



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

## Header @ 8

List View

**General Information** | [Contact](#) | [Default Values](#) | [Discount](#) | [Document Information](#)

Procurement Folder: 341217

Procurement Type: Central Contract - Fixed Amt

Vendor ID:

Legal Name: SAITECH INC

Alias/DBA:

Total Bid: \$14,084.00

Response Date:

Response Time:

SO Doc Code: CRFQ

SO Dept: 0702

SO Doc ID: TAX1800000002

Published Date: 8/2/17

Close Date: 8/17/17

Close Time: 13:30

Status: Closed

Solicitation Description:

Total of Header Attachments: 8

Total of All Attachments: 8



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

**State of West Virginia  
 Solicitation Response**

**Proc Folder :** 341217

**Solicitation Description :** SMARTNET MAINT.FOR CISCO SWITCHES, OR EQUAL

**Proc Type :** Central Contract - Fixed Amt

Date issued	Solicitation Closes	Solicitation Response	Version
	2017-08-17 13:30:00	SR 0702 ESR08171700000000663	1

VENDOR
000000224557 SAITECH INC

**Solicitation Number:** CRFQ 0702 TAX1800000002

**Total Bid :** \$14,084.00      **Response Date:** 2017-08-17      **Response Time:** 12:12:08

**Comments:**

**FOR INFORMATION CONTACT THE BUYER**  
 Michelle L Childers  
 (304) 558-2063  
 michelle.l.childers@wv.gov

<b>Signature on File</b>	<b>FEIN #</b>	<b>DATE</b>
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All offers subject to all terms and conditions contained in this solicitation

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	SMARTNET MAINTENANCE FOR CISCO SWITCHES AND ROUTERS	35.00000	EA	\$402.400000	\$14,084.00

Comm Code	Manufacturer	Specification	Model #
81112201			

<b>Extended Description :</b>	SEE ATTACHED SPECIFICATIONS
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**Comments:** Delivery: 4-7 Business Days ARO



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

State of West Virginia  
 Request for Quotation  
 21 – Info Technology

Proc Folder: 341217

Doc Description: SMARTNET MAINT.FOR CISCO SWITCHES, OR EQUAL

Proc Type: Central Contract - Fixed Amt

Date Issued	Solicitation Closes	Solicitation No	Version
2017-08-02	2017-08-17 13:30:00	CRFQ 0702 TAX1800000002	1

**BID RECEIVING LOCATION**

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

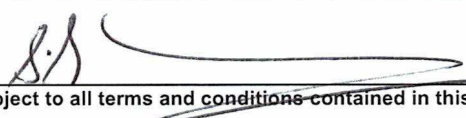
**VENDOR**

Vendor Name, Address and Telephone Number:

Saitech Inc.  
 Sachin Sharma / v. President  
 42640 christy Street, Fremont, CA - 94538  
 T: 510-440-0256 / sam@esaitech.com

**FOR INFORMATION CONTACT THE BUYER**

Michelle L Childers  
 (304) 558-2063  
 michelle.l.childers@wv.gov

Signature X  FEIN # 753004589 DATE 08/16/2017  
 All offers subject to all terms and conditions contained in this solicitation

**ADDITIONAL INFORMATION:**

Request for Quotation

The West Virginia Purchasing Division is soliciting bids on behalf of the West Virginia State Tax Department to establish a contract for the purchase of maintenance on Agency-owned switches and routers.

INVOICE TO		SHIP TO	
OPERATIONS DIVISION TAX DIVISION OF PO BOX 11748		INFORMATION TECHNOLOGY DIVISION TAX DIVISION OF 1001 LEE STREET STE M	
CHARLESTON	WV25339-1748	CHARLESTON	WV 25301
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	SMARTNET MAINTENANCE FOR CISCO SWITCHES AND ROUTERS	35.00000	EA	402.40	14,084.00

Comm Code	Manufacturer	Specification	Model #
81112201	CISCO	CON-SNT-SMS-1	SMART-NET

Extended Description :  
SEE ATTACHED SPECIFICATIONS

REQUEST FOR QUOTATION  
Cisco SMARTnet or equal

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8. MISCELLANEOUS:

