

TIPS VENDOR AGREEMENT

Between ExCyte Solutions and
(Company Name)

THE INTERLOCAL PURCHASING SYSTEM (TIPS), a Department of Texas Education Service Center Region 8 for **TIPS RFP 200105 Technology Solutions, Products and Services**

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 unless otherwise agreed by the parties in writing and by signature and date on the attachment.

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 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, but not all, of the addendums possible.

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”, “included in price” 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 unless alternative shipping terms are agreed by TIPS as a result of the proposal award.

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 all products offered for sale to TIPS Members if the offering is included in the Request for Proposal category. All goods proposed and sold shall be new unless clearly stated in writing.

Customer Support

The Vendor shall provide timely and accurate customer support for orders to TIPS Members as agreed by the Parties. Vendors shall respond to such requests within a commercially reasonable time after receipt of the request. If support and/or training is a line item sold or packaged with a sale, support shall be as agreed with the TIPS Member.

Agreements

Agreements for purchase will normally be put into effect by means of a purchase order(s) executed by authorized agents of the TIPS Member participating government entities, but other means of placing an order may be used at the Member's discretion.

Tax exempt status

Most TIPS Members are tax exempt and the related laws and/or regulations of the controlling jurisdiction(s) of the TIPS Member shall apply.

Assignments of Agreements

No assignment of this Agreement may be made without the prior notification of TIPS. Written approval of TIPS shall not be unreasonably withheld. Payment for delivered goods and services can only be made to the awarded Vendor, Vendor designated reseller or vendor assigned company.

Disclosures

- Vendor and TIPS affirms that he/she or any authorized employees or agents 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.
- 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 the TIPS program.
- 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.

Term and Renewal of Agreements

The Agreement with TIPS is for three (3) years with an option for renewal for an additional one (1) consecutive year if both parties agree. TIPS may or may not exercise the one-year extension beyond the base three-year term and whether or not to offer the extension is at the sole discretion of TIPS. 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 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 that exceeds month to month terms 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, executed Agreement or other written instruction 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, deliver or provide ordered products or services within a commercially reasonable time after the receipt of the order from the TIPS Member. If a delay in said delivery is anticipated, the

Vendor shall notify TIPS Member as to why delivery is delayed and shall provide an estimated time for completion of the order. TIPS or the requesting entity may cancel the order if estimated delivery time is not acceptable or not as agreed by the parties.

Invoices

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, the vendor assigned dealer or as agreed by the Vendor and the TIPS Member after receiving invoice and in compliance with applicable payment statute(s), whichever is the greater time or as otherwise provided by an agreement of the parties.

Pricing

Price increases will be honored according to the terms of the solicitation. 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 TIPS Member customer.

Participation Fees and Reporting of Sales to TIPS by Vendor

The Participation Fee that was published as part of the Solicitation and the fee published is the legally effective fee, along with any fee conditions stated in the RFP. Collection of the fees by TIPS is required under Texas Government Code §791.011 Et seq. Vendor or vendor assigned dealer agrees to pay the participation fee for all Agreement sales to TIPS on a monthly scheduled report or as otherwise agreed by the parties.

Reporting of Sales to TIPS by Vendor

Vendor is required to report all sales under the TIPS contract to TIPS. If the TIPS Member entity requesting a price from the awarded Vendor requests the TIPS contract, Vendor must include the TIPS Contract number on any communications with the TIPS Member entity. To report sales, login to the TIPS Vendor Portal and click on the PO's and Payments tab. Pages 3-7 of the Vendor Portal User Guide will walk you through the process of reporting sales to TIPS. Please refer to the TIPS Accounting FAQ's for more information about reporting sales and if you have further questions, contact the Accounting Team at accounting@tips-usa.com. The Vendor or vendor assigned dealers are responsible for keeping record of all sales that go through the TIPS Agreement and submitting same to TIPS. Failure to render the participation fee to TIPS shall constitute a breach of this agreement with our parent governmental entity, Texas Education Service Center Region 8, as established by the Texas legislature and shall be grounds for termination of this agreement and any other agreement held with TIPS and possible legal action. TIPS reserves all rights under the law to collect the fees due. Please contact TIPS at tips@tips-usa.com or call (866) 839-8477 if you have questions about paying fees.

Indemnity

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 damages, injuries to persons (including death), property damages, losses, and expenses including court costs and reasonable attorney's fees, arising out of, or resulting from, Vendor's performance under this Agreement, including all such causes of action based upon common, constitutional, or statutory law, or based in whole or in part, upon allegations of negligent or intentional acts on the part of the Vendor, its officers, employees, agents, subcontractors, licensees, or invitees. Parties found liable shall pay their proportionate share of damages as agreed by the parties or as ordered by a court of competent jurisdiction over the case. **NO LIMITATION OF LIABILITY FOR DAMAGES FOR**

PERSONAL INJURY OR PROPERTY DAMAGE ARE PERMITTED OR AGREED BY TIPS/ESC REGION 8. Per Texas Education Code §44.032(f), and pursuant to its requirements only, reasonable Attorney's fees are recoverable by the prevailing party in any dispute resulting in litigation.

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 or 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 between the Vendor and the TIPS Member, TIPS must be notified within five (5) business days of receipt of change order.

Termination for Convenience of TIPS Agreement Only

TIPS reserves the right to terminate this agreement for cause or no cause for convenience with a thirty (30) days prior written notice. Termination for convenience is conditionally required under Federal Regulations 2 CFR part 200 if the customer is using federal funds for the procurement. All purchase orders presented to the Vendor, but not fulfilled by 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 prior written notice to TIPS 4845 US Hwy North, Pittsburg, Texas 75686. The vendor will be paid for goods and services delivered prior to the termination provided that the goods and services were delivered in accordance with the terms and conditions of the terminated agreement. This termination clause does not affect the sales agreements executed by the Vendor and the TIPS Member customer pursuant to this agreement. TIPS Members may negotiate a termination for convenience clause that meets the needs of the transaction based on applicable factors, such as funding sources or other needs.

TIPS Member Purchasing Procedures

Usually, purchase orders or their equal are issued by participating TIPS Member to the awarded vendor and should indicate on the order that the purchase is per the applicable TIPS Agreement number. Orders are typically emailed to TIPS at tipspo@tips-usa.com.

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

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 reasonably fully informed of and in compliance with all ordinances and regulations pertaining to the lawful

provision of goods or services under the Agreement. TIPS and TIPS Members reserves the right to stop work and/or cancel an order or terminate this or any other sales Agreement of any awarded vendor whose

license(s) required for performance under this Agreement have expired, lapsed, are suspended or terminated subject to a 30-day cure period unless prohibited by applicable statute or regulation.

Novation

If awarded vendor sells or transfers all assets, rights or the entire portion of the assets or rights required to perform this Agreement, a successor in interest must guarantee to perform all obligations under this Agreement. A simple change of name agreement will not change the Agreement obligations of awarded vendor. TIPS will consider Contract Assignments on a case by case basis. TIPS must be notified within five (5) business days of the transfer of assets or rights.

Site Requirements (only when applicable to service or job)

Cleanup: When performing work on site at a TIPS Member's property, awarded vendor shall clean up and remove all debris and rubbish resulting from their work as required or directed by TIPS Member or as agreed by the parties. Upon completion of work, the premises shall be left in good repair and an orderly, neat, clean and unobstructed condition.

Preparation: Awarded vendor shall not begin a project for which TIPS Member has not prepared the site, unless awarded vendor does the preparation work at no cost, or until TIPS Member includes the cost of site preparation in a purchase order.

Site preparation includes, but is not limited to: moving furniture, installing wiring for networks or power, and similar pre-installation requirements.

Registered sex offender restrictions: For work to be performed at schools, awarded vendor agrees that no employee of a sub-contractor who has been adjudicated to be a registered sex offender will perform work at any time when students are, or reasonably expected to be, present unless otherwise agreed by the TIPS Member. Awarded vendor agrees that a violation of this condition shall be considered a material breach and may result in the cancellation of the purchase order at the TIPS Member's discretion.

Awarded vendor must identify any additional costs associated with compliance of this term. If no costs are specified, compliance with this term will be provided at no additional charge. **Safety measures:** Awarded vendor shall take all reasonable precautions for the safety of employees on the worksite, and shall erect and properly maintain all necessary safeguards for protection of workers and the public. Awarded vendor shall post warning signs against all hazards created by the operation and work in progress. Proper precautions shall be taken pursuant to state law and standard practices to protect workers, general public and existing structures from injury or damage.

Smoking

Persons working under Agreement shall adhere to the TIPS Member's or local smoking statutes, codes or policies.

Marketing

Awarded vendor agrees to allow TIPS to use their name and logo within TIPS website, marketing materials and advertisement subject to any reasonable restrictions provided to TIPS in the Proposal to the Solicitation. The Vendor may submit an acceptable use directive for Vendor's names and logos with which TIPS agrees to comply. 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 which will not be unreasonably withheld. Request may be made by email to TIPS@TIPS-USA.COM

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 such as but not limited to, invoice requirements, ordering requirements, specialized delivery, etc. Any Supplemental Agreement or contract developed as a result of this Agreement is

exclusively between the TIPS Member entity customer and the Vendor. TIPS, its agents, TIPS Members and employees not a party to the Supplemental Agreement with the TIPS Member customer, shall not be made party to any claim for breach of such agreement unless named and agreed by the Party in question in writing in the agreement. If a Vendor submitting a Proposal requires TIPS and/or TIPS Member to sign an additional agreement, those agreements shall comply with the award made by TIPS to the Vendor. Supplemental Vendor's Agreement documents may not become part of TIPS's Agreement with vendor unless and until an authorized representative of TIPS reviews and approves it. TIPS review and approval may be at any time during the life of this Vendor Agreement. TIPS permits TIPS Members to negotiate additional terms and conditions with the Vendor for the provision of goods or services under the Vendor's TIPS Agreement so long as they do not materially conflict with this Agreement.

