

The following documentation is an electronicallysubmitted 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.

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

State of West Virginia Solicitation Response

	Proc Folder: 641222 Solicitation Description:NETWORKING EQUIPMENT & MAINTENANCE Proc Type:Central Contract - Fixed Amt							
Date issued	Solicitation Closes	Solicitation Response	Version					
	2019-11-07 13:30:00	SR 0323 ESR1107190000002852	1					

VENDOR

00000104395

SOFTCHOICE CORP

Solicitation Number: CRFQ 0323 WWV200000005

Total Bid : \$9,737.00 **Response Date:**

Comments:

DISCLAIMERS: FIRM PRICING IS ONLY VALID FOR SMARTNET YEAR 1. YEAR 2, 3 AND 4 SMARTNET PRICING WILL ONLY BE PROVIDED AT THE TIME OF RENEWAL AND ARE NOT INCLUDED IN THIS BID RESPONSE

Response Time:

12:25:24

- TOTAL PRICE OF QUOTE IS: \$9,737.00, TAXES NOT INCLUDED.
 ITEM SKU CON-SNT-WSC248SL IS INCORRECT AND HAS BEEN REPLACED WITH THE CORRECT SKU ON THE PRICING EXHIBIT.

2019-11-07

4. ITEM DESCRIPTION OF THE ABOVE SKU IS ALSO INCORRECT. CORRECT DESCRIPTION IS: CISCO SMARTNET - EXTENDED SERVICE AGREEMENT - REPLACEMENT -8X5 - RESPONSE TIME: NBD - FOR P/N: WS-C2960X-48FPS-L, WS-C2960X-48FPSL++, WS-C2960X48FPSL-RF, WS-C2960X48FPSL-WS HW Warranty

FOR INFORMATION CONTACT THE BUYER		
Dusty J Smith		
(304) 558-2063 dusty.j.smith@wv.gov		
Signature on File	FEIN #	DATE

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	Cisco ISR 4321 Bundle w/UC & SEC License, CUBE-10, or equal	1.00000	EA	\$1,320.000000	\$1,320.00
Comm Code	Manufacturer	Specification		Model #	
43222600					
Extended De	scription : Cisco ISR 4321 Bundle w/L	JC & SEC Licen	se, CUBE-10	, or equal	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	IP Base License for Cisco ISR 4320 Series, or equal	1.00000	EA	\$0.00000	\$0.00
Comm Code	Manufacturer	Specification		Model #	
43222600					
Extended Des	scription : IP Base License for Cisco	ISR 4320 Series	, or equal		

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
3	AC Power Supply for Cisco ISR 4320, or equal	1.00000	EA	\$0.000000	\$0.00

Comm Code	Manufacturer	Specification	Model #	
43222600				
Extended Descrip	otion : AC Power Supply	/ for Cisco ISR 4320, or equal		

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
4	AC Power Cord, Type C5, or Equal	1.00000	EA	\$0.000000	\$0.00
r					
Comm Code	Manufacturer	Specification		Model #	
43222600					
Extended De	scription : AC Power Cord, Type C5,	or Equal			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
5	4G Flash Memory for Cisco ISR 4320 (Soldered on motherboard)	1.00000	EA	\$0.000000	\$0.00
Comm Code	Manufacturer	Specification		Model #	
43222600					
Extended Des	scription : 4G Flash Memory for Cisco	ISR 4320 (Sold	lered on motl	nerboard)	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount	
6	4G DRAM for Cisco ISR 4320 (Soldered on motherboard)	1.00000	EA	\$0.000000	\$0.00	
Comm Code	Manufacturer	Specification		Model #		
43222600						
Extended Des	scription : 4G DRAM for Cisco ISF	4320 (Soldered or	n motherboar	d)		

Line Co	omm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
	ank faceplate for NIM slot on Cisco R 4400	1.00000	EA	\$0.000000	\$0.00