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

Contract Manager: Sachin Sharma

Telephone Number: 510-440-0256

Fax Number: 510-440-0257

Email Address: sam@esaitech.com

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

S.S. / V. President  
(Name, Title)  
Sachin Sharma / V. President  
(Printed Name and Title)  
42640 Christy Street, Fremont, CA-94538  
(Address)  
510-440-0256 / 510-440-0257  
(Phone Number) / (Fax Number)  
sam@esaitech.com  
(email address)

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

Saitech Inc.  
(Company)  
S.S. / V. President  
(Authorized Signature) (Representative Name, Title)  
Sachin Sharma / V. President  
(Printed Name and Title of Authorized Representative)  
08/16/2017  
(Date)  
510-440-0256 / 510-440-0257  
(Phone Number) (Fax Number)



# State of West Virginia

## 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 Vendor Preference, if applicable.

**1. Application is made for 2.5% 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;
- Bidder is a resident vendor partnership, association, or corporation with at least eighty percent of ownership interest of bidder held by another entity that meets the applicable four year residency requirement; **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% 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% vendor preference for the reason checked:**

- Bidder is a nonresident vendor that employs a minimum of one hundred state residents, or a nonresident vendor which has an affiliate or subsidiary which maintains its headquarters or principal place of business within West Virginia and employs a minimum of one hundred state residents, and for purposes of producing or distributing the commodities or completing the project which is the subject of the bidder's bid and continuously over the entire term of the project, on average at least seventy-five percent of the bidder's employees or the bidder's affiliate's or subsidiary's employees are residents of West Virginia who have resided in the state continuously for the two immediately preceding years and the vendor's bid; **or**,

**4. Application is made for 5% 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% 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% 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) rescind the contract or purchase order; 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.

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: Saitech Inc.

Signed: [Signature]

Date: 08/16/2017

Title: V. President

\*Check any combination of preference consideration(s) indicated above, which you are entitled to receive.

West Virginia Ethics Commission

Disclosure of Interested Parties to Contracts

Contracting business entity: Saitech Inc

Address: 42640 Christy St. Fremont CA

Contracting business entity's authorized agent: Sachin Sharma

Address: 42640 Christy Street, Fremont, CA-94538

Number or title of contract: V. President

Type or description of contract: Smartnet Maintenance for cisco switches

Governmental agency awarding contract: State of west Virginia

Names of each Interested Party to the contract known or reasonably anticipated by the contracting business entity (attach additional pages if necessary):

\_\_\_\_\_  
\_\_\_\_\_

Signature: [Signature] Date Signed: 08/16/17

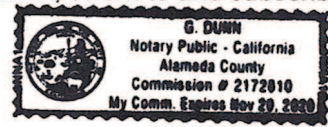
Check here if this is a Supplemental Disclosure.

Verification

State of CALIFORNIA, County of ALAMEDA:

I, Sachin Sharma, the authorized agent of the contracting business entity listed above, being duly sworn, acknowledges that the Disclosure herein is being made under oath and under the penalty of perjury.

Taken, sworn to and subscribed before me this 16<sup>th</sup> day of August, 2017



[Signature]  
Notary Public's Signature

To be completed by State Agency:

Date Received by State Agency: \_\_\_\_\_

Date submitted to Ethics Commission: \_\_\_\_\_

Governmental agency submitting Disclosure: \_\_\_\_\_



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: Saitch Inc (Sachin Sharma)  
Authorized Signature: [Signature] Date: 01/17/17

State of California

County of Alameda, to-wit:

Taken, subscribed, and sworn to before me this 17 day of JANUARY, 2017

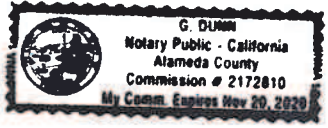
My Commission expires November 20, 2020.

