



The following documentation is an electronically-submitted vendor response to an advertised solicitation from the *West Virginia Purchasing Bulletin* within the Vendor Self-Service portal at [wvOASIS.gov](http://wvOASIS.gov). As part of the State of West Virginia's procurement process, and to maintain the transparency of the bid-opening process, this documentation submitted online is publicly posted by the West Virginia Purchasing Division at [WVPurchasing.gov](http://WVPurchasing.gov) with any other vendor responses to this solicitation submitted to the Purchasing Division in hard copy format.

## Header 1

List View

### General Information

Contact

Default Values

Discount

Document Information

Procurement Folder: 704424

Procurement Type: Central Purchase Order

Vendor ID: 000000194611

Legal Name: GOVCONNECTION INC

Alias/DBA:

Total Bid: \$40,788.39

Response Date: 04/03/2020

Response Time: 13:30

SO Doc Code: CRFQ

SO Dept: 0439

SO Doc ID: EBA2000000023

Published Date: 3/20/20

Close Date: 4/7/20

Close Time: 13:30

Status: Closed

Solicitation Description: EBAr68681 SOPHOS XG SECURITY SOFTWARE AND SUPPORT

Total of Header Attachments: 1

Total of All Attachments: 1



Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Security and protection software maintenance				\$23,588.91

Comm Code	Manufacturer	Specification	Model #
81112208			

<b>Extended Description :</b>	Security and protection software maintenance
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**Comments:** 1st 3 years - Mfg. p/n XF333CSES  
 XG 330 FULLGUARD PLUS W/ LICS ENHANCED SUP 36MO  
 Sophos  
 Quote # 24977983.02

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	Security and protection software maintenance				\$17,199.48

Comm Code	Manufacturer	Specification	Model #
81112208			

<b>Extended Description :</b>	Security and protection software maintenance
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**Comments:** 2nd 2 years - Mfg. p/n XF332CSES  
 XG 330 FULLGUARD PLUS W/ LICS ENHANCED SUP 24MO  
 Sophos  
 Quote # 24977983.02

## RFQ RESPONSE

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PREPARED FOR:

**State of West Virginia Purchasing Division for  
West Virginia Educational Broadcasting Authority Agency**

SOLICITATION NO.:

**CRFQ 0439 EBA2000000023**

PROJECT:

**EBAr68681 SOPHOS XG SECURITY SOFTWARE AND SUPPORT**

DUE:

**April 7, 2020 by 13:30:00**

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PREPARED BY:

**Liz Hendrickson**

Account Manager

Connection® Public Sector Solutions

April 3, 2020

April 3, 2020

West Virginia Educational Broadcasting Authority Agency  
Purchasing Division  
2019 Washington St. East  
Charleston, WV 25305

Electronic Submission: [www.wvOASIS.gov](http://www.wvOASIS.gov)

**RE: Solicitation No. CRFQ 0439 EBA2000000023 for EBAr68681 SOPHOS XG SECURITY SOFTWARE AND SUPPORT**

Attn: Dusty J. Smith

Thank you for inviting GovConnection, Inc. d/b/a Connection<sup>®</sup> Public Sector Solutions (Connection) to participate in your Request for Quotation (RFQ). To fully satisfy the requirements and specifications outlined in your RFQ for Sophos XG Security Software and Support, we are pleased to offer the enclosed solution for your review and consideration.

As a member of the PC Connection, Inc. family, Connection Public Sector Solutions is a trusted, single-source provider of IT solutions, dedicated to fulfilling the specialized IT needs of the public sector—including state and local government, K–12, and higher education institutions. Connection strives to create a foundation for long-lasting and rewarding partnerships. We offer expert guidance, exceptional service, and innovative strategies to empower you to make informed IT investment decisions. A collaborative approach to the design, deployment, and support of technology has fueled Connection's growth and earned us the reputation of trusted advisor to our customers. Since our founding in 1982, the PC Connection, Inc. family of companies has set the standard for customer service in the IT industry.

Connection is a financially stable, Fortune 1000 company you can count on. You can depend on our team to deliver expertise, solutions, and integrity, consistently.

Thank you for the opportunity to offer this proposal. If selected, we'll partner as an extension of your team and remain committed to your success and ongoing satisfaction. For additional information, or to discuss this response, please feel free to contact your Account Manager, Liz Hendrickson, at 800-800-0019 ext. 34316 or [Liz.Hendrickson@connection.com](mailto:Liz.Hendrickson@connection.com).

