent to be able to sell to our members regardless of the fund source, whether it be local, state or federal?</p>	Yes
32	Yes - No	<p>Certification of Residency (Required by the State of Texas) The vendor's ultimate parent company or majority owner: (A) has its principal place of business in Texas; OR (B) employs at least 500 persons in Texas?</p>	No
33	Company Residence (City)	Vendor's principal place of business is in the city of?	Vernon Hills
34	Company Residence (State)	Vendor's principal place of business is in the state of?	IL

- 35 Discount Offered - CAUTION READ CAREFULLY BECAUSE VENDORS FREQUENTLY MAKE MISTAKES ON THIS ATTRIBUTE QUESTION Remember this is a MINIMUM discount percentage so, be sure the discount percentage inserted here can be applied to ANY OFFERING OF GOODS OR SERVICES THROUGH OUT THE LIFE OF THE CONTRACT 3%
- CAUTION: BE CERTAIN YOU CAN HONOR THIS MINIMUM DISCOUNT PERCENTAGE ON ANY OFFERED SERVICE OR GOOD.
- What is the MINIMUM percentage discount off of any item or service you offer to TIPS Members that is in your regular catalog (as defined in the RFP document), website, store or shelf pricing? The resulting price of any goods or services Catalog list prices after this discount is applied is a ceiling on your pricing and not a floor because, in order to be more competitive in the individual circumstance, you may offer a larger discount depending on the items or services purchased and the quantity at time of sale. Must answer with a number between 0% and 100%.
- 36 TIPS administration fee By submitting a proposal, I agree that all pricing submitted to TIPS shall include the participation fee, as designated in the solicitation or as otherwise agreed in writing and shall be remitted to TIPS by the Vendor as agreed in the Vendor agreement. I agree that the fee shall not and will not be added by the vendor as a separate line item on a TIPS member invoice, quote, proposal or any other written communications with the TIPS member. (No Response Required)
- 37 Yes - No Vendor agrees to remit to TIPS the required administration fee? Region 8 is required by Texas Government Code § 791 to be compensated for its work and thus, failure to agree shall render your response void and it will not be considered. Yes
- 38 Yes - No Do you offer additional discounts to TIPS members for large order quantities or large scope of work? Yes
- 39 Years Experience Company years experience in this category? This is an evaluation criterion worth a maximum of 10 points. See RFP for more information. 34
- 40 Resellers: Does the vendor have resellers that it will name under this contract? Resellers are defined as other companies that sell your products under an agreement with you, the awarded vendor of TIPS. BIGmart is a reseller of ACME brand televisions. If ACME were a TIPS awarded vendor, then ACME would list BIGmart as a reseller. applicable, vendor should download the Reseller/Dealers spreadsheet from the Attachments section, fill out the form and submit the document in the "Response Attachments" RESELLERS section. No
- 41 Pricing discount percentage are guaranteed for? Does the vendor agrees to honor the proposed pricing discount percentage off regular catalog (as defined in the RFP document), website, store or shelf pricing for the term of the award? YES
- 42 Right of Refusal Does the proposing vendor wish to reserve the right not to perform under the awarded agreement with a TIPS member at vendor's discretion? No

43	NON-COLLUSIVE BIDDING CERTIFICATE	<p>By submission of this bid or proposal, the Bidder certifies that:</p> <p>1) This bid or proposal has been independently arrived at without collusion with any other Bidder or with any Competitor;</p> <p>2) This bid or proposal has not been knowingly disclosed and will not be knowingly disclosed, prior to the opening of bids, or proposals for this project, to any other Bidder, Competitor or potential competitor:</p> <p>3) No attempt has been or will be made to induce any other person, partnership or corporation to submit or not to submit a bid or proposal;</p> <p>4) The person signing this bid or proposal certifies that he has fully informed himself regarding the accuracy of the statements contained in this certification, and under the penalties being applicable to the Bidder as well as to the person signing in its behalf.</p> <p>Not a negotiable term. Failure to agree will render your proposal non-responsive and it will not be considered.</p>	(No Response Required)
44	CONFLICT OF INTEREST QUESTIONNAIRE - FORM CIQ - Do you have any CONFLICT OF INTEREST TO REPORT OR DISCLOSE under this statutory requirement?	<p>Do you have any CONFLICT OF INTEREST TO REPORT OR DISCLOSE under this statutory requirement? YES or NO you have a conflict of interest as described in this form or the Local Government Code Chapter 176, cited therein- you are required to complete and file with TIPS. may find the Blank CIQ form on our website at:</p> <p>Copy and Paste the following link into a new browser or tab:</p> <p>https://www.tips-usa.com/assets/documents/docs/CIQ.pdf</p> <p>There is an optional upload for this form provided if you have a conflict and must file the form.</p>	No
45	Filing of Form CIQ	If yes (above), have you filed a form CIQ by uploading the form to this RFP as directed above?	No
46	Regulatory Standing	I certify to TIPS for the proposal attached that my company is in good standing with all governmental agencies Federal or state that regulate any part of our business operations. If not, please explain in the next attribute question.	Yes
47	Regulatory Standing	Regulatory Standing explanation of no answer on previous question.	N/A

48 Antitrust Certification Statements (Tex.
Government Code § 2155.005)

By submission of this bid or proposal, the Bidder certifies (No Response Required)
that:

I affirm under penalty of perjury of the laws of the State of
Texas that:

(1) I am duly authorized to execute this contract on my
own behalf or on behalf of the company, corporation, firm,
partnership or individual (Company) listed below;

(2) In connection with this bid, neither I nor any
representative of the Company has violated any provision
of the Texas Free Enterprise and Antitrust Act, Tex. Bus.
& Comm. Code Chapter 15;

(3) In connection with this bid, neither I nor any
representative of the Company has violated any federal
antitrust law;

(4) Neither I nor any representative of the Company has
directly or indirectly communicated any of the contents of
this bid to a competitor of the Company or any other
company, corporation, firm, partnership or individual
engaged in the same line of business as the Company.

Instructions for Certification: By answering yes to the next Attribute question below, the vendor and prospective lower tier participant is providing the certification set out herein in accordance with these instructions. (No Response Required)

2. The certification in this clause is a material representation of fact upon which reliance was placed when this transaction was entered into. If it is later determined that the prospective lower tier participant knowingly rendered an erroneous certification in addition to other remedies available to the federal government, the department or agency with which this transaction originated may pursue available remedies, including suspension and / or debarment.

3. The prospective lower tier participant shall provide immediate written notice to the person to which this proposal is submitted if at any time the prospective lower tier participant learns that its certification was erroneous when submitted or has become erroneous by reason of changed circumstances.

4. The terms "covered transaction," "debarred," "suspended," "ineligible," "lower tier covered transaction," "participants," "person," "primary covered transaction," "principal," "proposal" and "voluntarily excluded," as used in this clause, have the meanings set out in the Definitions and Coverage sections of rules implementing Executive Order 12549. You may contact the person to which this proposal is submitted for assistance in obtaining a copy of those regulations.

5. The prospective lower tier participant agrees by submitting this form that, should the proposed covered transaction be entered into, it shall not knowingly enter into any lower tier covered transaction with a person who is debarred, suspended, declared ineligible or voluntarily excluded from participation in this covered transaction, unless authorized by the department or agency with which this transaction originated.

6. The prospective lower tier participant further agrees by submitting this form that it will include this clause titled "Certification Regarding Debarment, Suspension, Ineligibility and Voluntary Exclusion-Lower Tier Covered Transaction" without modification in all lower tier covered transactions and in all solicitations for lower tier covered transactions.

7. A participant in a covered transaction may rely upon a certification of a prospective participant in a lower tier covered transaction that it is not debarred, suspended, ineligible or voluntarily excluded from the covered transaction, unless it knows that the certification is erroneous. A participant may decide the method and frequency by which it determines the eligibility of its principals. Each participant may, but is not required to, check the Nonprocurement List.

8. Nothing contained in the foregoing shall be construed to require establishment of a system of records in order to render in good faith the certification required by this clause. The knowledge and information of a participant is not required to exceed that which is normally possessed by a prudent person in the ordinary course of business dealings.

9. Except for transactions authorized under paragraph 5 of these instructions, if a participant in a covered transaction knowingly enters into a lower tier covered transaction with a person who is suspended, debarred, ineligible or voluntarily excluded from participation in this transaction, in addition to other remedies available to the federal government, the department or agency with which this transaction originated may pursue available remedies, including suspension and / or debarment.

50 Suspension or Debarment Certification

By answering yes, you certify that no federal suspension or debarment is in place, which would preclude receiving a federally funded contract as described above. Yes
and Suspension (Executive Orders 12549 and 12689)—A contract award (see 2 CFR 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 CFR 180 that implement Executive
Orders 12549 (3 CFR part 1986 Comp., p. 189) and 12689 (3 CFR part 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.
By answering yes, you certify that no federal suspension or debarment is in place, which would preclude receiving a federally funded contract as described above.