Comm Code	Manufacturer	Specification	Model #	
43222600				
Extended Descrip	tion : Blank faceplate f	or NIM slot on Cisco ISR 4400		

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
8	Cisco ISR 4300 Series IOS XE Universal	1.00000	EA	\$0.00000	\$0.00
Comm Code	Manufacturer	Specification		Model #	
43222600					
Extended Des	scription : Cisco ISR 4300 Series IC	DS XE Universal			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
9	Catalyst 2960-X 48 GigE PoE 740W, 4 x 1G SFP, LAN Base or eq	2.00000	EA	\$3,625.000000	\$7,250.00
Comm Code	Manufacturer	Specification		Model #	
43222600					
Extended Des	scription : Catalyst 2960-X 48 GigE P	oF 740W/ 4 x 10	SEP LAND	Base or equal	
Extended Des	Catalyst 2900-X 40 Gige F	0E 740W, 4 X N	J SFF, LAN	base of equal	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
10	AC Power cord, 16AWG or equal	2.00000	EA	\$0.000000	\$0.00

Comm Code	Manufacturer	Specification	Model #	
43222600				
Extended Descripti	on: AC Power cord, 1	6AWG or equal		

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
11	Year One (included in award), Qty. 1 - SmartNet Maintenance				\$349.00
Comm Code	Manufacturer	Specification		Model #	
81112201					

Extended Description : Year One (included in award), Qty. 1 - SmartNet Maintenance Coverage for One Cisco ISR 4321 Bundle w/UC & SEC License, CUBE10, CON-SNT-ISR4321K, 5 business days per week with Next Business Day Response (8x5xNBD) or equal

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
12	Year Two, Optional Renewal, Qty. 1 - SmartNet Maintenance Co				
Comm Code	Manufacturer	Specification		Model #	
81112201					
Extended Description : Year Two, Optional Renew License, CUBE10, CON-SN equal		ral, Qty. 1 - Sma NT-ISR4321K, 5	artNet Mainten 5 business day	ance Coverage /s per week with	for One Cisco ISR 4321 Bundle w/UC & SEC Next Business Day Response (8x5xNBD) or

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
13	Year Three, Optional Renewal, Qty. 1 - SmartNet Maintenance				
Comm Code	Manufacturer	Specification		Model #	
81112201					

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Extended Description : Year Three, Optional Renewal, Qty. 1 - SmartNet Maintenance Coverage for One Cisco ISR 4321 Bundle w/UC & SEC License, CUBE10, CON-SNT-ISR4321K, 5 business days per week with Next Business Day Response (8x5xNBD) or equal.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
14	Year Four, Optional Renewal, Qty. 1 SmartNet Maintenance C				
Comm Code	Manufacturer	Specification		Model #	
81112201					

Year Four, Optional Renewal, Qty. 1 - SmartNet Maintenance Coverage for One Cisco ISR 4321 Bundle w/UC & SEC License, CUBE10, CON-SNT-ISR4321K, 5 business days per week with Next Business Day Response (8x5xNBD) or equal.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
15	Year One (included in award) Qty. 2 - SmartNet Maintenance C				\$818.00

Comm Code	Manufacturer	Specification	Model #	
81112201				
Extended Descript	ion : Year One (include) License, CUBE10	ed in award) Qty. 2 - SmartNet Ma), CON-SNT-WSC248SL, or equal	intenance Coverage for One Cis	sco ISR 4321 Bundle w/UC & SEC

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
16	Year Two, Optional Renewal, Qty. 2 - SmartNet Maintenance Co				
Comm Code	Manufacturer	Specification		Model #	
81112201					
Extended Des	scription : Year Two, Optional Renew CUBE10, CON-SNT-WSC	al, Qty. 2 - Sma 248SL, or equa	artNet Mainten I	ance Coverage	e for Catalyst 2960-X 48 GigE PoE 740W,