Sincerely,



Robert Howard  
President

**Connection<sup>®</sup> Public Sector Solutions**

732 Milford Road, Merrimack, NH 03054 • [www.connection.com/ps](http://www.connection.com/ps)



Purchasing Division  
 2019 Washington Street East  
 Post Office Box 50130  
 Charleston, WV 25305-0130

State of West Virginia  
 Request for Quotation  
 21 – Info Technology

Proc Folder: 704424

Doc Description: EBAr68681 SOPHOS XG SECURITY SOFTWARE AND SUPPORT

Proc Type: Central Purchase Order

Date Issued	Solicitation Closes	Solicitation No	Version
2020-03-20	2020-04-07 13:30:00	CRFQ 0439 EBA2000000023	1

**BID RECEIVING LOCATION**

BID CLERK  
 DEPARTMENT OF ADMINISTRATION  
 PURCHASING DIVISION  
 2019 WASHINGTON ST E  
 CHARLESTON WV 25305  
 US

**VENDOR**

Vendor Name, Address and Telephone Number:

GovConnection, Inc. d/b/a Connection Public Sector Solutions  
 732 Milford Road  
 Merrimack, NH 03054  
 800-800-0019 ext. 34316  
 Liz Hendrickson, Account Manager

**FOR INFORMATION CONTACT THE BUYER**

Dusty J Smith  
 (304) 558-2063  
 dusty.j.smith@wv.gov

Signature X

FEIN # 52-1837891

DATE April 3, 2020

All offers subject to all terms and conditions contained in this solicitation

**ADDITIONAL INFORMATION:**

ONE TIME  
 THE STATE OF WEST VIRGINIA PURCHASING DIVISION FOR THE AGENCY, WEST VIRGINIA EDUCATIONAL BROADCASTING AUTHORITY AGENCY, IS SOLICITING BIDS FOR THE ONE-TIME PURCHASE OF SOPHOS XG SECURITY APPLIANCE MAINTENANCE AND SUPPORT PER THE ATTACHED DOCUMENTS.

QUESTIONS REGARDING THE SOLICITATION MUST BE SUBMITTED IN WRITING TO DUSTY.J.SMITH@WV.GOV PRIOR TO THE QUESTION PERIOD DEADLINE CONTAINED IN THE INSTRUCTIONS TO VENDORS SUBMITTING BIDS.

\*\*\*\*PLEASE NOTE THAT PAGES (PAGES THAT NEED SIGNED AND RETURNED SUCH AS 23,24,28,29,30) OF THE SOLICITATION SHOULD BE SIGNED AND SUBMITTED WITH THE BID.\*\*\*\*

INVOICE TO		SHIP TO	
CHIEF FINANCIAL OFFICER EDUCATIONAL BROADCASTING 124 INDUSTRIAL PARK RD		PURCHASING ADMINISTRATOR EDUCATIONAL BROADCASTING 600 CAPITOL ST	
BEAVER	WV25813	CHARLESTON	WV 25301-1223
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Security and protection software maintenance				<b>See below for pricing entered into wvOASIS.</b>

Comm Code	Manufacturer	Specification	Model #
81112208			

**Extended Description :**

Security and protection software maintenance

INVOICE TO		SHIP TO	
CHIEF FINANCIAL OFFICER EDUCATIONAL BROADCASTING 124 INDUSTRIAL PARK RD		PURCHASING ADMINISTRATOR EDUCATIONAL BROADCASTING 600 CAPITOL ST	
BEAVER	WV25813	CHARLESTON	WV 25301-1223
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	Security and protection software maintenance				<b>See below for pricing entered into wvOASIS.</b>

Comm Code	Manufacturer	Specification	Model #
81112208			

**Extended Description :**

Security and protection software maintenance

**SCHEDULE OF EVENTS**

Line	Event	Event Date
1	TECHNICAL QUESTIONS DUE AT 10AM	2020-04-01

<b>EBA200000023</b>	<b>Document Phase</b> Final	<b>Document Description</b> EBAr68681 SOPHOS XG SECURITY SOFTWARE AND SUPPORT	<b>Page 3 of 3</b>
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**ADDITIONAL TERMS AND CONDITIONS**

See attached document(s) for additional Terms and Conditions

Copy Save

Lot 1 of 1 : Default Commodity Group No Response for Lot Undo No Response for Lot

Description	Your Offer	Comments:
1. SECURITY AND PROTECTION SOFTWARE MAINTENANCE	Response Type : Bid Contract Amount : 23588.91 Total : \$23,588.91 Alternate Specs Submitted : <input type="checkbox"/>	1st 3 years: Mfg. P/N: XF333CSES XG 330 FULLGUARD PLUS W/ LICS ENHANCED SUP 36MO Sophos

[Additional Specs](#)

Lot 1 of 1 : Default Commodity Group

Description	Your Offer	Comments:
2. SECURITY AND PROTECTION SOFTWARE MAINTENANCE	Response Type : Bid Contract Amount : 17199.48 Total : \$17,199.48 Alternate Specs Submitted : <input type="checkbox"/>	2nd 2 years: Mfg. P/N: XF332CSES XG 330 FULLGUARD PLUS W/ LICS ENHANCED SUP 24MO Sophos

[Additional Specs](#)

**DESIGNATED CONTACT:** Vendor appoints the individual identified in this Section as the Contract Administrator and the initial point of contact for matters relating to this Contract.