51 Non-Discrimination Statement and Certification

In accordance with Federal civil rights law, all U.S. Departments, including the U.S. Department of Agriculture (USDA) civil rights regulations and policies, the USDA, its Agencies, offices, and employees, and institutions participating in or administering USDA programs are prohibited from discriminating based on race, color, national origin, religion, sex, gender identity (including gender expression), sexual orientation, disability, age, marital status, family/parental status, income derived from a public assistance program, political beliefs, or reprisal or retaliation for prior civil rights activity, in any program or activity conducted or funded by USDA (not all bases apply to all programs). Remedies and complaint filing deadlines vary by program or incident.

Yes

Persons with disabilities who require alternative means of communication for program information (e.g., Braille, large print, audiotape, American Sign Language, etc.) should contact the responsible Agency or USDA's TARGET Center at (202) 720-2600 (voice and TTY) or contact USDA through the Federal Relay Service at (800) 877-8339. Additionally, program information may be made available in languages other than English.

To file a program discrimination complaint, complete the USDA Program Discrimination Complaint Form, AD-3027, found online at How to File a Program Discrimination Complaint and at any USDA office or write a letter addressed to USDA and provide in the letter all of the information requested in the form. To request a copy of the complaint form, call (866) 632-9992. Submit your completed form or letter to USDA by: (1) mail: U.S. Department of Agriculture, Office of the Assistant Secretary for Civil Rights, 1400 Independence Avenue, SW, Washington, D.C. 20250-9410; (2) fax: (202) 690-7442; or (3) email: program.intake@usda.gov. VI of the Education Amendments of 1972; Section 504 of the Rehabilitation Act of 1973; the Age Discrimination Act of 1975; Title 7 CFR Parts 15, 15a, and 15b; the Americans with Disabilities Act; and FNS Instruction 113-1, Civil Rights Compliance and Enforcement – Nutrition Programs and Activities) U.S. Departments, including the USDA are equal opportunity provider, employer, and lender. Not a negotiable term. Failure to agree by answering YES will render your proposal non-responsive and it will not be considered. I certify that in the performance of a contract with TIPS or its members, that our company will conform to the foregoing anti-discrimination statement and comply with the cited and all other applicable laws and regulations.

52 2 CFR PART 200 Contract Provisions Explanation

Required Federal contract provisions of Federal Regulations for Contracts for contracts with ESC Region 8 and TIPS Members: following provisions are required to be in place and agreed if the procurement is funded in any part with federal funds.

(No Response Required)

The ESC Region 8 and TIPS Members are the subgrantee or Subrecipient by definition. Most of the provisions are located in 2 CFR PART 200 - Appendix II to Part 200—Contract Provisions for Non-Federal Entity Contracts Under Federal Awards at 2 CFR PART 200. Others are included within 2 CFR part 200 et al.

In addition to other provisions required by the Federal agency or non-Federal entity, all contracts made by the

non-Federal entity under the Federal award must contain provisions covering the following, as applicable.

53 2 CFR PART 200 Contracts

Contracts for more than the simplified acquisition threshold Yes
currently set at \$150,000, which is the inflation adjusted
amount determined by the Civilian Agency Acquisition
Council and the Defense Acquisition Regulations Council
(Councils) as authorized by 41 U.S.C. 1908, must address
administrative, contractual, or legal remedies in instances
where contractors violate or breach contract terms, and
provide for such sanctions and penalties as appropriate.

Notice: Pursuant to the above, when federal funds are
expended by ESC Region 8 and TIPS Members, ESC
Region 8 and TIPS Members reserves all rights and
privileges under the applicable laws and regulations with
respect to this procurement in the event of breach of
contract by either party.

Does vendor agree?

54 2 CFR PART 200 Termination

Termination for cause and for convenience by the grantee Yes
or subgrantee including the manner by which it will be
effected and the basis for settlement. (All contracts in
excess of \$10,000)

Pursuant to the above, when federal funds are expended
by ESC Region 8 and TIPS Members, ESC Region 8 and
TIPS Members reserves the right to terminate any
agreement in excess
of \$10,000 resulting from this procurement process for
cause after giving the vendor an appropriate opportunity
and up to 30 days, to cure the causal breach of terms and
conditions. ESC Region 8 and
TIPS Members reserves the right to terminate any
agreement in excess of \$10,000 resulting from this
procurement process for convenience with 30 days notice
in writing to the awarded vendor. The vendor
would be compensated for work performed and goods
procured as of the termination date if for convenience of
the ESC Region 8 and TIPS Members. Any award under
this procurement process is not exclusive and the ESC
Region 8 and TIPS reserves the right to purchase goods
and services from other vendors when it is in the best
interest of the ESC Region 8 and TIPS.

Does vendor agree?

55 2 CFR PART 200 Clean Air Act

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

Pursuant to the Clean Air Act, et al above, when federal
funds are expended by ESC Region 8 and TIPS Members,
ESC Region 8 and TIPS Members requires that the
proposer certify that during the term of
an award by the ESC Region 8 and TIPS Members
resulting from this procurement process the vendor agrees
to comply with all of the above regulations, including all of
the terms listed and referenced therein.

Does vendor agree?

56 2 CFR PART 200 Byrd Anti-Lobbying Amendment

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

Yes

Pursuant to the above, when federal funds are expended by ESC Region 8 and TIPS Members, ESC Region 8 and TIPS Members requires the proposer certify that during the term and during the life of any contract with ESC Region 8 and TIPS Members resulting from this procurement process the vendor certifies to the terms included or referenced herein.

Does vendor agree?

57 2 CFR PART 200 Federal Rule

Compliance with all applicable standards, orders, or requirements issued under section 306 of the Clean Air Act (42 U.S.C. 1857(h)), section 508 of the Clean Water Act (33 U.S.C. 1368), Executive Order 11738, and Environmental Protection Agency regulations (40 CFR part 15). (Contracts, subcontracts, and subgrants of amounts in excess of \$100,000)

Yes

Pursuant to the above, when federal funds are expended by ESC Region 8 and TIPS Members, ESC Region 8 and TIPS Members requires the proposer certify that in performance of the contracts, subcontracts, and subgrants of amounts in excess of \$100,000, the vendor will be in compliance with all applicable standards, orders, or requirements issued under section 306 of the Clean Air Act (42 U.S.C. 1857(h)), section 508 of the Clean Water Act (33 U.S.C. 1368), Executive Order 11738, and Environmental Protection Agency regulations (40 CFR part 15).

Does vendor certify that it is in compliance with the Clean Air Act?

58 2 CFR PART 200 Procurement of Recovered Materials

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 CFR part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

Yes

Does vendor certify that it is in compliance with the Solid Waste Disposal Act as described above?

59 Certification Regarding Lobbying

Applicable to Grants, Subgrants, Cooperative Agreements, and Contracts Exceeding \$100,000 in Federal Funds I HAVE NOT Lobbied per above

Submission of this certification is a prerequisite for making or entering into this transaction and is imposed by section 1352, Title 31, U.S. Code. This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure. undersigned certifies, to the best of his or her knowledge and belief, that:

(1)No Federal appropriated funds have been paid or will be paid by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, the making of a Federal grant, the making of a Federal loan, the entering into a cooperative agreement, and the extension, continuation, renewal, amendment, or modification of a Federal contract, grant, loan, or cooperative agreement.

(2)If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with this Federal grant or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "disclosure Form to Report Lobbying," in accordance with its instructions.

(3)The undersigned shall require that the language of this certification be included in the award documents for all covered subawards exceeding \$100,000 in Federal funds at all appropriate tiers and that all subrecipients shall certify and disclose accordingly.

60 If you answered "I HAVE lobbied per above to the previous question.

IF you answered "I HAVE lobbied" per above Attribute question, you must download the Lobbying Report "Standard From LLL, disclosure Form to Report Lobbying" which includes instruction on completing the form, complete and submit it in the Response Attachments section as a report of the lobbying activities you performed or paid others to perform.

(No Response Required)

61 Subcontracting with small and minority businesses, women's business enterprises, and labor surplus area firms.

Do you ever anticipate the possibility of subcontracting any of your work under this award if you are successful? YES

IF NO, DO NOT ANSWER THE NEXT ATTRIBUTE QUESTION. . IF YES, and ONLY IF YES, you must answer the next question YES if you want a TIPS Member to be authorized to spend Federal Grant Funds for Procurement.

