



Response To:

**West Virginia Attorney General's Office**

VoIP Hardware, Software, Video Equipment, & Installation  
AGO5314

November 12, 2013 1:30 PM



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

**Local Office**  
1116 Smith Street, Ste. 412  
Charleston, WV 25301

**Contact**  
Andrea Herman  
Senior Account Executive  
Phone: 304-550-4109  
Email: [aherman@eplus.com](mailto:aherman@eplus.com)

11/12/13 01:16:38 PM  
West Virginia Purchasing Division



State of West Virginia  
 Department of Administration  
 Purchasing Division  
 2019 Washington Street East  
 Post Office Box 50130  
 Charleston, WV 25305-0130

**Solicitation**

NUMBER
AGO5314

PAGE
1

ADDRESS CORRESPONDENCE TO ATTENTION OF:
GUY NISBET
304-558-8802

RFQ COPY

TYPE NAME/ADDRESS HERE

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

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OFFICE OF THE ATTORNEY GENERAL  
 BUILDING 1, ROOM E26  
 1900 KANAWHA BOULEVARD, EAST  
 CHARLESTON, WV  
 25305-0220 304-558-2021

DATE PRINTED
10/08/2013

BID OPENING DATE: 10/30/2013

BID OPENING TIME 1:30PM

LINE	QUANTITY	UOP	CAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	LS		725-57-01-001		\$333,053.17
VOIP HARDWARE, SOFTWARE, VIDEO EQUIP. & INSTALL.						
REQUEST FOR QUOTATION						
THE WEST VIRGINIA PURCHASING DIVISION FOR THE AGENCY, THE WEST VIRGINIA ATTORNEY GENERAL'S OFFICE IS SOLICITING BIDS TO ESTABLISH A CONTRACT FOR A ONE TIME PURCHASE OF VOICE OVER INTERNET PROTOCOL (VOIP) COMMUNICATIONS HARDWARE, SOFTWARE, VIDEO CONFERENCING AND SERVICES PER THE TERMS AND CONDITIONS AND SPECIFICATIONS AS ATTACHED.						
***** THIS IS THE END OF RFQ AGO5314 ***** TOTAL:						\$333,053.17

SIGNATURE <i>Steve Mencarini</i>		TELEPHONE 703-984-8400	DATE 11/11/2013
TITLE Steve Mencarini, Senior VP	FEIN 54-1904151	ADDRESS CHANGES TO BE NOTED ABOVE	

WHEN RESPONDING TO SOLICITATION, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

RFQ No. DNR214007

STATE 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.

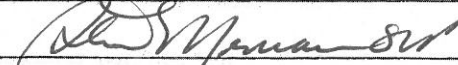
**"Employer default"** means having an outstanding balance or liability to the old fund or to the uninsured employers' fund or being in policy default, as defined in W. Va. Code § 23-2c-2, failure to maintain mandatory workers' compensation coverage, or failure to fully meet its obligations as a workers' 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:  Date: 11/11/2013  
Steve Mencarini, Senior Vice President

State of Virginia

County of Fairfax, to-wit:

Taken, subscribed, and sworn to before me this 11 day of November, 2013.

My Commission expires Commission No. 309153  
My Commission Expires April 30, 2017, 20    .



NOTARY PUBLIC   
Purchasing Affidavit (Revised 07/01/2012)

**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)

Steve Mencarini, Senior Vice President

\_\_\_\_\_  
(Representative Name, Title)

703-984-8400

\_\_\_\_\_  
(Phone Number)

703-984-8600

\_\_\_\_\_  
(Fax Number)

11/11/2013

\_\_\_\_\_  
(Date)

## 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: 11/11/2013

Title: Steve Mencarini, Senior Vice President

**ADDENDUM ACKNOWLEDGEMENT FORM**  
**SOLICITATION NO.: AGO5314**

**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:**

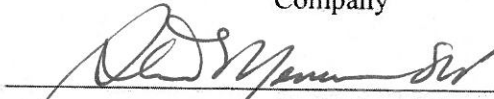
(Check the box next to each addendum received)

- |  |  |
|--|--|
| <input checked="" type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 6  |
| <input checked="" type="checkbox"/> Addendum No. 2 | <input type="checkbox"/> Addendum No. 7  |
| <input checked="" 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



Steve Mencarini, Senior VP Authorized Signature

11/11/2013

Date

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

Revised 6/8/2012



State of West Virginia  
 Department of Administration  
 Purchasing Division  
 2019 Washington Street East  
 Post Office Box 50130  
 Charleston, WV 25305-0130

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ADDRESS CORRESPONDENCE TO ATTENTION OF:
GUY NISBET 304-558-8802

VENDOR

RFQ COPY  
 TYPE NAME/ADDRESS HERE  
 ePlus Technology, inc.  
 13595 Dulles Technology Drive  
 Herndon, VA 20171

SHIP TO

OFFICE OF THE ATTORNEY GENERAL  
 BUILDING 1, ROOM E26  
 1900 KANAWHA BOULEVARD, EAST  
 CHARLESTON, WV  
 25305-0220 304-558-2021

DATE PRINTED
10/25/2013

BID OPENING DATE: 11/06/2013 BID OPENING TIME 1:30PM

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
ADDENDUM NO. 1						
ADDENDUM ISSUED TO DISTRIBUTE THE ATTACHED INFORMATION FOR THE WEST VIRGINIA ATTORNEY GENERAL'S OFFICE SOLICITATION OF VOICE OVER INTERNET PROTOCOL (VOIP).						
0001	1	LS		725-57-01-001		\$333,053.17
VOIP HARDWARE, SOFTWARE, VIDEO EQUIP. & INSTALL.						
***** THIS IS THE END OF RFQ AGO5314 ***** TOTAL:						\$333,053.17

SIGNATURE 	TELEPHONE 703-984-8400	DATE 11/11/13
TITLE Steve Mencarini, Senior YP	FEIN 54-1904151	ADDRESS CHANGES TO BE NOTED ABOVE

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 25305-0220 304-558-2021

DATE PRINTED
11/05/2013

BID OPENING DATE: 11/12/2013

BID OPENING TIME 1:30PM

LINE	QUANTITY	UOP	CAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
ADDENDUM NO. 2						
ADDENDUM ISSUED TO DISTRIBUTE THE ATTACHED INFORMATION FOR THE WEST VIRGINIA ATTORNEY GENERAL S OFFICE SOLICITATION OF VOICE OVER INTERNET PROTOCOL (VOIP).						
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TITLE Steve Mencarini, Senior VP	FEIN 54-1904151	ADDRESS CHANGES TO BE NOTED ABOVE	