Survival Clause

All applicable sales, leases, Supplemental Agreements, contracts, software license agreements, warranties or service agreements that were entered into between Vendor and TIPS or the TIPS Member Customer under the terms and conditions of this Agreement shall survive the expiration or termination of this 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 local, state and federal laws governing the sale of products/services identified in the applicable Solicitation that resulted in this Vendor Agreement 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 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. In order to ensure and confirm compliance with this agreement, TIPS shall have authority to conduct audits of Awarded Vendor's pricing or TIPS transaction documentation with TIPS Members with 30 days' notice unless the audit is ordered by a Court Order or by a Government Agency with authority to do so without notice. 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 possible non-compliant conduct or may terminate the Agreement according to the terms of this Agreement. In the event of an audit, the requested materials shall be reasonably provided in the time, format and at the location acceptable to Region 8 ESC or TIPS. TIPS agrees not to perform a random audit the TIPS transaction documentation more than once per calendar year, but reserves the right to audit for just cause or as required by any governmental agency or court with regulatory authority over TIPS or the TIPS Member.

Force Majeure

If by reason of Force Majeure, either party hereto shall be rendered unable wholly or in part to carry out its obligations under this Agreement then such party shall give notice and full particulars of Force Majeure in writing to the other party within a reasonable time after occurrence of the event or cause relied upon, and the obligation of the party giving such notice, so far as it is affected by such Force Majeure, shall be suspended during the continuance of the inability then claimed, except as hereinafter provided, but for no longer period,

and such party shall endeavor to remove or overcome such inability with all reasonable dispatch.

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.

Venue, 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 for any dispute resolution process, other than litigation, between TIPS and the Vendor shall be located in Camp or Titus County, Texas.

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 desires goods or services awarded to the Vendor. Notification may occur via phone, the web, courier, email, fax, or in person. Upon notification of a pending request, the awarded vendor shall acknowledge the TIPS Member's request as soon as possible, but must make contact with the TIPS Member within two working days.

Status of TIPS Members as Related to This Agreement

TIPS Members stand in the place of TIPS as related to this agreement and have the same access to the proposal information and all related documents. TIPS Members have all the same rights under the awarded Agreement as TIPS.

Vendor's Resellers as Related to This Agreement

Vendor's Named Resellers under this Agreement shall comply with all terms and conditions of this agreement and all addenda or incorporated documents. All actions related to sales by Authorized Vendor's Resellers under this Agreement are the responsibility of the Awarded Vendor. If Resellers fail to report sales to TIPS under your Agreement, the awarded Vendor is responsible for their contractual failures and shall be billed for the fees. The awarded vendor may then recover the fees from their named reseller.

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 if requested by either party. TIPS, or its representatives, reserves the right to inspect any project and audit the awarded Vendor's TIPS project files, documentation and correspondence related to the requesting TIPS Member's order. If there are confidentiality requirements by either party, TIPS shall comply to the extent permitted by law.

Incorporation of Solicitation

The TIPS Solicitation which resulted in this Vendor Agreement, whether a Request for Proposals, the Request for Competitive Sealed Proposals or Request for Qualifications solicitation, or other, the Vendor's response to same and all associated documents and forms made part of the solicitation process, including any addenda, 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.

STATUTORY REQUIREMENTS

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 does not and will 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 three (3) business day of the change by a letter on Vendor's letterhead from and signed by 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 Automobile
Liability	\$300,000 Includes owned, hired & non-owned
Workers' Compensation	Statutory limits for the jurisdiction in which the Vendor performs under this Agreement.
Umbrella Liability	\$1,000,000

When the contractor or its subcontractors are liable for any damages or claims, the contractors' policy, when the Vendor is responsible for the claim, 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, unless proof of retention funds to cover said deductibles is provided. "Claims made" policies will not be accepted. Vendor's required minimum coverage shall not be suspended, voided, cancelled, non-renewed or reduced in coverage or in limits unless replaced by a policy that provides the minimum required coverage except after thirty (30) days prior written notice by certified mail, return receipt requested has been given to TIPS or the TIPS Member if a project or pending delivery of an order is ongoing. Upon request, certified copies of all insurance policies shall be furnished to the TIPS or the TIPS Member.

Special Terms and Conditions

- **Orders:** All vendor orders received from TIPS Members must be emailed to TIPS at tipspo@tips-usa.com. Should a TIPS Member send an order directly to the Vendor, it is the Vendor's responsibility to forward a copy of the order to TIPS at the email above within 3 business days and confirm its receipt with TIPS.
- **Vendor Encouraging Members to bypass TIPS agreement:** Encouraging TIPS Members to purchase directly from the Vendor or through another agreement, when the Member has requested using the TIPS cooperative Agreement or price, and thereby bypassing the TIPS Agreement is a violation of the terms and conditions of this Agreement and will result in removal of the Vendor from the TIPS Program.
- **Order Confirmation:** All TIPS Member Agreement orders are approved daily by TIPS and sent to vendor. The Vendor should confirm receipt of orders to the TIPS Member (customer) within 3 business days.
- **Vendor custom website for TIPS:** If Vendor is hosting a custom TIPS website, updated pricing when effective. TIPS shall be notified when prices change in accordance with the award.
- **Back Ordered Products:** If product is not expected to ship within the time provided to the TIPS member by the Vendor, customer is to be notified within 3 business days and appropriate action taken based on customer request.

The TIPS Vendor Agreement Signature Page is inserted here.

TIPS Vendor Agreement Signature Form

RFP 200105 Technology Solutions, Products and Services

Company Name ExCyte Solutions
Address 512 Eberhart Lane #1205
City Austin State TX Zip 78745
Phone 505-400-9375 Fax N/A
Email of Authorized Representative edhernandez@excytesolutions.com
Name of Authorized Representative Ed Hernandez
Title President/CEO
Signature of Authorized Representative *Ed Hernandez*
Date February 20, 2020
TIPS Authorized Representative Name Meredith Barton
Title Chief Operating Officer
TIPS Authorized Representative Signature *Meredith Barton*
Approved by ESC Region 8 *David Wayne Fitts*
Date 4/30/2020

NOTICE TO MEMBERS REGARDING ATTRIBUTE RESPONSES

TIPS VENDORS RESPOND TO ATTRIBUTE QUESTIONS AS PART OF TIPS COMPETITIVE SOLICITATION PROCESS. THE VENDOR'S RESPONSES TO ATTRIBUTE QUESTIONS ARE INCLUDED HEREIN AS "SUPPLIER RESPONSE." PLEASE BE ADVISED THAT DEVIATIONS, IF ANY, IN VENDOR'S RESPONSE TO ATTRIBUTE QUESTIONS MAY NOT REFLECT VENDOR'S FINAL ATTRIBUTE RESPONSE, WHICH IS SUBJECT TO NEGOTIATIONS PRIOR TO AWARD. PLEASE CONTACT THE TIPS OFFICE AT 866-839-8477 WITH QUESTIONS OR CONCERNS REGARDING VENDOR ATTRIBUTE RESPONSE DEVIATIONS. PLEASE KEEP IN MIND THAT TIPS DOES NOT PROVIDE LEGAL COUNSEL TO MEMBERS. TIPS RECOMMENDS THAT YOU CONSULT YOUR LEGAL COUNSEL WHEN EXECUTING CONTRACTS WITH OR MAKING PURCHASES FROM TIPS VENDORS.



200105 Addendum 2 ExCyte Solutions Supplier Response

Event Information

Number: 200105 Addendum 2
Title: Technology Solutions, Products and Services
Type: Request for Proposal
Issue Date: 1/9/2020
Deadline: 2/21/2020 03:00 PM (CT)

Contact Information

Contact: Kristie Collins
Address: Region 8 Education Service Center
4845 US Highway 271 North
Pittsburg, TX 75686
Phone: +1 (866) 839-8477
Fax: +1 (866) 839-8472
Email: bids@tips-usa.com

ExCyte Solutions Information

Contact: Ed Hernandez
Address: 512 Eberhart Lane #1205
Austin, TX 78745
Phone: (505) 400-9375
Email: edhernandez@excytesolutions.com

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

Ed Hernandez

Signature

Submitted at 2/21/2020 2:07:07 AM

edhernandez@excytesolutions.com

Email

Supplier Note

We submitted one pricing page and seven separately attached pricing pages as part of our bid

Requested Attachments

Vendor Agreement

Signed ExCyte Solutions 200105_Vendor_Agreement (1) 2.20.2020.pdf

The vendor must download the Vendor Agreement from the attachment tab, fill in the requested information and upload the completed agreement.

DO NOT UPLOAD encrypted or password protected files.

Agreement Signature Form

Signed TIPS Agreement_Signature_Form 2.20.2020.pdf

If you have not taken exception or deviation to the agreement language in the solicitation attributes, download the AGREEMENT SIGNATURE FORM from the "ATTACHMENTS" tab. This PDF document is a fillable form. Download the document to your computer, fill in the requested company information, print the file, SIGN the form, SCAN the completed and signed AGREEMENT SIGNATURE FORM, and upload here.

If you have taken exception to any of the agreement language and noted the exception in the deviations section of the attributes for the agreement, complete the AGREEMENT SIGNATURE FORM, but DO NOT SIGN until those deviations have been negotiated and resolved with TIPS management. Upload the unsigned form here, because this is a required document.

Pricing Spreadsheet #1

Copy of ExCyte Solutions - Technology Services 200105 Pricing_form 2.20.2020.xlsx

The vendor must download the PRICING SPREADSHEET SHEET from the attachment tab, fill in the requested information and upload the completed spreadsheet.

DO NOT UPLOAD encrypted or password protected files.

Pricing Spreadsheet #2

ExCyte Solutions - Technology Services 200105 Pricing_form 2.20.2020.xlsx

The vendor must download the PRICING SPREADSHEET SHEET from the attachment tab, fill in the requested information and upload the completed spreadsheet.