62 ONLY IF YES TO THE PREVIOUS QUESTION OR if you ever do subcontract any part of your performance under the TIPS Agreement, do you agree to comply with the following federal requirements?	<p>ONLY IF YES TO THE PREVIOUS QUESTION OR if you ever do subcontract any part of your performance under the TIPS Agreement, do you agree to comply with the following federal requirements?</p> <p>Federal Regulation 2 CFR §200.321 Contracting with small and minority businesses, women's business enterprises, and labor surplus area firms. (a)The non-Federal entity must take all necessary affirmative steps to assure that minority businesses, women's business enterprises, and labor surplus area firms are used when possible.</p> <p>(b)Affirmative steps must include:(1)Placing qualified small and minority businesses and women's business enterprises on solicitation lists;</p> <p>(2)Assuring that small and minority businesses, and women's business enterprises are solicited whenever they are potential sources;</p> <p>(3)Dividing total requirements, when economically feasible, into smaller tasks or quantities to permit maximum participation by small and minority businesses, and women's business enterprises;</p> <p>(4)Establishing delivery schedules, where the requirement permits, which encourage participation by small and minority businesses, and women's business enterprises;</p> <p>(5)Using the services and assistance, as appropriate, of such organizations as the Small Business Administration and the Minority Business Development Agency of the Department of Commerce ; and</p> <p>(6)Requiring the prime contractor, if subcontracts are to be let, to take the affirmative steps listed in paragraphs(1) through (5) of this section.</p>	YES
63 Indemnification	<p>The ESC Region 8 and TIPS is a Texas Political Subdivision and a local governmental entity; therefore, is prohibited from indemnifying third parties pursuant to the Texas Constitution (Article 3, Section 52) except as specifically provided by law or as ordered by a court of competent jurisdiction. A provision in a contract to indemnify or hold a party harmless is a promise to pay for any expenses the indemnified party incurs, if a specified event occurs, such as breaching the terms of the contract or negligently performing duties under the contract. Article III, Section 49 of the Texas Constitution states that "no debt shall be created by or on behalf of the State ... " The Attorney General has counseled that a contractually imposed obligation of indemnity creates a "debt" in the constitutional sense. Tex. Att'y Gen. Op. No. MW-475 (1982). Contract clauses which require the System or institutions to indemnify must be deleted or qualified with "to the extent permitted by the Constitution and Laws of the State of Texas." Liquidated damages, attorney's fees, waiver of vendor's liability, and waiver of statutes of limitations clauses should also be deleted or qualified with "to the extent permitted by the Constitution and laws</p>	Yes

of State of Texas."

Not a negotiable term. Failure to agree will render your proposal non-responsive and it will not be considered. Do you agree to these terms?

64 Remedies

The parties shall be entitled to exercise any right or remedy available to it either at law or in equity, subject to the choice of law, venue and service of process clauses limitations agreed herein. Nothing in this agreement shall commit the TIPS to an arbitration resolution of any disagreement under any circumstances. Any Claim arising out of or related to the Contract, except for those specifically waived under the terms of the Contract, may, after denial of the Board of Directors, be subject to mediation at the request of either party. Any issues not resolved hereunder MAY be referred to non-binding mediation to be conducted by a mutually agreed upon mediator as a prerequisite to the filing of any lawsuit over such issue(s). The parties shall share the mediator's fee and any associated filing fee equally. Mediation shall be held in Camp or Titus County, Texas. Agreements reached in mediation shall be reduced to writing, and will be subject to the approval by the District's Board of Directors, signed by the Parties if approved by the Board of Directors, and, if signed, shall thereafter be enforceable as provided by the laws of the State of Texas.

Yes, I Agree

Do you agree to these terms?

65 Remedies Explanation of No Answer

N/A

66 Choice of Law

The agreement between the Vendor and TIPS/ESC Region 8 and any addenda or other additions resulting from this procurement process, however described, shall be governed by, construed and enforced in accordance with the laws of the State of Texas, regardless of any conflict of laws principles. THIS DOES NOT APPLY to a vendor's agreement entered into with a TIPS Member, as the Member may be located outside Texas.

Yes

Not a negotiable term. Failure to agree will render your proposal non-responsive and it will not be considered. Do you agree to these terms?

67 Jurisdiction and Service of Process

Any Proceeding arising out of or relating to this procurement process or any contract issued by TIPS resulting from or any contemplated transaction shall be brought in a court of competent jurisdiction in Camp County, Texas and each of the parties irrevocably submits to the exclusive jurisdiction of said court in any such proceeding, waives any objection it may now or hereafter have to venue or to convenience of forum, agrees that all claims in respect of the Proceeding shall be heard and determined only in any such court, and agrees not to bring any proceeding arising out of or relating to this procurement process or any contract resulting from or any contemplated transaction in any other court. The parties agree that either or both of them may file a copy of this paragraph with any court as written evidence of the knowing, voluntary and freely bargained for agreement between the parties irrevocably to waive any objections to venue or to convenience of forum. Process in any Proceeding referred to in the first sentence of this Section may be served on any party anywhere in the world. Venue clauses in contracts with TIPS members may be determined by the parties.

Yes

Not a negotiable term. Failure to agree will render your proposal non-responsive and it will not be considered. Do you agree to these terms?

68 Infringement(s)

The successful vendor will be expected to indemnify and hold harmless the TIPS and its employees, officers, agents, representatives, contractors, assignees and designees from any and all third party claims and judgments involving infringement of patent, copyright, trade secrets, trade or service marks, and any other intellectual or intangible property rights attributed to or claims based on the Vendor's proposal or Vendor's performance of contracts awarded and approved.

No

Do you agree to these terms?

69 Infringement(s) Explanation of No Answer

We take the following exceptions/deviations to the general and/or special terms and conditions: CDW Government LLC (CDW•G) submits this RFP response subject to the terms and conditions contained in the existing CDW•G TIPS Technology Solutions Products and Services (2) Contract # 180306. Any terms and conditions in the RFP or elsewhere that are additional to or different from the terms and conditions of the contract shall not apply to any transaction(s) that results from CDW•G's submission of its RFP response, and such transaction(s) shall be subject only to the terms and conditions of the CDW•G TIPS Technology Solutions Products and Services (2) Contract # 180306.

70	Contract Governance	Any contract made or entered into by the TIPS is subject to and is to be governed by Section 271.151 et seq, Tex Loc Gov't Code. Otherwise, TIPS does not waive its governmental immunities from suit or liability except to the extent expressly waived by other applicable laws in clear and unambiguous language.	Yes
71	Payment Terms and Funding Out Clause	<p>Payment Terms:</p> <p>TIPS or TIPS members shall not be liable for interest or late payment fees on past due balances at a rate higher than permitted by the laws or regulations of the jurisdiction of the TIPS Member.</p> <p>Funding Out Clause:</p> <p>Vendor agrees to abide by the laws and regulations, including Texas Local Government Code § 271.903, or any statutory or regulatory limitations of the jurisdiction of any TIPS Member which governs contracts entered into by the Vendor and TIPS or a TIPS Member that requires all contracts approved by TIPS or a TIPS Member are subject to the budgeting and appropriation of currently available funds by the entity or its governing body.</p> <p>See statute(s) for specifics or consult your legal counsel.</p> <p>Not a negotiable term. Failure to agree will render your proposal non-responsive and it will not be considered.</p> <p>Do you agree to these terms?</p>	Yes
72	Insurance and Fingerprint Requirements Information	<p>Insurance</p> <p>If applicable and your staff will be on TIPS member premises for delivery, training or installation etc. and/or with an automobile, you must carry automobile insurance as required by law. You may be asked to provide proof of insurance.</p> <p>It is possible that a vendor may be subject to Chapter 22 of the Texas Education Code. The Texas Education Code, Chapter 22, Section 22.0834. Statutory language may be found at: http://www.statutes.legis.state.tx.us/</p> <p>If the vendor has staff that meet both of these criterion: will have continuing duties related to the contracted services; and</p> <p>(2) has or will have direct contact with students you have "covered" employees for purposes of completing the attached form.</p> <p>TIPS recommends all vendors consult their legal counsel for guidance in compliance with this law. If you have questions on how to comply, see below. If you have questions on compliance with this code section, contact the Texas Department of Public Safety Non-Criminal Justice Unit, Access and Dissemination Bureau, FAST-FACT at NCJU@txdps.state.tx.us and you should send an email identifying you as a contractor to a Texas Independent School District or ESC Region 8 and TIPS. Texas DPS phone number is (512) 424-2474. form in the next attribute to complete entitled: Texas Education Code Chapter 22 Contractor Certification for Contractor Employees</p>	(No Response Required)

Introduction: Texas Education Code Chapter 22 requires entities that contract with school districts to provide services to obtain criminal history record information regarding covered employees. Contractors must certify to the district that they have complied. Covered employees with disqualifying criminal histories are prohibited from serving at a school district.