AFFIX SEAL HERE

NOTARY PUBLIC

[Signature]

Purchasing Affidavit (Revised 08/01/2015)



**Exhibit A - Pricing Page**  
**SMARTnet Service or Equal**

Item #	Part Number	Item Description	Serial Number	Alternate Part Number	Alternate Manufacturer and Model if bidding or equal	Unit of Measure	QTY	Unit Cost Year 1	Unit Cost Year 2	Unit Cost Year 3	Unit Cost Year 4	Extended Price
3.1.1	WS-C2960S-24PD-L	Catalyst 2960S 24 GigE PoE	FOC1624Z02H			Each	1	\$ 402.40	\$ 406.40	\$ 410.40	\$ 414.40	\$ 1,633.6
3.1.1	C2911-CME-SRST/K9	2911 UC Bundle	FTX1629ANTF			Each	1	\$ 402.40	\$ 406.40	\$ 410.40	\$ 414.40	\$ 1,633.6
3.1.1	C2911-CME-SRST/K9	2911 UC Bundle	FTX1629ANTD			Each	1	\$ 402.40	\$ 406.40	\$ 410.40	\$ 414.40	\$ 1,633.6
3.1.1	C2951-CME-SRST/K9	2951 UC Bundle	FTX1630AJG5			Each	1	\$ 402.40	\$ 406.40	\$ 410.40	\$ 414.40	\$ 1,633.6
3.1.1	C2951-CME-SRST/K9	2951 UC Bundle	FTX1630AHMQ			Each	1	\$ 402.40	\$ 406.40	\$ 410.40	\$ 414.40	\$ 1,633.6
3.1.1	WS-C2960S-24PS-L	Catalyst 2960S 24 GigE PoE	FOC1628Z43N			Each	1	\$ 402.40	\$ 406.40	\$ 410.40	\$ 414.40	\$ 1,633.6
3.1.1	WS-C2960S-24PS-L	Catalyst 2960S 24 GigE PoE	FOC1628Z3ZB			Each	1	\$ 402.40	\$ 406.40	\$ 410.40	\$ 414.40	\$ 1,633.6
3.1.1	WS-C2960S-24PS-L	Catalyst 2960S 24 GigE PoE	FOC1628Z439			Each	1	\$ 402.40	\$ 406.40	\$ 410.40	\$ 414.40	\$ 1,633.6
3.1.1	WS-C2960S-24PS-L	Catalyst 2960S 24 GigE PoE	FOC1628Z451			Each	1	\$ 402.40	\$ 406.40	\$ 410.40	\$ 414.40	\$ 1,633.6
3.1.1	WS-C2960S-24PS-L	Catalyst 2960S 24 GigE PoE	FOC1628Z3Z7			Each	1	\$ 402.40	\$ 406.40	\$ 410.40	\$ 414.40	\$ 1,633.6
3.1.1	C2911-CME-SRST/K9	2911 UC Bundle	FTX1629ANU0			Each	1	\$ 402.40	\$ 406.40	\$ 410.40	\$ 414.40	\$ 1,633.6
3.1.1	C2911-CME-SRST/K9	2911 UC Bundle	FTX1629ANU1			Each	1	\$ 402.40	\$ 406.40	\$ 410.40	\$ 414.40	\$ 1,633.6
3.1.1	C2911-CME-SRST/K9	2911 UC Bundle	FTX1629ANU6			Each	1	\$ 402.40	\$ 406.40	\$ 410.40	\$ 414.40	\$ 1,633.6
3.1.1	C2911-CME-SRST/K9	2911 UC Bundle	FTX1629ANU4			Each	1	\$ 402.40	\$ 406.40	\$ 410.40	\$ 414.40	\$ 1,633.6
3.1.1	C2911-CME-SRST/K9	2911 UC Bundle	FTX1629ANU8			Each	1	\$ 402.40	\$ 406.40	\$ 410.40	\$ 414.40	\$ 1,633.6
3.1.1	WS-C2960S-48FPS-L	Catalyst 2960S 48 GigE PoE	FOC1646W1TN			Each	1	\$ 402.40	\$ 406.40	\$ 410.40	\$ 414.40	\$ 1,633.6
3.1.1	WS-C2960S-48FPS-L	Catalyst 2960S 48 GigE PoE	FOC1630Z34C			Each	1	\$ 402.40	\$ 406.40	\$ 410.40	\$ 414.40	\$ 1,633.6
3.1.1	WS-C2960S-48FPS-L	Catalyst 2960S 48 GigE PoE	FOC1627W4AG			Each	1	\$ 402.40	\$ 406.40	\$ 410.40	\$ 414.40	\$ 1,633.6
3.1.1	WS-C2960S-48FPS-L	Catalyst 2960S 48 GigE PoE	FOC1627W4AB			Each	1	\$ 402.40	\$ 406.40	\$ 410.40	\$ 414.40	\$ 1,633.6
3.1.1	WS-C2960S-48FPS-L	Catalyst 2960S 48 GigE PoE	FOC1627W4M7			Each	1	\$ 402.40	\$ 406.40	\$ 410.40	\$ 414.40	\$ 1,633.6
3.1.1	WS-C2960S-48FPS-L	Catalyst 2960S 48 GigE PoE	FOC1627W4B6			Each	1	\$ 402.40	\$ 406.40	\$ 410.40	\$ 414.40	\$ 1,633.6
3.1.1	WS-C2960S-48FPS-L	Catalyst 2960S 48 GigE PoE	FOC1627W4AT			Each	1	\$ 402.40	\$ 406.40	\$ 410.40	\$ 414.40	\$ 1,633.6
3.1.1	WS-C2960S-48FPS-L	Catalyst 2960S 48 GigE PoE	FOC1627W4AZ			Each	1	\$ 402.40	\$ 406.40	\$ 410.40	\$ 414.40	\$ 1,633.6
3.1.1	C2951-CME-SRST/K9	2951 UC Bundle	FTX1630AHMS			Each	1	\$ 402.40	\$ 406.40	\$ 410.40	\$ 414.40	\$ 1,633.6
3.1.1	WS-C2960S-24PS-L	Catalyst 2960S 24 GigE PoE	FOC1628Z437			Each	1	\$ 402.40	\$ 406.40	\$ 410.40	\$ 414.40	\$ 1,633.6

