

Vendor cannot guarantee we can extend pricing and terms/conditions to any other agency or institution because Vendor has been given special pricing and terms/conditions from the manufacturer specific to the unique circumstances in this RFP. However, Vendor will work with Purchasing Division and the Agency(s) to extend the terms, conditions and pricing if 0024 the manufacturer will extend said pricing and terms/conditions.

EDD385993

PRICING SHEET

The vendor should provide the monthly cost and have the ability to bill monthly.

Estimated quantity amounts are shown for informational purpose only and should not be construed as a guarantee of any future contract usage. It is the intent of the RFQ that this contract be awarded as an open-end contract.

Description	Estimated Usage	Monthly Room Cost	Total Cost
All-Inclusive Tele-Conferencing and Web-Conferencing that Includes phone support	28	Not Applicable	\$25,973.58

OPTIONAL ITEMS

Description	Estimated Usage	Cost per Usage	
Host up to 200 total attendees	5	This Quote is	
Operator Assistance	10	all-inclusive.	

Vendor Name: ePlus Technology, inc.

Vendor Representative: Andrea Herman

Phone #: 304-550-4109 Fax#: 304-340-4275

Email: aherman@eplus.com

Date: November 29, 2012

Award will be made to the Vendor that provides the desired items meeting the required specifications for the lowest overall total cost.

11/29/12 09:57:56 AM
West Virginia Purchasing Division

For detailed pricing, please see our attached Quotation.

RFQ No. EDD385993STATE OF WEST VIRGINIA
Purchasing Division**PURCHASING AFFIDAVIT**

MANDATE: 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 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: ePlus Technology, inc.Authorized Signature: [Signature] Date: November 29, 2012

Kley Parkhurst, Senior VP

State of Commonwealth of VirginiaCounty of Fairfax, to-wit:Taken, subscribed, and sworn to before me this 29th day of November, 2012.My Commission Expires June 30, 2012.NOTARY PUBLIC [Signature]

Purchasing Affidavit (Revised 07/01/2012)

VENDOR PREFERENCE CERTIFICATE

Certification and application* is hereby made for Preference in accordance with *West Virginia Code*, §5A-3-37. (Does not apply to construction contracts). *West Virginia Code*, §5A-3-37, provides an opportunity for qualifying vendors to request (at the time of bid) preference for their residency status. Such preference is an evaluation method only and will be applied only to the cost bid in accordance with the *West Virginia Code*. This certificate for application is to be used to request such preference. The Purchasing Division will make the determination of the Resident Vendor Preference, if applicable.

1. **Application is made for 2.5% resident vendor preference for the reason checked:**
☐ Bidder is an individual resident vendor and has resided continuously in West Virginia for four (4) years immediately preceding the date of this certification; or,
☐ Bidder is a partnership, association or corporation resident vendor and has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification; or 80% of the ownership interest of Bidder is held by another individual, partnership, association or corporation resident vendor who has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification; or,
☐ Bidder is a nonresident vendor which has an affiliate or subsidiary which employs a minimum of one hundred state residents and which has maintained its headquarters or principal place of business within West Virginia continuously for the four (4) years immediately preceding the date of this certification; or,
2. **Application is made for 2.5% resident vendor preference for the reason checked:**
☐ Bidder is a resident vendor who certifies that, during the life of the contract, on average at least 75% of the employees working on the project being bid are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; or,
3. **Application is made for 2.5% resident vendor preference for the reason checked:**
☐ Bidder is a nonresident vendor employing a minimum of one hundred state residents or is a nonresident vendor with an affiliate or subsidiary which maintains its headquarters or principal place of business within West Virginia employing a minimum of one hundred state residents who certifies that, during the life of the contract, on average at least 75% of the employees or Bidder's affiliate's or subsidiary's employees are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; or,
4. **Application is made for 5% resident vendor preference for the reason checked:**
☐ Bidder meets either the requirement of both subdivisions (1) and (2) or subdivision (1) and (3) as stated above; or,
5. **Application is made for 3.5% resident vendor preference who is a veteran for the reason checked:**
☐ Bidder is an individual resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard and has resided in West Virginia continuously for the four years immediately preceding the date on which the bid is submitted; or,
6. **Application is made for 3.5% resident vendor preference who is a veteran for the reason checked:**
☐ Bidder is a resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard, if, for purposes of producing or distributing the commodities or completing the project which is the subject of the vendor's bid and continuously over the entire term of the project, on average at least seventy-five percent of the vendor's employees are residents of West Virginia who have resided in the state continuously for the two immediately preceding years,
7. **Application is made for preference as a non-resident small, women- and minority-owned business, in accordance with *West Virginia Code* §5A-3-59 and *West Virginia Code of State Rules*.**
☐ Bidder has been or expects to be approved prior to contract award by the Purchasing Division as a certified small, women- and minority-owned business.

Bidder understands if the Secretary of Revenue determines that a Bidder receiving preference has failed to continue to meet the requirements for such preference, the Secretary may order the Director of Purchasing to: (a) reject the bid; or (b) assess a penalty against such Bidder in an amount not to exceed 5% of the bid amount and that such penalty will be paid to the contracting agency or deducted from any unpaid balance on the contract or purchase order.

By submission of this certificate, Bidder agrees to disclose any reasonably requested information to the Purchasing Division and authorizes the Department of Revenue to disclose to the Director of Purchasing appropriate information verifying that Bidder has paid the required business taxes, provided that such information does not contain the amounts of taxes paid nor any other information deemed by the Tax Commissioner to be confidential.

Under penalty of law for false swearing (*West Virginia Code*, §61-5-3), Bidder hereby certifies that this certificate is true and accurate in all respects; and that if a contract is issued to Bidder and if anything contained within this certificate changes during the term of the contract, Bidder will notify the Purchasing Division in writing immediately.

Bidder: ePlus Technology, inc.

Signed: 

Date: November 29, 2012


Title: Kley Parkhurst, Senior VP

CERTIFICATION AND SIGNATURE PAGE

By signing below, I certify that I have reviewed this Solicitation in its entirety; understand the requirements, terms and conditions, and other information contained herein; that I am submitting this bid or proposal for review and consideration; that I am authorized by the bidder to execute this bid or any documents related thereto on bidder's behalf; that I am authorized to bind the bidder in a contractual relationship; and that to the best of my knowledge, the bidder has properly registered with any State agency that may require registration.

ePlus Technology, inc.

(Company)


(Authorized Signature)

Kley Parkhurst, Senior VP

(Representative Name, Title)

703-984-8400

(Phone Number)

703-984-8600

(Fax Number)

November 29, 2012

(Date)

ADDENDUM ACKNOWLEDGEMENT FORM

SOLICITATION NO.: EDD385993

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.

No Addenda Received.