Liz Hendrickson, Account Manager  
(Name, Title)  
Liz Hendrickson, Account Manager  
(Printed Name and Title)  
732 Milford Road, Merrimack, NH 03054  
(Address)  
800-800-0019 ext. 34316 / 603-683-0603  
(Phone Number) / (Fax Number)  
liz.hendrickson@connection.com  
(email address)

**CERTIFICATION AND SIGNATURE:** By signing below, or submitting documentation through wvOASIS, I certify that I have reviewed this Solicitation in its entirety; that I understand the requirements, terms and conditions, and other information contained herein; that this bid, offer or proposal constitutes an offer to the State that cannot be unilaterally withdrawn; that the product or service proposed meets the mandatory requirements contained in the Solicitation for that product or service, unless otherwise stated herein; that the Vendor accepts the terms and conditions contained in the Solicitation, unless otherwise stated herein; that I am submitting this bid, offer or proposal for review and consideration; that I am authorized by the vendor to execute and submit this bid, offer, or proposal, or any documents related thereto on vendor's behalf; that I am authorized to bind the vendor in a contractual relationship; and that to the best of my knowledge, the vendor has properly registered with any State agency that may require registration.

GovConnection, Inc.  
(Company)  
  
Robert Howard, President  
(Authorized Signature) (Representative Name, Title)

Robert Howard, President  
(Printed Name and Title of Authorized Representative)

April 3, 2020  
(Date)

800-800-0019 / 603-683-1348  
(Phone Number) (Fax Number)

Revised 01/09/2020

**ADDENDUM ACKNOWLEDGEMENT FORM  
SOLICITATION NO.:**

**Instructions:** Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

**Acknowledgment:** I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

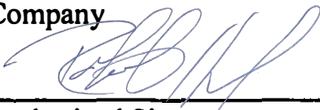
**Addendum Numbers Received:**

*(Check the box next to each addendum received)*

- |   |  |
|---|--|
| <input type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 6  |
| <input type="checkbox"/> Addendum No. 2 | <input type="checkbox"/> Addendum No. 7  |
| <input type="checkbox"/> Addendum No. 3 | <input type="checkbox"/> Addendum No. 8  |
| <input type="checkbox"/> Addendum No. 4 | <input type="checkbox"/> Addendum No. 9  |
| <input type="checkbox"/> Addendum No. 5 | <input type="checkbox"/> Addendum No. 10 |

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

GovConnection, Inc.  
\_\_\_\_\_  
Company

  
\_\_\_\_\_  
Authorized Signature      Robert Howard, President

April 3, 2020  
\_\_\_\_\_  
Date

**NOTE:** This addendum acknowledgment should be submitted with the bid to expedite document processing.

**REQUEST FOR QUOTATION**  
**Sophos XG 330 FullGuard Plus with Enhanced Support Software Maintenance and Support**

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**8.1.4.** Failure to remedy deficient performance upon request.

**8.2.** The following remedies shall be available to Agency upon default.

**8.2.1.** Immediate cancellation of the Contract.

**8.2.2.** Immediate cancellation of one or more release orders issued under this Contract.

**8.2.3.** Any other remedies available in law or equity.

**9. MISCELLANEOUS:**

**9.1. Contract Manager:** During its performance of this Contract, Vendor must designate and maintain a primary contract manager responsible for overseeing Vendor's responsibilities under this Contract. The Contract manager must be available during normal business hours to address any customer service or other issues related to this Contract. Vendor should list its Contract manager and his or her contact information below.

**Contract Manager:** Jennifer Schulte

**Telephone Number:** 800-800-0019 ext. 2292

**Fax Number:** 603-683-1163

**Email Address:** jennifer.schulte@connection.com

1/4/2019

**REQUEST FOR QUOTATION**  
**Sophos XG 330 FullGuard Plus with Enhanced Support Software Maintenance and Support**

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**Pricing Page**

Sophos XG330 FullGuard Plus with Enhanced Support	Years	Start Date	End Date	Total Number of Licenses	Price Per License	Total Cost
3 Year Maintenance & Support, Sophos SKU# XF333CSES-XG	1-3	4/27/2020	4/26/2023	3	\$7,862.97	\$23,588.91
2 Year Maintenance & Support, Sophos SKU# XF332CSES-XG	4-5	4/27/2023	4/16/2025	3	\$5,733.16	\$17,199.48
<b>Total Contract Cost</b>						<b>\$40,788.39</b>

Per Quote #24977983.02

Authorized Signature:  Date: 4/3/2020  
 Robert Howard, President

1/4/2019

STATE OF WEST VIRGINIA  
Purchasing Division

**PURCHASING AFFIDAVIT**

**CONSTRUCTION CONTRACTS:** Under W. Va. Code § 5-22-1(i), the contracting public entity shall not award a construction contract to any bidder that is known to be in default on any monetary obligation owed to the state or a political subdivision of the state, including, but not limited to, obligations related to payroll taxes, property taxes, sales and use taxes, fire service fees, or other fines or fees.