3.1.1	WS-C2960S-24PS-L	Catalyst 2960S 24 GigE PoE	FOC1628Z44U			Each	1	\$ 402.40	\$ 406.40	\$ 410.40	\$ 414.40	\$ 1,633.6
3.1.1	WS-C2960S-48FPS-L	Catalyst 2960S 48 GigE PoE	FOC1627W475			Each	1	\$ 402.40	\$ 406.40	\$ 410.40	\$ 414.40	\$ 1,633.6
3.1.1	WS-C2960S-48FPS-L	Catalyst 2960S 48 GigE PoE	FOC1627W4AJ			Each	1	\$ 402.40	\$ 406.40	\$ 410.40	\$ 414.40	\$ 1,633.6
3.1.1	WS-C2960S-48FPS-L	Catalyst 2960S 48 GigE PoE	FOC1627W4N7			Each	1	\$ 402.40	\$ 406.40	\$ 410.40	\$ 414.40	\$ 1,633.6
3.1.1	WS-C2960S-48FPS-L	Catalyst 2960S 48 GigE PoE	FOC1627W4NH			Each	1	\$ 402.40	\$ 406.40	\$ 410.40	\$ 414.40	\$ 1,633.6
3.1.1	WS-C2960S-48FPS-L	Catalyst 2960S 48 GigE PoE	FOC1627W4LS			Each	1	\$ 402.40	\$ 406.40	\$ 410.40	\$ 414.40	\$ 1,633.6
3.1.1	WS-C2960S-48FPS-L	Catalyst 2960S 48 GigE PoE	FOC1627W4B0			Each	1	\$ 402.40	\$ 406.40	\$ 410.40	\$ 414.40	\$ 1,633.6
3.1.1	WS-C2960S-48FPS-L	Catalyst 2960S 48 GigE PoE	FOC1627W4M4			Each	1	\$ 402.40	\$ 406.40	\$ 410.40	\$ 414.40	\$ 1,633.6
3.1.1	WS-C2960S-48FPS-L	Catalyst 2960S 48 GigE PoE	FOC1627W47A			Each	1	\$ 402.40	\$ 406.40	\$ 410.40	\$ 414.40	\$ 1,633.6
3.1.1	WS-C2960S-48FPS-L	Catalyst 2960S 48 GigE PoE	FOC1627W473			Each	1	\$ 402.40	\$ 406.40	\$ 410.40	\$ 414.40	\$ 1,633.6