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
17	Year Three Optional Renewal, Qty. 2 - SmartNet Maintenance C				
Comm Code	Manufacturer	Specification		Model #	
81112201					
Extended Des	scription : Year Three Optional Renew CUBE10, CON-SNT-WSC2	val, Qty. 2 - Sma 248SL, or equal	artNet Mainte	nance Coverage fo	or Catalyst 2960-X 48 GigE PoE 740W,

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
18	Year Four, Optional Renewal, Qty. 2 - SmartNet Maintenance C				
Comm Code	Manufacturer	Specification		Model #	
81112201					
Extended Des	scription : Year Four, Optional Renev CUBE10, CON-SNT-WSC			ance Coverage	for Catalyst 2960-X 48 GigE PoE 740W,

SKU#'s	Coverage	Spec No.	Alternate Part Number and Manufacturer	Unit of Measure	Cost	QTY	E	xtended Cost
ISR4321/K9	1. Cisco ISR 4321 Bundle w/UC & SEC License, CUBE-10, or equal	3.1.1		Each	\$1,320.00	1	\$	1,320.00
SL-4320-IPB-K9	2. IP Base License for Cisco ISR 4320 Series, or equal	3.1.2		Each	\$-	1	\$	-
PWR-4320-AC	3. AC Power Supply for Cisco ISR 4320, or equal	3.1.3		Each	\$-	1	\$	-
CAB-AC-C5	4. AC Power Cord, Type C5, or Equal	3.1.4		Each	\$-	1	\$	-
MEM-FLSH-4G	5. 4G Flash Memory for Cisco ISR 4320 (Soldered on motherboard)	3.1.5		Each	\$-	1	\$	-
MEM-4320-4G	6. 4G DRAM for Cisco ISR 4320 (Soldered on motherboard)	3.1.6		Each	\$-	1	\$	-
NIM-BLANK	7. Blank faceplate for NIM slot on Cisco ISR 4400	3.1.7		Each	\$-	1	\$	-
SISR4300UK9-166	8. Cisco ISR 4300 Series IOS XE Universal	3.1.8		Each	\$-	1	\$	-
WS-C2960X-48FPS-L	9. Catalyst 2960-X 48 GigE PoE 740W, 4 x 1G SFP, LAN Base or equal	3.2		Each	\$3,625	2	\$	7,250.00
CAB-16AWG-AC	10. AC Power cord, 16AWG or equal	3.2.4		Each	\$-	2	\$	-
CON-SSSNT-ISR4321K	11.Year One (included in award), Qty. 1 - SmartNet Maintenance Coverage for One Cisco ISR 4321 Bundle w/UC & SEC License, CUBE10, CON-SNT-ISR4321K, 5 business days per week with Next Business Day Response (8x5xNBD) or equal	3.3.1		Year One	\$349	1	\$	349.00
CON-SSSNT-ISR4321K	12. Year Two, Optional Renewal, Qty. 1 - SmartNet Maintenance Coverage for One Cisco ISR 4321 Bundle w/UC & SEC License, CUBE10, CON-SNT-ISR4321K, 5 business days per week with Next Business Day Response (8x5xNBD) or equal	3.3.1		Year 2, Optional Renewal	\$-	1	\$	349.00
CON-SSSNT-ISR4321K	13. Year Three, Optional Renewal, Qty. 1 - SmartNet Maintenance Coverage for One Cisco ISR 4321 Bundle w/UC & SEC License, CUBE10, CON-SNT-ISR4321K, 5 business days per week with Next Business Day Response (8x5xNBD) or equal.	3.3.1		Year 3, Optional Renewal		1	\$	-
CON-SSSNT-ISR4321K	14. Year Four, Optional Renewal, Qty. 1 – SmartNet Maintenance Coverage for One Cisco ISR 4321 Bundle w/UC & SEC License, CUBE10, CON-SNT-ISR4321K, 5 business days per week with Next Business Day Response (8x5xNBD) or equal.	3.3.1		Year 4, Optional Renewal		1	\$	-
CON-SNT-WSC248SL	15. Year One (included in award) Qty. 2 - SmartNet Maintenance Coverage for One Cisco ISR 4321 Bundle w/UC & SEC License, CUBE10, CON-SNT-WSC248SL, or equal	3.3.2	CON-SNT-WSC294SL, CISCO	Year One	\$409	2	\$	818.00
CON-SNT-WSC248SL	16. Year Two, Optional Renewal, Qty. 2 - SmartNet Maintenance Coverage for Catalyst 2960-X 48 GigE PoE 740W, CUBE10, CON-SNT-WSC248SL, or equal	3.3.2		Year Two, Optional Renewal		2	\$	-
CON-SNT-WSC248SL	17. Year Three Optional Renewal, Qty. 2 - SmartNet Maintenance Coverage for Catalyst 2960-X 48 GigE PoE 740W, CUBE10, CON-SNT-WSC248SL, or equal	3.3.2		Year Three, Optional Renewal		2	\$	-
CON-SNT-WSC248SL	18. Year Four, Optional Renewal, Qty. 2 - SmartNet Maintenance Coverage for Catalyst 2960-X 48 GigE PoE 740W, CUBE10, CON-SNT-WSC248SL, or equal	3.3.2		Year Four, Optional Renewal		2	\$	-
TOTAL BID AMOUNT (INCLUDING SHIPPING CHARGES)								10,086.00