**ALL CONTRACTS:** Under W. Va. Code §5A-3-10a, no contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and: (1) the debt owed is an amount greater than one thousand dollars in the aggregate; or (2) the debtor is in employer default.

**EXCEPTION:** The prohibition listed above does not apply where a vendor has contested any tax administered pursuant to chapter eleven of the W. Va. Code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

**DEFINITIONS:**

**"Debt"** means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

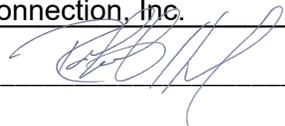
**"Employer default"** means having an outstanding balance or liability to the old fund or to the uninsured employers' fund or being in policy default, as defined in W. Va. Code § 23-2c-2, failure to maintain mandatory workers' compensation coverage, or failure to fully meet its obligations as a workers' compensation self-insured employer. An employer is not in employer default if it has entered into a repayment agreement with the Insurance Commissioner and remains in compliance with the obligations under the repayment agreement.

**"Related party"** means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceeds five percent of the total contract amount.

**AFFIRMATION:** By signing this form, the vendor's authorized signer affirms and acknowledges under penalty of law for false swearing (*W. Va. Code §61-5-3*) that: (1) for construction contracts, the vendor is not in default on any monetary obligation owed to the state or a political subdivision of the state, and (2) for all other contracts, that neither vendor nor any related party owe a debt as defined above and that neither vendor nor any related party are in employer default as defined above, unless the debt or employer default is permitted under the exception above.

**WITNESS THE FOLLOWING SIGNATURE:**

Vendor's Name: GovConnection, Inc.

Authorized Signature:  Date: April 3, 2020

State of New Hampshire

County of Hillsborough, to-wit:

Taken, subscribed, and sworn to before me this 3rd day of April, 2020.

My Commission expires September 21, 2021.

**AFFIX SEAL HERE**



**NOTARY PUBLIC**



*Purchasing Affidavit (Revised 01/19/2018)*

# **Connection Public Sector Solutions' Quotation, References and Additional Qualifications**



**ORDERING INFORMATION**  
**GovConnection, Inc. DBA Connection**

**Please contact your account manager with any questions.**

**Ordering Address**  
GovConnection, Inc.  
732 Milford Road  
Merrimack, NH 03054

**Remittance Address**  
GovConnection, Inc.  
Box 536477  
Pittsburgh, PA 15253-5906

**Please reference the Contract # on all purchase orders.**

**TERMS & CONDITIONS**

Payment Terms:	NET 30 (subject to approved credit)
FOB Point:	DESTINATION (within Continental US)
Maximum Order Limitation:	NONE
FEIN:	52-1837891
DUNS Number:	80-967-8782
CEC:	80-068888K
Cage Code:	OGTJ3
Business Size:	LARGE
Erate Spin Number:	143026005

WARRANTY: Manufacturer's Standard Commercial Warranty

NOTE: It is the end user's responsibility to review, understand and agree to the terms of any End User License Agreement (EULA).

<b>Please forward your Contract or Purchase Order to:</b> <a href="mailto:SLEDOPS@connection.com">SLEDOPS@connection.com</a>
<b>QUESTIONS: Call 800-800-0019</b>
<b>FAX: 603.683.0374</b>

## SALES QUOTE

GovConnection, Inc.  
732 Milford Road  
Merrimack, NH 03054

**Account Executive:** Liz Hendrickson  
**Phone:** (800) 800-0019 ext. 34316  
**Fax:** (603) 683-0603  
**Email:** liz.hendrickson@connection.com

**# 24977983.02-W1**

PLEASE REFER TO THE ABOVE  
QUOTE # WHEN ORDERING

**Date:** 4/1/2020  
**Valid Through:** 5/1/2020  
**Account #:**

**Account Manager:**  
**Phone:**  
**Fax:**  
**Email:**

**Customer Contact:** Dale Malcomb  
**Email:** dmalcomb@wvpublic.org

**Phone:** (304) 284-1440  
**Fax:**

QUOTE PROVIDED TO:	SHIP TO:
AB#: 15453990 <b>WEST VA PUBLIC BROADCASTING</b> 600 CAPITOL ST CHARLESTON, WV 25301  (304) 254-7840	AB#: 15779990 <b>WEST VA PUBLIC BROADCASTING</b> DALE MALCOM 600 CAPITOL ST CHARLESTON, WV 25301  (304) 284-1440

DELIVERY	FOB	SHIP VIA	SHIP WEIGHT	TERMS	CONTRACT ID#
5-30 Days A/R/O	Destination	Small Pkg Ground Service Level	.00 lbs	NET 30	