DO NOT UPLOAD encrypted or password protected files.

References

ExCyte and Partner Reference Form (3) 2.20.2020.xls

The vendor must download the References spreadsheet from the attachment tab, fill in the requested information and upload the completed spreadsheet. DO NOT UPLOAD encrypted or password protected files.

Proposed Goods and Services

Combined flyer 1.pdf

Please upload one or more documents or sheets describing your offerings, line cards, catalogs, links to offerings OR list links to your offerings that illustrate the catalog of proposed lines of goods and or services you carry and offer under this proposal. It does not have to be exhaustive but should, at a minimum tell us what you are offering. It could be as simple as a sheet with your link to your online catalog of goods and services.

Resellers/Dealers - COMPLETE AND UPLOAD ONLY IF YOU HAVE RESELLER OF YOUR GOODS OR SERVICES PROPOSED

ExCyte Reseller_Dealers_Sheet (3) 2.20.2020.xlsx

If the PROPOSING vendor has resellers that will be selling for the vendor UNDER this contract, the vendor must download the Resellers/Dealers spreadsheet from the attachment tab, fill in the requested information and upload the completed spreadsheet.

DO NOT UPLOAD encrypted or password protected files.

HUB Subcontracting Plan Form OPTIONAL

Signed ExCyte Solutions HUB_Subcontracting_Plan_Form_OPTIONAL 2.20.2020.pdf

Completion of the HUB Subcontracting Plan Form is OPTIONAL. THE FORM INFORMATION HAS NO EFFECT ON YOUR EVALUATION SCORE. IT IS INFORMATIONAL ONLY. Some Texas State agencies and Universities require it be a part of the file when determining if they can use a TIPS contract. If you choose to complete one, it is not project specific but the general plan the vendor would use. Complete it as best you can.

Vendor can download the HUB Subcontracting Plan Form from the "Attachments" tab and upload their HUB Subcontracting Plan Form.

D/M/WBE Certification OPTIONAL

ExCyte Solutions MBE Certificate.pdf

D/M/WBE Certification documentation may be scanned and uploaded if you desire to claim your status as one of the identified enterprises. (Disadvantaged Business Enterprise, Minority Business Enterprise and/or Woman Business Enterprise) If vendor has more than one certification scan into one document. (PDF Format ONLY)

DO NOT UPLOAD encrypted or password protected files.

HUB Certification OPTIONAL

ExCyte Solutions HUB Certificate 2,20,2020.pdf

HUB Certification documentation may be scanned and uploaded if you desire to document your status as a HUB company. (Historically Underutilized Business) (PDF Format ONLY)

DO NOT UPLOAD encrypted or password protected files.

Warranty

No response

Warranty information (if applicable) must be scanned and uploaded. (PDF Format ONLY)

DO NOT UPLOAD encrypted or password protected files.

Supplementary

Region 8 ESC - TIPS Cover page and letter 2.20.2020.pdf

Supplementary information may be scanned and uploaded. (Company information, brochures, catalogs, etc.) (PDF Format ONLY)

DO NOT UPLOAD encrypted or password protected files.

All Other Certificates

ExCyte Solutions Insurance certificate 53814928.pdf

All Other Certificates (if applicable) must be scanned and uploaded. If vendor has more than one other certification scan into one document. (PDF Format ONLY)

DO NOT UPLOAD encrypted or password protected files.

Logo and Other Company Marks

Excyte-Solutions-Dark-02.png

If you desire, 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 Supplementary section or another non-required section under the "Response Attachment" tab. Preferred Logo Format: 300 x 25 px - .png, .eps, .jpeg preferred

Conflict of Interest Form CIQ- ONLY REQUIRED IF A CONFLICT EXISTS PER THE INSTRUCTIONS

No response

ONLY REQUIRED IF A CONFLICT EXISTS PER THE INSTRUCTIONS

Conflict of Interest Form for Vendors that are required to submit the form. The Conflict of Interest Form is included in the Base documents or can be found at <https://www.tips-usa.com/assets/documents/docs/CIQ.pdf>.

Certificate of Corporate Offerer - COMPLETE ONLY IF OFFERER IS A CORPORATION

No response

COMPLETE AND UPLOAD FORM IN ATTACHMENTS SECTION ONLY IF OFFERER IS A CORPORATION

Disclosure of Lobbying Activities Standard Form LLL Signed ExCyte Solutions Disclosure_of_Lobbying_Activities_Standard_Form_LLL 2.20.2020.pdf

ONLY IF you answered "I HAVE Lobbied per above" to attribute #66, please download and complete and upload the Standard Form-LLL, "disclosure Form to Report Lobbying," in the Response attachments section.

Confidentiality Form Signed CONFIDENTIALITY_CLAIM_FORM rev111819RP 2.20.2020.pdf

REQUIRED CONFIDENTIALITY FORM. Complete the form according to your company requirements, make any desired attachments and upload to the appropriate section under "Response Attachments" THIS FORM DETERMINES HOW ESC8/TIPS RESPONDS TO LEGAL PUBLIC INFORMATION REQUESTS.

Response Attachments

6900 IP Family Accessory for MiCloud Connect Brochure-ENrev1.pdf

Mitel

CBTS_Cloud_for_Government_Transform_Service_to_Constituents_EBK_181005.pdf

CBTS

AireSpring Product Overview.pdf

AireSpring

Defendry Brochure .pdf

Defendry

MiCloud-Connect-QuickView-US.pdf

Mitel

Mitel 6900 Phones for the Connect Platform 2019.pdf

Mitel

ExCyte Solutions Government and Education Services Statement (1).pdf

ExCyte Solutions

Cybraics-for-Public-Sector-Overview.pdf

Cybraics

Copy of ExCyte Solutions - CBTS 200105 Pricing_form_1 (4) 2.20.2020.xlsx

CBTS Pricing

Copy of ExCyte Solutions - Comm-Core 200105 Pricing_form_1 2.20.2020.xlsx

Comm-Core pricing

Copy of ExCyte Solutions - Defendry 200105 Pricing_form 2.20.2020).xlsx

Defendry Pricing

Copy of ExCyte Solutions - PhoenixNAP 200105 Pricing_form) 2.20.2020 (1).xlsx

PhoenixNAP pricing

Copy of ExCyte Solutions - RapidDeploy 200105 Pricing_form_1 (4) 2.20.2020 (1).xlsx

RapidDeploy pricing

Copy of ExCyte Solutions AireSpring2.20.20 (1).xlsx

AireSpring pricing

Copy of ExCyte Solutions Cybraics2.20.20.xlsx

Cybraics pricing

Copy of ExCyte Solutions- Mitel 200105 Pricing_form 2.20.2020 (2).xlsx

Mitel pricing

Bid Attributes

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. <input type="text" value="YES"/>
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. <input type="text" value="Yes"/>
3 Yes - No	The Vendor can provide services and/or products to all 50 US States? <input type="text" value="Yes"/>
4 States Served:	If answer is NO to question #3, please list which states can be served. (Example: AR, OK, TX) <input type="text" value="No response"/>
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.) <input type="text" value="ExCyte Solutions, MBE/HUB IT Services company"/>
6 Primary Contact Name	Primary Contact Name <input type="text" value="Ed Hernandez"/>
7 Primary Contact Title	Primary Contact Title <input type="text" value="President/CEO"/>
8 Primary Contact Email	Primary Contact Email <input type="text" value="edhernandez@excytesolutions.com"/>
9 Primary Contact Phone	Enter 10 digit phone number. (No dashes or extensions) Example: 8668398477 <input type="text" value="505-400-9375"/>

10	Primary Contact Fax Enter 10 digit phone number. (No dashes or extensions) Example: 8668398477
	<input type="text" value="N/A"/>

11	Primary Contact Mobile Enter 10 digit phone number. (No dashes or extensions) Example: 8668398477
	<input type="text" value="505-400-9375"/>

12	Secondary Contact Name Secondary Contact Name
	<input type="text" value="Cora Hernandez"/>

13	Secondary Contact Title Secondary Contact Title
	<input type="text" value="CFO"/>

14	Secondary Contact Email Secondary Contact Email
	<input type="text" value="corahernandez@excytesolutions.com"/>

15	Secondary Contact Phone Enter 10 digit phone number. (No dashes or extensions) Example: 8668398477
	<input type="text" value="505-410-9472"/>

16	Secondary Contact Fax Enter 10 digit phone number. (No dashes or extensions) Example: 8668398477
	<input type="text" value="N/A"/>

17	Secondary Contact Mobile Enter 10 digit phone number. (No dashes or extensions) Example: 8668398477
	<input type="text" value="505-410-9472"/>

18	Admin Fee Contact Name Admin Fee Contact Name. This person is responsible for paying the admin fee to TIPS.
	<input type="text" value="Cora Hernandez"/>

19	Admin Fee Contact Email Admin Fee Contact Email
	<input type="text" value="corahernandez@excytesolutions.com"/>

20	Admin Fee Contact Phone Enter 10 digit phone number. (No dashes or extensions) Example: 8668398477
<input type="text" value="505-410-9472"/>	

21	Purchase Order Contact Name Purchase Order Contact Name. This person is responsible for receiving Purchase Orders from TIPS.
<input type="text" value="corahernandez@excytesolutions.com"/>	

22	Purchase Order Contact Email Purchase Order Contact Email
<input type="text" value="corahernandez@excytesolutions.com"/>	

23	Purchase Order Contact Phone Enter 10 digit phone number. (No dashes or extensions) Example: 8668398477
<input type="text" value="505-410-9472"/>	

24	Company Website Company Website (Format - www.company.com)
<input type="text" value="www.excytesolutions.com"/>	

25	Federal ID Number: Federal ID Number also known as the Employer Identification Number. (Format - 12-3456789)
<input type="text" value="84-1940757"/>	

26	Primary Address Primary Address
<input type="text" value="512 Eberhart Lane #1205"/>	

27	Primary Address City Primary Address City
<input type="text" value="Austin"/>	

28	Primary Address State Primary Address State (2 Digit Abbreviation)
<input type="text" value="Texas"/>	

29	Primary Address Zip Primary Address Zip
<input type="text" value="78745"/>	

30 Search Words:

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.)

cloud services, it services, telecommunications, mobility, voice, data security, data networking, LAN/WAN, SD-WAN, managed services,

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?