**Total Bid Amount**

**\$ 57,176.0**


**Bidder/Vendor Information**

**Name:** SAITECH INC

**Address:** 42640 CHRISTY STREET  
FREMONT, CA 94538

**Phone:** 510-440-0256

**Email:** sam@esaitech.com

**Authorized Signature:** 

**Date:** 8/16/2017

## Company Profile

Saitech Inc. was incorporated in 2002 with a mission of providing innovative technology solutions with outstanding cost savings to our valued clients worldwide. Saitech Inc. is fast growing \$14 M + experienced, cost effective supply chain contractor to the U.S. government and various agencies, prime contractors & Fortune 500 companies for over 15 years.

## Core Competencies

### Customized IT System Configurations:

Product Configuration, Consulting and Design, Value Engineering, Parts Procurement, Storage Solutions, System Integration, Systems Maintenance Support.

### Logistics, Operations, and Supply Chain:

Supply Chain Management, Component Kitting, Auto Replenishment, Logistics Support, Bill of Material Fulfillment & Test & Repair Services.

### Experience

Saitech Inc. has a strong sales and technical team of 15 employees who are efficient and effective in solving our customer's unique IT requirements. Our clients attest to the quality and responsiveness by entrusting us with their challenging requirements. A small sample of our customers not including corporations:

- DoD - DLA, Navy (NAVSEA/NAVAIR/SPAWAR), FBI & US Army Corps
- State of California - Franchise Tax Board, DGS, County of Kern, CAL-Fire, Orange County Transportation Authority, UC Riverside, UAH, and KUB.
- DoE, laboratories & contracts - SLAC Stanford, Lawrence Berkeley National Labs, MIT Lincoln Laboratory, Northrop Grumman Technical Services
- St. Vrain Valley Schools, Jefferson County Schools, ISD Forney
- Hamilton County, Oakland, Fremont, Judicial Council of California

### Storage Solutions for Saitech Inc.'s Customers Budget

Our team of technicians can provide solutions based on customer's needs. Our technical experts assist on pre-sales and post sales requirements. Saitech Inc. offers high performance servers that are scalable, flexible, and reliable with competitive prices. All necessary components for every IT virtualization needs.

- Hard Drives built for Enterprise Level reliability and Virtualization applications
- NAS, Tower, Rack, & Blade server solutions to provide an optimum choice
- Providing Complete Product Traceability and Certificate of Conformance





➤ **Trust** ➤ **Quality** ➤ **Experience** ➤ **Service** ➤ **Commitment**

<b>Headquarters (Facility)</b>	Fremont, California [9,000 sq. ft.]
<b>Employees</b>	~16
<b>Certified MBE Supplier</b>	Western Regional Minority Supplier Development Council (WRMSDC) US Pan Asian American Chamber of Commerce (USPAACC) California Public Utilities Commission (CPUC)
<b>Certified Small Business Registrations</b>	43694 (California) :SLEB Certified by Alameda County (15-00086) CCR   GIDEP   JCO   ORCA   SAM
<b>DUNS Number</b>	082826723 <b>Rating:</b> 3A1
<b>D&amp;B Viability Rating</b>	11AA
<b>CAGE</b>	1YQH2
<b>Annual Revenue</b>	\$14 + Million
<b>CMAS Contract Holder</b>	3-17-70-3243C / 3-16-70-3243B
<b>E-Rate Contractor</b>	USAC: Schools and Libraries (E -Rate) Program. SPIN ID:143048361
<b>GSA schedule 70 contract</b>	GS-35F-287GA (IT Contract)

## NAICS Codes:

423420	Office Equipment Merchant Wholesalers
423430	Computer and Computer Peripheral Equipment and Software Merchant Wholesalers
811212	Computer and Office Machine Repair and Maintenance
541512	Computer Systems Integrator Services
511210	Software Publishers, Licensing, Subscriptions
541519	Other Computer Related Services