Definitions: Covered employees: Employees of a contractor or subcontractor who have or will have continuing duties related to the service to be performed at the District and have or will have direct contact with students. The District will be the final arbiter of what constitutes direct contact with students. Disqualifying criminal history: Any conviction or other criminal history information designated by the District, or one of the following offenses, if at the time of the offense, the victim was under 18 or enrolled in a public school:

(a) a felony offense under Title 5, Texas Penal Code; (b) an offense for which a defendant is required to register as a sex offender under Chapter 62, Texas Code of Criminal Procedure; or (c) an equivalent offense under federal law or the laws of another state. certify that: (Section A) of the employees of Contractor and any subcontractors are covered employees, as defined above. If this box is checked, I further certify that Contractor has taken precautions or imposed conditions to ensure that the employees of Contractor and any subcontractor will not become covered employees. Contractor will maintain these precautions or conditions throughout the time the contracted services are provided. (Section B) or all of the employees of Contractor and any subcontractor are covered employees. If this box is checked, I further certify that:

(1) Contractor has obtained all required criminal history record information regarding its covered employees. None of the covered employees has a disqualifying criminal history.

(2) If Contractor receives information that a covered employee subsequently has a reported criminal history, Contractor will immediately remove the covered employee from contract duties and notify the District in writing within 3 business days.

(3) Upon request, Contractor will provide the District with the name and any other requested information of covered employees so that the District may obtain criminal history record information on the covered employees.

(4) If the District objects to the assignment of a covered employee on the basis of the covered employee's criminal history record information, Contractor agrees to discontinue using that covered employee to provide services at the District.

Noncompliance or misrepresentation regarding this certification may be grounds for contract termination.

- 74 Texas Business and Commerce Code § 272 Requirements as of 9-1-2017 SB 807 prohibits construction contracts to have provisions requiring the contract to be subject to the laws of another state, to be required to litigate the contract in another state, or to require arbitration in another state. A contract with such provisions is voidable. Under this new statute, a "construction contract" includes contracts, subcontracts, or agreements with (among others) architects, engineers, contractors, construction managers, equipment lessors, or materials suppliers. "Construction contracts" are for the design, construction, alteration, renovation, remodeling, or repair of any building or improvement to real property, or for furnishing materials or equipment for the project. The term also includes moving, demolition, or excavation. BY RESPONDING TO THIS SOLICITATION, AND WHEN APPLICABLE, THE PROPOSER AGREES TO COMPLY WITH THE TEXAS BUSINESS AND COMMERCE CODE § 272 WHEN EXECUTING CONTRACTS WITH TIPS MEMBERS THAT ARE TEXAS GOVERNMENT ENTITIES. (No Response Required)
- 75 Texas Government Code 2270 Verification Form Texas Government Code 2270 Verification Form YES
Texas 2017 House Bill 89 has been signed into law by the governor and as of September 1, 2017 will be codified as Texas Government Code § 2270 and 808 et seq.
The relevant section addressed by this form reads as follows:
Texas Government Code Sec. 2270.002. PROVISION REQUIRED IN CONTRACT. A governmental entity may not enter into a contract with a company for goods or services unless the contract contains a written verification from the company that it: (1) does not boycott Israel; and (2) will not boycott Israel during the term of the contract.engaged by
ESC Region 8/The Interlocal Purchasing System (TIPS)
4845 Highway 271 North
Pittsburg,TX,75686
verify by this writing that the above-named company affirms that it (1) does not boycott Israel; and (2) will not boycott Israel during the term of this contract, or any contract with the above-named Texas governmental entity in the future. I further affirm that if our company's position on this issue is reversed and this affirmation is no longer valid, that the above-named Texas governmental entity will be notified in writing within one (1) business day and we understand that our company's failure to affirm and comply with the requirements of Texas Government Code 2270 et seq. shall be grounds for immediate contract termination without penalty to the above-named Texas governmental entity.
AND
our company is not listed on and we do not do business with companies that are on the the Texas Comptroller of Public Accounts list of Designated Foreign Terrorists Organizations per Texas Gov't Code 2270.0153 found at <https://comptroller.texas.gov/purchasing/docs/foreign-terrorist.pdf>
I swear and affirm that the above is true and correct.

76	Logos and other company marks	<p>Please upload your company logo to be added to your individual profile page on the TIPS website. If any particular specifications are required for use of your company logo, please upload that information under the "Logo and Other Company Marks" section under the "Response Attachment" tab. Preferred Logo Format: 300 x 225 px - .png, .eps, .jpeg preferred</p> <p>Potential uses of company logo: Your Vendor Profile Page of TIPS website Potentially on TIPS website scroll bar for Top Performing Vendors TIPS Quarterly eNewsletter sent to TIPS Members Co-branding Flyers and or email blasts to our TIPS Members (Permission and approval will be obtained before publishing)</p>	(No Response Required)
77	Solicitation Deviation/Compliance	Does the vendor agree with the General Conditions Standard Terms and Conditions or Item Specifications listed in this proposal invitation?	No
78	Solicitation Exceptions/Deviations Explanation	<p>If the bidder intends to deviate from the General Conditions Standard Terms and Conditions or Item Specifications listed in this proposal invitation, all such deviations must be listed on this attribute, with complete and detailed conditions and information included or attached.</p> <p>TIPS will consider any deviations in its proposal award decisions, and TIPS reserves the right to accept or reject any bid based upon any deviations indicated below or in any attachments or inclusions.</p> <p>In the absence of any deviation entry on this attribute, the proposer assures TIPS of their full compliance with the Standard Terms and Conditions, Item Specifications, and all other information contained in this Solicitation.</p>	<p>We take the following exceptions/deviations to the general and/or special terms and conditions: CDW Government LLC (CDW•G) submits this RFP response subject to the terms and conditions contained in the existing CDW•G TIPS Technology Solutions Products and Services (2) Contract # 180306. Any terms and conditions in the RFP or elsewhere that are additional to or different from the terms and conditions of the contract shall not apply to any transaction(s) that results from CDW•G's submission of its RFP response, and such transaction(s) shall be subject only to the terms and conditions of the CDW•G TIPS Technology Solutions Products and Services (2) Contract # 180306.</p>
79	Agreement Deviation/Compliance	Does the vendor agree with the language in the Vendor Agreement?	No
80	Agreement Exceptions/Deviations Explanation	<p>If the proposing Vendor desires to deviate from the Vendor Agreement language, all such deviations must be listed on this attribute, with complete and detailed conditions and information included. TIPS will consider any deviations in its proposal award decisions, and TIPS reserves the right to accept or reject any proposal based upon any deviations indicated below. In the absence of any deviation entry on this attribute, the proposer assures TIPS of their full compliance with the Vendor Agreement.</p>	<p>We take the following exceptions/deviations to the general and/or special terms and conditions: CDW Government LLC (CDW•G) submits this RFP response subject to the terms and conditions contained in the existing CDW•G TIPS Technology Solutions Products and Services (2) Contract # 180306. Any terms and conditions in the RFP or elsewhere that are additional to or different from the terms and conditions of the contract shall not apply to any transaction(s) that results from CDW•G's submission of its RFP response, and such transaction(s) shall be subject only to the terms and conditions of the CDW•G TIPS Technology Solutions Products and Services (2) Contract # 180306.</p>

81 Felony Conviction Notice

Texas Education Code, Section 44.034, Notification of Criminal History, Subsection (a), states "a person or business entity that enters into a contract with a school district must give advance notice to the district if the person or an owner or operator of the business entity has been convicted of a felony. The notice must include a general description of the conduct resulting in the conviction of a felony." Subsection (b) states "a school district may terminate a contract with a person or business entity if the district determines that the person or business entity failed to give notice as required by Subsection (a) or misrepresented the conduct resulting in the conviction. The district must compensate the person or business entity for services performed before the termination of the contract." (c) This section does not apply to a publicly held corporation. The person completing this proposal certifies that they are authorized to provide the answer to this question.

A. Firm is a publicly held corporation.

Select A., B. or C.

A. My firm is a publicly held corporation; therefore, this reporting requirement is not applicable.

OR B. My firm is not owned nor operated by anyone who has been convicted of a felony, OR

C. My firm is owned or operated by the following individual(s) who has/have been convicted of a felony. (if you answer C below, you are required to provide information in the next attribute.

82 If you answered C. My Firm is owned or operated by a felon to the previous question, you are REQUIRED TO ANSWER THE FOLLOWING QUESTIONS.

If you answered C. My Firm is owned or operated by a felon to the previous question, you must provide the following information.

N/A

1. Name of Felon(s)
2. The named person's role in the firm, and
3. Details of Conviction(s).

83 Long Term Cost Evaluation Criterion # 4.

READ CAREFULLY and see in the RFP document under "Proposal Scoring and Evaluation". Points will be assigned to this criterion based on your answer to this Attribute. Points are awarded if you agree not increase your catalog prices (as defined herein) more than X% annually over the previous year for years two and three and potentially year four, unless an exigent circumstance exists in the marketplace and the excess price increase which exceeds X% annually is supported by documentation provided by you and your suppliers and shared with TIPS, if requested. If you agree NOT to increase prices more than 5%, except when justified by supporting documentation, you are awarded 10 points; if 6% to 14%, except when justified by supporting documentation, you receive 1 to 9 points incrementally. Price increases 14% or greater, except when justified by supporting documentation, receive 0 points.

increases will be 5% or less annually per question

Line Items		
Response Total:		\$0.00

REFERENCES

Please provide three (3) references, preferably from school districts or other governmental entities who have used your services within the last three years. Additional references may be required. DO NOT INCLUDE TIPS EMPLOYEES AS A REFERENCE.