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VENDOR

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 25305-0220 304-558-2021

DATE PRINTED
11/06/2013

BID OPENING DATE: 11/12/2013

BID OPENING TIME 1:30PM

LINE	QUANTITY	UOP	CAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
ADDENDUM NO. 3						
ADDENDUM ISSUED TO DISTRIBUTE THE ATTACHED INFORMATION FOR THE WEST VIRGINIA ATTORNEY GENERAL'S OFFICE SOLICITATION OF VOICE OVER INTERNET PROTOCOL (VOIP).						
0001	1	LS		725-57-01-001		\$333,053.17
VOIP HARDWARE, SOFTWARE, VIDEO EQUIP. & INSTALL.						
***** THIS IS THE END OF RFQ AGO5314 ***** TOTAL:						\$333,053.17

SIGNATURE 	TELEPHONE 703-984-8400	DATE 11/11/13
TITLE Steve Mencarini, Senior VP	FEIN 54-1904151	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO SOLICITATION, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

**AGREEMENT ADDENDUM**

In the event of conflict between this addendum and the agreement, this addendum shall control:

1. **DISPUTES** - Any references in the agreement to arbitration or to the jurisdiction of any court are hereby deleted. Disputes arising out of the agreement shall be presented to the West Virginia Court of Claims.
2. **HOLD HARMLESS** - Any provision requiring the Agency to indemnify or hold harmless any party is hereby deleted in its entirety.
3. **GOVERNING LAW** - The agreement shall be governed by the laws of the State of West Virginia. This provision replaces any references to any other State's governing law.
4. **TAXES** - Provisions in the agreement requiring the Agency to pay taxes are deleted. As a State entity, the Agency is exempt from Federal, State, and local taxes and will not pay taxes for any Vendor including individuals, nor will the Agency file any tax returns or reports on behalf of Vendor or any other party.
5. **PAYMENT** - Any references to prepayment are deleted. Payment will be in arrears.
6. **INTEREST** - Any provision for interest or charges on late payments is deleted. The Agency has no statutory authority to pay interest or late fees.
7. **NO WAIVER** - Any language in the agreement requiring the Agency to waive any rights, claims or defenses is hereby deleted.
8. **FISCAL YEAR FUNDING** - Service performed under the agreement may be continued in succeeding fiscal years for the term of the agreement, contingent upon funds being appropriated by the Legislature or otherwise being available for this service. In the event funds are not appropriated or otherwise available for this service, the agreement shall terminate without penalty on June 30. After that date, the agreement becomes of no effect and is null and void. However, the Agency agrees to use its best efforts to have the amounts contemplated under the agreement included in its budget. Non-appropriation or non-funding shall not be considered an event of default.
9. **STATUTE OF LIMITATION** - Any clauses limiting the time in which the Agency may bring suit against the Vendor, lessor, individual, or any other party are deleted.
10. **SIMILAR SERVICES** - Any provisions limiting the Agency's right to obtain similar services or equipment in the event of default or non-funding during the term of the agreement are hereby deleted.
11. **FEES OR COSTS** - The Agency recognizes an obligation to pay attorney's fees or costs only when assessed by a court of competent jurisdiction. Any other provision is invalid and considered null and void.
12. **ASSIGNMENT** - Notwithstanding any clause to the contrary, the Agency reserves the right to assign the agreement to another State of West Virginia agency, board or commission upon thirty (30) days written notice to the Vendor and Vendor shall obtain the written consent of Agency prior to assigning the agreement.
13. **LIMITATION OF LIABILITY** - The Agency, as a State entity, cannot agree to assume the potential liability of a Vendor. Accordingly, any provision limiting the Vendor's liability for direct damages to a certain dollar amount or to the amount of the agreement is hereby deleted. Limitations on special, incidental or consequential damages are acceptable. In addition, any limitation is null and void to the extent that it precludes any action for injury to persons or for damages to personal property.
14. **RIGHT TO TERMINATE** - Agency shall have the right to terminate the agreement upon thirty (30) days written notice to Vendor. Agency agrees to pay Vendor for services rendered or goods received prior to the effective date of termination.
15. **TERMINATION CHARGES** - Any provision requiring the Agency to pay a fixed amount or liquidated damages upon termination of the agreement is hereby deleted. The Agency may only agree to reimburse a Vendor for actual costs incurred or losses sustained during the current fiscal year due to wrongful termination by the Agency prior to the end of any current agreement term.
16. **RENEWAL** - Any reference to automatic renewal is deleted. The agreement may be renewed only upon mutual written agreement of the parties.
17. **INSURANCE** - Any provision requiring the Agency to purchase insurance for Vendor's property is deleted. The State of West Virginia is insured through the Board of Risk and Insurance Management, and will provide a certificate of property insurance upon request.
18. **RIGHT TO NOTICE** - Any provision for repossession of equipment without notice is hereby deleted. However, the Agency does recognize a right of repossession with notice.
19. **ACCELERATION** - Any reference to acceleration of payments in the event of default or non-funding is hereby deleted.
20. **CONFIDENTIALITY** - Any provision regarding confidentiality of the terms and conditions of the agreement is hereby deleted. State contracts are public records under the West Virginia Freedom of Information Act.
21. **AMENDMENTS** - All amendments, modifications, alterations or changes to the agreement shall be in writing and signed by both parties. No amendment, modification, alteration or change may be made to this addendum without the express written approval of the Purchasing Division and the Attorney General.

ACCEPTED BY:

**STATE OF WEST VIRGINIA**

Spending Unit: \_\_\_\_\_

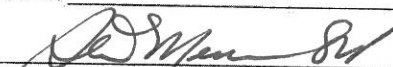
Signed: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

**VENDOR**

Company Name: ePlus Technology, inc.

Signed: 

Title: Steve Mencarini, Senior VP

Date: 11/11/13

## AGO5314- Addresses Section 3.1.1.1

### ePlus Company Information

ePlus Technology, inc. is an enterprise solutions integrator that can design, implement, and manage your entire IT infrastructure throughout its complete lifecycle. With our core focus areas in data center/cloud computing, collaboration, IT infrastructure, services capabilities, and security – complemented by leasing and software – ePlus can develop and deliver innovative, scalable, and financially sound solutions. With more than 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 890 associates serving federal, state, municipal, and commercial customers nationally. The Company is headquartered in Herndon, VA.



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### Financial Overview

Founded in 1990, ePlus inc. (NASDAQ NGS: PLUS) is a publically reporting entity. Our most recently audited financial statements include fiscal year ending March 31, 2013, with annual revenues totaling \$983.1M and stockholders' equity of \$238.2M. Our full financial statements of quarterly and annual audited financials can be viewed at [www.eplus.com/Investors/Pages/Annual-Reports.aspx](http://www.eplus.com/Investors/Pages/Annual-Reports.aspx) or [www.sec.gov](http://www.sec.gov).

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### Locations

#### National Headquarters

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

Phone: 703-984-8400

Fax: 703-984-8600

[www.eplus.com](http://www.eplus.com)

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



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### Partnerships and Expertise

ePlus maintains long-standing partnerships and dedicated national practices with top manufacturers, including Apple, Check Point, Cisco, Citrix, EMC, HP, IBM, Microsoft, NetApp, Oracle, VCE, and VMware. This strategy enables us to provide integrated delivery solutions in the most critical technologies for our customers.