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.

ePlus Technology, inc.

Company



Authorized Signature

Kley Parkhurst, Senior VP

November 29, 2012

Date

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



Bill To	Ship To	Quotation	Page 1 of 1
STATE OF WEST VIRGINIA 1900 KANAWHA BLVD E BLDG 1 CHARLESTON WV 25305 GALE GIVEN	STATE OF WEST VIRGINIA DEPARTMENT OF EDUCATION	Quotation #:	21442782
		Quotation Date:	11/27/12
		Expiration Date:	12/27/12
		Client Reference:	
		Account Rep:	Andrea Herman

Qty	Part Number	MFG Name	Description	List Price	Unit Price	Extended Price
1	L-WBX-MC-ACT-HOST	CISCO	WEBEX MC W/ IM ENT SUB ACTIVE HOST	\$0.00	0.00	0.00
100	L-WBX-MC-AH-S1	CISCO	SPECIFY SUB QTY IN RANGE 250-999	\$525.00	193.42	19,342.00
1	L-WBX-AUDIO-5K	CISCO	5K MIN WBX MONTHLY AUD-COMMIT MUST COTERM DATA	\$0.00	0.00	0.00
2	L-WBX-AU-5K-M12	CISCO	MONTHLY AUD COMMIT 5K US-MIN OR EQUIV 12MO RNWL	\$9,000.00	3,315.79	6,631.58

By placing an order with ePlus for products or services you agree to comply with the Terms and Conditions for Purchasing Products and Services located at <http://www.eplus.com/terms-and-conditions/Pages/Products-Services-Terms-and-Conditions.aspx> (the "Order Terms"). Unless there is a separate written agreement signed on behalf of both you and ePlus by a duly authorized officer, the Order Terms shall be the only terms and conditions applicable to transactions between you and ePlus, and no additional or contrary terms referenced in a purchase order, document, or electronic communication shall apply. In no event shall ePlus performance under a purchase order be deemed to constitute acceptance of any terms and conditions set forth therein.

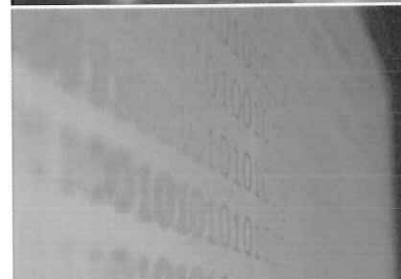
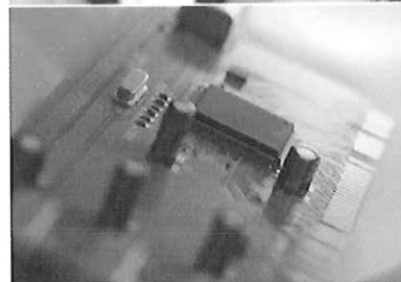
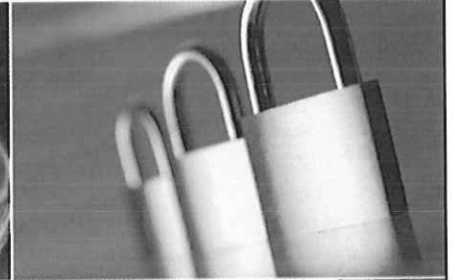
Thank you for your inquiry. Please note the following about this quotation: It will expire on the date stated above. Unless freight amount is indicated, or is zero, freight will be added to the invoice. Unless Bill-To company is exempt from Sales Tax, it will be added to the invoice. Extended Warranties and Professional Services are available.

Customer Acceptance		To Place An Order , Please Contact:		SubTotal:	\$25,973.58
Signature: _____	Date: _____	Sales: Melissa Dawson		Tax:	TBD if Applicable
Name: _____	PO #: _____	Phone: 610-495-1245		Freight:	TBD
Title: _____	Ship VIA: _____	Fax: 610-495-1208			
<p>This quotation is confidential for your internal use only.</p> <p>This is a solicitation for an offer and is subject to credit approval. No contract is formed unless a purchase order or other offer is received and accepted by our office. If you accept this quotation with the intent to have your chosen leasing company to pay the costs directly, please note that if the Lessor does not pay ePlus for any reason, you will be responsible for payment to ePlus.</p>		email: MDawson@EPLUS.com		Total:	\$25,973.58
		Address: 130 Futura Drive - Pottstown, PA 19464			

Corporate Headquarters
ePlus Technology, inc.
13595 Dulles Technology Drive
Herndon, VA 20171

Local Office
ePlus Technology, inc.
1116 Smith Street, Suite 412
Charleston, WV 25301

Contact
Andrea Herman
Senior Account Executive
Phone: 304-550-4109
Email: aherman@eplus.com



Response to:



Tele- and Web-Conferencing
EDD385993
Technical Proposal

November 29, 2012
1:30 PM

e⁺



November 29, 2012

Connie Oswald
State of West Virginia
Department of Administration, Purchasing Division
2019 Washington Street East
PO Box 50130
Charleston, WV 25305

Dear Ms. Oswald,

Thank you for offering ePlus Technology, inc. ("ePlus") the opportunity to respond to your RFP for Telephone and Web Conferencing. We have reviewed the State of West Virginia's stated goals and requirements contained in your RFP. We are confident that our solution provides a proven approach – combining appropriate practices, technology, and intellectual capital to meet and exceed your process improvement and cost savings objectives.

The following response and attachments will clearly demonstrate how ePlus will assist you in achieving your goals. Our proposal contains all the supporting information you should need.

ePlus is submitting its proposal on the understanding and with the expectation that the State of West Virginia and ePlus Technology, inc. will have the opportunity to work together to enter into a mutually acceptable contract for the products and services described in an agreed upon statement of work.

The experience that ePlus will demonstrate throughout the process will highlight our strengths and expertise in this arena. We look forward to the opportunity in the very near future to personally present our solution.

Thank you for your consideration.

Sincerely,

A handwritten signature in dark ink, appearing to read 'Kley Parkhurst', with a long, sweeping horizontal line extending to the right.

Kley Parkhurst
Senior Vice President

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Herndon, VA 20171
703.984.8400
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ePlus as a Reseller

ePlus is fully committed to holding the discount structure contained in our bid response for the life of the contract but is subject to future potential manufacturer changes in overall pricing models to its resellers. ePlus would require the opportunity to amend its committed discount in order to maintain an equivalent level of margin to be able to continue the supply. ePlus will provide the documentation to support manufacturer modification that supports a change any pricing structure. It is possible that changes can also occur in other manufacturer terms such as changes in warranty terms that are outside of ePlus' control and we reserve the right to modify this schedule from time to time to accommodate these potential changes by providing written notice. If changes of this nature are not something for which you would consider an exception, ePlus would merely require the opportunity to vacate the particular award(s) effected by the manufacturer's changes which are outside of our control.