You may provide more than three (3) references.

[illegible]

CERTIFICATION BY CORPORATE OFFERER

COMPLETE ONLY IF OFFERER IS A CORPORATION,

THE FOLLOWING CERTIFICATE SHOULD BE EXECUTED AND INCLUDED AS PART OF PROPOSAL FORM/PROPOSAL FORM.

OFFERER: CDW Government LLC
(Name of Corporation)

Kaity Taylor certify that I am the ~~Secretary~~ of the Corporation
I, (Name of ~~Corporate Secretary~~)
Proposal Specialist Proposal Specialist
named as OFFERER herein above; that

Victoria Bozzuto
(Name of person who completed proposal document)

who signed the foregoing proposal on behalf of the corporation offerer is the authorized person that is acting as

Manager. Proposals
(Title/Position of person signing proposal/offer document within the corporation)

of the said Corporation; that said proposal/offer was duly signed for and in behalf of said corporation by authority of its governing body, and is within the scope of its corporate powers.



CORPORATE SEAL if available

Victoria Bozzuto
SIGNATURE

December 14th, 2018
DATE

Insert TIPS RFP #181102

**FAILURE TO PROPERLY COMPLETE THIS FORM AND SUBMIT WITH YOUR RESPONSE MAY RESULT IN A
WAIVER OF YOUR RIGHTS UNDER THE LAW TO MAINTAIN CONFIDENTIALITY TREATMENT OF
SUBMITTED MATERIALS.**

CONFIDENTIAL INFORMATION SUBMITTED IN RESPONSE TO COMPETITIVE PROCUREMENT REQUESTS
OF EDUCATION SERVICE CENTER REGION 8 AND TIPS (ESC8) IS GOVERNED BY TEXAS GOVERNMENT
CODE, CHAPTER 552

If you consider any portion of your proposal to be confidential information and not subject to public disclosure pursuant to Chapter 552 Texas Gov't Code or other law(s), **you must make a copy of all claimed confidential materials within your proposal and put this COMPLETED form as a cover sheet to said materials then scan, name "CONFIDENTIAL" and upload with your proposal submission.** (You must include the confidential information in the submitted proposal as well, the copy uploaded is to indicate which material in your proposal, if any, you deem confidential in the event the receives a Public Information Request.) ESC8 and TIPS will follow procedures of controlling statute(s) regarding any claim of confidentiality and shall not be liable for any release of information required by law. Pricing of solicited product or service may be deemed as public information under Chapter 552 Texas Gov't Code. The Office of Texas Attorney General shall make the final determination whether the information held by ESC8 and TIPS is confidential and exempt from public disclosure.

If you claim that parts of your proposal are confidential, complete the top section below.

I claim part of my proposal to be confidential and DO NOT desire to expressly waive any claim of confidentiality as to any and all information contained within our response to the competitive procurement process (e.g. RFP, CSP, Bid, RFQ, etc.) by completing the following and submitting this sheet with our response to Education Service Center Region 8 and TIPS. The attached contains material from our proposal that I classify and deem confidential under Texas Gov't Code Sec. 552 or other law(s) and I invoke my statutory rights to confidential treatment of the enclosed materials.

CDW Government LLC

Name of company claiming confidential status of material

Victoria Bozzuto, Manager, Proposals

Printed Name and Title of authorized company officer claiming confidential status of material

230 N. Milwaukee Ave. Vernon Hills CT 60061 800-808-4239

Address City State ZIP Phone

ATTACHED ARE COPIES OF Pricing PAGES OF CONFIDENTIAL MATERIAL FROM OUR
PROPOSAL

Signature Victoria Bozzuto Date 12/14/2018

OR

If you do not claim any of your proposal to be confidential, complete the section below only.

Express Waiver: I desire to expressly waive any claim of confidentiality as to any and all information contained within our response to the competitive procurement process (e.g. RFP, CSP, Bid, RFQ, etc.) by completing the following and submitting this sheet with our response to Education Service Center Region 8 and TIPS.

Printed Name authorized company officer

Title of authorized company officer

Address City State ZIP Phone

Signature _____ Date _____

The Interlocal Purchasing System (TIPS)

Internet and Security

RFP Number 181102

December 14, 2018

Digital Copy



*CDW Government LLC
230 N. Milwaukee Ave.
Vernon Hills, IL 60061*



Having partnered with The Interlocal Purchasing System (“TIPS”) since 2006 and given the multiple TIPS contracts we currently hold, our knowledge of your purchasing needs and proven ability to meet your contract requirements position us to continue supporting TIPS customers on this contract. At CDW Government LLC (CDW•G), we not only understand technology but we understand the needs of our customers. We know that every purchasing entity is unique, and we train our Account Teams to become experts to provide your customers with solutions specific to their requirements.

CDW Government Overview

CDW is a leading multi-brand technology solutions provider to business, government, education, and healthcare customers in the United States, Canada, the United Kingdom, and other international locations. We have an expansive network of offices near major cities and a large team of field coworkers across the United States. TIPS also benefits from the support of a vendor that annually ranks on the Fortune 500 list and moving up year after year, reaching #199 in 2017 and #189 in 2018, and third within the Information Technology Services category. In 2017, CDW generated sales of \$15.2 billion, which positions CDW as a leader in our industry. Continued financial stability of our company serves to assure TIPS that we are here to stay and can support TIPS through the life of this contract and beyond.

CDW Government, LLC is the wholly-owned subsidiary of CDW LLC. Our customer base is quite diverse, ranging from state and local government, federal, healthcare, k-12 and higher education.

CDW•G applies all of our experience, knowledge, resources and our relationships with vendors to meet virtually every challenge an organization might face.

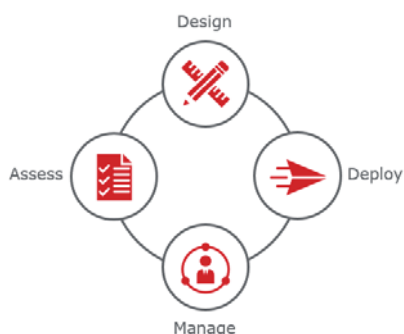
WHY CDW?

Discounted pricing. No-cost IT advice.
Solutions tailored to your business and budget.

We understand what today’s IT professionals need. And we stand behind them, ready with the solutions that solve their greatest business problems. We have a highly skilled security assessment team that can rigorously test your cybersecurity, help you understand where and why you are vulnerable, and prioritize your needs most effectively.

Are you under attack?? More organizations, customers, employees and vendors are connecting to networks in more ways than ever. As cyberattacks grow in number and sophistication, the complexity of protecting information and networks grows exponentially.

CDW Advantages



- Industry-leading expertise and experience
- Technologies for almost every business need
- Industry-leading vendor partnerships
- A comprehensive approach to building the right solutions
- Proven licensing and deployment methods
- Deep knowledge of your licensing, purchase and deployment history
- Large, global-scale services capabilities



BETTER SECURITY AND COMPLIANCE

ORCHESTRATION BY CDW

UNDERSTANDING TODAY'S THREAT LANDSCAPE

IT environments grow more sophisticated by the day, offering greater business capabilities than ever before. But technology doesn't advance in a bubble — security risks have evolved, too, and organizations must remain constantly vigilant if they hope to secure data and systems from emerging threats.

MODERN SECURITY CHALLENGES



DATA BREACHES

Every organization has something that criminals want, whether it's money, sensitive information or access to networks and systems. And when a cyberattacker strikes, the victim not only incurs the direct costs of remedying the situation but also suffers damages that are harder to quantify: downtime, reputational harm and the loss of a competitive edge due to stolen intellectual property.



MALWARE OUTBREAKS

Even if an organization never falls victim to a full-scale breach, it can still experience unexpected security incidents. Malware, for instance, can both transmit sensitive information to intruders and damage systems, either purposely or incidentally, to bring business to a grinding halt.



INSIDER THREATS

Bad actors inside an organization can leverage many of the same vulnerabilities exploited by outsiders and malware, causing similar levels of damage.



COMPLIANCE BURDENS

Reactive cybersecurity processes, still all too common across industries, encourage organizations to address compliance issues only after a breach. This approach proves extremely costly and time-consuming, and highlights the need for organizations to implement proactive planning to keep up with ever-increasing regulatory demands.

SECURITY OFFERINGS FROM CDW

By combining best-in-class products and services, CDW helps organizations design and implement multilayered security across gateways, networks, servers, clients and applications.

FRAMEWORK/CONTROLS GAP ANALYSIS:

Assess your organization's practices, procedures and security controls to identify weaknesses and prioritize improvements. Enhance your organization's long-term strategy by aligning with well-recognized standards and regulations.

