



4463 White Bear Parkway Suite 102 | Saint Paul MN 55110

December 8, 2014

The Interlocal Purchasing System (TIPS)
Region VIII Education Service Center
4845 North US Hwy 271
Pittsburg, TX 75686

Requested Exceptions to Vendor Contract

Refurbished Computers and Equipment, RFP-Contract #07-012215

To Whom it May Concern,

FireFly Computers is committed to providing fast, quality service to TIPS members. We can definitely agree to ship all stocked and commercial-off-the-shelf (cots) items within five (5) working days after receipt of the order (we generally ship these the same day), however many of our refurbished systems are built-to-order based on customer preferences and these would require a slightly longer lead time. Please consider incorporating the following exception into the "Shipments" portion of the general terms and conditions (additions underlined):

The Vendor shall ship ordered products within five (5) working days after the receipt of the order unless otherwise clearly stated in writing at the time of purchase. If a product cannot be shipped within that time, the Vendor shall notify TIPS and the requesting entity as to why the product has not shipped and shall provide an estimated shipping date, if applicable. TIPS or the requesting entity may cancel the order if estimated shipping time is not acceptable.

Likewise, please consider the following exception to the "Back Ordered Products" section of the special terms and conditions (additions underlined):

If product is not expected to ship within 3 business days, customer is to be notified within 24 hours and appropriate action taken based on customer request unless a longer shipping time was otherwise clearly stated in writing at the time of purchase.

Our customers of custom recertified PCs understand this limitation, and we will clearly state the additional lead time needed on all quotes that contain these products prior to purchase. Thank you for your consideration.

Sincerely,

A handwritten signature in blue ink, appearing to read "Kari Phillips", is written over a white background.

Kari Phillips
President, FireFly Computers LLC

Special Terms and Conditions

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

- **Contracts:** All vendor purchase orders **must be emailed** to **tipspo@tips-usa.com**. Should an agency send an order direct to vendor, it is the vendor's responsibility to forward the order to TIPS at the address/email above within 24 business hours and confirm its receipt with TIPS.
 - **Promotion of Contract:** It is agreed that Vendor will encourage all eligible entities to purchase from the TIPS Program. Encouraging entities to purchase directly from the Vendor and not through TIPS contract is not acceptable to the terms and conditions of this contract and will result in removal of Vendor from Program. Vendor is expected to use marketing funds for the marketing and promotion of this contract.
 - **Daily Order Confirmation:** All contract purchase orders will be faxed twice daily from TIPS to vendor. The vendor must confirm receipt of orders to the member (customer) within 24 business hours.
 - **Vendor custom website for TIPS:** If Vendor is hosting a custom TIPS website, updated pricing must be posted by 1st of each month.
 - **Back Ordered Products:** If product is not expected to ship within 3 business days, customer is to be notified within 24 hours and appropriate action taken based on customer request.
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Check one of the following responses to the General Terms and Special Terms and Conditions:

() We take no exceptions/deviations to the general and special terms and conditions.

(Note: If none are listed below, it is understood that no exceptions/deviations are taken.)

(X) We take the following exceptions/deviations to the general and special terms and conditions. All exceptions/deviations must be clearly explained. Reference the corresponding general or special terms and conditions that you are taking exceptions/deviations to. The proposer must clearly state if you are adding additional terms and conditions to the general or special terms and conditions. Provide details on your exceptions/deviations below:

(Note: Unacceptable exceptions shall remove your proposal from consideration for award. TIPS shall be the sole judge on the acceptance of exceptions/deviations and TIPS's decision shall be final.

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The Vendor shall ship ordered products within five (5) working days after the receipt of the order UNLESS OTHERWISE CLEARLY STATED IN WRITING AT THE TIME OF PURCHASE. If a product cannot be shipped within that time, the Vendor shall notify TIPS and the requesting entity as to why the product has not shipped and shall provide an estimated shipping date, if applicable. TIPS or the requesting entity may cancel the order if estimated shipping time is not acceptable.

Likewise, please consider the following exception to the "Back Ordered Products" section of the special terms and conditions (additions capitalized):

If product is not expected to ship within 3 business days, customer is to be notified within 24 hours and appropriate action taken based on customer request UNLESS A LONGER SHIPPING TIME WAS OTHERWISE CLEARLY STATED IN WRITING AT THE TIME OF PURCHASE.