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.

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?

Yes

32 Yes - No

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?

Yes

33 Company Residence (City)

Vendor's principal place of business is in the city of?

Austin

34 Company Residence (State)

Vendor's principal place of business is in the state of?

Texas

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

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.

37 Yes - No

Vendor agrees to remit to TIPS the required administration fee?

TIPS/ESC 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.

38 Yes - No

Do you offer additional discounts to TIPS members for large order quantities or large scope of work?

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.

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.

EXAMPLE: BIGmart is a reseller of ACME brand televisions. If ACME were a TIPS awarded vendor, then ACME would list BIGmart as a reseller.

(If 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.

4 1	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? <input type="text" value="YES"/>
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4 2	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? <input type="text" value="Yes"/>
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4 3	NON-COLLUSIVE BIDDING CERTIFICATE By submission of this bid or proposal, the Bidder certifies that: 1) This bid or proposal has been independently arrived at without collusion with any other Bidder or with any Competitor; 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: 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; 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. Not a negotiable term. Failure to agree will render your proposal non-responsive and it will not be considered.
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4 4	CONFLICT OF INTEREST QUESTIONNAIRE - FORM CIQ - Do you have any CONFLICT OF INTEREST TO REPORT OR DISCLOSE under this statutory requirement? Do you have any CONFLICT OF INTEREST TO REPORT OR DISCLOSE under this statutory requirement? YES or NO If 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. You may find the Blank CIQ form on our website at: Copy and Paste the following link into a new browser or tab: https://www.tips-usa.com/assets/documents/docs/CIQ.pdf There is an optional upload for this form provided if you have a conflict and must file the form. <input type="text" value="No"/>
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4 5	Filing of Form CIQ If yes (above), have you filed a form CIQ by uploading the form to this RFP as directed above? <input type="text" value="No"/>
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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

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Regulatory Standing

Regulatory Standing explanation of no answer on previous question.

No response

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Antitrust Certification Statements (Tex. Government Code § 2155.005)

By submission of this bid or proposal, the Bidder certifies 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.

Suspension or Debarment Instructions

Instructions for Certification:

1. 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.
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.
9. 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.

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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.

Debarment 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.

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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.

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.

(Title 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)

All 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.

5 2 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:

The following provisions are required to be in place and agreed if the procurement is funded in any part with federal funds.

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.

5 3 2 CFR PART 200 Contracts

Contracts for more than the simplified acquisition threshold 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?

5 4 2 CFR PART 200 Termination

Termination for cause and for convenience by the grantee 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?

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2 CFR PART 200 Clean Air Act

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

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?

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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.

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?

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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)

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.

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

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.

The 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 Form 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.

**6
1** **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?

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.

YES

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2** **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?**

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?

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.

(b) Affirmative steps must include:(1) Placing qualified small and minority businesses and women's business enterprises on solicitation lists;

(2) Assuring that small and minority businesses, and women's business enterprises are solicited whenever they are potential sources;

(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;

(4) Establishing delivery schedules, where the requirement permits, which encourage participation by small and minority businesses, and women's business enterprises;

(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

(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.

YES

6 **Indemnification**

3

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 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?

6 **Remedies**

4

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.

Do you agree to these terms?

6 **Remedies Explanation of No Answer**

5

6 **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 law s 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.

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?

6 **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.

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?

6 **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.

Do you agree to these terms?

6 **Infringement(s) Explanation of No Answer**

7 **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 Local 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.

7
1

Payment Terms and Funding Out Clause

Payment Terms:

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.

Funding Out Clause:

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.

See statute(s) for specifics or consult your legal counsel.

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?

7
2

Insurance and Fingerprint Requirements Information

Insurance

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.

Fingerprint

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/>

If the vendor has staff that meet both of these criterion:

- (1) will have continuing duties related to the contracted services; and
- (2) has or will have direct contact with students

Then you have "covered" employees for purposes of completing the attached form.

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.

See form in the next attribute to complete entitled:
Texas Education Code Chapter 22 Contractor Certification for Contractor Employees

Texas Education Code Chapter 22 Contractor Certification for Contractor Employees

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.

I certify that:

NONE (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.

OR

SOME (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.

None

7 **Texas Business and Commerce Code § 272 Requirements as of 9-1-2017**

4 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.

7 **Texas Government Code 2270 Verification Form**

5 Texas Government Code 2270 Verification Form
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.

YES

**7
6** Logos and other company marks

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

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)

**7
7** Solicitation Deviation/Compliance

Does the vendor agree with the General Conditions Standard Terms and Conditions or Item Specifications listed in this proposal invitation?

**7
8** Solicitation Exceptions/Deviations Explanation

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.

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.

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.

**7
9** Agreement Deviation/Compliance

Does the vendor agree with the language in the Vendor Agreement?

**8
0** Agreement Exceptions/Deviations Explanation

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.

**8
1** **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.

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.

B. Firm not owned nor operated by felon; per above

**8
2** **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.

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

No response

**8
3** **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 to 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 <10% annually per question

**8
4** **Required Confidentiality Claim Form**

Required Confidentiality Claim Form

This completed form is required by TIPS. By submitting a response to this solicitation you agree to download from the “Attachments” section, complete according to the instructions on the form, then uploading the completed form, with any confidential attachments, if applicable, to the “Response Attachments” section titled “Confidentiality Form” in order to provide to TIPS the completed form titled, “CONFIDENTIALITY CLAIM FORM”. By completing this process, you provide us with the information we require to comply with the open record laws of the State of Texas as they may apply to your proposal submission. If you do not provide the form with your proposal, an award will not be made if your proposal is qualified for an award, until TIPS has an accurate, completed form from you.

Read the form carefully before completing and if you have any questions, email Rick Powell at TIPS at rick.powell@tjps-usa.com

85 Choice of Law clauses with TIPS Members

If the vendor is awarded a contract with TIPS under this solicitation, the vendor agrees to make any Choice of Law clauses in any contract or agreement entered into between the awarded vendor and with a TIPS member entity to read as follows: "Choice of law shall be the laws of the state where the customer resides" or words to that effect.

86 Venue of dispute resolution with a TIPS Member

In the event of litigation or use of any dispute resolution model when resolving disputes with a TIPS member entity as a result of a transaction between the vendor and TIPS or the TIPS member entity, the Venue for any litigation or other agreed upon model shall be in the state and county where the customer resides unless otherwise agreed by the parties at the time the dispute resolution model is decided by the parties.

87 Automatic renewal of contracts or agreements with TIPS or a TIPS member entity

This clause **DOES NOT** prohibit multiyear contracts or agreements with TIPS member entities. Because TIPS and TIPS members are governmental entities subject to laws that control appropriations of funds during their fiscal years for contracts and agreements to provide goods and services, does the Vendor agree to limit any automatic renewal clauses of a contract or agreement executed as a result of this TIPS solicitation award to not longer than "month to month" and at the TIPS contracted rate.

88 Indemnity Limitation with TIPS Members

Texas and other states restrict by law or state Constitution the ability of a governmental entity to indemnify others. TIPS requires that any contract entered into between a vendor and TIPS or a TIPS Member as a result of an award under this Solicitation limit the requirement that the Customer indemnify the Vendor by either eliminating any such indemnity requirement clauses in any agreements, contracts or other binding documents **OR** by prefacing all indemnity clauses required of TIPS or the TIPS Member entity with the following: "To the extent permitted by the laws or the Constitution of the state where the customer resides, ".

Agreement is a required condition to award of a contract resulting from this Solicitation.

89 Arbitration Clauses

Except for certain circumstances, TIPS forbids a mandatory arbitration clause in any contract or agreement entered into between the awarded vendor with TIPS or a TIPS member entity. Does the vendor agree to exclude any arbitration requirement in any contracts or agreement entered into between TIPS or a TIPS member entity through an awarded contract with TIPS?

90 Required Vendor Sales Reporting

By responding to this Solicitation, you agree to report to TIPS all sales made under any awarded Agreement with TIPS. Vendor is required to report all sales under the TIPS contract to TIPS. If the TIPS Member entity requesting a price from the awarded Vendor requests the TIPS contract, Vendor must include the TIPS Contract number on any communications with the TIPS Member entity. If awarded, you will be provided access to the Vendor Portal. To report sales, login to the TIPS Vendor Portal and click on the PO's and Payments tab. Pages 3-7 of the [Vendor Portal User Guide](#) will walk you through the process of reporting sales to TIPS. Please refer to the TIPS [Accounting FAQ's](#) for more information about reporting sales and if you have further questions, contact the Accounting Team at accounting@tips-usa.com. The Vendor or vendor assigned dealers are responsible for keeping record of all sales that go through the TIPS Agreement and submitting same to TIPS.

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.

Entity Name	Contact Person	VALID EMAIL IS REQUIRED	Phone
LA Fitness Inc dba Golds Gym	Sean Camarena	scamarena@goldsgymsol.com	818-349-0123 x152
Western Specialty Contractors	Sam Kaufman	Sam.kauffmann@cnrgstotes.com	586-855-8514
Coast Central Credit Union	Edward Christians	echristians@coastalccu.org	707-445-8801
State of California OES	Budge Currier	budge.currier@caloes.ca.gov	916-845-8510
Collier County Sheriff's Department	Bob Finney III	Bob.Finney@CollierSheriff.org	239-252-9365
N. Central Texas Council of Governments	Christy Williams	CWilliams@NCT911.org	817-695-9204

Required Confidential Information Status Form

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 attach 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 all the confidential information in the submitted proposal. 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. Upon your claim and your defense to the Office of Texas Attorney General is required to make the final determination whether the information submitted by you and held by ESC8 and TIPS is confidential and exempt from public disclosure.