NIST SP 800-53, NIST SP 800-171, Cybersecurity Framework (CSF) and DFARS: Achieve alignment with standards and requirements developed by the U.S. federal government.

HIPAA and HITECH Act: Improve compliance with governmental regulation of sensitive health data.

Payment Card Industry Data Security Standard (PCI DSS): Comply with the rules required for organizations that store and process credit card data.

PENETRATION TESTING AND VULNERABILITY ASSESSMENT:

Locate gaps in your security with services that range from cost-effective scanning to detailed and comprehensive analyses. Assessments are performed by skilled engineers and can be tailored to meet your organization's specific needs.

Internet: Leverage insights from open-source intelligence gathering and attacks on internet-facing systems, including remote-access, customer relationship management (CRM) and e-commerce systems.

Internal: Identify internal security issues with an emphasis on pinpointing security trust relationship issues and unknown or unmanaged devices such as appliances and vendor-managed systems.

Wireless: Test the security of encryption, client isolation, filtering and access control, and man-in-the-middle attacks.

Application Security: Perform in-depth testing of application and database logic and security, including code review and development of best practices.

Social Engineering: Perform exercises to identify phishing (email), vishing (telephone) and physical, on-site social engineering vulnerabilities.

Red Teaming/Capture the Flag: Run customized assessments that target the specific systems, data and assets that are important to your organization. Determine how vulnerable your key systems are to a concerted attack.

CAPABILITIES DEVELOPMENT AND RESPONSE:

Prepare your organization for cyberattacks and respond to security incidents.

Incident Response: Respond to a breach and identify the scope of an incident, with triage, incident handling and investigation performed by CDW engineers and system forensics completed by CDW's partners.

Security Remediation Planning and Roadmap: Receive help prioritizing the findings of an assessment, audit or penetration test performed by CDW experts. Learn the best tools and processes for improving your organization's security posture.

Policy Development: Hone your organization's practices, procedures and documentation to improve security or improve regulatory compliance.

EXPLORE SERVICES OFFERINGS FROM CDW

Check out the table below to learn about the included and optional features in four of CDW's trusted security services.

	APPLICATION SECURITY ASSESSMENT	RAPID SECURITY ASSESSMENT	COMPREHENSIVE SECURITY ASSESSMENT	RED TEAMING / CAPTURE THE FLAG
Basic Network Discovery	●	●	●	●
Extensive Network Discovery			●	
Vulnerability Scanning	●	●	●	●
Basic Manual Assessment	●	●	●	●
Extensive Manual Assessment	●		●	
Basic Password Guessing	●	●	●	
Extensive Password Guessing			●	●
Basic Trust Relationship Analysis	●	●	●	
Extensive Trust Relationship Analysis			●	●
Wireless Security		●	●	●
Social Engineering	●	●	●	●
Automated Application Scanning	●	●	●	●
Manual Application Assessment	●			
Application Code Review	●			
Customizable Capture the Flag Targets			●	●
SCADA/Internet of Things			●	●
Purple Teaming			●	●
Practice and Procedure Review			●	
PCI-Focused Services	●		●	

● Included Service ● Optional Service

WHY TRUST CDW?



Vendor Agnostic: We maintain an ethical distance between assessment and sales functions, performing independent validation of your security posture and focusing on identifying needs and fixes rather than pushing specific products or services.



Trusted and Professional: At CDW, most of our security services are performed by in-house professionals with expertise in a range of technical disciplines and products. Many of our engineers have more than a decade of individual experience in military, government and private-sector work. Additionally, our security staff maintain numerous certifications, including Certified Information Systems Security Professional (CISSP), Certified Information Systems Auditor (CISA), Certified Information Security Manager (CISM), Offensive Security Certified Professional (OSCP) and SANS Global Information Assurance Certification (GIAC).



Stable, Reliable and Mature: Our team of white hat hackers has operated continuously since its inception in 1998 and follows the processes and procedures of a mature consulting organization. We use tools and methodologies that align with industry standards, such as Penetration Testing Execution Standard (PTES), Open Source Security Testing Methodology Manual (OSSTMM), NIST SP 800-115 and Open Web Application Security Project (OWASP).



Cutting Edge: Our penetration testers actively participate in the security community, developing and leveraging modern technologies and methods used by white hat and black hat hackers worldwide.



Actionable Reporting: Our action-oriented reports minimize trivial findings to instead focus on critical issues. All of our recommendations are accompanied by risk and cost/effort metrics so that organizations can identify short-term goals and long-term plans.

Contact your CDW account manager to learn more or to speak with one of our security solution architects.



Partner Offerings

Carbon Black.



BUILDING A WORLD OF CONNECTIONS AND POSSIBILITIES

► The Internet of Things (IoT) isn't science fiction anymore. Machine-to-machine (M2M) solutions connect data, people and processes like never before. Here's a look at how smarter connections deliver real, actionable information and insights that are helping organizations maximize their potential.

5.5 MILLION
new "things" are
connected every
day in 2016.¹

**\$300
BILLION**

The total combined savings when GE creates just 1% efficiency using IoT data across its five businesses.²

**250
MILLION**

The expected number of connected vehicles on the road by 2020.⁴

**\$4.55
BILLION**

The expected size of the digital precision agriculture market by 2020. It will help farmers sense and respond to variations in soil, moisture, weather and other conditions.⁴

**34
BILLION**

The expected number of IoT-connected devices by 2020, tripling from 10 billion in 2016.³

**\$6
TRILLION**

will be spent on IoT solutions over the next five years.³

99%

The percentage of data collected from an oil rig's 3000 sensors that is lost without an IoT solution.⁵



SOURCES:
gartner.com, "Gartner Says 5.4 Billion Connected 'Things' Will Be in Use in 2016, up 30 Percent from 2015," November 2015

ibm.com, "Big Data: The Amazing Ways GE Is Using It for Success," October 2014

businessinsider.com, "Fully Understand the IoT with This Report," June 2016

version.com, "State of the Market: Internet of Things," April 2016

rockwell.com, "The Internet of Things: Mapping the Value Beyond the Hype," June 2015

The terms and conditions of product sales are limited to those contained on CDW's website at CDW.com. Notice of objection to and rejection of any additional or different terms in any form delivered by customer is hereby given. CDW, CDW G, and PEOPLE WHO GET IT® are registered trademarks of CDW LLC. All other trademarks and registered trademarks are the sole property of their respective owners.

MKT14194

► With years of expertise and partnerships with the top technology leaders in the industry, CDW helps organizations all over the world turn connectivity into insight and action. Our connected solution experts can work with your organization to assess your needs, design an action plan, deploy the right solution and even manage it — making sure your IoT strategy meets your goals.

LEARN MORE



Nationally Recognized Support Provided on a Local Level

CDW•G offers an account management structure that focuses on providing value-added presales consulting and comprehensive support throughout the lifecycle management of your assets. When you work with CDW•G, you have access to expertise that is not available within your organization. Your CDW•G Account Management Team coordinates with the applicable value-added resources to help TIPS develop the best solution for your specific needs, challenges, and long-term goals. We will work closely with TIPS and respond with solutions that provide robust functionality, efficiencies, and cost savings.

A Team that Understands Your Needs

Your dedicated account management team is responsible for managing your procurement needs and overseeing all facets of your account. Key personnel include Account Managers, Account Executives, Field Account Managers, Security engineers, and Solution architects.

TIPS benefits from an account dedicated to this contract. TIPS will have the chance to get to know your dedicated Account Team, so that when you require their assistance throughout the course of the contract, you will not only be familiar with who you are dealing with- but they too will have an in-depth understanding of your needs and the nuances of this contract. You will have direct access to a team who will anticipate your needs and assist you in an efficient and cost-effective way- saving your staff valuable time.

CDW•G values the relationship that we have built with TIPS over the last 12 years and remains committed to assisting TIPS and your customers fulfill their internet and security requirements now and in the future.

We look forward to working with TIPS and TIPS customers on this opportunity.



WHY BUY CDW-G



TOOLS AND TALENT

- **Dedicated account managers.** Your dedicated account manager is your single point of contact and provides an in-depth approach to ensure you're getting the technology best suited to your needs.
- **Solution architects.** Our on-staff solution architects can customize solutions for your complex technology needs.
- **Experts.** Our specialty teams include experts certified in a wide range of technologies including servers and storage, collaboration, security, wireless, power and cooling, networking, software licensing, mobility solutions and more.
- **Added value.** We provide a portfolio of value-added services including web-based tools, ROI calculators, automated software license management and asset management.
- **Third-party services.** We work with a trusted network of service providers to offer IT services such as onsite installations, warranties and managed services.