Strengthened by these alliances, we have the technical knowledge and resources to design, source (either electronically or through dedicated account staff), configure, install, and support all of our customers' IT needs. Our team of more than 185 certified engineers is proficient in leading technologies, including data center optimization; server and storage virtualization; desktop virtualization; unified communications and collaboration; security; storage, backup, and data protection; Exchange and Active Directory; networking; wireless networks; and professional and managed services.

**ePlus' Mission Statement:** *To be the leading provider of IT solutions that enable our customers to improve operational performance.*

## ePlus Awards and Accolades

### 2013

- ePlus Wins Multiple Awards at Cisco Partner Summit 2013
  - SLED Partner of the Year, U.S. Public Sector
  - Architectural Excellence - Borderless Networks, U.S Transformational and Strategic Partners
  - SLED Partner of the Year, U.S./Canada: East
  - Architectural Excellence - Collaboration, U.S./Canada: East
  - Area Partner of the Year, U.S./Canada: West
  - Architectural Excellence - Borderless Networks, U.S./Canada: West
- ePlus Wins Global Public Sector Partner of the Year Award at VMware Partner Exchange 2013
- ePlus Recognized by Citrix as 2012 National Partner of the Year – Top Program Adoption
- ePlus Named Emerson Network Power 2012 U.S. Solution Provider of the Year
- ePlus Named to CRN’s 2013 Solution Provider 500 List
- ePlus Named to CRN’s 2013 List of Tech Elite 250
- ePlus Recognized by Cisco for Excellence in Customer Satisfaction in the United States – *Ninth designation of this award*
- ePlus Completes Type 2 SSAE 16 Examination for Managed Services Center
- ePlus Completes Type 2 SSAE 16 Examination for eProcurement, Content Management, IT Procurement, and Asset Management Solutions



### 2012

- ePlus Named NetApp SLED VAR Partner of the Year, U.S. Public Sector FY13
- ePlus Joins the Cisco and Citrix Partner Accelerator Initiative - *First partner in North America recognized with this distinction*
- ePlus Achieves FlexPod Premium Partner Standing to Deliver Solutions Based on FlexPod Design Architecture
- ePlus Technology Opens HP Cloud Center of Excellence
- ePlus Wins Multiple Awards at Cisco Partner Summit 2012
- ePlus Named Emerson Network Power 2011 U.S. Solution Provider of the Year



### 2011

- ePlus Technology Receives Microsoft’s East Region Sales Excellence Award
- ePlus Technology Ranked Number 37 in CRN’s VAR500 List - *Fifth consecutive ranking in Top 100*
- ePlus Wins Cisco National SLED Partner of the Year at Cisco Partner Summit 2011
- ePlus Achieves Vblock Qualified Partner Status



### 2010

- ePlus Recognized by Everything Channel’s CRN Magazine as One of the Top Healthcare VARs
- ePlus Technology Receives RSA SecurWorld Growth Partner of the Year Award at the 2010 EMC & RSA North America Partner Council
- ePlus Technology Named Microsoft 2010 New York Metro Partner of the Year



## 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

- Cisco Gold Certified Partner
- Cisco Master Specializations:
  - Unified Communications
  - Security
  - Master Managed Services
- Cisco Cloud Builder
- Cisco Powered:
  - Managed Unified Communications
  - Managed Security Services
- Cisco Cloud Builder Partner
- Cisco Advanced Specializations:
  - Data Center Architecture
  - Data Center Networking Infrastructure
  - Borderless Network Architecture
  - Collaboration Architecture
  - Routing and Switching
  - Advanced Content Security
- Cisco Authorized Technology Provider:
  - TelePresence Video Master
  - Video Surveillance
  - Identity Services Engine
  - Data Center Unified Computing
- Cisco Authorized Partner:
  - Service Provider Video
  - Media System



### HP

- HP PartnerONE Partner
- HP Specialist Designations:
  - Converged Infrastructure
  - Enterprise Storage
  - Virtualization
  - Networking
  - Microsoft Unified Communications
  - ServiceONE Expert – Sales and Delivery
  - Public Sector State and Local
  - Public Sector Federal
  - Small Medium Business
  - Healthcare

Converged Infrastructure



Enterprise Storage



Virtualization



### NetApp

- NetApp Star Partner
- Authorized Professional Services Partner
- NetApp Solution Specializations
  - Data Center – FlexPod
  - FlexPod Premium Partner
  - Server Virtualization – VMware
- Professional Services Certifications
  - Storage Infrastructure
  - Data Center



### EMC

- Velocity Signature Partner

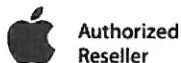


### VMware

- VMware Premier Partner
- VMware National Premier Partner (1 of 7 in the United States)
- VMware Authorized Consulting Partner
  - Infrastructure Virtualization Competency
  - Business Continuity / Disaster Recovery Competency
  - Desktop Virtualization (VIEW) Competency



### Additional Key Vendors



### Microsoft Partner

Gold OEM  
Gold Server Platform  
Gold Collaboration and Content Communications



## The ePlus Advantage

On the leading edge of IT for over two decades, ePlus has built a foundation of excellence through experience, with the best people, practices, and knowledge in the technology industry. Our solutions empower our customers to maximize productivity, efficiency, and cost savings – and transform IT from a cost center to a business enabler.

Through our top level manufacturer certifications, flexible lease financing, software, and patented business solutions, we're able to provide a broad offering that truly sets us apart from our competition. We call it the ePlus Advantage™

### Core Focus Areas

With our core focus areas, we develop and deliver innovative, scalable, and financially sound solutions:

- **Data Center / Cloud Computing**  
Through our dedicated Data Center Practice, ePlus can help you choose the best path to embrace this transformation at all levels – from your base infrastructure to achieve your strategic vision and goals. We'll create a realistic roadmap and provide continual service so you can capture the promise of tomorrow's data center – today.
- **Collaboration**  
Adopt a unified approach to meet your collaboration and business needs – while maximizing your capabilities and existing investments.
- **IT Infrastructure**  
With the movement towards shared multi-tenant infrastructures, selecting an effective and capable partner is a critical factor for long-term success. ePlus has the seasoned technical experts, top certifications, and long-standing strategic partnerships to ensure your IT infrastructure delivers superior performance and reliability. We can help you make the right decisions at the right time – and avoid the pitfalls of a changing technological landscape.
- **Services**  
ePlus offers a comprehensive suite of lifecycle services, ePlus Service Advantage, to help you plan, build, support, and optimize your IT infrastructure. We deliver across-the-board enhancements every step of the way – allowing you to improve productivity, profitability, and revenue growth while reducing operating costs.
- **Security**  
To effectively protect your organization against security threats, you need to know where you stand. Through our suite of SecureAID® Assessment services, ePlus Security can analyze your environment, identify risks, and implement security processes to increase your defenses.
- **Leasing/Financial**  
ePlus can help you take advantage of all leasing has to offer – with experience gained from years of serving thousands of clients. Learn how 24/7 attention to your needs and ePlus' long-standing relationships with the world's technology leaders can help your business.
- **Software**  
Companies that need to take control of their purchasing environment turn to ePlus Systems for eProcurement and Content Management solutions that unify and automate processes for greater visibility and spend control.