## Certifications / Associations:

- ROHS / ANSI – ESD S20:20 Compliant
- ERAI –Electronics Reseller Association Inc. & Approved GIDEP Member
- National Defense Industrial Association, US Naval Institute Member

## Advantages:

- Net Terms Approved Same Day to Corporate, Universities/K-12 Schools, Government Institutions
- Accepting All P-Cards, Visa, MC, Amex, Corporate and Government Purchase Orders
- Quality Management System In-Place for Supplier Evaluation & Counterfeit Protection



## **BUSINESS TAX CERTIFICATE**

The business named below has registered with the City of Fremont for Business Tax. The acceptance of the tax and the issuance of this Business Tax Certificate entitles the holder to operate a business in the City of Fremont. Any business operated under this certificate shall comply with all applicable laws and ordinances.

**Business Name:** Saitech Inc

**Business Location:** 42640 CHRISTY ST FREMONT, CA 94538-3135

**Business Owner(s):** Vikram Mahajan  
Sachin Sharma

SAITECH INC  
42640 CHRISTY ST  
FREMONT, CA 94538-3135

## **CITY OF FREMONT**

**Revenue Division**  
39550 Liberty Street  
Fremont, California 94538  
(510) 494-4790 ext. 2

**BUSINESS LICENSE #: 067190**

**Taxpayer I.D. #: 75-3004589**

**Expiration Date:** December 31, 2017

**Description:** Computer Parts

**TO BE POSTED IN A CONSPICUOUS PLACE - NON TRANSFERABLE**





# Cisco Channel Partner Program

Select Certified Partner



Awarded to  
**SAITECH INC**

USA  
valid until October 26, 2017

Validate this certificate at:  
[cisco.com/go/partnerlocator](http://cisco.com/go/partnerlocator)

Cisco Partner Ecosystem Programs  
Global Partner Organization



# Cisco Channel Partner Program

Small and Midsized Business  
Specialized Partner

Awarded to  
**SAITECH INC**

USA  
valid until October 26, 2017

Validate this certificate at:  
[cisco.com/go/partnerlocator](http://cisco.com/go/partnerlocator)

Cisco Partner Ecosystem Programs  
Global Partner Organization

## References from Saitech Inc.

1. Customer Name: **Lawrence Berkeley National Laboratory, Berkeley, CA.**

Date: Feb. 2016 – Feb. 2017

Purchase No: LBNL-7272387

Value: \$77,537.65

Contracting Officer: Billy McV

Phone No: 510-495-2371

Email: bsmcv@lbl.gov

Product Name/Model: Cisco 1 year renewals

Due to our partnership with Cisco we were able to provide the most cost-effective solution to Lawrence Berkeley National Laboratory. With these renewals the LBNL was able to provide support and maintenance on their Cisco equipment in the event of an emergency and failures occurs.

2. Customer Name: **Santa Clara Valley Water District, San Jose, CA.**

Date: Nov. 2016

Purchase No: 28542

Value: \$135,000+

Contracting Officer: Kimberly Grundy

Phone No: 408-265-2607

Email: kgrundy@valleywater.org

Product Name/Model: WS-C4510RE-S8+96V+, CON-SNTP-WS-C451R, WS-X45-SUP8-E/2, PWR-C45-6000ACV, PWR-C45-6000ACV/2, AIR-CAP1532-E-A-K9, L-AIR-CTVM-5-K9, CISCO2951/K9, CON-SNTP-2951, C1FPAIRK9, CON-ECMU-C1FPAIR

Saitech Inc. was awarded \$135,000+ contract by Santa Clara Valley Water District to fulfill their Cisco networking requirements in November 2016. SCVWD provides 1.8 million residents, 15 cities, and 200,000 commuters with drinking water and flood protection. Saitech Inc. implemented this project with Cisco network switches, Cisco power supplies, Cisco Wireless Access Points, Cisco controllers, with Cisco SmartNet service support. The security of Cisco networking equipment is exemplified with their Catalyst 4500E Supervisor Engine 8-E. It allows support of up to 50 access points and 2,000 wireless clients with both wired and wireless functionality. It also is the backbone for a resilient switch with a best-in-class noninterrupted hardware switching.