ExCyte Solutions

Name of company

Ed Hernandez, President/CEO

Printed Name and Title of authorized company officer declaring below the confidential status of material

512 Eberhart Lane #1205 Austin TX 78745 505-400-9375

Address City State ZIP Phone

ALL VENDORS MUST COMPLETE THE ABOVE SECTION.

I DO CLAIM parts of my proposal to be confidential and DO NOT desire to expressly waive a claim of confidentiality of all information contained within our response to the solicitation. 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.

ATTACHED ARE COPIES OF _____ PAGES OF CLAIMED CONFIDENTIAL MATERIAL FROM OUR PROPOSAL THAT WE DEEM TO BE NOT PUBLIC INFORMATION AND WILL DEFEND THAT CLAIM TO THE TEXAS ATTORNEY GENERAL IF REQUESTED WHEN A PUBLIC INFORMATION REQUEST IS MADE FOR OUR PROPOSAL.

Signature _____ Date February 20, 2020

OR -----

I DO NOT CLAIM any of my proposal to be confidential, complete the section below.

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.

Signature Ed Hernandez Date February 20, 2020

Texas Historically Underutilized Business (HUB) Certificate



Certificate/VID Number:	1841940757400
File/Vendor Number:	519934
Approval Date:	31-JUL-2019
Scheduled Expiration Date:	31-JUL-2021

In accordance with the Memorandum of Agreement between the
South Central Texas Regional Certification Agency (SCTRCA)
and the Texas Comptroller of Public Accounts (CPA), the CPA hereby certifies that

EXCYTE SOLUTIONS, LLC

has successfully met the established requirements of the State of Texas Historically Underutilized Business (HUB) Program to be recognized as a HUB. This certificate, printed 24-OCT-2019, supersedes any registration and certificate previously issued by the HUB Program. If there are any changes regarding the information (i.e., business structure, ownership, day-to-day management, operational control, addresses, phone and fax numbers or authorized signatures) provided in the submission of the business' application for registration/certification into the SCTRCA's program, you must immediately (within 30 days of such changes) notify the SCTRCA's program in writing. The CPA reserves the right to conduct a compliance review at any time to confirm HUB eligibility. HUB certification may be suspended or revoked upon findings of ineligibility. If your firm ceases to remain certified in the SCTRCA's program, you must apply and become certified through the State of Texas HUB program to maintain your HUB certification.

**South Central Texas Regional Certification Agency
of Bexar County, Texas hereby duly affirms that:**

ExCyte Solutions, LLC DBA ExCyte Solutions, LLC

has successfully met the established requirements of SCTRCA's Business Enterprise Certification Program to be certified as a

***ESBE HABE MBE SBE**

Certified NAICS Codes:

NAICS 518210: DATA PROCESSING, HOSTING, AND RELATED SERVICES

NAICS 541512: COMPUTER SYSTEMS DESIGN SERVICES

NAICS 541513: COMPUTER FACILITIES MANAGEMENT SERVICES



Certification Number: 219073605

Effective Date: July 31, 2019

Expiration Date: July 31, 2021

A handwritten signature in black ink, appearing to read "Charles Johnson".

**Charles Johnson,
Executive Director**

Note: This certificate is the property of the South Central Texas Regional Certification Agency and may be revoked should the above named firm graduate from or fails to comply with SCTRCA's Business Enterprise Program. A Certification Renewal Application is required every two years.

Mitel 6900 IP Accessories

A suite of add-on peripherals that expand the capabilities of the 6900 IP phones to increase work efficiency and mobility.

HIGHLIGHT ACCESSORIES

Integrated DECT Headset



The Integrated DECT Headset delivers a range of up to 300 feet (100 meters) of personal area mobility, helping users avoid missed calls while stepping away to the printer, copier or colleagues' offices. This headset is an ideal fit for all organizations and verticals including call centers, education, healthcare, hospitality and retail environments.

- Supported on the 6930 and 6940
- DECT wireless technology – 300-foot (100 meter) range
- Premium mono-ear headset
- Attaches to phone via phone's Expansion Port
- Rechargeable battery powered directly by the 6900 IP phone
- Headset Call control buttons (mute, volume, off hook/on hook)

S720 Bluetooth Speakerphone



The S720 Bluetooth Speakerphone gives users the ability to untether themselves from their desk and take advantage of the added productivity that wireless communication delivers. Adding the benefit of completely hands-free communication, the S720 Bluetooth Speakerphone enables users to work on their computers, handle documents, or take notes during conference calls.

- Unified call controls when paired to 6900 IP phone or mobile device
- Dual connect – desk phone & mobile phone
- Ability to link two speakerphones together wirelessly
- Play stereo music from mobile
- Battery powered with USB charging
- Supported natively on the 6930 IP and 6940 IP Phone
- Supported on 6920 IP with Bluetooth Dongle

6900 IP Series Accessories

Bluetooth Cordless Handset



The cordless voice optimized handset allows users to enjoy clearly discernable conversations in a variety of environments without being physically tied to their desk phone. Users can enjoy the freedom of cordless conversations for both IP and mobile integration calls by upgrading to the cordless handset.

- Standard on 6940 IP
- Optional for 6930 IP
- End user installable
- Answer/hang-up, mute and volume up/down buttons provided
- Ringtone played through handset while out of the phone cradle
- BT 4.1 Class 2 (10 meter / 30 feet range) wireless interface

M695 Programmable Key Module (PKM)



The M695 adds 3 three pages each with 28 programmable buttons to the existing personal keys on the 6920, 6930 or 6940 IP phones, increasing productivity for users who need to monitor many phone lines and busy lamp fields. The M695 attaches easily to the 6900 IP sidecar expansion port which provides power to the attached PKM(s) for a clutter free desktop.

- Supported on the 6920, 6930 and 6940
- 3 pages each containing 28 programmable keys
- 4.3" 480x272 pixel color backlit LCD display
- All attached PKM's powered by the phone – no separate power adapter required

WLAN Adapter



The WLAN Adapter delivers wireless 802.11 a/b/g/n dual band (2.4Ghz / 5Ghz) network connectivity to the 6900 IP series phones. The WLAN Adapter supplies power to the phone for a clean and simple single wall adapter solution. The WLAN Adapter supports connection of a PC to the PC port of the connected phone with true 2x2 MIMO (300Mb/s) throughput. The WLAN Adapter delivers enterprise grade security, dual antenna connectivity and comes with a remote management application that allows administrators to remotely manage adapters deployed within their user community.

- Remote Management Application for configuration and bulk updates
- PoE Support
- Two internal antennae
- Wireless - 802.11a/b/g/n (dual band 2.4 and 5 GHz)
- Ethernet - 10/100/1000
- WPA/WPA2 Personal Enterprise with 802.1x Authentication
- Ethernet MAC Address Intrusion Alert
- MAC Address Transparency
- Max Link Rate - MSC0 to MSC15 (300Mb/s)
- 2x2 MIMO
- Set Up via WPS, Remote Manager, Direct Configuration and Web

Accessory Compatibility Matrix

The table below shows the complete accessory compatibilities with each 6900 IP Phone

	6920	6930	6940
Integrated DECT Headset	-	Yes	Yes
Bluetooth Cordless Handset	-	Yes	Yes (1)
M695 (up to three)	Yes	Yes	Yes
WLAN Adapter	Yes (2)	Yes (2)	Yes (2)
S720 Bluetooth Speakerphone	Yes (3)	Yes	Yes
Level 6 AC Adapter	Yes	Yes	Yes
Universal 6800/6900 Wall Mount	Yes	Yes	Yes
Ribbed Corded Headset	Yes (4)	Yes (4)	Yes
Third-party Analog/DHSG headsets	Yes	Yes	-
Third-party USB headsets	Yes	Yes	Yes
Third-party off-the-shelf Bluetooth headsets	-	Yes	Yes

- (1) Standard on 6940.
- (2) Provisioning of the WLAN Adapter via the 6900 phone UI is not supported with MiCloud Connect. WLAN provisioning must be done through a browser.
- (3) Bluetooth connection of the S720 Speakerphone requires the 6920 to be equipped with the S720 USB Bluetooth Adapter.
- (4) Standard on 6920 and 6930. 6940 supports corded handset as an option.

Accessory Compatibility Matrix

The table below shows the accessory compatibilities with the Mitel platforms

	MiVoice Business	MiCloud Connect	MiVoice MX-One	MiVoice 5000	MiVoice Office 400	MiVoice Office 250
Integrated DECT Headset	Yes Minet 1.1	Yes SIP 5.2	Yes SIP 5.1	Yes SIP 5.1	Yes SIP 5.1	Yes SIP 5.1
Cordless Bluetooth Handset	Yes Minet 1.0	Yes As of SIP 5.2	Yes SIP 5.0	Yes SIP 5.0	Yes SIP 5.0	Yes SIP 5.0
S720 Speakerphone	Yes Minet 1.2	Yes SIP 5.2	No	No	No	No
Expansion Key Module	Yes Minet 1.0	Yes SIP 5.2	Yes SIP 5.0	Yes SIP 5.0	Yes SIP 5.0	Yes SIP 5.0
WLAN Adapter	Yes Minet 1.0	Yes* SIP 5.2	Yes* SIP 5.0	Yes* SIP 5.0	Yes* SIP 5.0	Yes* SIP 5.0

AireSpring Product Overview

AireSpring's award-winning product line provides fully managed, end-to-end, next-generation solutions, including SD-WAN, AirePBX Cloud Phone System, SIP Trunking, and Dedicated Internet. Services are delivered over AireSpring's revolutionary nationwide MPLS Mesh network, providing customers with a fully integrated single vendor solution. We combine the best rates and support, the broadest nationwide service footprint, one point of contact and one easy-to-read bill with a broad range of underlying service providers.