### Line Card for Partner Products

We are also an authorized reseller for more than 500 manufacturers and can supply products and services for all of your technology needs. Visit our website for the most current listing: [www.eplus.com/partners/Pages/default.aspx](http://www.eplus.com/partners/Pages/default.aspx).

## Staff Certifications

<p><b>APPLE</b> Value Added Reseller Network Integration Apple/ MAC OSX ACTC Apple Certified Technical Coordinator Apple/ MAC OSX ACSF Apple Certified Support Professional</p> <p><b>CHECK POINT</b> CCSA CCSA NG CCSE CCSE NG CCSE PLUS NG CCSI CCACE CCSE NGX</p> <p><b>CISCO</b> CCNA /Cisco Certified Network Assoc CCNA Voice/Cisco Certified Network Assoc Voice CCNA Security/Cisco Certified Network Assoc Security CCNA Wireless/Cisco Certified Network Assoc Wireless CCENT Cisco Certified Entry Networking Technician CCDA/ Cisco Certified Design Assoc CCNP/ Cisco Cert Network Profess CCNP Voice/Cisco Cert Network Profess Voice CCDP/Cisco Cert Designed Profess. CCSP/Cisco Cert Security Prof CCVP/Cisco Certified Voice Professional CCIP Cisco Cert Internetwork Prof CCIE R/S Cisco Cert Internetwork Expert CCIE Sec Cisco Cert Internetwork Expert CCIE Voice Cisco Cert Internetwork Expert CCIE Storage Cisco Cert Internetwork Expert CCIE Wireless Cisco Cert Internetwork Expert CCIE Service Provider CCDE Cisco Cert Design Expert DCNIS/ Cisco DC Networking Infrast Support Spec DCNID/ Cisco DC Networking Infrastructure Design Specialist DCUC /DC Design Specialist DCUCI/DC Unified Computing Support Specialist DCASD/Data Ctr Application Services Design Specialist DCASI/ Cisco DC App Services Design Specialist Tandberg Cert Engr/ Telepresence</p>	<p><b>CITRIX</b> CCA XenApp CCA XenDesktop CCA NetScaler CCA Citrix XenServer Enterprise Admin CCA Citrix Provisioning Srvr CWNP (Vendor Neutral Wireless) CWSP (Cert Wireless Sec Prof) CWNA (Cert Wireless LAN Admin)</p> <p><b>COMPTIA</b> A+ I-Net+ IT Project+ Linux+ Network+ Security+ Server+</p> <p><b>EMC</b> EMCTA (Proven Prof Tech Arch Expert) EMCTA (Proven Prof Tech Arch Spec) EMCPA (EMC Proven Prof Assoc) Isilon Avamar</p> <p><b>F5 NETWORKS</b> Product Consultant F5PC Configuration Professional F5 Firepass</p> <p><b>GIAC Global Information Assurance Certifications</b> GSEC GIAC Security Essentials Cert. GPN Penetration Tester GCWN Certified Windows Security Administrator GCIH Cert Incident Handler</p> <p><b>HP</b> 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</p>	<p><b>HP CONTINUED</b> ASE ASE M ASE N ASE SW AST CSA HP-UX Storageworks Unix HP Networking</p> <p><b>IBM</b> Desktop Systems Mobile Systems Servers Warranty Admin IBM Cert Sys Expert IBM ATE Cert Adv Techn Expert IBM Certified Specialist</p> <p>(ISC)2- CISSP (Cert Info Sys Sec Prof) Internet Security Specialist</p> <p><b>ITIL</b> ITIL Foundation Certificate in IT Service Management</p> <p><b>JUNIPER</b> JNCIS-FWV JNCIA-WX JNCIA-ER JNCIA-FW JNCIA-IDP JNSS-EN JNCIA-EX JNCIS-SP LDAP</p> <p><b>MICROSOFT</b> <i>National Systems Integrator</i> MCP MCP MCSE MCSA MCSE WIN Server MCSE Portals and Collaboration MCSE Lync MCSE Exchange MCTS MCSD MCITP MCPD <i>Microsoft Gold Competencies</i> Advanced Infrastructure Solutions Networking Infrastructure Solutions Business Process &amp; Integration Solutions Data Management Solutions Information Worker Solutions OEM Hardware Solutions Custom Development Solutions Small Business Specialist Community</p>	<p><b>NETAPP</b> ASAP NACA NACP NACE NCSA-SAN NASAP NSVAP NCIE NAIP</p> <p>NSA – Info Assurance Methodology</p> <p><b>ORACLE/SUN</b> Oracle Gold Partner Server, Storage, Database Specialized Real Applications Cluster &amp; Data Warehousing Specialized Sun Workstation/Server Solaris Sun Storage Sun Enterprise ISA Sun Elite</p> <p><b>PMI PROJECT MANAGEMENT</b> PMP (Project Management Prof)</p> <p><b>SCHNEIDER ELECTRIC/APC</b> APC Elite APC Technical Consultants APCTC APC Design Consultants APCDC</p> <p><b>SYMANTEC / VERITAS</b> NetBackup SCSE IDS SCSE Vulnerability Management SCTA IP SCTA FW STS VCP (Veritas) VCP DP Windows (Veritas)</p> <p><b>VMWARE</b> VCP (VMware Cert Prof) VSP (VMware Sales Professional) VCP VSP VTSP VCDX</p> <p><b>XEROX</b> Phaser Color Certification</p>
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## AGO 5314 ePlus References

1) West Virginia School of Osteopathic Medicine

200 Seats UC, NetApp Storage, Cisco UCS

Kim Ransom, Director of IT

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304-793-6820

2) County of Stafford

1100 Seats UC, Network, 5 years Managed Services, Storage, ePlus Leasing

David Noel, CIO

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3) North Carolina General Assembly