RFP- Refurbished Computers and Equipment – Due December 11, 2014 at 3:00 p.m.

Vendor Profile

1.1. Minority/Women Business Enterprise (Required by some participating governmental entities)

Vendor certifies that his firm is a HUB and/or M/WBE Yes No
(If yes, vendor must provide certificate in Section 7 (Certificates))

1.2. Certification of Residency (Required by the State of Texas)

Company submitting bid is a Texas resident bidder. Yes No

Vendor's principal place of business is in the city of Saint Paul State of Minnesota

1.3. Felony Conviction Notice (Required by the State of Texas)

My firm is, as outlined in the Instructions to Bidders:

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

Is not owned or operated by anyone who has been convicted of a felony.

Is owned or operated by the following individual(s) who has/have been convicted of a felony:

If the 3rd box is checked, a detailed explanation of the names and convictions must be attached.

1.4. Pricing Information

1.4.1. In addition to the typical unit pricing furnished herein, the Vendor agrees to furnish all current and future products at prices that are proportionate to Dealer Pricing. Yes No

If answer is no, attach a statement detailing how pricing for TIPS participants would be calculated.

1.4.2. Pricing submitted includes the 2% TIPS participation fee. Yes No

1.4.3. Vendor agrees to remit to TIPS the required 2% participation fee. Yes No

1.4.4. Additional discounts to TIPS members for bulk quantities? Yes No

1.5. Vendor Service

1.5.1. Average shipping time after receipt of customer order is 3-5 working days. (1 day for stocked items)

1.5.2. Which description best describes your company's position in the distribution channel?

Manufacturer direct

Certified education/government reseller

Authorized distributor

Manufacturer marketing thru reseller

Value-added reseller

Other _____

1.5.3. Company experience in this category. 3 Years

The Vendor can provide services and/or products to all 50 US States? Yes No

If answer is no, please list which states can be served _____

Prices are guaranteed for: (Standard Term is "Term of Contract") Term selected will affect scoring.

_____ Month(s); or _____ Year(s); or _____ Term of Contract

Company and/or Product Description: (This information will appear on the TIPS website for your company, if awarded a TIPS contract.) Limit 750 characters.

FireFly Computers is dedicated to bringing you the very best in low-cost, high powered computing. We take pride in delivering the highest quality recertified PCs on the market. Every system undergoes a comprehensive 31-point restoration process that that leaves them looking and functioning just like new. Our FireFly Recertified PCs have better-than-new failure rates of less than 1% and are backed by complete full-term warranties. With over 100 years of combined experience and top-class technical support, our team can help you find the perfect PC for every need. Free custom system imaging is also included. With FireFly Recertified PCs, we're confident the only difference you'll notice from new is the price.

If applicable, vendor should list Reseller/Dealers here or provide listing as attachment to proposal.

Dealer Name No Dealers or Resellers Tel _____

Address _____ Fax _____

Primary Contact _____ Email _____

Dealer Name _____ Tel _____

Address _____ Fax _____

Primary Contact _____ Email _____

Dealer Name _____ Tel _____

Address _____ Fax _____

Primary Contact _____ Email _____

Dealer Name _____ Tel _____

Address _____ Fax _____

Primary Contact _____ Email _____

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ALL SALES CALLS WILL BE DIRECTED TO THE TWO INDIVIDUAL VENDOR CONTACTS LISTED BELOW. THESE TWO CONTACTS WILL BE RESPONSIBLE FOR KNOWING THE TIPS CONTRACT AND CONTRACT PRICING. THESE NAMES WILL BE LISTED ON THE TIPS WEBSITE AS PRIMARY AND SECONDARY CONTACTS FOR THE AWARDED CONTRACT.