Cloud & Voice Communications

AIREPBX™ CLOUD PHONE SYSTEM

- Professional communications with enterprise class features
- Seamlessly switch calls between desktop phone, PC, and tablet
- Free advanced IP desk phones and free installation
- Multi-level auto attendant
- Local calling included, unlimited long distance option available

AIRECONTACT CLOUD CONTACT CENTER

- Inbound/outbound and blended call center options
- Dynamic scripting
- Robust reporting and real-time metrics
- Advanced calling features
- Omni-channel communications

LONG DISTANCE VOICE

- Get low cost SIP or dedicated connection using your current phone system
- Uses AireSpring's private managed IP network
- Robust support for call center traffic and high CPS (Calls Per Second) calling patterns
- Most cost effective rates
- Rapid activation, often within 48 hours
- DS-3 supported
- Supports G.711, G.729 codecs

LOCAL SIP TRUNKING

- Uses AireSpring's private managed IP network
- Replace TDM with easy local VoIP service and save
- Free local and inter-office calling included
- Multiple local phone number options included both nationwide and internationally
- Full features, including E911 and 411 directory assistance

Managed Network Services

MANAGED CONNECTIVITY

- End-to-end, fully managed network
- Geo-redundant Diversity
- Stable communications and technical support costs
- 24/7/365 Monitoring and Support

MPLS MESH

- Lowest rates across over 14 carrier networks
- Largest national footprint
- Reliable, efficient, and scalable
- End-to-End traffic prioritization for comprehensive QoS
- Customizable solutions, including multiple network failover options

SD-WAN

- Enhanced internet connections via low, cost public broadband
- Flexible, centralized WAN management
- Cloud delivered application, fully pre-configured and installed
- Compatible with all connectivity types (internet, MPLS, LTE, etc.)

ETHERNET PRIVATE NETWORKING

- Secure point-to-point connectivity
- Reduced cost option
- Full customer management

DEDICATED INTERNET ACCESS

- Offering data speeds from DS-1 through Gigabit Ethernet over fiber
- Symmetrical access and SLAs
- Bonded DIA up to 12.0 Mbps
- Managed routers available

AIRENMS NETWORK MONITORING SERVICE

- 24/7/365 real-time monitoring by the AireSpring Network Operations Center (NOC)
- Tickets pro-actively opened on behalf of customers in the event of a network alert
- Full system access via web browser
- Real-time data and records
- Free with AireSpring Managed Connectivity

MANAGED FIREWALL SECURITY SERVICE

- Configuration, updates, and 24/7/365 monitoring by SonicWALL certified engineers
- Unified Threat Management blocks viruses, Trojans, worms, rootkits and zero-day malware at the gateway
- Screen unwanted traffic to block botnets, and cyber criminals, and mitigate DDoS attacks
- Fully manage and limit employee web use
- Real-time SSI-DPI

Disaster Recovery

MANAGED FAILOVER

- Automatic routing and issue detection
- Uses AireSpring's 24/7 network monitoring service
- Failover configurations for voice, MPLS, and routers
- Diversified connectivity options: Ethernet, EOC, TDM, Cable, DSL, and Wireless

WIRELESS INTERNET CONNECTIVITY

- 4G LTE Wireless powered by AT&T
- Cradlepoint Cellular Enabled Modem/Router
- 24/7 Monitoring with AireNMS
- Provides quick connectivity for hard to wire sites and serves as a failover option

The AireSpring Advantage™

Reliable and Diversified Network

AireSpring's geo-redundant network provides true network diversity and supports disaster recovery options, allowing you to ensure business continuity.

Largest Available Coverage

From Somerset, CA to Madill, OK to Moravian Falls, NC to New York City, we cover more locations than anyone else on our network with the largest combined North American MPLS footprint.

Online Access via our AireCare™ Customer Portal

Our advanced online billing reporting portal provides 24/7 access to your billing and service details.

Eliminate Finger Pointing Between Providers

All services are delivered by a single vendor on a fully managed network, allowing you to avoid the finger pointing that can occur when multiple vendors are involved.

Escalation List Up to Our CEO

We stand behind our services 100 percent! We're so committed to ensuring complete satisfaction that we provide all our customers with an escalation list giving you access all the way up to our CEO.

Personalized Service

AireSpring delivers outstanding customer service, featuring one bill and a single point of contact for all your service needs.

Unique MESH Architecture

We merge more than 14 top tier carriers to provide a resilient, high performance network that offers the lowest cost access for each location.

Experience and Stability

AireSpring is an established name in the industry that you can count on for your communications. We've been around for over 14 years as a profitable and debt-free company and currently process over 1 billion calls per month on our carrier-grade network.

Fully Managed Network with QoS

Our fully managed, owned and operated IP network with end-to-end QoS provides exceptional voice quality. Multi-carrier and multi-network redundancy delivers maximum security and uptime (available with AireSpring Managed Connectivity)

Free On-Premises Enterprise-Grade Router/Gateway

We provide a fully managed, enterprise-grade router/gateway to manage VoIP and Data traffic, which comes standard with AireSpring Managed Connectivity services (additional backup routers available for a fee).

Free 24/7 Proactive WAN Network Monitoring Service

Our Managed Failover Connectivity services include free 24/7 professional monitoring with the AireNMS network monitoring service. Our NOC proactively monitors your network to pinpoint and fix potential problems before they affect your business (available with AireSpring Managed Connectivity).



Ready to find out more? Contact us at 888-389-2899, email sales@airespring.com, or visit our website at www.airespring.com

Powered by





Cloud for Government: A Transformative Digital Tool to Better Serve Communities



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From state to local agencies, government organizations crave access to the same cloud-based tools enabling digital transformation across the private sector. These tools hold the promise of delivering IT services with greater speed, flexibility, agility, and economy than traditional data center technologies. In addition, cloud services can help governments improve public services while reducing costs—satisfying the imperative to make the best use of taxpayers’ money.

CBTS has decades of industry experience and skills to help government agencies transform their infrastructure and applications into a cloud environment, while also addressing the cloud-driven challenges specific to the public sector.

This eBook explores how cloud-based tools address these challenges in five essential ways:

Security and compliance. A CBTS deployed cloud solution follows stringent methods of monitoring data, and upholding cybersecurity.

Budget restrictions. Moving organizational processes to the cloud allows agencies to shift from a capital expense to an operational expense, providing predictable payments and reducing initial investment costs.

Let’s survey these difficulties more closely.

Security and compliance

The CBTS domestic data centers keep essential government data safe and within the country’s borders. While on-premise data centers are still the most sheltered location for classified and sensitive data, the cloud offers secure storage for your information and ensures full encryption 24x7x365.

While the responsibility is ultimately up to the customer to protect the personal data they accumulate, privacy standards such as ISO/IEC 27001 and the SOC framework are written directly into our contracts.

Advancement. Cloud solutions give governments access to cutting-edge technologies, from machine learning to artificial intelligence.

Productivity. Regulating, integrating, simplifying, and automating IT operations improves efficiency.

Backup and recovery. The use of domestic data centers optimizes critical real-time services and reduces the risk of downtime.



In addition, our cloud-based tools implement a large number of security measures:

Controlled access. Define and control user access while managing various identities.

Encryption. Encrypt your data before pushing it to the cloud, and store keys in your on- premise data center. Our tools use state of the art procedures to encrypt data during transport, and while at rest.

VPN. We can harden your network and infrastructure security with a single WAN link or a site-to-site VPN.

Flexibility. We tailor solutions to meet your precise needs while handling millions of customers in real-time. With a multi-tenant landscape, the cloud helps you prevent unauthorized or unintentional data transfer between sites, using:

- VLAN isolation
- Access control lists (ACLs)
- Load balancers
- IP filters
- Traffic flow policies
- Network address translation (NAT), distinguishing between internal and external IP addresses.

Physical security. Our data centers employ multi-measure security structures. With full perimeter fencing, video cameras, security staff, key card entrances, and 24x7x365 real-time emergency communication systems.

Monitoring. Our software and cybercrime professionals monitor servers, networks, and applications for evidence of wrongdoing. These measures include:

- Intrusion detection
- Distributed DDoS attack prevention
- Penetration testing
- Behavioral analytics
- Anomaly detection
- Machine learning
- Anti-malware software

Major cloud providers typically have stronger security than the clients who hire them. As a third-party managed cloud solutions provider, we understand the vital importance of protection for your organization. Our reputation depends on the effectiveness of our security, and system breaches are not acceptable.



Economic prudence

Cloud computing significantly diminishes hardware costs, while allowing a shift from capital expenditures to a scalable, operational cost-model where you pay only for the resources you use.

Older equipment becomes increasingly expensive to maintain as it ages. This poses a problem for public enterprise leaders who continue to utilize legacy hardware long past its expiration date. With each passing year of using outdated equipment, organizations run an increased risk of total system failure, and therefore the loss of IT-based public services. Regardless of age, data centers require substantial land, climate control costs, and IT staff to maintain, repair, and replace hardware and software. These expenses can quickly topple a government's budget, and cause increased scrutiny from its' taxpayers.

Cloud computing offers predictable, usage-based monthly fees instead of the high premiums involved in building a data center.

Innovation

When your organization chooses to migrate to the cloud, the responsibility of configuring, updating, and supporting data center technologies is placed solely on the cloud provider. This is why it is imperative for cloud vendors to run at optimum efficiency by standardizing, automating, and investing in the latest, most innovative equipment and solutions.

In partnering with CBTS, your organization can leverage our deep understanding of AI, machine learning, and data science to further improve and update the services it provides. Our analytics software lets agencies analyze all the data traveling to and from the cloud host. Sophisticated measurement of application usage, traffic patterns, bandwidth demand, and unstructured data can uncover waste and inefficiencies.

Cloud-based applications help organizations manage their operating environment via universal sensors found in smart devices. AI and machine learning are allowing agencies to analyze video footage in real time, improving their ability to identify potential threats and facilitate traffic safety.