STRENGTHS

- **CDW-G is a leader in public-sector** customer service and product knowledge. Our account teams can assist with everything from pre-sales assessment and design to post-sale support.
- **We offer more than 1,000 leading technology brands** of hardware, software, peripheral products and services support.
- **Our state-of-the-art distribution centers** in Las Vegas and Chicago house nearly 1 million square feet of warehousing and configuration space.
- **We hold numerous contracts** and preferred vendor awards for federal government, state and local government, and educational institutions. **Visit CDWG.com/contracts to learn more.**
- **My Account extranets provide customized access** to your account team, product information, purchase history, quotes and order status — plus, you can manage asset tagged items and order configured systems.

AWARDS AND RECOGNITIONS

- No. 199 on Fortune 500 list of America's Largest Corporations—*Fortune* magazine (2017)
- No. 13 on Best for Vets: Employer — *Military Times* (2017)
- No. 5 Service Provider in CRN's Solution Provider 500 (2017)
- No. 17 on Best Places to Work in IT — *Computerworld* (2017)
- No. 337 on America's Best Employers — *Forbes Magazine* (2017)
- Adobe North American Partner of the Year (2016)
- Aruba Top Channel Partner (2017, 2016, 2015)
- Cisco American Commercial Partner of the Year (2017)
- Cisco Global Commercial Partner of the Year (2016, 2015)
- Fortinet U.S. Partner of the Year (2016)
- Google Global Award for Education Customer Success (2016)
- HPE North America Network Service Provider Partner of the Year Award (2016)
- IBM North America Top Strategic Business Partner (2017)
- Intel Public Sector Partner of the Year (2017)
- Intel Marketing Excellence Partner of the Year (2016)
- Microsoft Surface Authorized Device Reseller Partner of the Year Award (2017)
- Microsoft Surface Top Commercial Original Equipment Manufacturer Tablet Reseller Award (2017)
- Microsoft Windows and Devices Deployment Partner of the Year (2016)
- Oracle North America Partner Achievement Award for Outstanding Customer Reach (2016)
- Palo Alto Networks Americas Partner of the Year (2016)
- Better Business Bureau's Torch Award for Marketplace Ethics (2016)
- VMware Hyper Converged Infrastructure Partner of the Year (2017)
- VMware Marketing Partner of the Year (2016)
- D&B 5A1 — highest credit rating
- ISO 9001:2008 certified
- ISO 14001:2004 standard



VISIT US ONLINE TODAY



FEDERAL GOVERNMENT

Federal agencies fulfill their missions in many different environments and locations – and in each, technology plays a strategic role. Technology solutions and services provided by CDW·G help federal IT professionals achieve their goals for consolidation, optimization and efficiency, and succeed in their IT missions.

- See how CDW·G can help your federal agency make the most of your IT investments: **CDWG.com/federal**
- Visit **fedtechmagazine.com** to learn about the latest in federal government and technology



STATE AND LOCAL GOVERNMENTS

State and local government agencies are using technology to improve efficiencies and do more with less to meet the growing needs of their communities. Together with our industry-leading IT vendors, we provide services and solutions that help you better serve the needs of your citizens including data center, networking, cloud computing, security, video, telephony and mobile technologies.

- Learn how CDW·G can help you maximize the value of your IT investments: **CDWG.com/stateandlocal**
- Visit **statetechmagazine.com** to learn about the latest in state and local government and technology



K-12 EDUCATION

Today's modern-day classrooms are using technologies such as mobile devices, interactive technology and engaging learning spaces to make teaching and learning more effective. CDW·G understands K-12 education and will help you discover the solutions that can help improve learning outcomes, while keeping your classrooms connected and networks secure.

- Learn more about how CDW·G is dedicated to the success of your students: **CDWG.com/k12**
- Visit **edtechmagazine.com/k12** to learn about the latest in K-12 education and technology



HIGHER EDUCATION

College students are using mobile devices, cloud computing and collaborative technology to communicate and learn. To best accommodate learners, instructors are adopting these technologies into their curriculum, causing a strain on networks, data overload, security stress, privacy concerns and control issues. CDW·G understands your needs and offers a comprehensive list of solutions to help your institution get prepared for the future.

- Learn more about how CDW·G is dedicated to the success of your campus: **CDWG.com/hied**
- Visit **edtechmagazine.com/higher** to learn about the latest in higher education and technology

WE HAVE AN EXPERT FOR EVERY TECHNOLOGY SOLUTION AREA:

- Audiovisual
- Cloud computing
- Collaboration
- Data center optimization
- Managed print services
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- Sports and stadium entertainment
- Storage
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**TECHNOLOGY
THAT'S READY
ON ARRIVAL.**

**ORCHESTRATION
BY CDW**

If you want to tailor your technology to fit your organization's needs, it has to be custom-configured. That takes time and expertise that your organization may not have. Fortunately, CDW Configuration Services can help. From multisite deployments to single-device app provisioning, we're your partner for any kind of configuration project.

CHALLENGES

So Much Technology, So Little Time

Configuring new technology purchases is important, but it's also time-consuming. If you don't do it correctly, you could lose productivity – and break your budget. Here's what you're up against:

UNNECESSARY RISK

It's imperative that the people who manage your configuration be experienced and deeply knowledgeable. If they're not, you can easily fall off schedule, leading to loss of revenue and productivity.

TIME CONSTRAINTS

In-house staff are unlikely to have the experience necessary for a configuration project, resulting in slower, less efficient deployments. Plus, configuration takes time away from higher-level projects.

FINANCIAL CHALLENGES

It's not uncommon for new technology to arrive with issues that need to be resolved. When replacing problematic equipment, the shipping costs alone can become a serious budgetary concern.

MULTISITE COMPLICATIONS

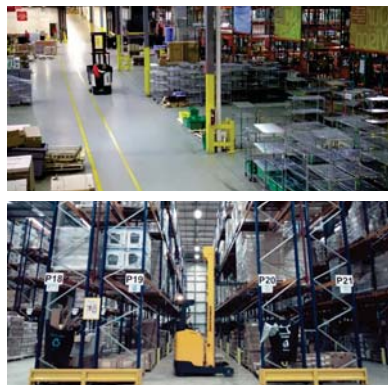
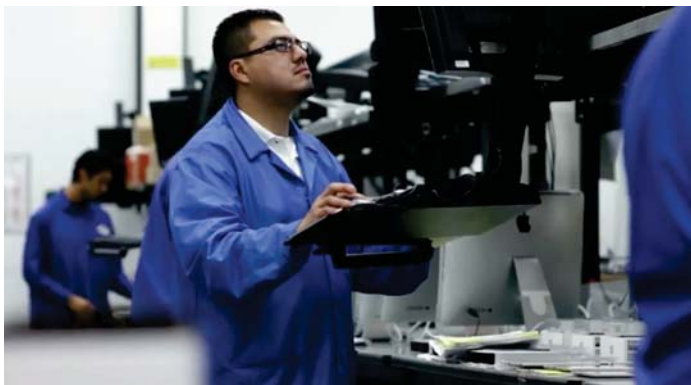
Organizations with multiple locations have to either send their configuration team to each of their sites or re-ship their devices to secondary locations after configuring them in-house. Both options are a financial and logistical headache.

INEFFECTIVE PARTNERS

Often, outside consultants can take just as long to complete a configuration project as your IT team. In addition, they may not have the vendor relationships you need to keep your project moving if your equipment is DOA (dead or defective on arrival).

Our specialists work with **OVER \$1 BILLION** worth of products per year and can perform over 10,000 custom configurations per day.





SOLUTIONS

From the Simple to the Monumental

Put your technology to work the moment it arrives at your door. There's no software to install. No hardware to configure. No testing necessary. It's just what you ordered: a solution.

Our configuration teams have developed and executed innovative projects and helped our customers overcome incredible logistical challenges. Our experts also handle straightforward projects, such as imaging a dozen tablets for a mobile deployment. Whatever you need, we can provide it.

NO MINIMUM PURCHASE REQUIREMENT

We're happy to configure single devices.

HARDWARE INTEGRATION

This includes installation of memory, hard drives, NIC cards, video cards and a variety of other components.

SOFTWARE CONFIGURATION

Your computers, mobile devices and servers will come with operating systems and apps pre-installed. We offer White Glove Service to prep and provision Chromebooks.

CUSTOM IMAGING

Including image creation, maintenance and deployment, we can host a secondary server to connect to your SCCM or other image deployment server via VPN. Customizable options include pre- and post-imaging tasks such as domain join and security upgrades.

CUSTOM BRANDING

Your logos, custom message and other important information can be engraved or color printed onto notebooks, mobile devices and other equipment.

RACK CONFIGURATION

We mount and configure your network and security devices, rack-mount servers, chassis blade servers, storage, KVMs, UPSs and PDUs into a rack structure, then cable and label before shipping.

ASSET TRACKING

We can apply your asset tags, our standard tags or customized tags and perform data capture services. Extensive information on your devices is available via the Asset Tracking and Reporting Services functions on your CDW extranet.

BURN-IN AND DIAGNOSTIC SERVICES

We run your devices for 12–48 hours to ensure all components are working properly.