**3. Customer Name: Wright State University, Dayton, OH**

Date: Jan. 2017

Purchase No: P0044197

Value: **\$46,764.00**

Contracting Officer: Angie Tipton

Phone No: (937) 775-3103

Email: [angie@wright.edu](mailto:angie@wright.edu)

Product Name/Model: Catalyst 3650 48 Port 4x10G, SNTC-8x5xNBD, SFP+ 10G SR, Nexus 3172PQ-XL and 4 Bidi Bundle, SNTC-8x5xNBD Nexus 3172PQ-XL

Saitech Inc. fulfilled Cisco switches and SFP+ modules at a high cost effective solution for Wright State University. In addition to Cisco hardware we've renewed their coverage for Smart Net Total Care that includes their 24-Hour access to Dell's Technical Assistance Center with Next Business Day replacement program.

**4. Customer Name: Santa Clara Valley Water District, San Jose, CA.**

Date: April 2017

Purchase No: 29459

Value: **\$580,595.58**

Contracting Officer: Kimberly Grundy

Phone No: 408-265-2607

Email: [kgrundy@valleywater.org](mailto:kgrundy@valleywater.org)

Product Name/Model: ISR4451-X-SEC/K9, CON-SNT-ISX451-X, SL-44-APP-K9, FL-44-PERF-K9, ASA5516-FPWR-K9, CON-SNT-ASA556F9, L-AC-PLS-1Y-S4 (CISCO ISR 4451 Bundle licenses for router, Cisco SmartNet 8x5xNBD, Cisco Performance Licenses 4451-X, Cisco Experience Data and WAAS License, SmartNet 24x7x4 Response with FirePower Services ASA 5516-X, Cisco AnyConnect Plus License 1 Year

Saitech Inc. executed fulfillment of Cisco Routers, Firewalls, with extended support for the SCVWD. With Extended Service Agreements help protect, maintain, and support the SCVWD's Cisco equipment from future repair. Included are 1 Year subscription and renewals for AnyConnect Plus.



***SUPPLIER CLEARINGHOUSE  
CERTIFICATE OF ELIGIBILITY***

CERTIFICATION EXPIRATION DATE: **November 30, 2017**

The Supplier Clearinghouse for the Utility Supplier Diversity Program of the California Public Utilities Commission hereby certifies that it has audited and verified the eligibility of:

***Saitech Inc  
Minority Business Enterprise (MBE)***

pursuant to Commission General Order 156, and the terms and conditions stipulated in the Verification Application Package. This Certificate shall be valid only with the Clearinghouse seal affixed hereto.

Eligibility must be maintained at all times, and renewed within 30 days of any changes in ownership or control. Failure to comply may result in a denial of eligibility. The Clearinghouse may reconsider certification if it is determined that such status was obtained by false, misleading or incorrect information. Decertification may occur if any verification criterion under which eligibility was awarded later becomes invalid due to Commission ruling. The Clearinghouse may request additional information or conduct on- site visits during the term of verification to verify eligibility.

This certification is valid only for the period that the above firm remains eligible as determined by the Clearinghouse. Utility companies may direct inquiries concerning this Certificate to the Clearinghouse at (800) 359-7998 in Los Angeles.

***VON: 13010101***

***DETERMINATION DATE: November 16, 2016***

THIS CERTIFIES THAT

# Saitech Inc

N/A



\* Nationally certified by the: **WESTERN REGIONAL MINORITY SUPPLIER DEVELOPMENT COUNCIL**

\*NAICS Code(s): 541512; 423430; 423420; 423690; 425110; 443142; 541519; 334112; 334118; 517911

\* Description of their product/services as defined by the North American Industry Classification System (NAICS)

11/30/2016

**Issued Date**

WR02049

**Certificate Number**

A handwritten signature in black ink, reading "Joset Wright-Lacy".

Joset B. Wright-Lacy

A handwritten signature in black ink, reading "Cecil Plummer".