As these devices evolve predictive capabilities, agencies will be able to preemptively address risks before they transform into costly issues.



Simplified IT operations

Government branches typically have siloed communication systems that make it difficult to collaborate across departments. Operating in a public cloud can get multiple agencies and organizations to work with the same technology, and streamline IT processes, erasing years of confusing and complex structures.

Migrating to the cloud makes it easier to unify your technology applications, as government organizations are often heavy users of backend systems. Operating these apps in the cloud ensures constant maintenance and upgrades, allowing your IT staff to focus on your organizations high priority initiatives.

CBTS cloud software enables you to monitor all operations in real time and configure alerts to flag issues before they become significant problems. All of these advantages help government agencies better serve their constituents and remain agile with the ever-changing demands of technology solutions.

Backup and disaster recovery

The cloud's infinite storage capability makes the perfect solution for backup and disaster recovery. Partnering with CBTS enables you to build a reliable backup solution without having to invest in additional hardware that drives up operational costs.

With full backup abilities, government agencies can reduce downtime, ensure delivery of emergency assistance, and keep vital first-responder services functioning in a crisis. Robust backup-and-recovery operations also protect against cyber attacks that take down IT systems.

Domestic data centers help agencies back up their data to sites far enough away to avoid outages caused by regional disasters, but not so far as to disrupt the efficiency of their servers. With the power and agility gained from integration with many different operating systems, you decide which data to send to the cloud, and which to keep on-premise.

Partnering with CBTS

Migrating IT resources to the cloud is an involved process that should not be attempted without a thorough understanding of in-house systems and close attention to detail. Many cloud-based tools streamline migration processes, but most agencies require the assistance of a third-party integrator. These integrators must have experience working with government organizations to ensure successful cloud transformation.



CBTS has spent more than two decades working with government organizations while thoroughly learning each new surge of cloud-based technology. Our IT team understands the intricacies of the many cloud tools and the rigidity of government compliance laws.

We understand that most agencies will require a hybrid cloud that deploys data and IT workloads where they make the most sense while keeping some operations on-premises. Our broad experience and wealth of IT professionals will work diligently to ensure your new system meets the requirements of your organization while serving the greater needs of your community.

CBTS awarded best state-level ICT implementation

After partnering with CBTS to implement a Next-Generation Telephony System (NGTS), the State of Ohio CIO and team were recognized by the National Association of State CIOs (NASCIO) with the first-place award for "Information Communications Technology (ICT) Innovations."

This national award recognized the CBTS NGTS platform as the country's best state-level ICT implementation.

Why CBTS

CBTS has over 30 years of experience in designing, constructing, implementing, and overseeing data centers for clients throughout North America. We partner with pioneering technology companies including Cisco, HPE, Oracle, and Microsoft. Our client-centered approach ensures effective deployment of our cloud applications and services, each tailored to your precise business needs.

**To get started: Visit cbts.com or contact your
CBTS account executive.**

Take a look at a few of our connections

CLOUD



HOSTED UC / CLOUD PBX



MOBILITY/IoT



NETWORK



INTERNATIONAL



SD-WAN



MANAGED SERVICES



CONTACT CENTER



CABLE



Transform Your Business.

ExCyte Solutions is a certified Minority Business Enterprise (MBE) - HUB solutions integrator focused on helping organizations transform their business by managing their operations, optimizing their IT, and securing it all. Specifically, we have over thirty years of experience working with Federal, State/Local government, K-12/Higher Education organizations, and Commercial Enterprise.

Key Differentiators:

- Commitment to the best customer service and experience
- Industry experience and business innovation
- New technologies and processes
- Diverse solutions and platforms
- Over 200 partnerships with industry leading technology companies
- Competitive pricing, lead times and delivery



NAIC Codes: 518210; 541511; 541512; 541513; 541519; 541611; 541715; 611420



Contact Center & Unified Communications

- Inbound/Outbound
- Supervisor/Agent
- Dashboards and Reporting
- CRM Integration
- Omni-Channel
- Recording and QM
- Bundled with UC
- CCaaS
- UCaaS
- Enterprise Quality Hosted PBX
- UC, IM, Video Conferencing
- Microsoft, Google Integration
- CRM Integration
- Mobile
- AI Virtualized Agent

We want to take your company to the next level, while providing superior customer service.

Network & Security Solutions

- SD-WAN
- Hi Speed Satellite
- Fiber
- 4G/5G LTE
- MPLS



Cloud Services

- Cloud Security
- Cloud Back-up
- Cloud Servers
- Cloud Desktop
- Cloud Recovery and Business Continuity
- Cloud Video Surveillance
- Cloud Voice (UCaaS)
- Cloud WiFi
- Office 365
- Co-location





INTRODUCTION TO CYBRAICS FOR THE PUBLIC SECTOR

Baltimore, Atlanta, Lake City, FL and 50 other public entities reported being hacked in 2018. On August 16, 2019 more than 20 entities in Texas reported ransomware attacks. Many of these Texan entities were smaller local governments. Many public entities, large and small, are the perfect target for hackers because of their limited funding for IT security. It no longer takes an army of experienced hackers to disrupt systems; even inexperienced hackers can buy ransomware programs on the dark web and launch broad attacks looking for a soft target. These attacks result in serious and costly business interruptions.

But there is hope.

Cybraics' nLighten, is an easy to use, cost effective, AI-powered cybersecurity platform, with multiple deployments in municipalities, state/local entities, and Board of Election offices. nLighten will enhance/ complement your existing security team or act as a fully comprehensive security arm for your organization. nLighten is proven for the public sector.

Value Proposition - nLighten

- ✓ Cost effective
- ✓ Simple and fast to implement
- ✓ Easy to use
- ✓ Provides advanced detection
- ✓ Reduces alert noise



Cost Effective

Positive ROI and protection improvements for each security project are critical to your success. A SaaS model with ML and AI delivers measurable cost benefits without capex expenditures. nLighten provides concise, actionable reports, cutting out the noise and allowing you to direct your limited resources to the most critical areas of concern.



Easy to Implement and Use

nLighten can be fully deployed and operational in under one hour. Forward your logs to the encrypted data lake, log into our intuitive, easy-to-use interface and the full power and advanced capabilities of nLighten will be at your fingertips. As soon as your logs flow, our analytics platform starts risk scoring anomalies and unauthorized behaviors and delivers comprehensive case data directly to your desktop.



Advanced Detection/ Noise Reduction

Conventional SIEMs and detection solutions inundate teams with un-validated, raw alerts with limited threat data, requiring significant expertise and time to uncover the real incidents and action steps. nLighten's 40+ behavior-based analytics provide enhanced context into these threats and capture the advanced and targeted attacks that slip through current tools and systems.

Introducing nLighten

A fully automated security-as-a-service platform for the public sector that detects unknown threats and automatically aggregates malicious activities into high-fidelity, actionable cases.

"We deployed nLighten after the 2016 election because we were concerned about our security systems. nLighten has identified issues, improved our situational awareness and provided us with visibility into threats we normally wouldn't uncover."


State Election Officer

nLighten Security-as-a-Service

- Data Types** Almost any log source including: firewalls, IDS/IPS, AV/Malware tools, NetFlow, DNS, Active Directory, Microsoft and Linux Syslogs, Web Proxy, etc.
- Data Ingestion** Lightweight virtual appliance can be turned up in less than an hour; forwards, encrypts and compresses logs destined to our platform.
- Analytics & Data Science** Ever growing library of over 40 advanced analytics that can identify 100s of hacker behaviors. nLighten's analytics exceed the capability of any signature, rule-based or correlation-based system.
- Support** nLighten provides continuous monitoring, complemented by our cyber threat center and extended 24/7 monitoring options.
- User Interface** Intuitive <one-day training required.
 - Cases** Low false positives, prioritized, highly enriched with all associated data; presented in an easy to understand format appropriate for all staff levels.
 - Reports** Case dashboard with drill down capabilities; UI provides your staff with ability to customize views.
 - Ad Hoc Queries** Advanced hunting and forensic analysis fully supported.

nLighten integrates with SIEMs like Splunk, ticketing systems like Service Now, and SOAR platforms like Demisto.

Example of Recent Finding

ORGANIZATION	THREAT	FINDINGS
 Government Entity	UNAUTHORIZED ACCESS Current SIEM and SOC had no monitoring for multiple automated failed administrative logons to a critical database server.	NLIGHTEN PREVENTED PII BREACH Unsupervised analytics immediately discovered an ex-contractor maintaining access to this critical server with an automated logon script. Expensive PII records breach was averted.

About Cybraics:

Offices in Atlanta, Ft. Lauderdale and Washington, DC. We have the most advanced AI-based threat detection available for public sector and commercial use.

nLighten was developed out of a long-term government research program designed to support the war on terrorism by collecting structured and unstructured big data from all around the world and creating highly sophisticated analytics to analyze that data, identifying insurgent behaviors and financial supporters of terrorism.

With numerous customer success examples and demonstrated ROI in both commercial and public sectors, Cybraics is the proven platform to address security challenges.

Why Cybraics:

nLighten has analyzed over 100 trillion records to train the AI/ML engine to deliver precise identification of behaviors by bad actors.

