

Cobb County

**Contract # 23-6692-04**

*for*

Technology Product Solutions and Related Services

*with*

**Iron Bow Technologies**

Effective: May 1, 2023

The following documents comprise the executed contract between the Cobb County, and Iron Bow Technologies effective May 1, 2023:

- I. Executed Master Agreement
- II. Supplier's Response to the RFP, incorporated by reference

Reference Number	
Reference Depart.	Purchasing Department

---

Master Agreement

---

Owner: Cobb County Board of Commissioners  
100 Cherokee Street  
Marietta, GA 30090

Contractor: Iron Bow Technologies, LLC  
2121 Cooperative Way, Suite 500  
Herndon, VA 20171

Description: **TECHNOLOGY PRODUCT SOLUTIONS AND RELATED SERVICES:** The undersigned parties understand and agree to comply with and be bound by the entire contents of Sealed Bid #23-6692 ("the RFP") and the Contractor's Proposal submitted October 13, 2022, which is incorporated herein by reference.

**OMNIA PARTNERS, PUBLIC SECTOR:** Supplier agrees to extend Goods and/or Services to public agencies (state and local governmental entities, public and private primary, secondary and higher education entities, non-profit entities, and agencies for the public benefit) ("Public Agencies") registered with OMNIA Partners, Public Sector ("Participating Public Agencies") under the terms of this agreement ("Master Agreement").

Governing Law: This Agreement shall be governed by the laws of the State of Georgia. As to any dispute hereunder, venue shall be in the Superior Court of Cobb County, Georgia.

Term: This Agreement shall begin on May 1, 2023, the Effective Date, for a period of thirty-six months, and shall automatically terminate and renew for two (2) additional twelve (12) month periods and shall terminate absolutely on April 30, 2028, unless earlier terminated as provided herein. Pursuant to O.C.G.A. § 36-60-13, this Agreement shall terminate absolutely and without further obligation on the part of the County at the close of the calendar year in which it was executed and at the close of each succeeding calendar for which it may be renewed. The Parties reserve the right to renew, amend or extend the Agreement for additional terms. Either party may terminate this Agreement for convenience and/or due to lack of funding at the end of each annual term.

Price: Prices for services and equipment, if applicable, as stated in the Contractor's proposal

Billing: For purchases made by Cobb County Government, all original invoices shall be submitted directly to the Cobb County Finance Department. Invoices shall bill only for items received during the period covered by the invoice and shall clearly identify such items in accordance with invoicing guidelines in the Sealed Bid Proposal. For purchases made by participating public agencies, the Contractor shall comply with each agency's invoicing and billing requirements outlined on the applicable order.

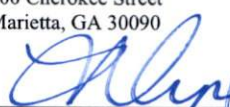
{SIGNATURES ON NEXT PAGE}

IN WITNESS, WHEREOF, this Agreement has been executed by Owner and accepted by Contractor to be effective as of the date first above written.



*Cobb County... Expect the Best!*

Cobb County Board of Commissioners  
100 Cherokee Street  
Marietta, GA 30090

  
Lisa N. Cupid, Chairwoman  
Cobb County Board of Commissioners

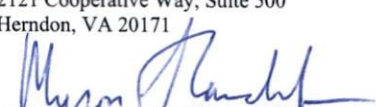
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Date