Exhibit A - Pricing Page for WorkForce West Virginia Cisco Networking Equipment and Licenses or Equal Site: 2699 Park Avenue, Suite 240, Huntington WV 25704



Softchoice provides information technology professional services ("**Services**") and resells products and related services from third party vendors (collectively, "**Products**", which include maintenance, support and warranty services).

Our response to your request is provided with the expectation that the final terms and conditions applicable to the provision of Services and/or resale of Products will be negotiated by the parties in good faith upon your acceptance of our proposal. Our standard terms include the following:

- i. We will warrant that the Services provided will be performed in a good and workmanlike manner in accordance with generally accepted standards and practices and will re-perform any Services that do not meet this warranty, within a mutually agreed-upon time period.
- ii. Products are subject to end user license agreements, subscription agreements, or such other terms of use required by third party vendors. Third party vendors often provide warranties or indemnities directly to the end customer under these agreements or terms of use. As a reseller, Softchoice does not directly provide any warranties or indemnities for Products.
- iii. Our liability will be limited to the dollar amount paid for the Product or Service. Neither party would be liable for any indirect, special or consequential damages, lost or corrupted data, or for any lost earnings or profits.

Our response contains confidential information of Softchoice. Neither party shall be liable for any loss, damage, cost or expense suffered or incurred by the other party in respect of this proposal.

Thank you for your consideration of our response, we look forward to working with you.



State of West Virginia Networking Equipment Request for Quotation Response

Solicitation No: CRFQ 0323 WWV200000005

Pricing

November 7th, 2019

Anthony Giuga Account Executive 173 Dufferin Street, Suite 200 Toronto, Ontario Canada Telephone: 416-588-9002 Extension 222274 Email: Anthony.giuga@softchoice.com

www.softchoice.com

Page 2 of 2



DISCLAIMERS:

- 1. FIRM PRICING IS ONLY VALID FOR SMARTNET YEAR 1. YEAR 2, 3 AND 4 SMARTNET PRICING WILL ONLY BE PROVIDED AT THE TIME OF RENEWAL.
- 2. TOTAL PRICE OF QUOTE IS: \$9,737.00, TAX NOT INCLUDED.
- 3. ITEM SKU CON-SNT-WSC248SL IS INCORRECT AND HAS BEEN REPLACED WITH THE CORRECT SKU ON THE PRICING EXHIBIT.
- 4. ITEM DESCRIPTION OF THE ABOVE SKU IS ALSO INCORRECT. CORRECT DESCRIPTION IS: CISCO SMARTNET - EXTENDED SERVICE AGREEMENT -REPLACEMENT - 8X5 - RESPONSE TIME: NBD - FOR P/N: WS-C2960X-48FPS-L, WS-C2960X-48FPSL++, WS-C2960X48FPSL-RF, WS-C2960X48FPSL-WS HW Warranty