John McClain, Director of IT Infrastructure

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(919) 733-7928



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**Exhibit A Pricing Page**

<u>Product Number</u>	<u>Description</u>	<u>Alternate Part # and Description of or equal Products</u>	<u>Unit of Measure</u>	<u>QTY</u>	<u>Unit Price</u>	<u>Extended Price</u>
CP-7937G= or equal	Cisco Unified IP 7937G Conference Station or equal		each	5	\$900.13	\$4,500.65
CP-7937-MIC-KIT= or equal	Cisco Unified IP 7937G Conference Station Mic Kit or equal		each	2	\$166.25	\$332.50
CP-7945G= or equal	Cisco Unified IP 7945G Phone or equal		each	129	\$232.75	\$30,024.75
CP-6945-C-K9= or equal	Cisco Unified IP 6945 Phone or equal		each	16	\$182.88	\$2,926.08
CP-7965G= or equal	Cisco Unified IP 7965G Phone or equal		each	6	\$294.50	\$1,767.00
R-CBE6K-K9 or equal	Cisco Business Edition 6000-Electronic SW Delivery-Top Level or equal		each	1	\$0.00	\$0.00
CON-ESW-RCBE6KK or equal	ESSENTIAL SW Cisco Business Editi (36 months) or equal		each	1	\$0.00	\$0.00
BE6K-SW-9.X or equal	Cisco Business Edition 6000 - Software Version 9.X or equal		each	1	\$0.00	\$0.00
BE6K-START-UWL25 or equal	BE 6000 - User License Starter Bundle with 25 UWL Licenses or equal		each	1	\$475.00	\$475.00
BE6K-UWL-BE or equal	Cisco Business Edition 6000 - CUWL BE license or equal		each	145	\$149.63	\$21,696.35
IPC8-CLIENT-UWL or equal	IP Communicator 8.x for CUWL only or equal		each	10	\$0.00	\$0.00
ADR-USR-LIC-UWL or equal	Cisco Jabber for Mobile for Android or equal		each	50	\$0.00	\$0.00
JAB9-DSK-UWL or equal	Jabber for Desktop 9.x for CUWL Only or equal		each	170	\$0.00	\$0.00
JAB9-IPAD-UWL or equal	Cisco Jabber for iPad or equal		each	50	\$0.00	\$0.00
UPC8-CLIENT-UWL or equal	Unified Personal Communicator 8.x for CUWL only or equal		each	170	\$0.00	\$0.00
JAB8-MAC-CLNT-UWL or equal	Jabber for Mac 8.x for CUWL Only or equal		each	10	\$0.00	\$0.00
WEBCOMM2-UWL or equal	Cisco Web Communicator 2.x for CUWL - 1 Client or equal		each	50	\$0.00	\$0.00
ADR-UWL-RTU or equal	Cisco Jabber for Mobile Android RTU or equal		each	1	\$0.00	\$0.00

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JAB9-DSK-UWL-RTU or equal	Jabber for Desktop Right to Use Certificate or equal		each	1	\$0.00	\$0.00
IPAD-UWL-RTU or equal	Jabber for iPad Right to Use Certificate or equal		each	1	\$0.00	\$0.00
CUPC-UWL-RTU or equal	CUPC UWL PAK or equal		each	1	\$0.00	\$0.00
JAB8-MAC-UWL-RTU or equal	Jabber for MAC Right to Use Certificate or equal		each	1	\$0.00	\$0.00
WEBCOMM2-UWL-RTU or equal	Cisco Web Communicator 2.x for CUWL - RTU or equal		each	1	\$0.00	\$0.00
JABBER-IM-RTU or equal	Jabber for Everyone Right to Use or equal		each	1	\$0.00	\$0.00
UCM-9X-UWLBE or equal	BE6K UCM 9.X CUWL BE Users or equal		each	170	\$0.00	\$0.00
CON-ESW-UCM9XU or equal	ESSENTIAL SW BE6K UCM 9.X CUWL BE (36 months) or equal		each	170	\$48.51	\$8,246.70
UCSS-U-6KUWLBE 3-1 or equal	BE6K UCSS for CUWL-BE User - 3 Years - 1 User or equal		each	170	\$33.25	\$5,652.50
CUP9-ONPREM-OPT or equal	Included CUCM IM and Presence for on-premise use or equal		each	1	\$0.00	\$0.00
JABBER-IM-ADDON or equal	Jabber for Everyone Additional IM Users or equal		each	170	\$0.00	\$0.00
BE6K-9X-PAK or equal	BE6K 9.X PAK (UCM Unty Cn CUP) or equal		each	1	\$0.00	\$0.00
UCXN-9X-SC-PORTS or equal	Unity Connection 9.x SpeechConnect Ports or equal		each	2	\$0.00	\$0.00
CIPC-UWL-RTU or equal	CIPC UWL Right to Use Certificate or equal		each	1	\$0.00	\$0.00
UCXN-9X-UWL-BE or equal	Unity Connection 9.x CUWL BE Users or equal		each	170	\$0.00	\$0.00
BE6K-ST-BDL-K9 or equal	Cisco BE6000 UCS C220M3 MD Srv RST 9.x SW Hyp UPM VCS or equal		each	2	\$4,465.00	\$8,930.00
CON-SNT-BE6KSTBD or equal	SMARTNET 8x5xNBD Cisco Business Edition 6000 UCS Srv 9.0 (36 months) or equal		each	2	\$552.09	\$1,104.18
CAB-9K12A-NA or equal	Power Cord 125VAC 13A NEMA 5-15 Plug North America or equal		each	2	\$0.00	\$0.00
BE6K-SW-APP-9.X or equal	Cisco Business Edition 6000 - Software App Version 9.X or equal		each	2	\$0.00	\$0.00

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CIT-PSU-BLKP or equal	Power Supply Blanking Panel/Filler or equal		each	2	\$0.00	\$0.00
CIT-SD-16G-C220 or equal	16GB SD Card Module for C220 servers or equal		each	2	\$0.00	\$0.00
CTI-VCSC-BE6K-PAK or equal	Config Only E-Delivery VCS Control PAK PID or equal		each	2	\$0.00	\$0.00
LIC-VCS-10+ or equal	Video Comm Server 10 Add Non-traversal Network Calls or equal		each	2	\$0.00	\$0.00
LIC-VCS-BASE-K9 or equal	License Key - VCS Encrypted Software Image or equal		each	2	\$0.00	\$0.00
LIC-VCS-GW or equal	Enable GW Feature (H323-SIP) or equal		each	2	\$0.00	\$0.00
LIC-VCSE-5+ or equal	Video Communication Server - 5 Traversal Calls or equal		each	2	\$0.00	\$0.00
R2XX-RAID10 or equal	Enable RAID 10 Setting or equal		each	2	\$0.00	\$0.00
UC-A03-D500GC3 or equal	500GB 6Gb SATA 7.2K RPM SFF Hot Plug/Drive Sled Mounted or equal		each	8	\$0.00	\$0.00
UC-CPU-E5-2609 or equal	2.4 GHz E5-2609/80W 4C/10MB Cache/DDR3 1066MHz or equal		each	4	\$0.00	\$0.00
UC-MR-1X082RY-A or equal	8GB DDR3-1600-MHz RDIMM/PC3-12800/Dual Rank/1.35v or equal		each	8	\$0.00	\$0.00
UC-PSU-650W or equal	650W Power Supply Unit For UCSC C220 Rack Server or equal		each	2	\$0.00	\$0.00
UC-RAID-9271 or equal	MegaRAID 9271-8i + Battery Backup for C240 and C220 or equal		each	2	\$0.00	\$0.00
VMW-VS5-HYP-K9 or equal	Cisco UC Virt. Hypervisor 5.x (2-socket) or equal		each	2	\$0.00	\$0.00
VMW-VS5-SNS or equal	Cisco UC Virt. Hypervisor 5.x - SnS or equal		each	2	\$0.00	\$0.00
L-CUAC9X-ATT-CON or equal	Cisco Unified Attendant Console 9.x - eDelivery or equal		each	3	\$1,401.25	\$4,203.75
L-CUACE9X-ATT-CON or equal	Cisco Unified Attendant Console Enterprise Edition 9 or equal		each	3	\$0.00	\$0.00
CON-ESW-CUACE9XA or equal	ESSENTIAL SW Cisco Unified Attend Duration : 36 Month(s) or equal		each	3	\$1,023.33	\$3,069.99
UCSS-U-ATT-CUE-3-1 or equal	UCSS for Enterprise Att Console - 1 Instance 3 Year Sub Duration : 36 Month(s) or equal		each	3	\$294.50	\$883.50