Unique Benefits:


Delivered as-a-Service, hosted in a dedicated secure cloud environment, nLighten requires no capital investment and includes all licenses, unlimited GUI users and military grade detection capabilities.



nLighten User Interface

Active Shooter Defense

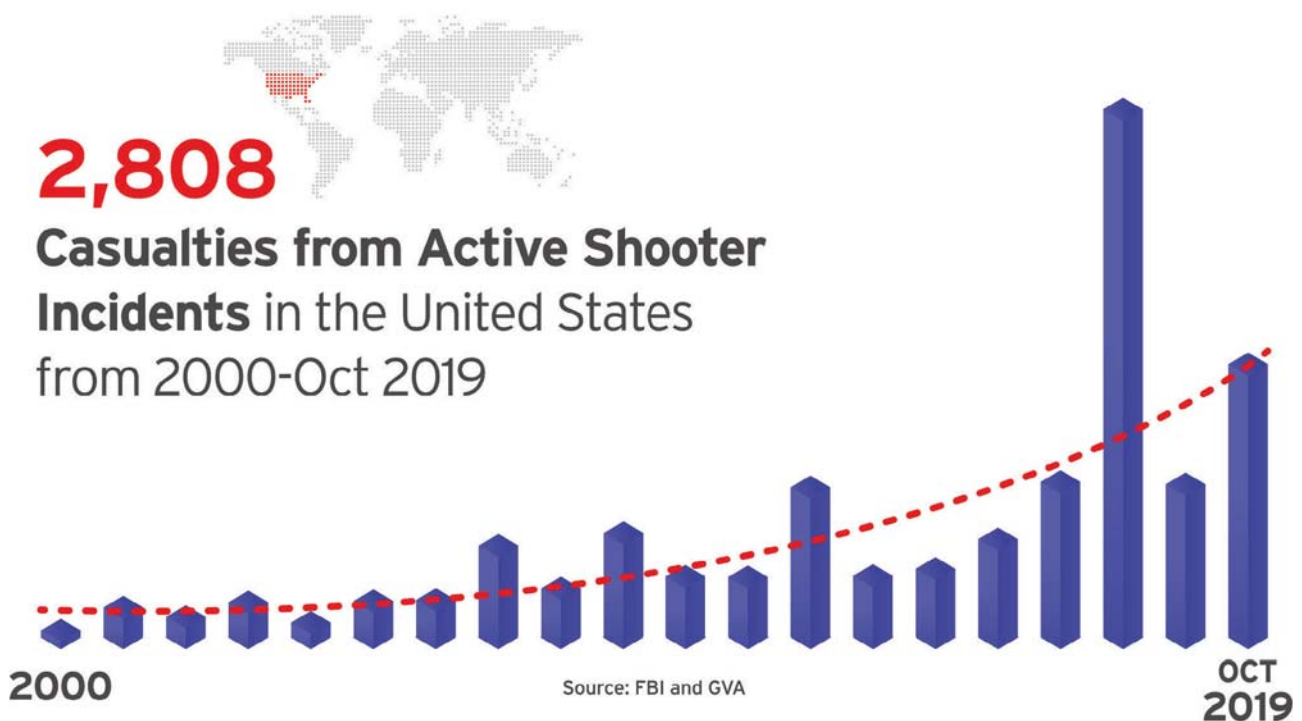




You should feel safe
where you work,
worship, learn, & play...

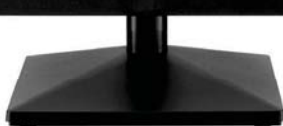
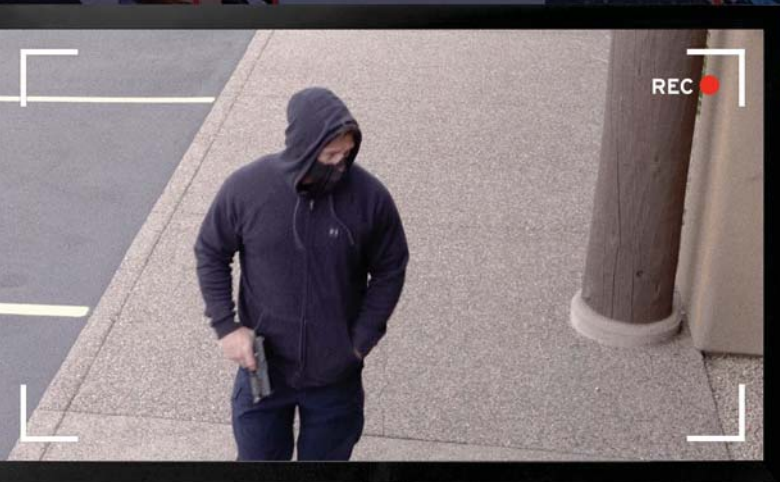
...but everyone is at risk of an active shooting.

And the risk is growing.





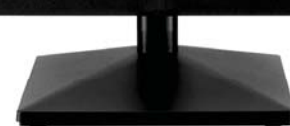
Optimize Your Defense with Defendry



Normal Security

An active shooter could enter your building at any time. Since human security teams can't see everything at once, **response time often takes minutes to hours.**

- ☑ LIMITED THREAT DETECTION



Defendry Security

Defendry's AI-powered defense system strengthens your security by watching your surveillance cameras 24/7 to **automatically detect, deter, and report potential threats in just seconds.** *Early detection can even automatically lock a shooter out before entering.*

- ☑ INSTANT THREAT DETECTION
- ☑ STRENGTHENS PEACE OF MIND
- ☑ AMPLIFIES SECURITY TEAM EFFECTIVENESS
- ☑ EXPEDITES EMERGENCY RESPONSE TIME

How It Works

24/7 Threat Reporting



Visual Threat Detection

Defendry **automatically detects guns, masks, & intruders** by analyzing security camera streams.

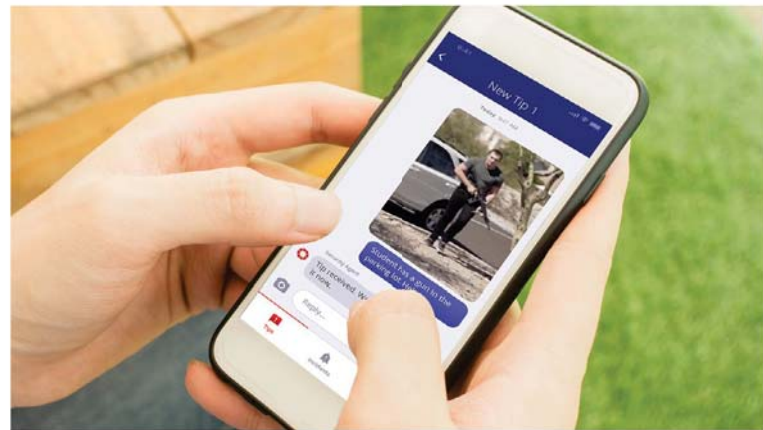
+ Auto-Lock Doors

Whether outdoors or indoors, if a threat is detected, **doors are automatically locked to prevent further entry** by the culprit.



Defendry SeeSay

If someone recognizes a threat, they can immediately report it to on-site authorities via the SeeSay app. *"If you see something, say something."*



How It Works

24/7 Human Verification

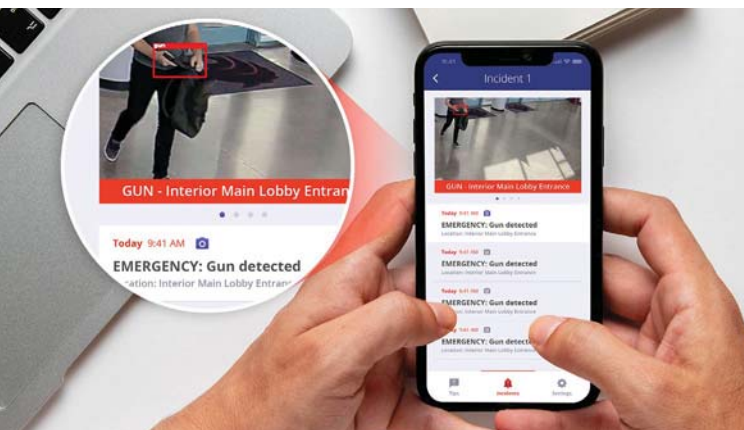


Human Review

Detected threats are immediately sent to Defendry's award-winning, 24/7 human verification partner, Rapid Response, for review.



Immediate Emergency Notifications



Customizable Alerts

If a threat is verified, Defendry immediately sends pictures, a description, & location of the threat to police, onsite security teams, and anyone else who needs to know.



Start Defending
Your People Today.



Defendry™

www.defendry.com



MiCloud Connect Endpoints

Mitel 6900 IP Phone Family



ADVANCED PHONES

RICH ACCESSORIES

ROBUST FEATURES

6910 IP Phone (NEW!!)

Highlights

- **NEWEST** addition to 6900 Family
- **Position:** Entry Level
- **3.4"** 128x48 pixel LCD backlit display
- **8 programmable feature keys** with LED Indicator
- **4-way navigation key** with Select/OK button
- **Dedicated analog headset port** with EHS/DHSG support
- **HD wideband audio**



The 6910 has a modern look with standard telephony and functions for basic communication needs

6920 IP Phone

Highlights

- **Position: Value**
- **3.5" 320x240 Color Display**
- **Crystal Clear HD Audio**
- **High quality full-duplex speakerphone**
- **Corded speech optimized handset**
- **Native DHSG/EHS analog headset support**
- **Side accessory port**
- **Rear media ports (USB, Ethernet, etc)**
- **6 Line / programmable keys**



The 6920 combines flexibility and reliability that makes it an ideal desk phone for employees at all levels at an affordable price.

6930 IP Phone

Highlights

- **Position: Performance**
- **4.3" 468x272 Color Display**
- **Built in Bluetooth 4.1**
- **MobileLink mobile device integration**
- **Mobile phone charging point**
- **Voice optimized handset**
- **Voice Optimized Bluetooth Handset (Optional)**
- **Enhanced full-duplex speakerphone**
- **Supports all 6900 accessories**
- **12 Line / programmable keys**



The 6930 is made for the power users who to want to utilize the 6900 accessories to tailor their phone to maximize their communication experience.

6940 IP Phone

Highlights

- Position: Executive
- 7" 800x480 Color Touchscreen Interface
- 2 x GigE ethernet ports
- Built in Bluetooth 4.1
- 6 softkeys
- MobileLink mobile device integration
- Mobile phone charging point
- Voice Optimized Bluetooth Handset (Standard)
- 12 Line / programmable keys
- Supports all 6900 accessories



The 6940 IP has the power and presence that gives business leaders the edge with vivid color displays on a large touchscreen