CUSTOM PACKAGING

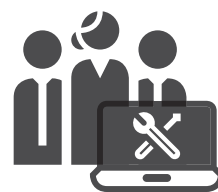
This includes kitting, palletization, inserts, welcome letters, and box labeling.

WAREHOUSING

We store your purchased equipment in our secure facilities, where we configure and ship it according to your logistical requirements.

CDW REMOTE CONFIGURATION SERVICE (RCS)

Our RCS team can deploy multivendor firewalls and router and switch configurations, as well as Citrix® solutions such as XenApp®, Xen Desktop® and NetScaler® Access Gateway™. We can also set up Cisco IronPort® Web and Email Security. We can do it all without anyone having to leave their offices.





YOU AND CDW

We're on Your Side

Configuration is about making life easier for your IT team, so receiving and installing configured devices shouldn't be an inconvenience. That's why our turnkey solutions can be shipped in custom packaging, complete with welcome letters that explain exactly what's in the box and whom to call with questions. Our automated project management processes ensure that your project will be finished on time. Once we're done, we're happy to ship your items to a central office or directly to each site where the solution will be deployed. That's not all. Here's how else we can help:

In-Depth QC and Testing

Technology that has been configured by CDW goes through rigorous testing and quality control processes. Here's what that looks like:

COMPATIBILITY AND INTEGRATION

We test all equipment before it leaves our configuration centers to make sure everything is fully functional and compatible.

DEFECTIVE PART INSPECTION

We replace defective parts from our inventory at no additional cost. A consultant might charge for the time spent on returns.

QUALITY CONTROL

Every system we work with undergoes a rigorous quality assurance check. After verifying the compatibility of your devices' additional components, we test the hardware to make sure everything is installed correctly. Then we ensure everything works according to manufacturer specifications. We can also work with a custom checklist to meet additional needs.

State-of-the-Art Configuration Centers

CDW operates redundant, environmentally controlled ISO 9001- and ISO 14001-certified centers in Vernon Hills, Ill., and Las Vegas, so you'll get faster service and more affordable shipping. If one of our centers were to go down, we have the capacity to easily transfer your order to the other one. Our centers have a combined 65,000 square feet of integration space and another 50,000 square feet dedicated to staging. We staff three daily shifts, so teams are always working on your project. We also have the ability to scale up as needed.

HELP FROM OUR EXPERTS



30+ years of experience
in Configuration Services



220+ highly trained
and certified engineers
and technicians



Teams that can complete
projects in hours that
might take IT teams days
or weeks

**To learn more about CDW Configuration Services,
call 800.800.4239 or visit [CDW.com/configuration](https://www.cdw.com/configuration).**



CDW COLLABORATION

IT'S ALL ABOUT
THE EXPERIENCE



THE CHALLENGE

Organizations struggle to deliver a seamless collaboration experience to their employees that enables them to achieve their business objectives. Calling, messaging, meetings and sharing documents with others, inside and outside of their workplace, is a challenge:

Fragmented Collaboration Experience:

Too many different collaboration tools that are not integrated making the end-user experience challenging. In many cases the organization is paying for multiple collaboration tools that provide the same function.

Different Communication Styles for End Users:

Managing and supporting multiple generations of workers that want to communicate and collaborate differently without a strategy to define which tools are required by each worker or personality type.

Many Consumption and Deployment Models:

Organizations are struggling to find the right mix of cloud, Software as a Service (SaaS) and on-premises technology to support the business in a flexible, scalable and cost-effective manner. In addition, collaboration vendor consumption models are confusing and constantly changing.

Limited End-User Adoption and Support Plan:

End-user adoption is low because users lack the knowledge of what tools are available and how to effectively use them. These challenges are amplified when the proper end-user support is not in place. In addition, organizations have limited tools to analyze the adoption of technology that can be tied back to achieving a specific business objective.

As a result of the above challenges, employees are less productive and cannot effectively leverage existing tools to communicate and collaborate to get work done.

FRICTIONLESS COLLABORATION

CDW helps clients enable a seamless collaboration experience centered around call, meet, message and share.



THE SOLUTION – CDW SUCCESS LIFECYCLE

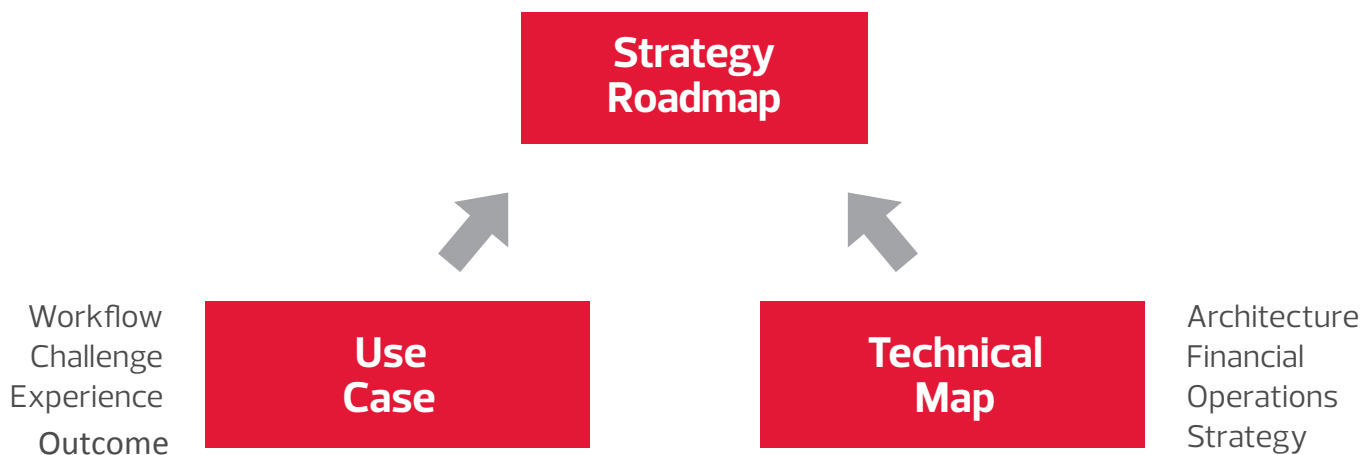
At CDW, we focus on how to help you improve your collaboration experience to achieve business outcomes faster and allow end users to become more productive. Individuals move from thinking about technology to getting work done. Towards this end, we created the CDW Success lifecycle.

This lifecycle approach enables CDW's customers to achieve better business outcomes faster by aligning the IT solution to the line of business (LOB) priorities and use cases.



STRATEGY AND ROADMAP ADVISORY SERVICES

Our Strategy and Roadmap advisory services are designed to gain an understanding into how the line of business (LOB) users work, who they work with, where they work and how they communicate and collaborate to achieve their business goals. This process allows CDW to determine the priority use cases and the critical collaboration experiences that should be improved.



With the information gathered from the Envision Phase, CDW works with your IT leadership to create a comprehensive collaboration strategy that is business outcome focused. The strategy defines the expected end-user experience that aligns to the identified use cases. This process also considers the current technology investment as the foundation to build upon.

CDW BIG FOUR FOR CUSTOMER SUCCESS AND ADOPTION

Success happens when we tailor solutions to user needs AND empower them to utilize them. In the success planning phase, CDW will work with you to prioritize solutions based on business and technical outcomes. CDW provides planning and design services for implementation of these solutions. With our success and adoption services, we create and execute a tailored **SUCCESS MANAGEMENT PLAN FOR ADOPTION** with a focus on the CDW BIG 4 for success.



MEASUREMENTS THAT MATTER CDW will work to identify and track Technical and Business measurements that matter to you. Through our adoption services you will be able to track and monitor measurements through the Lifecycle

MARKETING AND COMMUNICATIONS CDW will work to create a tiered approach to get everyone 'in'. This is accomplished with a detailed combination of marketing materials, communication, events and timelines.

END-USER ENABLEMENT CDW will work to build user enablement programs tailored to the business use cases and persona. Champions and training programs created are focused and use cases based on learning behaviors

EVERGREEN IT – SUCCESS SUSTAINMENT Along with new solutions and ever-changing technology, today's IT departments have a plethora of changes to deal with every day. A focus on IT Re-skilling and re-alignment, IT Service Desk Enablement and Change Management are important for successful use of a new technology. CDW builds a plan with you to do that

WHY CDW

The CDW framework enables CDW to focus on understanding specific business challenges first and then recommending the correct solution. This distinctly differentiates CDW from our competition and allows us to offer this in-depth approach for you.

 Collaboration Solutions	 Mobile Solutions	 Productivity Solutions
Communications Contact Center Messaging	Connectivity Enterprise Mobile Management Mobile Devices	API Frameworks Content Sharing Mobile Apps

200+ Solution Partners

FULL LIFECYCLE MULTIPLATFORM PROFESSIONAL SERVICES



LET'S GET STARTED

Contact your CDW account manager to learn more about enterprise collaboration strategy at 800.800.4239