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C2921-VSEC-CUBE/K9 or equal	C2921 UC SEC CUBE Bundle PVD3-32 UC SEC Lic FL-CUBEE-25 or equal		each	2	\$3,085.13	\$6,170.26
CON-SNT-2921VSCC or equal	SMARTNET 8x5xNBD C2921 VSEC CUBE Bundle PVD3-16 UC SEC (36 months) or equal		each	2	\$1,270.50	\$2,541.00
SL-29-SEC-K9 or equal	Security License for Cisco 2901-2951 or equal		each	2	\$0.00	\$0.00
SM-D-BLANK or equal	Blank faceplate for DW slot on Cisco 2951 and 3925 or equal		each	2	\$0.00	\$0.00
SM-S-BLANK or equal	Removable faceplate for SM slot on Cisco 290039004400 ISR or equal		each	2	\$0.00	\$0.00
S29UK9-15204M or equal	Cisco 2901-2921 IOS UNIVERSAL or equal		each	2	\$0.00	\$0.00
FL-SRST or equal	Cisco Survivable Remote Site Telephony License or equal		each	2	\$0.00	\$0.00
FL-CME-SRST-25 or equal	Communication Manager Express or SRST - 25 seat license or equal		each	2	\$308.75	\$617.50
VIC2-4FXO or equal	Four-port Voice Interface Card - FXO (Universal) or equal		each	2	\$418.00	\$836.00
VIC3-4FXS/DID or equal	Four-Port Voice Interface Card - FXS and DID or equal		each	2	\$418.00	\$836.00
PWR-2921-51-AC or equal	Cisco 2921/2951 AC Power Supply or equal		each	2	\$0.00	\$0.00
VWIC3-2MFT-T1/E1 or equal	2-Port Multiflex Trunk Voice/WAN Card or equal		each	2	\$1,045.00	\$2,090.00
CAB-AC or equal	AC Power Cord (North America) C13 NEMA 5-15P 2.1m or equal		each	2	\$0.00	\$0.00
FL-CUBEE-25 or equal	Unified Border Element Enterprise License - 25 sessions or equal		each	2	\$0.00	\$0.00
PI-MSE-PRMO-INSRT or equal	Insert Packout - PI-MSE or equal		each	2	\$0.00	\$0.00
SL-29-IPB-K9 or equal	IP Base License for Cisco 2901-2951 or equal		each	2	\$0.00	\$0.00
SL-29-UC-K9 or equal	Unified Communication License for Cisco 2901-2951 or equal		each	2	\$0.00	\$0.00
HWIC-BLANK or equal	Blank faceplate for HWIC slot on Cisco ISR or equal		each	4	\$0.00	\$0.00
ISR-CCP-EXP or equal	Cisco Config Pro Express on Router Flash or equal		each	2	\$0.00	\$0.00
MEM-2900-512MB-DEF or equal	512MB DRAM for Cisco 2901-2921 ISR (Default) or equal		each	2	\$0.00	\$0.00

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MEM-CF-256MB or equal	256MB Compact Flash for Cisco 1900 2900 3900 ISR or equal		each	2	\$0.00	\$0.00
PVDM3-32 or equal	32-channel high-density voice and video DSP module or equal		each	2	\$0.00	\$0.00
C2911-VSEC/K9 or equal	C2911 UC SEC Bundle or equal		each	1	\$2,087.63	\$2,087.63
CON-SNT-2911VSEC or equal	SMARTNET 8x5xNBD C2911 (36 months) or equal		each	1	\$1,016.40	\$1,016.40
S29UK9-15204M or equal	Cisco 2901-2921 IOS UNIVERSAL or equal		each	1	\$0.00	\$0.00
FL-SRST or equal	Cisco Survivable Remote Site Telephony License or equal		each	1	\$0.00	\$0.00
FL-CME-SRST-25 or equal	Communication Manager Express or SRST - 25 seat license or equal		each	1	\$308.75	\$308.75
MEM-CF-256MB or equal	256MB Compact Flash for Cisco 1900 2900 3900 ISR or equal		each	1	\$0.00	\$0.00
SM-ES3G-16-P or equal	Enhcd EtherSwitch L2/L3 SM 16GE POE or equal		each	1	\$1,258.28	\$1,258.28
VIC2-4FXO or equal	Four-port Voice Interface Card - FXO (Universal) or equal		each	1	\$418.00	\$418.00
VIC3-4FXS/DID or equal	Four-Port Voice Interface Card - FXS and DID or equal		each	1	\$418.00	\$418.00
PWR-2911-POE or equal	Cisco 2911 AC Power Supply with Power Over Ethernet or equal		each	1	\$166.25	\$166.25
CAB-AC or equal	AC Power Cord (North America) C13 NEMA 5-15P 2.1m or equal		each	1	\$0.00	\$0.00
FL-CUBEE-25 or equal	Unified Border Element Enterprise License - 25 sessions or equal		each	1	\$1,422.63	\$1,422.63
PI-MSE-PRMO-INSRT or equal	Insert Packout - PI-MSE or equal		each	1	\$0.00	\$0.00
SL-29-IPB-K9 or equal	IP Base License for Cisco 2901-2951 or equal		each	1	\$0.00	\$0.00
PVDM3-16 or equal	16-channel high-density voice and video DSP module or equal		each	1	\$0.00	\$0.00
SL-29-SEC-K9 or equal	Security License for Cisco 2901-2951 or equal		each	1	\$0.00	\$0.00
SL-29-UC-K9 or equal	Unified Communication License for Cisco 2901-2951 or equal		each	1	\$0.00	\$0.00
HWIC-BLANK or equal	Blank faceplate for HWIC slot on Cisco ISR or equal		each	2	\$0.00	\$0.00