* Line #	Qty	Item #	Mfg. Part #	Description	Mfg.	Price	Ext
1	3		XF333CSES	XG 330 FULLGUARD PLUS W/ LICS ENHANCED SUP 36MO  Sophos	Sophos	\$ 7,862.97	\$ 23,588.91
2	3		XF332CSES	XG 330 FULLGUARD PLUS W/ LICS ENHANCED SUP 24MO Sophos	Sophos	\$ 5,733.16	\$ 17,199.48
<b>Subtotal</b>							<b>\$ 40,788.39</b>
<b>Fee</b>							<b>\$ 0.00</b>
<b>Shipping and Handling</b>							<b>\$ 0.00</b>
<b>Tax</b>							<b>Exempt!</b>
<b>Total</b>							<b>\$ 40,788.39</b>

### Software / Licensing:

If a quotation includes software or other products acquired pursuant to a subscription or other licensing arrangement, be aware that the manufacturer of such products requires all end users to agree to an End User License Agreement ("EULA"). The manufacturer will make its EULA available for review and it must be agreed to at or before the time the software or other licensed product is installed or accessed for the first time by the end user. It is the end user's responsibility to review, understand and agree to the terms of any such EULA.

## Executive Summary

Connection<sup>®</sup> Public Sector Solutions is a state and local government market leader. Our contract portfolio includes hundreds of satisfied governmental bodies nationwide that have come to recognize and rely upon our demonstrated excellence of service and close affinity for the needs of the state and local government information technology market.

Founded in 1982, Connection is a Fortune 1000 company that currently employs 2,500 people and has revenues of \$2.7 billion. Our Public Sector team's philosophy is to offer a "best value" solution with a focus on public institutional customers. We have in-house specialists dedicated to understanding how to serve the public and education marketplace, by providing technology products and solutions with award-winning service. Connection helps customers solve the key business challenges inherent in any IT project by:

- Understanding the core problem
- Identifying the best-fit solution for the customer
- Delivering services customized to the customer's unique requirements
- Validating that true knowledge transfer takes place for the customer to maintain self-sufficiency
- Layering in maintenance and support to extend the lifecycle and reliability of the solution
- Ensuring that customers derive the maximum value from their IT technology investments

Connection works closely with IT and administrative departments on website purchasing development, campus integration standards, marketing plans, and streamlining purchasing procedures. Connection offers robust product lines, expert marketing, and maintains an award-winning reputation for comprehensive service.

Connection has strong relationships with more than 1,600 manufacturers, including original equipment manufacturers (OEMs) Hewlett Packard Enterprise, HP Inc., Lenovo, Dell EMC, Samsung, Acer, IBM, Panasonic, Kingston Technologies, Tripp Lite, Belkin, Targus, and numerous others. Our partner alliances are leveraged through our multiple successful contracts. These relationships, coupled with best commercial practices for delivery, ensure that we will be able to meet any stringent delivery requirements of our customers.

Connection has a 99% ship rate and will ship most in stock items the same day the order is received. We offer customers a broad range of delivery options ranging from standard overnight and second-day delivery to ground, time-definite, and truckload services. Connection uses standard small package and LTL carriers such as UPS, FedEx, and Pitt-Ohio to deliver shipments. Most orders shipped ground are at no charge and would be routed "Ground Best Way" via these or other carriers. Connection also arranges specialized transportation services such as inside delivery, package removal, and product setup.

Connection has attained industry leadership by adhering tenaciously to a high standard of quality—in our people, products, partnerships and technology. Despite our continued growth, we have never lost sight of the core of our success—**customer satisfaction**.

## Company Profile

**Connection is a Fortune 1000 Global Solutions Provider that connects people with technology to enhance growth, elevate productivity, and empower innovation.**

The Connection brand includes Connection® Business Solutions, Connection® Enterprise Solutions, and Connection® Public Sector Solutions, which provide customer-centric IT solutions and services for small- to medium-sized businesses, enterprises, and public sector markets, respectively.

### Our Story

When Patricia Gallup and David Hall founded this company 37 years ago, the personal computer was a revolutionary idea they knew would change the world. They were right.

Since that day back in 1982, technology has advanced in leaps and bounds. And we've been there all along, helping people connect with innovative technologies—from the PC to the latest cloud services—in new and exciting ways



Establishing a reputation as a pioneer in the industry early on, our experts set the standard for the levels of service and support customers expect in the marketplace today. We became known as an innovator and service leader by introducing toll-free technical support before, during, and after the sale. Our team was constantly on the lookout for services that would differentiate the company from the competition and offer customers a higher level of comfort and convenience. Today, we are a Fortune 1000 company with annual revenues topping \$2.7 billion. We've come a long

way— and we haven't stopped yet.