PROPOSAL VALIDITY PERIOD

This proposal is valid for sixty (60) days from the date of submission (November 29, 2012).

NO INFORMATION PROPOSED HEREIN SHALL BE CONSIDERED A "FIRM AND FINAL OFFER."



Executive Summary

Web conferencing is changing the way we work. You no longer need to travel halfway around the world to meet with an important business partner or present at a seminar. You can connect with people instantly over the web. Web conferencing gives you the power to hold interactive meetings, conduct engaging events, deliver live sales presentations, implement remote learning programs, and provide round-the-clock customer support—enhancing virtually every facet of your business by increasing productivity and efficiency while improving overall communication.

ePlus and Cisco® provide global, on-demand web conferencing with market-leading WebEx® applications. Cisco WebEx™ solutions help to increase productivity and improve communication across the entire enterprise, and offer specialized applications for webcasts, eLearning programs, and attended and unattended technical support.

Web conferencing is essential in today's world to increase productivity, reduce time-to-market, save travel dollars, and improve communications.

More than 10 million people in more than 150 countries participate in WebEx meetings every month. And this number continues to grow as businesses become more global, the workforce continues to become more distributed, and the global economy demands innovative, high-touch solutions that can be implemented quickly and cost-effectively.

Organizations of all types and sizes use WebEx—including 90 percent of Fortune 500 companies, as well as thousands of small businesses around the world.

Cisco provides a variety of WebEx services optimized to streamline specific business processes—training, marketing and sales, support, and general project and program management. Together with other Cisco collaboration products and services, such as Cisco Telepresence™ and Cisco Unified IP Phones, WebEx solutions offer companies around the world with a better way to get work done—faster, less expensively, from any place, at any time, for any purpose.

ePlus is pleased to bring Cisco's World Class and Industry Leading WebEx solution to The West Virginia Department of Education.

ePlus Company Information

ePlus Technology, inc. is an enterprise solutions provider that can source, procure, integrate, and manage your entire IT infrastructure throughout its complete lifecycle. With expertise in the design and implementation of enterprise data center, unified communications, and security solutions, ePlus delivers technology with a focus on reducing costs and improving business outcomes – providing our customers a meaningful competitive advantage. With over 20 years on the leading edge of enterprise IT, ePlus has built a foundation of excellence through experience and acquired the vision and resources to deliver the right solution for our customers' business objectives. ePlus Technology, inc. is a wholly-owned subsidiary of ePlus inc., which has more than 825 associates in 25 locations serving commercial, federal, and municipal customers. The Company is headquartered in Herndon, VA.



Financial Overview

Founded in 1990, ePlus inc. (NASDAQ: PLUS) is a publically reporting entity. Our most recently audited financial statements include fiscal year ending March 31, 2012, with annual revenues totaling \$825.6M and stockholders equity of \$219.6M. Our full financial statements of quarterly and annual audited financials can be viewed at www.eplus.com/Investors/Pages/Annual-Reports.aspx or www.sec.gov.

Locations

National Headquarters

ePlus Technology, inc.
13595 Dulles Technology Drive
Herndon, VA 20171
Phone: 703-984-8400
Fax: 703-984-8600

www.eplus.com

[List of all ePlus Locations/Offices](#)



Partnerships and Expertise

ePlus maintains long-standing partnerships and dedicated national practices for top manufacturers, including Cisco, HP, IBM, Lenovo, Dell, Microsoft, NetApp, Oracle, Symantec and VMware. This strategy enables us to provide integrated delivery solutions in the most critical technologies for our customers. We are also partnered with many other industry leading manufacturers such as APC, Apple, Brocade, CA, Citrix, Emerson, F5, Kingston, Lexmark, OKI, and Xerox.

Strengthened by these alliances, we have the technical knowledge and resources to design, source (either electronically or through dedicated account staff), configure, implement, and support all of our customers' IT needs. Our team of more than 100 certified engineers is proficient in leading technologies, including server and storage virtualization; data center optimization; desktop virtualization; unified communications; security; storage, backup, and data protection; Exchange and Active Directory; networking; wireless networks; and professional and managed services.

ePlus' Mission Statement: *To enable customers to optimize their IT infrastructure and supply chain processes through leading IT products and services, flexible leasing solutions, and enterprise supply management.*

ePlus Awards and Accolades

FlexPod Premium Partner

VBlock Partner

2011 U.S. Solution Provider of the Year - Emerson Network Power

Cisco

- Cloud Builder Designation
- Data Center Partner of the Year 2011: U.S. Theater Architecture Excellence & Nationals Architectural
- Nationals Services Partner of the Year 2011
- 2011 National SLED Partner of the Year / Cisco Customer Satisfaction Excellence
- Nationals State, Local Government, and Education (SLED) Partner of the Year 2011 - East Area



★ Cisco Customer Satisfaction Excellence

HP

- HP CloudSystem
- HP PartnerONE Elite Status: Healthcare, SMB, MSFT UC, SAP & Virtualization
- Sales Excellence Award for First HP BladeSystem Matrix Channel Sale
- Partner Elite Designation in: Blade Systems, Services, VMware Solutions, Microsoft Exchange Solutions, Office Printing
- HP Services Mid Market Services Contract Program



Microsoft

- East Region SMB VAR Sales Excellence Award – 2010 & 2011
- Partner of the Year for NY Metro SMS&P - 2010
- 7x Microsoft Gold Certified Partner with 10 competency specializations
- One of 36 National Systems Integrators in the US for Microsoft
- HP Elite Partner for Unified Communications, Exchange, and SharePoint
- Microsoft VTSP member – ePlus engineers badged as Microsoft
- Microsoft Infrastructure Partner Advisory Council Member (IPAC)

VMware

- VMware Healthcare Specialization
- Top Honor: VMware Americas Solution Provider of the Year
- VMware Premier Partner
- VMware Authorized Consultant



VARBusiness Magazine VAR Business 500

- 2011 – VARBusiness 500 Ranked #37
- 2010-2012 – CRN Tech Elite 250
- 2010 – Everything Channel / CRN Top 100 Healthcare VAR
- 2009 – Data Center Specialist Award
- 2008 – Unified Communications Partner of the Year
- Five consecutive year rankings in the Top 100



Type II SSAE 16 / SOC 1 Examination

- Highest outcome examination for ePlus' OneSource IT, Procure+ and Content+ solutions.
- ePlus Managed Services Center for cloud infrastructure, networks, storage, servers, security, unified communications and video solutions.



Advanced Authorizations and Certifications

Strategic alliances with the industry's leading manufacturers keep ePlus engineers and sales professionals at the forefront of technology, enabling them to deliver industry-leading solutions to our clients.