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**Exhibit A Pricing Page**

ISR-CCP-EXP or equal	Cisco Config Pro Express on Router Flash or equal		each	1	\$0.00	\$0.00
MEM-2900-512MB-DEF or equal	512MB DRAM for Cisco 2901-2921 ISR (Default) or equal		each	1	\$0.00	\$0.00
AIR-SAP2602I-A-K9 or equal	802.11n Auto ; 3x4:3SS; Mod;Int Ant; A Reg Domain or equal		each	14	\$520.13	\$7,281.82
AIR-AP-T-RAIL-F or equal	Ceiling Grid Clip for Aironet APs - Flush Mount or equal		each	14	\$0.00	\$0.00
AIR-AP-T-RAIL-R or equal	Ceiling Grid Clip for Aironet APs - Recessed Mount (Default) or equal		each	14	\$0.00	\$0.00
AIR-CHNL-ADAPTER or equal	T-Rail Channel Adapter for Cisco Aironet Access Points or equal		each	14	\$2.38	\$33.32
AIR-AP-BRACKET-1 or equal	802.11n AP Low Profile Mounting Bracket (Default) or equal		each	14	\$0.00	\$0.00
S2G1K9W7-15202JB or equal	Cisco 2600 Series IOS WIRELESS LAN or equal		each	14	\$0.00	\$0.00
AIR-CT2504-15-K9 or equal	2504 Wireless Controller with 15 AP Licenses or equal		each	2	\$1,850.13	\$3,700.26
CON-SNT-CT2515 or equal	SMARTNET 8x5xNBD 2504 WLC with 15 AP (36 months) or equal		each	2	\$1,168.86	\$2,337.72
AIR-CT2504-SW-7.5 or equal	Cisco 2504 Wireless Controller SW Rel. 7.5 or equal		each	2	\$0.00	\$0.00
CAB-AC2 or equal	AC Power cord North America or equal		each	2	\$0.00	\$0.00
AIR-CT2504-RMNT or equal	2504 Wireless Controller Rack Mount Bracket or equal		each	2	\$45.13	\$90.26
AIR-CT2504-CCBL or equal	2504 Wireless Controller Console Cable or equal		each	2	\$0.00	\$0.00
LIC-CT2504-5 or equal	5 AP License for 2504 WLAN Controller or equal		each	4	\$0.00	\$0.00
LIC-CT2504-BASE or equal	Base Software License or equal		each	2	\$0.00	\$0.00
LIC-CT25-DTLS-K9 or equal	2504 Wireless Controller DTLS License or equal		each	2	\$0.00	\$0.00
L-CSACS-54VM-K9 or equal	ACS 5.4 VMware Software + Base License (Electronic Delivery) or equal		each	1	\$6,837.63	\$6,837.63
CON-SAS-CSACS5V or equal	SW APP SUPP ACS 5.4 VMware Software (36 months) or equal		each	1	\$5,541.69	\$5,541.69

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**Exhibit A Pricing Page**

L-CSACS-5-BASE-LIC or equal	Cisco Secure ACS 5 Base License (Electronic Delivery) or equal		each	1	\$0.00	\$0.00
SFP-10G-SR= or equal	Cisco SFP+ Module LC Pluggable Transceiver for 300m or equal		each	6	\$472.63	\$2,835.78
WS-C2960S-48LPD-L or equal	Cisco Catalyst 48port GigE POE 370W, 2x10G SFP+ LAN or equal		each	7	\$3,322.63	\$23,258.41
C2960S-STACK or equal	Cisco Catalyst 2960S Flexstack Stack module or equal		each	5	\$567.63	\$2,838.15
CAB-STK-E-1M or equal	Cisco Catalyst 2960S Flexstack Cable or equal		each	2	\$95.00	\$190.00
WS-C3750X-48P-S or equal	Catalyst 3750X 48 Port PoE IP Base 370W or equal		each	1	\$6,175.00	\$6,175.00
CON-SNT-3750x4ps or equal	Cisco SMARTNET 8 x 5 NBD 3750x 36 Month or equal		each	1	\$1,801.80	\$1,801.80
C3KX-NM-10G or equal	Catalyst 3K-X 10G Network Module option PID or equal		each	1	\$1,187.50	\$1,187.50
S375XVK9T-15001SE or equal	Catalyst 3570 IOS with web-based device manager or equal		each	1	\$0.00	\$0.00
CAB-3KX-AC or equal	AC Power Cord for Catalyst 3K-X (North America) or equal		each	1	\$0.00	\$0.00
ASA5512-IPS-K9 or equal	ASA 5512-X with IPS SW 6GE Data 1GE Mgmt AC 3DES/AES or equal		each	2	\$3,085.13	\$6,170.26
CON-SU2-A12IPS9 or equal	IPS SVC AR 8x5xNBD ASA 5512-X with IPS SW 6GE Data 1GE M (36 months) or equal		each	2	\$2,053.59	\$4,107.18
SF-ASA-X-9.0-K8 or equal	ASA 9.0 Software image for -X platforms and ASA-SM Blade or equal		each	2	\$0.00	\$0.00
SF-ASAIPS64-7.1-K9 or equal	ASA 5500-X IPS Software 7.1 for IPS SSP or equal		each	2	\$0.00	\$0.00
ASA5512-SEC-PL or equal	ASA 5512-X Sec. Plus Lic. w/ HA Sec Ctxt more VLAN + Conns or equal		each	2	\$475.00	\$950.00
ASA5512-IPS-SSP or equal	ASA 5512-X IPS SSP License or equal		each	2	\$0.00	\$0.00
ASA5500-SSL-10 or equal	ASA 5500 SSL VPN 10 Premium User License or equal		each	1	\$593.75	\$593.75
CAB-AC or equal	AC Power Cord (North America) C13 NEMA 5-15P 2.1m or equal		each	2	\$0.00	\$0.00
ASA-VPN-CLNT-K9 or equal	Cisco VPN Client Software (Windows Solaris Linux Mac) or equal		each	2	\$0.00	\$0.00
ASA5500-ENCR-K9 or equal	ASA 5500 Strong Encryption License (3DES/AES) or equal		each	2	\$0.00	\$0.00