State of West Virginia Networking Equipment Request for Quotation Response

Solicitation No: CRFQ 0323 WWV200000005

November 7th, 2019

Anthony Giuga Account Executive 173 Dufferin Street, Suite 200 Toronto, Ontario Canada Telephone: 416-588-9002 Extension 222274 Email: Anthony.giuga@softchoice.com

www.softchoice.com



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Signed Cover Page

Purchasing Dvison State of West Virginia 2019 Washington Street East Request for Quotation Point Office Bos 50130 21 Charleston, WV 25305-6130 21 Proc Folder: 641222 Doc Description Doc Description NETWORKING EQUIPMENT & MAINTENANCE						
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BID CLERK				
DEPARTMENT OF ADMINISTRATION				
PURCHASING DIVISION				
2019 WASHINGTON STE				
CHARLESTON	WV	25305		
LS				

VENDOR Vendor Name, Address and Telephone Number: Softchoice Corporation 314 West Disperior Street, Suite 301 Chicago, IL 60610 416 -538 -3302

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Signature X All offers subject to all terms and contribure	FE31+	13-362777)	DATE 11/0/2019
(364) 568-2063 austy (Lemini grovi govi i 		·····	
Dusty J Sman			
OR INFORMATION CONTACT THE BUYER			

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General Terms and Conditions Signature Page

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.

Anthony Giuga (Name, Title)

Account Executive (Printed Name and Title)

<u>173 Dufferin Street, Suite 200, Toronto, Ontario Canada</u> (Address)

<u>416-588-9002 Extension 222274 / 416-588-9001</u> (Phone Number) / (Fax Number)

Anthony.giuga@softchoice.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.

Softchoice Corporation

(Company)

(Authorized Signature)

Bryan Rocco, CFO & SVP Finance

(Printed Name and Title of Authorized Representative)

11/07/2019 (Date)

416-588-9002 / 416-588-9001 (Phone Number) (Fax Number)

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Signed Addendum Acknowledgement Form

ADDENDUM ACKNOWLEDGEMENT FORM SOLICITATION NO.:

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

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

Addendum Numbers Received: (Check the box next to each addendum received)

Addendum No. 1 Addendum No. 2 Addendum No. 3 Addendum No. 4 Addendum No. 5 Addendum No. 6 Addendum No. 7 Addendum No. 8 Addendum No. 9 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.

Softchoice Corporation Company

Authorized Signature

11/07/2019 Date



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

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Signed Purchasing Affidavit

STATE OF WEST VIRGINIA Purchasing Division **PURCHASING AFFIDAVIT**

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

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

EXCEPTION: The prohibition listed above does not apply where a vendor has contested any tax administered pursuant to chapter eleven of the W. Va. Code, workers• compensation premut permit fee or environmental fee or assessment and the matter has not became final or where the vendor has entered into a payment plan or agreement and the vendor is not In default of any of the previsions 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 subdivision 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 exceed five percent of the total contract amount.

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softchoice

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

WITNESS THE FOLLOWING SIGNATURE:

Vendor Name: <u>Softchoice Corporation</u>		
Authorized Signature:	Date:	<u>11/07/2019</u>
State of Ontario Canada		
County of Toronto, to-wit:		
Taken, subscribed, and sworn to before me this 7 th day of	Novem	ber 2019.

No expiry , 20- . My commission expires NOTARY PUBLIC AFFIX SEAL HERE Purchasing Affidavit (Revised 01/19/2018)