### A Trusted Technology Advisor

Twice recognized by Forbes as one of “America's Most Trustworthy Companies,” our mission is to provide customers with the expert guidance, state-of-the-art tools, and exceptional service to solve their technology challenges. Today, we serve our customers through our staff of highly trained Account Managers, our team of on-staff experts, and our efficient procurement websites. A collaborative approach to the design, deployment, and support of technology has fueled Connection's growth and earned us the reputation of trusted advisor to our customers.

## Technical Expertise

Offering nationwide service coverage, access to more than 300,000 products, and in-house teams of certified technical experts, project managers, and engineers, Connection continues to expand its capabilities to meet evolving customer needs. From virtualization and cloud computing to mobility and security solutions, the Company pushes the boundaries of information technology to provide the performance, value, and efficiency customers need to achieve better business outcomes.

Connection delivers custom-configured computer systems from an ISO 9001:2015 certified technical configuration lab at our Technology Integration and Distribution Center in Wilmington, Ohio. In addition, the Company maintains more than 2,500 technical certifications to ensure that we can solve the most complex issues of our customer.

### Who is Connection?

- We are a financially stable, Fortune 1000 company.
- We offer complete solutions and services designed to improve operations and increase the value of IT.
- We employ the most highly trained, experienced IT professionals in the industry.
- We are dedicated to exceptional customer service.
- We offer global procurement in 174 countries with over 500 suppliers, allowing us to provide IT service management that's unmatched in our industry

### Company Fast Facts

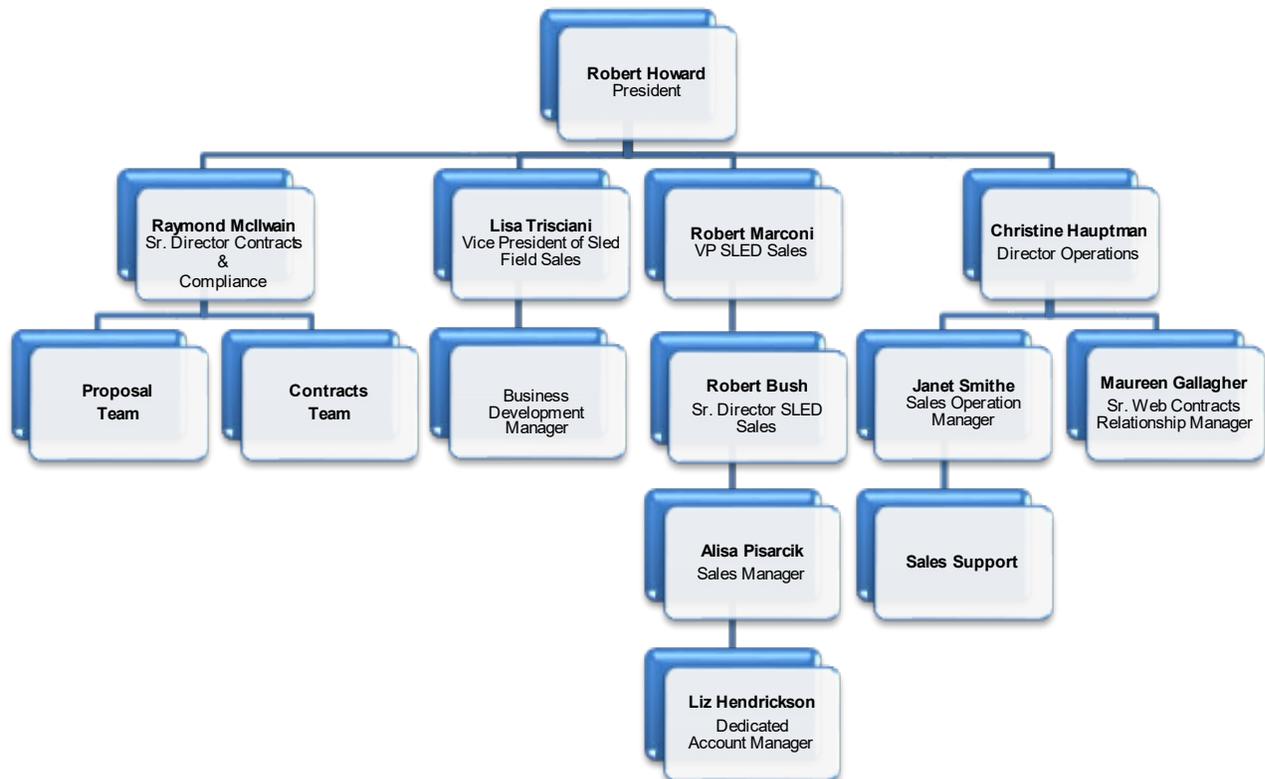
- Founded: 1982
- President, Connection Public Sector Solutions, Robert Howard
- Corporate headquarters: Merrimack, NH
- Locations: Merrimack, Keene and Portsmouth, NH; Shelton, CT; Boca Raton, FL; Schaumburg, IL; Wilmington, OH; Marlborough, MA; Rockville, MD; Englewood Cliffs, NJ; Exton, PA; and Dakota Dunes, SD
- Annual revenue: \$2.7 billion (2018)
- NASDAQ listing: CNXN

## Dedicated Account Team

Connection<sup>®</sup> Public Sector Solutions employs the industry's most tenured sales force. We understand your environment and the external forces that affect you. Using that information, we create customer-centered solutions to match your needs and budget.