Primary Contact:

Name: Raj Shah
Title: Account Manager
Email: raj@fireflycomputers.com
Phone: 866-950-8868 x114
Fax: 612-392-2155
Mobile: 612-564-6955

Secondary Contact:

Name: Eli Maloley
Title: Director of Sales
Email: eli@fireflycomputers.com
Phone: 866-950-8868 x102
Fax: 612-392-2155
Mobile: 612-564-4077

Administrative Fee REPORTING TO TIPS – You will receive a Monthly Report by Email to submit with a check for 2% on all sales that go through this contract. Please list below who will be responsible for collecting and reporting these sales to TIPS:

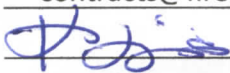
Contact person: Nikki Levin
Email: nikki@fireflycomputers.com
Telephone: 866-950-8868 x112

WORDS FOR “SEARCH ENGINE” - Please list words to be posted on your company’s page on the TIPS website (if you receive an award from this proposal). Words may be product names, manufacturers, or other words that are associated with the category of award. YOU MAY NOT LIST NON-CATEGORY ITEMS. Words to be included in the Search Engine for my Company (Limit 500 words):

Desktop, laptop, notebook, netbook, PC, personal computer, computers, workstation, Chromebook,
Chromebox, System, all-in-one, AIO, tablet, Optiplex, latitude, elite, iPad, MacBook, air, surface,
refurbished, recertified, used, off-lease, discount, wholesale, clearance, outlet, FireFly, Dell, HP,
Lenovo, Apple, Mac, Macintosh, Viewsonic, Asus, Logitech, Intel, Microsoft, nVidia, GeForce, AMD,
Radeon, Processor, CPU, GHz, Dual Core, Quad Core, Core 2 Duo, Core 2 Quad, i3, i5, i7, Athlon,
Phenom, A6, A8, Hard Drive, HDD, Solid State Drive, SSD, Hybrid Drive, SATA, USB, PCIe, Port,
Wireless, Bluetooth, Windows, iOS, Chrome, Linux, Ubuntu, Office, Tower, SFF, ATX, customized,
custom built, imaging, system image, monitors, keyboard, mouse, school, education, apps, form factor


CONTRACT Signature Form

The undersigned hereby proposes and agrees to furnish goods and/or services in strict compliance with the terms, specifications and conditions at the prices quoted unless noted in writing. The undersigned further certifies that he or she is an authorized agent of the company and has authority to negotiate and contract for the company named below. Note: The information in BOLD will be the PRIMARY COMPANY INFORMATION listed on the Vendor Page.


Company name	FireFly Computers
Mailing Address	4463 White Bear Parkway, Suite 102
City/State/Zip	Saint Paul, MN 55110
Telephone No.	866-950-8868
Fax No.	612-392-2155
E-mail address	contracts@fireflycomputers.com
Authorized signature	
Printed name	Kari Phillips
Position with company	CEO
EMAIL FOR ALL PO's WILL BE SENT	<u>Email</u> orders@fireflycomputers.com
Person Responsible for PROCESSING PO's	<u>Name</u> Nikki Levin
Telephone to Contact the PO Person	<u>Phone</u> 612-564-6941
Company Website	www.fireflycomputers.com

It is very important that if the PO person changes that TIPS is notified immediately.

This contract is for a total TERM of three years, but is reviewed and renewed every 12 months. Vendors shall honor the participation fee for any sales made based on the TIPS contract. Failure to pay the fee will be grounds for termination of contract and will affect the award of future contracts.



TIPS Authorized Signature



Approved by Region VIII ESC

1-22-15
Date

1-22-15
Date

The Interlocal Purchasing System (TIPS)
Region VIII Education Service Center
4845 North US Hwy 271
Pittsburg, TX 75686

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Refurbished Computers and Equipment, RFP-Contract #07-012215

CUSTOMER REFERENCES

FireFly Computers is pleased to provide the following customer references:

Name: Darryl Yonkers
Organization: Ringgold School District
City/State: New Eagle, PA
Email: dyonkers@ringgold.org
Phone: 724-258-8329 x 1133

Name: Tim Harder
Organization: West Bend School District
City/State: West Bend, WI
Email: tharder@west-bend.k12.wi.us
Phone: 262-335-5630

Name: Chris Bolin
Organization: Albert Gallatin Area School District
City/State: Uniontown, PA
Email: cbolin@agasd.org
Phone: 724-564-1489

Name: Janet Thompson
Organization: Jackson Local Schools
City/State: Massillon, OH
Email: jst2jc@jackson.sparcc.org
Phone: 330-830-8000