Cisco Systems Gold Certified & National DVAR

- FlexPod Premium Partner
- Tandberg Platinum Partner
- Customer Service Excellence
- **Master Specializations**
- Unified Communications, Security & Managed Services
- **Cisco Powered**
- Managed Unified Communications and Security Services
- **Specializations**
- Advanced:* Routing and Switching; Wireless LAN; Data Center Networking Infrastructure (DCNI); Data Center Architecture; Borderless Network Architecture; Collaboration Architecture; Data Center Storage Networking; Security; & Unified Communications
- Other:* Unified Meetingplace Partner; Cisco Cloud Builder
- **Other**
- ATP* – Telepresence Video Master / Video Surveillance / Data Center Unified Computing / Identity Services Engine / Cloud Builder Designation
- Tandberg Migration Master / WebEx*

Microsoft Gold Certified Partner

- National System Integrator
- Nationally Managed Delta Force & Lync Voice
- Exchange, SharePoint, Business Desktop Deployment
- Office 365 Online – Reseller & Deployment
- UC, Exchange, SharePoint – HP Elite Partner
- VTSP & IMACP Member
- Infrastructure Partner Advisory Council Member (IPAC)
- Areas of Focus:* Exchange / SharePoint / Lync / Hyper V – Windows Server / System Center / SQL / Forefront / Office / Windows / Office 365 Online

Viewsonic GovEd Reseller Partner

3COM Strategic Gold Partner

Check Point Gold Partner

Citrix Gold National Partner

XenDesktop / XenApp / Netscaler

HP Elite Business Partner

- **Technology Elite Status**
- HP Converged Infrastructure Elite: Networking, Storage, Bladesystem, Enterprise Server & Services; Office Printing
- **Solution Elite Status**
- Microsoft Unified Communications, Virtualization & SAP Solution Elite Partner
- **Customer Segment Elite Status**
- Small & Medium Business, Public Sector and Healthcare elite Partner
- **Authorizations**
- HP Business Class Products
- HP Enterprise Server & Storage Authorized
- HP State, Local and Education (SLED) Certified Partner
- HP Software Authorized Partner
- HP Authorized: Warranty Delivery Provider; Solution Sales Partner; Service Delivery Partner; Service Management Partner; Professional Services Partner

Oracle Gold Partner

- Server, Storage, Database Specialized
- Real Applications Cluster & Data Warehousing Specialized

Symantec Platinum

- GovEd Authorized Reseller
- Data Loss Prevention Specialization

VMware Premier Partner

VMware Authorized Consulting Partner

ADIC Enterprise Reseller (EVAR)

APC Gold Certified Partner

Epson Brighter Futures Program Participant

IBM Platinum Business & Solutions/UNIX Partner

Lenovo Premier Partner

NetApp Star Partner

Novell Gold Partner

Quantum Enterprise Solutions Partner

Technology Partners

- APC
- Apple
- Computer Associates
- CheckPoint
- Cisco
- Cisco Ironport
- Citrix
- Dell

Security Partners

- A10 Networks
- Barracuda
- Blue Coat
- CA
- CheckPoint

Storage Partners

- Axiom
- Barracuda
- Cisco
- Dell

- EMC
- Epson
- F5 Networks
- Fujitsu
- Hitachi
- HP
- IBM
- Juniper
- Kingston
- Cisco
- Cisco Ironport
- F5 Networks
- Fortinet
- Internet Security Systems

- EMC
- Hitachi
- HP
- IBM
- Intel

- Lenovo
- Liebert
- McAfee
- Microsoft
- NetApp
- Okidata
- Oracle
- Panasonic

- Juniper
- McAfee
- Riverbed
- RSA Security
- Secure Computing
- Sonicwall

- Iomega
- Kingston
- Lenovo
- NetApp
- Oracle

- Quantum
- Sourcefire
- Symantec
- Symbol
- Tandberg
- Toshiba
- Viewsonic

- Sophos
- Sourcefire
- Symantec
- Trend Micro
- Websense

- Overland
- Quantum
- Seagate
- SUN
- Western Digital



The following is a matrix of some of the product lines which ePlus is also authorized to sell and/or service:

NETWORKING 3 PAR A10 NETWORKS ALLIED TELESYN ARISTA NETWORKS ARUBA AVAYA AVERE AVOCENT BARRACUDA BLUE COAT BLUECAT BROCADE CA CELESTIX NETWORK CHATSWORTH CHECK POINT CISCO CISCO IRONPORT CITRIX COMMVAULT DATA DOMAIN DELL EMC F5 NETWORKS FALCONSTOR HITACHI HP IBM INFOBLOX INTEL JUNIPER MCAFEE NETAPP NETSCOUT NORTEL ORACLE PICTURETEL PLANTRONICS POLYCOM RIVERBED RSA SECURITY SEAMICRO SONICWALL SOURCEFIRE SUN TANDBERG VERILINK ZEUS SECURITY PARTNERS A10 NETWORKS BARRACUDA BLUE COAT CA CHECKPOINT CISCO CISCO IRONPORT F5 NETWORKS FORTINET INTERNET SECURITY SYSTEMS JUNIPER MCAFEE RIVERBED RSA SECURITY SECURE COMPUTING SONICWALL SOPHOS SOURCEFIRE SYMANTEC TREND MICRO WEBSense	SOFTWARE 3 PAR ADOBE BARRACUDA BLUE COAT BLUECAT COMPUTER ASSOCIATES CHECK POINT CISCO CISCO IRONPORT CITRIX COMMVAULT DELL EMC GREAT BAY HP IBM IPSWITCH JUNIPER MCAFEE MICROSOFT NETAPP NETSCOUT NOVELL OPEN TEXT ORACLE QUEST SOFTWARE RED HAT RIM RSA SECURITY SANBLAZE SOLARWINDS SONICWALL SOPHOS SUN SYMANTEC TREND MICRO VEEAM VIZIONCORE VMWARE WEBSense STORAGE AXIOM BARRACUDA CISCO DELL EMC HITACHI HP IBM INTEL IOMEGA KINGSTON LENOVO NETAPP ORACLE OVERLAND QUANTUM SEAGATE SUN WESTERN DIGITAL COMPUTERS: PDA APPLE INTERMEC TANGENT HP SONY GARMIN FUJITSU TOMTOM	TECHNOLOGY PARTNERS APC APPLE COMPUTER ASSOCIATES CHECK POINT CISCO CISCO IRONPORT CITRIX DELL EMC EPSON F5 NETWORKS FUJITSU HITACHI HP IBM JUNIPER KINGSTON LENOVO LIEBERT MCAFEE MICROSOFT NETAPP OKIDATA ORACLE PANASONIC QUANTUM SOURCEFIRE SUN SYMANTEC SYMBOL TANDBERG TOSHIBA VIEWSONIC VMWARE DISPLAYS ACER BARCO DELL EPSON HP INFOCUS LENOVO LG ELECTRONICS NEC PANASONIC SAMSUNG SHARP SONY VIEWSONIC COMPUTERS: SERVERS ARISTA NETWORKS CHECK POINT CISCO CLUSTRIX DELL HITACHI HP IBM NETAPP ORACLE QLOGIC SERVER TECHNOLOGY SUN TANDBERG WYSE	PRINTING BROTHER CANON CITIZEN Dymo EPSON HP IBM LEXMARK OKIDATA SOURCE TECHNOLOGY XEROX ACCESSORIES AEROHIVE AMX APC APPLE AVINED AVOCENT AXIS COMMUNICATE BELKIN CABLES TO GO DATACOMM DATAMAX DELL ELO ERGOTRON EXTRON GN NETCOM HAND HELD PROD IBM KINGSTON LENOVO LIEBERT LOGITECH MICROSOFT MIMIO NETAPP NIKON OLYMPUS ORACLE PLANTRONICS RARITAN SYMBOL TANDBERG TRIPP LITE TRUSTIN TECHNOLOGY ZEBRA TECHNOLOGY
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On-Staff Certifications