**Cecil Plummer, President**

11/30/2017

**Expiration Date**

By using your password (NMSDC issued only), authorized users may log into NMSDC Central to view the entire profile: <http://nmsdc.org>

*Certify, Develop, Connect, Advocate.*

\* MBEs certified by an Affiliate of the National Minority Supplier Development Council, Inc.®



# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)  
08/03/2016

<b>PRODUCER</b> Gill Financial & Insurance Services 31080 Union City Blvd, Suite 201 Union City CA 94587 Phone 510-888-1180 Fax:510-587-9351	<b>THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW.</b>	
	<b>INSURERS AFFORDING COVERAGE</b>	<b>NAIC #</b>
<b>INSURED</b> SAITECH INC 42640 Christy St Fremont CA 94538	INSURER A: Sentinel Insurance Company	11000
	INSURER B:	
	INSURER C:	
	INSURER D:	
	INSURER E:	

**COVERAGES**

THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. AGGREGATE LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	ADD'L INSRD	TYPE OF INSURANCE	POLICY NUMBER	POLICY EFFECTIVE DATE (MM/DD/YY)	POLICY EXPIRATION DATE (MM/DD/YY)	LIMITS	
A	<input checked="" type="checkbox"/>	<b>GENERAL LIABILITY</b> <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS MADE <input type="checkbox"/> OCCUR <input type="checkbox"/> <input type="checkbox"/> GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PROJECT <input type="checkbox"/> LOC	57SBABF5912	08/14/2016	08/14/2017	EACH OCCURENCE	\$1000000
						DAMAGE TO RENTED PREMISES (Ea occurrence)	\$
						MED EXP (Any one person)	\$5000
						PERSONAL & ADV INJURY	\$1000000
						GENERAL AGGREGATE	\$2000000
						PRODUCTS - COMP/OP AGG	\$2000000
							\$
A	<input checked="" type="checkbox"/>	<b>AUTOMOBILE LIABILITY</b> <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS <input type="checkbox"/> <input type="checkbox"/>	57SBABF5912	08/14/2016	08/14/2017	COMBINED SINGLE LIMIT (Each Occurrence)	\$1000000
						BODILY INJURY (Per person)	\$
						BODILY INJURY (Per accident)	\$
						PROPERTY DAMAGE (Per accident)	\$
	<input type="checkbox"/>	<b>GARAGE LIABILITY</b> <input type="checkbox"/> ANY AUTO <input type="checkbox"/>				AUTO ONLY - EA ACCIDENT	\$
						OTHER THAN AUTO ONLY: EA ACC	\$
						AGG	\$
	<input type="checkbox"/>	<b>EXCESS/UMBRELLA LIABILITY</b> <input type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS MADE <input type="checkbox"/> DEDUCTIBLE <input type="checkbox"/> RETENTION \$Enter Amount				EACH OCCURENCE	\$
						AGGREGATE	\$
							\$
							\$
A	<input checked="" type="checkbox"/>	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? If yes, describe under SPECIAL PROVISIONS below	57WECDZ3975	07-01-2016	07-01-2017	<input type="checkbox"/> WC STATUTORY LIMITS <input type="checkbox"/> OTHER	
						E.L. EACH ACCIDENT	\$1000000
						E.L. DISEASE - EA EMPLOYEE	\$1000000
						E.L. DISEASE - POLICY LIMIT	\$1000000
	<input type="checkbox"/>	<b>OTHER</b>					

**DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES / EXCLUSIONS ADDED BY ENDORSEMENT / SPECIAL PROVISIONS**

Additional Insured: California State Polytechnic University Program, Pomona, State of California, the Trustees of the California State University, the University and Officers, employees, volunteers and agents of each of them.

<b>CERTIFICATE HOLDER</b> SAITECH INC 42640 Christy St Fremont, CA 94538	<b>CANCELLATION</b> SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, THE INSURER AFFORDING COVERAGE WILL ENDEAVOR TO MAIL 30 DAYS WRITTEN NOTICE TO THE CERTIFICATE HOLDER NAMED TO THE LEFT, BUT FAILURE TO DO SO SHALL IMPOSE NO OBLIGATION OR LIABILITY OF ANY KIND UPON THE INSURER, ITS AGENTS OR REPRESENTATIVES. AUTHORIZED REPRESENTATIVE <i>Mary Beth</i>
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