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ASA-ANYCONN-CSD-K9 or equal	ASA 5500 AnyConnect Client + Cisco Security Desktop Software or equal		each	2	\$0.00	\$0.00
ASA5512-MB or equal	ASA 5512 IPS Part Number with which PCB Serial is associated or equal		each	2	\$0.00	\$0.00
ASA5515-IPS-K9 or equal	ASA 5515-X with IPS SW 6GE Data 1GE Mgmt AC 3DES/AES or equal		each	2	\$4,035.13	\$8,070.26
CON-SU2-A15IPS9 or equal	IPS SVC AR 8x5xNBD ASA 5515-X with IPS SW 6GE Data 1GE (36 months) or equal		each	2	\$3,243.24	\$6,486.48
ASA5515-IPS-SSP or equal	ASA 5515-X IPS SSP License or equal		each	2	\$0.00	\$0.00
ASA5500-SSL-10 or equal	ASA 5500 SSL VPN 10 Premium User License or equal		each	1	\$593.75	\$593.75
CAB-AC or equal	AC Power Cord (North America) C13 NEMA 5-15P 2.1m or equal		each	2	\$0.00	\$0.00
ASA-VPN-CLNT-K9 or equal	Cisco VPN Client Software (Windows Solaris Linux Mac) or equal		each	2	\$0.00	\$0.00
ASA5500-ENCR-K9 or equal	ASA 5500 Strong Encryption License (3DES/AES) or equal		each	2	\$0.00	\$0.00
ASA-ANYCONN-CSD-K9 or equal	ASA 5500 AnyConnect Client + Cisco Security Desktop Software or equal		each	2	\$0.00	\$0.00
ASA5515-MB or equal	ASA 5515 IPS Part Number with which PCB Serial is associated or equal		each	2	\$0.00	\$0.00
SF-ASA-X-9.0-K8 or equal	ASA 9.0 Software image for -X platforms and ASA-SM Blade or equal		each	2	\$0.00	\$0.00
SF-ASAIPS64-7.1-K9 or equal	ASA 5500-X IPS Software 7.1 for IPS SSP or equal		each	2	\$0.00	\$0.00
CTS-SX20-PHD4X-K9 or equal	SX20 Quick Set HD NPP 4x PHDCam 1 mic remote cntrl or equal		each	3	\$4,702.50	\$14,107.50
SW-S52011-TC6 or equal	SW Image Non-Encrypted SX Series or equal		each	3	\$0.00	\$0.00
CTS-SX20CODEC or equal	SX20 Codec - no encryption or equal		each	3	\$0.00	\$0.00
LIC-S52011-TC or equal	License Key Software Non-Encrypted or equal		each	3	\$0.00	\$0.00
LIC-SX20 or equal	SX20 License Key or equal		each	3	\$0.00	\$0.00
LIC-SX20-HD or equal	High Definition Feature for SX20 or equal		each	3	\$0.00	\$0.00
LIC-SX20-NPP or equal	SX20 Natural Presenter Package (NPP) Option or equal		each	3	\$0.00	\$0.00



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PWR-CORD-US-A or equal	Pwr Cord US 1.8m Black YP-12 To YC-12 or equal		each	3	\$0.00	\$0.00
PWR-CORD-US-A or equal	Pwr Cord US 1.8m Black YP-12 To YC-12 or equal		each	3	\$0.00	\$0.00
BRKT-PHD4X-MONITR or equal	Bracket mounting for 4x PHDCam to monitor or equal		each	3	\$0.00	\$0.00
CAB-2HDMI-3M or equal	HDMI to HDMI cable or equal		each	3	\$0.00	\$0.00
CAB-HDMI-PHD4XS2 or equal	Custom 4xcamera cable; HDMI Control and Power (3m) or equal		each	3	\$0.00	\$0.00
CTS-PHD1080P4XS2+ or equal	PrecisionHD Camera 1080p 4x SX20 auto expand or equal		each	3	\$0.00	\$0.00
CTS-QSC20-MIC+ or equal	Performance Mic - for auto expand only or equal		each	3	\$0.00	\$0.00
CTS-RMT-TRC5 or equal	Remote Control TRC 5 or equal		each	3	\$0.00	\$0.00
ATA187-I1-A= or equal	Cisco ATA 187 Analog Telephone Adaptor or equal		each	6	\$142.50	\$855.00
C3KX-PWR-715WAC= or equal	Catalyst 3K-X 715W AC Power Supply or equal		each	1	\$475.00	\$475.00
CAB-3KX-AC or equal	AC Power Cord for Catalyst 3K-X (North America) or equal		eah	1	\$0.00	\$0.00
L-C750X-LIC or equal	Electronic Product Activation Keys for 3750-X Series or equal		each	1	\$0.00	\$0.00
L-C3750X-24-S-E or	C3750X-24 IP Base to UP Services E-License		each	1	\$1,900.00	\$1,900.00
<b>A. Subtotal for Hardware, Software, and Warranty</b>						<b>\$222,418.17</b>

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**Professional Services**

<u>Service</u>	<u>Unit of Measure Hour</u>	<u>Estimated Quantity</u>	<u>Unit Price</u>	<u>Extended Cost</u>
Advanced Network Technician Install and Configuration	each	314.00	252.5	\$79,285.00
Associate Network Technician Install and Configuration	each	102.00	100	\$10,200.00
Testing of all Equipment per Specifications	each	30.00	235	\$7,050.00
On-Site Training for End Users and Administration Staff	each	30.00	235	\$7,050.00
Post Implementation Support Hours	each	30.00	235	\$7,050.00
				\$110,635.00

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B. Subtotal for Professional Services

<b><u>Total Fixed Price Summary</u></b>	
A. Subtotal for Hardware, Software, and Warranty	\$222,418.17
B. Subtotal for Professional Services	\$110,635.00
<b>Total Fixed Price (Sub Totals A + B)</b>	<b>\$333,053.17</b>



## ePlus Caveats

### Instructions to Vendors

Section 12 Liquidated Damages: ePlus takes exception to liquidated damages of \$1,000.00 per day of delay as ePlus has no control over product availability nor any third parties onsite that might affect our delivery timeframe. ePlus will provide status meetings and reports and will perform the work with due diligence and skillful manner required by standard industry practices.

### Specifications

Section 3.1.1.2.2 & Section 3.1.1.2.3 VOIP Communications Professional Services / Timeline: Since the date of award and finalized purchase order is not defined, ePlus cannot commit to this schedule. Outlined below is the preliminary high-level scope of services and the anticipated amount of time required to complete each phase. Some of the phases will be completed during the time allotted for delivery of the equipment. As outlined below, the entire project is expected to run 8-11 weeks from the time all product is delivered.

#### Approximate Timelines

- Kickoff / Planning / Design – 1 week (completed during product delivery stage)
- Network Infrastructure, Wireless, Firewall – 3 weeks
- Voice, Video – 3-4 weeks (note: some work will start in parallel with previous task – combined anticipated time to be 4-7 weeks)
- Testing, Turn-on, Training – 2 weeks
- Post-cutover support, knowledge transfer, project closeout – 1-2 weeks

As with all projects of this size and scope, there are a number of potential obstacles that can delay and/or push out our planned delivery schedule. They include but are not limited to:

- Manufacturer Equipment Delivery (out of our control)
- PSTN Circuit provisioning timelines (out of our control, typically 30-120 business days)
- PSTN DID porting deadlines (out of our control, typically 30+ business days)
- User Data Collection (full and accurate data provided to ePlus)
- Building Access
- Holiday and vacation schedules (can be scheduled around)
- Time required for engineer clearances (should be handled during product delivery stage)

Upon award, ePlus will engage in a kick-off and design session that will detail the above project plan, outline a detailed task list and Statement of Work, and will provide a Gantt Chart defining anticipated delivery dates, proposed milestones and expected completion.

### Section 6.1 Shipment & Delivery

ePlus cannot commit to guaranteed delivery w/in 21 days after notice to proceed. ePlus is a reseller and has no control over product stock or availability. ePlus as a Gold Cisco partner will try to procure the product through fastest available channel (whether direct or distribution). For instance if a product is in stock with a distributor we'd expect the item to arrive within 3-5 business days. However, product that must be procured through Cisco direct may have availability constraints beyond our control. Please also note that if we have to order direct a "shipping date" from Cisco may still require an additional 5-7 days for delivery. ePlus will keep the Office of the Attorney General informed of all shipping dates and potential delays.

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