3COM

MNS
IPT Expert

APC

PowerStruxure
APC Gold

APPLE

Value Added Reseller
Network Integration

CHECK POINT

CCSA 2000
CCSA NG
CCSE 2000
CCSE NG
CCSA & CP2000
CCSE & CP2000
CCSE PLUS NG
CCSI

CISCO

Associates (CCNA CCDA)

Specialists:

CCNP + Security Spec
CCNP + ATM Spec
CCNP + Voice Spec
CCNP + Telephony Spec
CCDP Cert Des Prof 3yr
CCSP Cert Sec Prof 3yr
CCVP Cert Voice Prof 3yr
CCIE Routing & Switching
CCIE Security
CCIE Service Provider (NEW)
CCIE Storage
Cisco Wireless LAN Support Spec
ADV Cisco Wireless LAN Field Spec
ADV Cisco Wireless Sys Engineer
Cisco Wireless LAN Design 2yr
IP Telephony Support Spec
IPT Design Spec
Cisco IPT Operations Spec
Unity Support Spec
Unified Design Spec
Rich Media Communications Spec
Cisco PIX/ASA Spec
Cisco IDS Spec
Cisco VPN Spec
ADV Cisco Sec Solutions & Des Spec
Cisco ADV Sec Field Spec
Cisco Data Center Stor NW Supp Spec
Cisco Data Center Stor NW Sol Design Spec
Cisco Access Routing & LAN Switch Spec

TPE TANDBERG Product Expert
TCE 1 TANDBERG Certified Engr Level 1
TCE 2 TANDBERG Certified Engr Level 2

CITRIX

CCA XenApp 6
CCA XenDesktop 5
CCA NetScaler 9

CA – Associate

CWNP (Vendor Neutral Wireless Cert.)

CWSP (Cert Wireless Sec Prof)
CWNA (Cert Wireless LAN Admin)

COMPTIA

A+
I-Net+
IT Project+
Linux+
Network+
Security+
Server+

DELL

EMC

EMCTA(Proven Prof Tech Arch Expert)
EMCTA (Proven Prof Tech Arch Spec)
EMCPA (EMC Proven Prof Assoc)

F5 Networks

Product Consultant
F5PC Configuration Professional
F5 Firepass

Foundry Networks - CNE

HP/COMPAQ

HP BladeSystem Elite
HP Services Elite
HP Storage Elite
HP Virtualization Solutions Elite
HP Oracle Solutions Elite
HP Microsoft Unified Communications
Solution Elite
Master ASE
Master ASE SAN
SAN Architect
ACT
AIS Netware
AIS Windows
AIS ProLiant
AIS ProCurve
API
APS D/W
APS Mobile APS S
APS SW
ASE
ASE M
ASE N
ASE SW
AST
CSA HP-UX
HP Break Fix Warranty
OPV Cert Consultant
Storageworks Unix
HP ProCurve

IBM

Desktop Systems
Mobile Systems
Servers
Warranty Admin

(ISC)²- CISSP (Cert Info Sys Sec Prof)

Internet Security Specialist

LEXMARK

LDAP

MICROSOFT

National Systems Integrator

MCP
MCP
MCSE
MCSA
MCSE WIN Server 2008
MCSE Portals and Collaboration
MCSE Lync 2010
MCSE EXCHANGE 2007/2010

Microsoft Gold Competencies:

Advanced Infrastructure Solutions
Networking Infrastructure Solutions
Business Process & Integration Solutions
Data Management Solutions
Information Worker Solutions
OEM Hardware Solutions
Custom Development Solutions
Small Business Specialist Community

NetApp

ASAP
NACA
NACP
NACE
NCSA-SAN

NOKIA SECURITY ADMIN

NOVELL

CNA & CNE
GroupWise
Linux

NSA – Info Assurance Methodology

Project Management

PMP (Project Management Prof)

SUN MICROSYSTEMS

Sun Workstation/Server 015
Solaris
Sun Storage
Sun Enterprise 045
ISA
Sun Elite

SYMANTEC / VERITAS

SCSE IDS
SCSE Vulnerability Management
SCTA IP
SCTA FW
VCP (Veritas)
VCP DP Windows (Veritas)

TOSHIBA

Toshiba Systems
Toshiba TAT
Toshiba TCT

VMware

VCP (VMware Cert Prof)
VSP (VMware Sales Professional)

XEROX

Phaser
Color Certification

3. GENERAL REQUIREMENTS

3.1 Desired Items and Mandatory Requirements: Vendor shall provide Agency with the Desired Items listed below on an open-end and continuing basis. Desired Items must meet or exceed the mandatory requirements as shown below.

3.1.1 Tele-Conferencing and Web-Conferencing that includes phone support.

3.1.1.1 The solution must be able to seamlessly integrate with the WVDE's Cisco Unified IP Phone Systems operating in a Cisco Unified Call Manager environment which is already implemented.

ePlus Response: Cisco WebEx meets this requirement. Cisco WebEx provides WebEx integration to Cisco Unified IP Phone on the Cisco Unified Applications Environment.

3.1.1.2 Vendor shall offer an "all-inclusive" (web, video, telephone and messaging conferencing) solution for collaboration of web conferences that use both the internet, but also a landline for audio (some attendees may have dial-up internet). This will include one-time meetings, instant meetings, and recurring meetings.

ePlus Response: Cisco WebEx meets this requirement. Cisco WebEx offers a fully integrated solution that includes video, audio, chat (as well as instant messaging), data that requires only an Internet connection and a supported browser. With Cisco WebEx, users share presentations, applications, documents and desktops, with full-motion video and integrated audio (PSTN and VoIP), all in a rich, multimedia environment. Cisco WebEx enables Hosts to conduct one-time meetings, instant meetings and recurring meetings.

