



October 30, 2019

Tony Riggs  
CEO  
NeedThese  
PO Box 7400  
Tempe, AZ 85281  
[triggs@needthese.com](mailto:triggs@needthese.com)

Re: Renewal Award of Contract # R161702

Dear Mr. Riggs:

Per official action taken by the Board of Directors of Education Service Center, Region 4 on October 22, 2019, Region 4 ESC is pleased to announce that NeedThese has been awarded an annual contract renewal for the following, based on the sealed proposal submitted to Region 4 on November 15, 2016, and subsequent performance thereafter:

**Contract**

Cabling and Networking Products & Solutions

The contract will expire on March 31, 2021, completing the fourth year of a five-year term contract. The contract is available through OMNIA Partners, Public Sector. Your designated OMNIA Partners, Public Sector contact is Deborah Bushnell, at (713) 554-7348 or [deborah.bushnell@omniapartners.com](mailto:deborah.bushnell@omniapartners.com).

The partnership between NeedThese, Region 4 and OMNIA Partners, Public Sector can be of great help to participating agencies. Please provide copies of this letter to your sales representative(s) to assist in their daily course of business.

Sincerely,

DocuSigned by:  
  
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Robert Zingelmann  
Chief Financial Officer, Finance and Operations Services