Connection builds strong relationships with customers by providing them with primary and secondary points of contacts; these familiar voices appreciate the unique needs of public sector IT decision makers. Your dedicated Account Manager and Sales Manager work directly with a team of experts to help with the assessment, planning, design, and implementation of your IT projects, daily transactional purchases, and management of your applicable contract purchasing vehicles.

As part of our partnership commitment, we have assembled a dedicated team to meet all of the State of West Virginia's needs. Led by Liz Hendrickson and Alisa Pisarcik, this team is backed by the full support of the entire Connection<sup>®</sup> Public Sector Solutions executive team and will ensure that your organization receives the resources to fully support your needs.



## Software Licensing Expertise

Connection<sup>®</sup> Public Sector Solutions Account Managers work directly with our team of licensing experts to help your organization with software licensing services including:

- Transactional and Contractual Volume Licensing Program Authorization
- License Purchase History Reporting
- Client Assessment
- Contract Processing and Execution
- Contract Management and Administration
- Milestone/Compliance Management and Notification
- Renewal Management (Notification/Verification/Processing)
- Customer Order Management



### Ongoing Pre- and Post-Sales Licensing Support

Connection has partnered with industry-leading software vendors that offer flexible licensing programs that meet the needs of any organization including:

- **Microsoft**—Connection is a Microsoft Gold Partner, Large Account Reseller (LAR), and Enterprise Software Advisor (ESA). Connection can assist you with your Microsoft Licensing purchase and bring the value and expertise of our Enterprise Licensing Specialists, Microsoft Support, and Contracts team to ensure the maximum savings and utilization of your Microsoft agreements.
- **VMware**—Connection is a Premier Corporate Reseller; we are a VMware Authorized Consultant and have over 200 VMware Training Certifications. We provide the highest level of support and value to you through all of VMware's licensing vehicles. Connection is focused on servicing our customers and can offer on-site and virtual assessments, such as capacity planning, to help determine virtualization needs.
- **Adobe**—Connection is a Large Account Reseller (LAR) for Adobe Systems. As an Adobe Licensing Center (ALC) with the highest levels of authorization, Connection<sup>®</sup> Public Sector Solutions is able to fully serve all our customers across education and government. We provide the highest level of knowledge in all Adobe products, programs, and services.
- **Symantec**—As a Symantec Platinum Partner, Connection delivers the highest value to our customers and demonstrates expertise in multiple Symantec solution sets. Platinum Partner is the highest level of Symantec's Partner Program. Via this powerful alliance with Symantec, Connection can provide a high expertise level with Symantec products, engineering support, and high-quality customer servicing.

If you need access to licensing programs from other manufacturers, please call us and we will provide you with the information you need.

## Product Authorizations and Availability



At the core of Connection's vendor relationships is our Product Management Team. This group of industry professionals works directly with our manufacturer partners to keep a pulse on advances in technology and attain the authorizations to offer in-demand product lines to our customers. In turn, the Product Management Team works closely with OEM partners to continuously train Connection Account Managers on up-to-the-minute technologies, manage our ability to procure and stock inventory, and ensure items remain competitively priced.

### Product Line Authorizations

#### Adobe

- Connect Pro Value Added Reseller (VAR)
- Contractual (CLP), Transactional (TLP), Enterprise (EA) and Volume Incentive Program (VIP)
- Non Profit Licensing Reseller
- Platinum-Level Reseller
- World Wide Adobe License Center

#### APC Elite for Business Networks

#### Apple Authorized Reseller

- Authorized Service Provider

#### Autodesk Volume Channel Partner (VCP)

#### Avaya—IP Office

#### CA Premier Partner

#### Checkpoint

#### Cisco Specializations

- Advanced Borderless Network Architecture
- Network Management Solutions
- Routing and Switching Solutions
- Security Solutions
- WAN Optimization Solutions
- Wireless Solutions
- Advanced Collaboration Architecture
- Collaboration Applications Solutions
- Unified Communications Solutions
- Video Solutions
- Advanced Data Center Architecture
- Unified Computing Solutions
- Unified Fabric Solutions
- Unified Management Solutions
- Authorized Technology Provider (ATP): Identity Services Engine
- Authorized Technology Provider (ATP): TelePresence Video Advanced
- Cloud Builder
- Infrastructure Management and Services
- Small Business