3.1.1.3 The solution shall include, but are not limited to, the web tools ability to: chat, share your desktop, transfer control, instantly change presenters, drawing tools, highlight, record meetings, invite others, and integrate scheduling with Microsoft Outlook.

ePlus Response: Cisco WebEx meets this requirement.

The Cisco WebEx solution includes interactive features such as:

- Real-time desktop, application, document, and web browser sharing
- Whiteboards and annotation tools
- Play Flash, streaming audio and video
- Text chat
- Whiteboard sharing
- HD video; multipoint; full-screen view; expanded full-screen view
- Registration management
- Polling
- Transfer control
- Annotation and highlighting tools
- Outlook integration
- Online usage reports
- Click to join using SMS or email
- Record & Playback
- Easily change presenter control

3.1.1.4 The solution must be able to imitate, join, and manage meetings from the display interface on the Cisco Unified IP phones.

ePlus Response: Cisco WebEx meets this requirement. WebEx Integration to Cisco Unified IP Phone allows users to manage, join and start a WebEx meeting instantly on their desktops, so they can share documents and applications, while having a conversation on their Cisco Unified IP Phones.

Please see the detailed Installation Guide for more details:

https://www.cisco.com/en/US/docs/voice_ip_comm/cuae/8_0/english/webex/WebexInstallationGuide.pdf

3.1.1.5 The solution shall allow end users to join from phone, Mac and/or PC, iPad or iPhone and/or Smartphone.

ePlus Response: Cisco WebEx meets this requirement. Users can join from Windows, Mac, Linux machines as well as mobile devices, such as iPad, iPhone, BlackBerry, Android. Additionally, users can join from 3G/4G or other WiFi-enabled devices by entering the URL in their browser to join the session— no app is required.

3.1.1.6 The solution must allow for joining via a phone number or other access code, with or without PIN code.

ePlus Response: Cisco WebEx meets this requirement. There is a unique Session ID for each session. However, Hosts can optionally require passwords for the sessions.

3.1.1.7 Audio and video conferencing integration must be available.

ePlus Response: Cisco WebEx meets this requirement. Designed for intuitive and interactive communications, the WebEx interface integrates data, voice, and video to allow users to experience the highest quality face-to-face online communications.

3.1.1.8 The Vendor shall supply attendance reports after the meeting.

ePlus Response: Cisco WebEx meets this requirement. Cisco WebEx users can query for reports which are returned in an HTML format. The reports contain usage and registration information about each session. The information includes date and time that the Host started the session; attendee join times; the time that the Host ended the session; the number of people who attended the session, including the Host; the cumulative duration of time that people attended the session; and the type and duration of any integrated voice conferencing service that the session included.

All Cisco WebEx usage reports can be exported to a CSV format. The CSV format can then be imported into a spreadsheet program, such as Excel for further analysis, or it can be imported into CRM software and other systems.

3.1.1.9 The solution shall include the feature to recorded entire event for immediate playback after call and must have the ability to record event on CD, in a .WAV file or have the ability to post to our website.

ePlus Response: Cisco WebEx meets this requirement. The presenter has the ability to record a live session or to record in an offline environment. Attendees can record a meeting/session only if the host or presenter grants recording privileges to them. Recording occurs locally on the users' PC or saved in real-time to the Cisco Collaboration Cloud. Recordings can be created for a selected portion or an entire session with the ability to pause recording in the middle of a WebEx session. Cisco WebEx recordings

capture audio and data contents of a session. Everything that happens on the screen, including presentations, annotations, shared applications, Web pages, polls, chat, and video, is synchronized to the audio.

After a file is recorded, it can be edited using the Cisco WebEx Record & Playback Editor, which is included with the Cisco WebEx services. Cisco WebEx's recorded file format is a proprietary and highly compressed Cisco WRF and ARF that can be converted to WMV, SWF, and MP4 formats.

Cisco WebEx recordings saved to the cloud can be downloaded as a local file. The recorded files can be uploaded onto a customer's own Web server, and the file can then be set up to be replayed on demand directly from the customer's Web page. Record and edited files can be played back anytime, anywhere. Cisco WebEx recordings that are saved on the ARF can be streamed to anyone with an Internet connection.

Additionally, Cisco WebEx offers Network-Based Recording, which provides customers with an option to instantly and conveniently record a meeting and associated teleconferencing without client-side equipment. Host users can easily access the recordings from their branded Cisco WebEx site.

3.1.1.10 The solution shall allow for the use of webcams and preferably in high-definition, with no special equipment required.

ePlus Response: Cisco WebEx meets this requirement. Cisco offers video conferencing with USB webcams, some Firewire cameras, and certain USB capture devices or capture cards. In Meeting Center, we offer HD video with 720p resolution (1280x720) pixel resolution at 30 fps. We offer Full-Screen video mode for a true video conferencing experience. Attendees can watch as each Active Speaker appears in the main video window when they speak and see your own webcam image as a picture-in-picture.

3.1.1.11 The solution shall allow for continuous 24 hour operation.

ePlus Response: Cisco WebEx meets this requirement. Cisco WebEx solutions are available 24x7x365.

3.1.1.12 Vendor must provide support 24/7/365 days a year via a toll-free telephone number.

ePlus Response: Cisco WebEx meets this requirement. Cisco WebEx provides world-class technical support which is available 24X7X365 across all geographies and time zones via a toll-free phone number.

3.1.1.13 The solution must allow integration of Conference Scheduling/Invitation Tools to: send and/or receive invitation(s) from "any email software" electronic mail box with an automatic generation of phone numbers, and URLs to connect to an audio or web conference.

ePlus Response: Cisco WebEx meets this requirement. Each invited attendee can receive an invitation email message, which includes:

- A link that the attendee can click to join the meeting or obtain more information about it
- The meeting password, if you specified one
- Audio conference information, if your meeting includes an integrated conference
- The meeting number, which the attendee must provide if your meeting is unlisted

3.1.1.14 The vendor must have provided said services for at least five (5) years.

ePlus Response: Cisco WebEx meets this requirement. Cisco WebEx has been offering the solutions since 1999.

3.1.1.15 The solution shall accommodate up to 100 participants, which includes the moderator.

ePlus Response: Cisco WebEx meets this requirement. The solution supports more than 100 attendees in a single session.

3.1.1.16 The solution Manage and track attendance with automated roll call capacity.

ePlus Response: Cisco WebEx meets this requirement. Cisco WebEx provides a Participant List that displays the number and the names of the attendees who have joined the meeting. The name of the current presenter is always at the top of the list followed by the Host's name, and the rest of the participant names are alphabetically ordered immediately after. Attendees can provide feedback by using the Raise Hand feature if the instructor asks for a show of hands in response to a question.

3.1.1.17 The solution must offer multilingual assistance, for example French, Spanish, and Japanese.

ePlus Response: Cisco WebEx meets this requirement. Cisco WebEx supports English, French, German, Brazilian Portuguese, Spanish, (Latin American Spanish on all supported platforms and European Spanish on Windows and mobile platforms) Traditional Chinese, Simplified Chinese, Japanese, Korean, Italian, Russian and Dutch.

3.1.1.18 The solution must be able to conduct Question & Answer and survey sessions during conference call.

ePlus Response: Cisco WebEx meets this requirement. Cisco WebEx allows the presenter to poll session attendees during a session, view the results, set a timer for participants to finish the poll, and publish or share these results in a graphical format. The presenter may create a poll (a set of questions) prior to a session and introduce it at any time within the session, or they can even create a new poll "on the fly". Multiple polls can be used in a single session. In addition, the presenter can save the results of a poll (anonymous group results or individual results) in a .txt file for review at a later time. WebEx Polls support multiple choice/single response questions and multiple choice/multiple response questions. There is no set limit to the number of questions within a single poll and there is no set limit to the number of answers for a single question.

In addition, Cisco WebEx allows attendees to communicate by sending instant text messages to each other. The chat messages can be sent publicly to all the attendees or privately to a particular attendee. During a session, the presenter can specify that attendees can chat with all attendees or all participants; only the Host; only the presenter; any other attendee, or privately. The presenter can remove chat privileges at any time. The presenter may save the chat conversation in a text format that can be opened in a word processor or spreadsheet. This format preserves the time stamp on each message.

3.1.1.19 Vendor shall trouble shoot any issues that arise before or during the scheduled call.

ePlus Response: Cisco WebEx meets this requirement. Cisco WebEx offers 24x7x365 technical support before, during and after a session to assist with issues that arise.

3.1.1.20 Must have the ability to dial "zero" for assistance during conference call.

ePlus Response: Cisco WebEx meets this requirement. Cisco WebEx offers 24x7x365 technical support before, during and after a session to assist with issues that arise. Cisco WebEx offers multiple mediums

for technical support inquiries: phone, email, and online submission of help tickets. We also offer online help.

3.1.1.21 Must have the ability to dial out to participants.

ePlus Response: Cisco WebEx meets this requirement. Cisco WebEx offers both Dial-In and Dial Out options.

3.1.1.22 Must have ability to mute and un-mute attendees and/or monitors line.

ePlus Response: Cisco WebEx meets this requirement. With Cisco WebEx's integrated telephony, the Host can control which attendees can speak by muting/un-muting their phone lines and microphones. The presenter can mute/un-mute phone lines and microphones for either specific attendees or all attendees at once. Attendees for whom the Host has muted microphones can request to speak at any time during a meeting. If an attendee requests to speak, a raised hand symbol appears to the left of the attendee's name in the participant list. This symbol is visible to only the meeting host and if applicable elevated panelists.

3.1.1.23 Must have use of whiteboard with annotation buttons (giving the ability to view or hide annotations).

ePlus Response: Cisco WebEx meets this requirement. Cisco WebEx offers a shared whiteboard enabling presenters and attendees to communicate by drawing, writing, and annotating on the Whiteboard simultaneously. The Whiteboard provides Full Screen View, Zoom in, Zoom out, and a rich mix of annotation tools. The contents of a Whiteboard session can be saved on the presenter's or attendees' desktops. Presenters can enable attendees to print whiteboard content if desired. Whiteboards can be for free-form drawing and writing, or presenters can past screenshots into the whiteboard.

3.1.1.24 Must have ability to share desktop and present from a content bank or upload document.

ePlus Response: Cisco WebEx meets this requirement. Cisco WebEx enables the presenters to easily share the desktop as well as share content directly from the desktop.

3.1.1.25 Must have ability to receive mobile applications from a Blackberry, iPhone, iPad or any other mobile device.

ePlus Response: Cisco WebEx meets this requirement. Cisco WebEx supports iPad, iPhone, Android, Blackberry. Additionally, users can join from 3G/4G or other WiFi-enabled devices by entering the URL in their browser to join the session— no app is required. For more details, please see:

<http://www.webex.com/products/web-conferencing/mobile.html>

3.1.1.26 All services shall be unlimited, this includes minutes.

ePlus Response: There is no limit to the minutes available to the users referenced in this RFP. There are cost models that scale based on usage and dialing methods used to connect to WebEx. Toll charges can be reduced by using local exchanges and the customer's Local Area Network.

3.1.1.27 Vendor must allow new accounts to be submitted electronically, preferably via Excel spreadsheet.

shall ship all orders in accordance with the above schedule and shall not hold orders until a minimum delivery quantity is met.

ePlus Response: Agree.

6.2 Late Delivery: The Agency placing the order under this Contract must be notified in writing if orders will be delayed for any reason. Any delay in delivery that could cause harm to an Agency will be grounds for cancellation of the delayed order, and/or obtaining the items ordered from a third party.

ePlus Response: Agree.

6.3 Delivery Payment/Risk of Loss: Standard order delivery shall be F.O.B. destination to the Agency's location. Vendor shall include the cost of standard order delivery charges in its bid pricing/discount and is not permitted to charge the Agency separately for such delivery. The Agency will pay delivery charges on all emergency orders provided that Vendor invoices those delivery costs as a separate charge with the original freight bill attached to the invoice.

ePlus Response: Agree.

6.4 Return of Unacceptable Items: If the Agency deems the Desired Items to be unacceptable, the Desired Items shall be returned to the Vendor at Vendor's expense and with no restocking charge. Vendor shall either make arrangements for the return within five (5) days of being notified that items are unacceptable, or permit the Agency to arrange for the return and reimburse Agency for delivery expenses. If the original packaging cannot be utilized for the return, Vendor will supply the Agency with appropriate return packaging upon request. All returns of unacceptable items shall be F.O.B. the Agency's location. The returned product shall either be replaced, or the Agency shall receive a full credit or refund for the purchase price, at the Agency's discretion.

ePlus Response: Agree.

6.5 Return Due to Agency Error: Items ordered in error by the Agency will be returned for credit within 30 days of receipt, F.O.B. Vendor's location. Vendor shall not charge a restocking fee if returned products are in resalable condition. Items shall be deemed to be in a resalable condition if they are unused and in the original packaging. Any restocking fee for items not in a resalable condition shall be the lower of the Vendor's customary restocking fee or 5% of the total invoiced value of the returned items.

ePlus Response: Agree.

7. MISCELLANEOUS

7.1 No Substitutions: Vendor shall supply only Desired Items submitted in response to the RFQ. Vendor shall not supply substitute items without Purchasing Division approval.

ePlus Response: Agree.