#### CompTIA

- CompTIA Network+
- CompTIA Security+
- CompTIA Server+

#### Dell

- Compellent
- EqualLogic
- Quest Software
- SonicWALL
- WYSE

#### EMC Silver Partner

#### Hewlett Packard Enterprise Platinum Partner

- HPE Authorized Business Solutions Partner (ABSP)

- HPE Client Virtualization
- HPE Cloud and Convergence Infrastructure
- HPE Consolidated Client Infrastructure (CCI)
- HPE Converged Cloud, Management, and Security
- HPE Enterprise Solutions
- HPE Enterprise Storage
- HPE Enterprise Storage Elite
- HPE Networking Authorized Master Partner
- HPE Networking Elite Partner
- HPE Professional Services
- HPE ProLiant

#### Hitachi Silver Partner

#### HP Platinum Partner

- HP Authorized Professional Services Partner (APSP)
- HP Authorized Support Partner (ASP)
- HP Digital Signage Solutions
- HP Personal Systems
- HP Retail Point of Sale (ASC)
- HP SMB Elite
- HP SMB Solutions
- HP SMB Storage
- HP Verified Online Supplies Reseller

#### IBM Premier Partner

#### Intel Security Premier Security Alliance Partner

#### LANDesk National Solution Provider (NSP) — Premier Status

#### Lenovo Premier Enterprise Partner

#### McAfee Premier Security Alliance Partner

#### Microsoft Select, Open, Charity, and Academic volume licensing programs with service and support for Microsoft Enterprise Agreements

- Microsoft Authorized Education Reseller (AER)
- Microsoft Charity Licensing Partner
- Microsoft Delivery Service Partner (DSP)
- Microsoft Enterprise Software Advisor (ESA)
- Microsoft Gold Partner—Licensed Solutions Competency—Information Worker Competency—Unified Communications Competency
- Microsoft Large Account Reseller (LAR)
- Microsoft Operational Excellence Award Winner, 2005

#### Panasonic TP3 Partner

#### Planet Wireless

#### Polycom Platinum Partner—Federal Specialization

#### QLogic

#### SAP Authorized Reseller

#### Samsung National Solution Provider

#### Symantec Platinum Enterprise Partner

#### Tenable Network Security Gold Partner

#### Toshiba Preferred Partner

#### Tripp Lite Premier Alliance Partner

#### Veeam Platinum Partner

#### VMware Premier Corporate Reseller

#### Zebra (Motorola) Broadline Technology

- Partner/ Wireless Network Specialist



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Burlington MA 01803

April 1<sup>st</sup>, 2020

To whom it may concern:

Connection is an authorized reseller of all Sophos Products and services. Sophos provides this authorization for the duration of one year. Sophos reserves the right to remove this authorization from Connection at any time.

Sophos manufactures a complete range of hardware, software and cloud security products and firewall devices.

Should there be any questions regarding Connection's representation of Sophos products or if any additional company information is requested please use me as a point of reference.

Best Regards,

A handwritten signature in black ink that reads "Kerrylynn Lebbos".

Kerrylynn Lebbos

Sophos National Partner Manager

[KLL@sophos.com](mailto:KLL@sophos.com)

781-879-8979

## Connection References

Connection Public Sector Solutions offers the following references and examples of our success in providing similar IT products and solutions, for your review:

### **CDE Light Band**

Robert Sidio, IT Administrator

2021 Wilma Rudolph Blvd.

Clarksville, TN 37040

Office: 931-905-7210, Cell: 931-272-7897

cdelightband.com • [Robert.Sidio@cdelightband.com](mailto:Robert.Sidio@cdelightband.com)

## Partner with Us

When you are faced with opportunities and challenges, it's important to have a reliable IT partner on your side. We are confident that your partnership with Connection<sup>®</sup> Public Sector Solutions will deliver you value through a combination of depth of experience, savings, and outstanding service.

Take a closer look at Connection and you'll see that everything we do revolves around making it easier for you to evaluate, design, purchase, implement, and maintain complete IT solutions that enable you to better fulfill your mission. Not only are we named on the contracts you use most, but we have the technology solutions, dedicated account teams, on-staff experts, product authorizations, IT services and efficient procurement tools you need to take care of everything with a single phone call.

The IT marketplace is full of companies who simply claim to be different. We prefer to prove it, day in and day out. Choose Connection and we'll prove it to you. We are committed to the highest standards of quality in our people, products, partnerships, and technology, to ensure we continue to deliver on the reason for our success—customer satisfaction.

### Why Connection<sup>®</sup> Public Sector Solutions?

- We are a financially stable, Fortune 1000 company.
- We offer complete solutions and services designed to improve operations and increase the value of IT.
- We employ the most highly trained, experienced IT professionals in the industry.
- We strive to understand your needs and to create solutions that adhere to your requirements and budget.
- We serve as a trusted extension of your IT staff.
- We are relentless in our commitment to exceeding your expectations.

**1.800.800.0019**

**[www.connection.com/ps](http://www.connection.com/ps)**