7.2 Vendor Supply: Vendor must carry sufficient inventory of the Desired Items being offered to fulfill its obligations under this Contract. By signing its bid, Vendor certifies that it can supply the Desired Items contained in its bid response.

ePlus Response: Agree.

7.3 Reports: Vendor shall provide quarterly reports and annual summaries to the Agency showing the Agency's items purchase, quantities of items purchased, and total dollar value of the items purchased. Vendor shall also provide reports, upon request, showing the items purchased during the term of this Contract, the quantity purchased for each of those items, and the total value of purchases for each of those items. Failure to supply such reports may be grounds for cancellation of this Contract.

ePlus Response: Agree.

7.4 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.

ePlus Response: Agree.

**Attachment 1 –
OneSource IT Brochure**



Simplifying IT Procurement

Managing the procurement of IT assets is challenging. High unit volume, frequent price and model changes, dispersed deployment, and fast moving business requirements can create inefficiency and increase administrative costs. Let ePlus be your single point of contact for all of your IT procurement and logistic needs. OneSource IT simplifies the IT acquisition process—from price optimization to ordering, vendor management, asset tracking and reporting—all in one online portal. With OneSource IT, you will have visibility and insight into your entire acquisition process, allowing you to increase productivity and streamline procurement—every step of the way.

 OneSource IT



Comprehensive, Flexible Portal

For ePlus Customers

OneSource IT, a free portal for ePlus customers, simplifies the procurement process and enables your organization to reduce the overall cost of acquiring IT products and services. With OneSource IT ePlus customers can streamline, consolidate, organize, and manage procurement and sourcing from IT suppliers with ease.

Win-Win










ePlus customers can tap into the immediate benefits of an automated IT procurement portal and enjoy the high level of support and access to seasoned ePlus sales and technology professionals that you have come to rely on. This dynamic combination helps provide ePlus customers with improved operational efficiencies and true bottom line savings.

OneSource IT Benefits

OneSource IT delivers many immediate benefits by allowing you to:

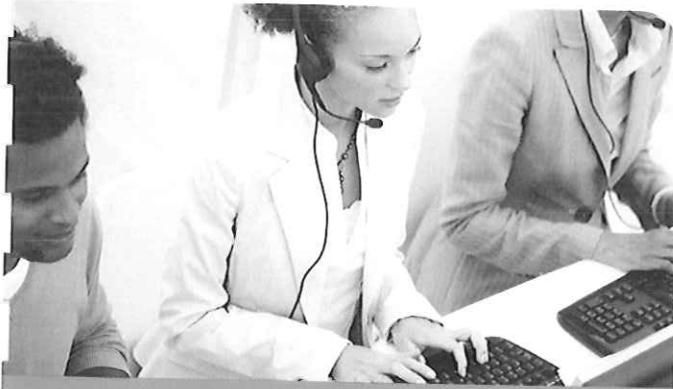
- + Easily search for and source IT assets from the extensive ePlus catalog
- + Simplify and automate procurement and workflow to reduce errors and costs
- + Make optimal purchasing decisions based on real-time product price and availability from 500,000+ products across multiple warehouses
- + Track assets purchased through the system, including installed location and contact
- + Control pricing and payment terms to maximize negotiated contracts and decrease unauthorized spending
- + Better manage and analyze your purchases through comprehensive reporting and online integrated status views
- + Maximize your existing investments in eProcurement and/or supplier networks by leveraging the proven support and experience of ePlus

Exclusive to ePlus customers, OneSource IT provides a full spectrum of automation, including:

-  Extensive IT Catalog
-  Robust Searching Features
-  Interactive Quoting
-  Workflow
-  Order Management and Reporting
-  Invoice Presentation
-  Asset Tracking
-  Templates and Product Configurators
-  Track and Manage Returns

OneSource IT integrates with all major eProcurement solutions including third-party supplier networks to maximize your existing B2B investments:

- ✓ Roundtrip Punchouts
- ✓ Electronic Purchase Orders
- ✓ Electronic Invoicing
- ✓ Data Sheet/Direct B2B Capabilities



Standing Apart from the Crowd

OneSource IT isn't the only way to acquire IT assets and services. But it may be the best way of doing business, as it provides true end-to-end IT procurement automation and functionality.

Your dedicated ePlus account manager can assist you with professional services for implementation and configuration, off-catalog purchases, cost savings opportunities, and more.

OneSource IT makes it easy to find exactly what you need and compare products to make informed purchasing decisions.



Intuitive portal specifically designed for acquiring IT products:

- + Externally hosted Web-based solution—no implementation costs to you
- + Streamlines and controls the IT acquisition process
- + Access up-to-date and accurate pricing information

Features at a Glance

- + **Catalog.** Our comprehensive IT catalog with more than 500,000 products enables you to easily find what you need and make qualified decisions based on inclusion/exclusion rules, detailed product specification, price, and availability. Customized catalogs, configurations, and homepages can be tailored to your specific needs. Nightly ePlus/CNET catalog update process for up-to-date catalog information and tighter integration with CNET product data provides improved availability of product photos, descriptions, specifications, and accessories.
- + **Search.** Robust features allow you to search for products by category/sub-category, keyword or product ID.
 - Two-level category/sub-category menu searching uses the familiar CNET product classifications.
 - Parametric search capability narrows search results based on selected product attributes.
- + **Shopping.** Standard shopping cart functionality as well as advanced features include templates, product configurators, standard catalogs, interactive quoting, search/re-order from previous purchases, multiple shopping cart maintenance, and cXML/OCI punch-out integration.
- + **Quote Presentation and Automation.** The automated quoting feature allows you to interact with your sales rep, approve quotes, and purchase directly from quotes.
- + **Workflow.** Simple or complex (multistep, conditional) workflow can help automate your procurement process. Fully-customized and flexible, workflow can be based on dollar amount and capture your specific data.
- + **Order Management.** Create and manage orders, quotes, and standards. Obtain real-time order tracking by workflow requisition or PO. Report on orders and assets with the ability to export and download data to Excel.
- + **Integrated Status Views.** For quotes, approvals, orders, shipments, invoices with serial numbers and asset tag information, and online returns.
- + **Punch-Out and Supplier Network Support.** OCI and cXML punch-out capability provides support for direct shopping integration with third-party procurement platforms as well as live punch-out to shipping carriers for shipping status. Industry standard Supplier Networks are supported.
- + **Administration.** Address, contact, and account administration functions.

Contact us today to learn how you can benefit from OneSource IT to simplify your IT procurement

e + ☎ | 888-482-1122
 ✉ | onesourceIT@eplus.com
 🌐 | www.eplus.com/onesource

Corporate Headquarters
 13595 Dulles Technology Drive
 Herndon, VA 20171-3413
 Nasdaq NGM: PLUS

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