**APPROVED**  
PER MINUTES OF  
COBB COUNTY  
BOARD OF COMMISSIONERS

3/14/23

Iron Bow Technologies, LLC  
2121 Cooperative Way, Suite 500  
Herndon, VA 20171


  
Authorized Signature  
Myron Shandruk  
Director, Contracts  
Title

04 Apr 2023  
Date

FEDERAL TAX ID NUMBER

26-1615129

Approved as to form

  
County Attorney's Office

April 25, 2023  
Date

Reference Number	
Reference Depart.	Purchasing Department

## Master Agreement

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{SIGNATURES ON NEXT PAGE}

## Table of Contents

<b>1.0 Cover Letter [5.1, XXXV, 6.III]</b>	<b>1</b>
<b>2.0 Executive Summary [5.2, XXXIV]</b>	<b>3</b>
2.1 Dedicated SLED Practice	3
2.2 Corporate Values	4
2.3 Breadth and Depth of Partnerships	5
<b>3.0 Company Background/Profile [5.3, XXXVI, XXXVII]</b>	<b>7</b>
3.1 Company Background [5.3]	7
3.2 Project Team [XXXVI]	7
3.3 Small and Minority Business Participation [XXXVII]	9
<b>4.0 Experience [5.4]</b>	<b>10</b>
4.1 Past Performance 1: Virginia Information Technologies Agency (VITA) – Device as a Service (DaaS)	11
4.2 Past Performance 2: Maryland Judiciary – Cloud-Based Unified Communications Solution	11
4.3 Past Performance 3: Veterans Affairs (VA) Office of Connected Care (OCC) – Clinical Enterprise Videoconference Network (CEVN) Blanket Purchase Agreement (BPA)	13
4.4 Past Performance 4: County of Fairfax (Virginia) – Hardware and Warranty	15
4.5 Past Performance 5: The School Board of Hernando County, FL – Video Surveillance	16
<b>5.0 Product Information/Service Capability [5.5]</b>	<b>17</b>
5.1 Service Capability and Service Centers [5.5(a)]	17
5.1.1 Service Capability [5.5(a)]	17
5.1.2 Authorized Service Centers	18
5.1.3 Pickup and Delivery Services	19
5.2 Payment Terms and Methods [5.5(b)]	19
5.2.1 Credit Card Orders	19
5.2.2 Flexible Financing	20
5.2.3 Order Management	20
5.3 Pricing [5.6]	20
5.3.1 Proposed Pricing [5.6(a)]	20
5.3.2 Additional Discounts [5.6(b)]	29
5.3.3 Trade-In, Leasing, and Other Financing Offerings	29
<b>6.0 Financial Statements [5.7]</b>	<b>30</b>
6.1 Financial Statement [5.7(a)]	30
6.2 Firm Preparing the Financial Statement [5.7(b)]	30
6.3 Bankruptcy Petition [5.7(c)]	30
<b>7.0 National Contract [Attachment A, Exhibit A, 3.0; 5.8; General Definition of Products and/or Services]</b>	<b>31</b>
7.1 OMNIA Partners Response for National Cooperative Contract [Attachment A, Exhibit A, 3.0; 5.8(a)]	31
7.1.1 Company [Attachment A, Exhibit A, 3.1]	31
7.1.2 Distribution, Logistics [Attachment A, Exhibit A, 3.2; GENERAL DEFINITION OF PRODUCTS AND/OR SERVICES]	38
7.1.3 Marketing and Sales [Attachment A, Exhibit A, 3.3]	53
7.1.4 Transition Plan [3.3(C)]	57
7.1.5 Iron Bow Logo [3.3(D)]	58
7.1.6 Proactive Direct Sales [3.3(E)]	58
7.1.7 Sales Training [3.3(F)]	59

7.1.8	Key Resource Contact Information [3.3(G)] .....	59
7.1.9	Iron Bow National Sales Team [3.3(H)] .....	60
7.1.10	National Program Implementation and Expansion [3.3(I)] .....	64
7.1.11	National Program Management [3.3(I)] .....	65
7.1.12	Iron Bow Public Agency Sales [3.3(J)] .....	66
7.1.13	Information Systems Capabilities [3.3(K)] .....	67
7.1.14	Guaranteed Contract Sales [3.3(L); Attachment A, Exhibit B] .....	68
7.1.15	Responding to Formal Solicitations [3.3(M)] .....	69
7.1.16	Additional Information .....	69
7.2	OMNIA Partners Administration Agreement [5.8(b)] .....	72

**Appendix A—Dun & Bradstreet Report**

**Appendix B—Contractor Affidavit & Agreement (Exhibit A)**

**Appendix C—Federal Funds Certifications (Exhibit F)**

**Appendix D—New Jersey Business Compliance (Exhibit G)**

**Appendix E—Sample Reporting Template (Exhibit E)**

**Appendix F—Acknowledgment of Addenda**



### **List of Figures**

- Figure 1. Iron Bow Vision, Mission, Mantra
- Figure 2. Enhancing Customer Service and Ensuring Quality Levels of Performance
- Figure 3. Iron Bow Enables Cisco-Microsoft Interoperability
- Figure 4. Enterprise Calling & Meetings with An Agency's Corporate Messaging Platform
- Figure 5. High-Level Overview of Iron Bow's 90-Day Plan
- Figure 6. SLED/Commercial Sales Team
- Figure 7. Iron Bow Leadership Team

### **List of Tables**

- Table 1. Sample List of Iron Bow OEM Partnerships
- Table 2. Iron Bow Company Background
- Table 3. Iron Bow Locations
- Table 4. OEM Price List Crosswalk
- Table 5. Iron Bow Minimum Discounts by OEM
- Table 6. Iron Bow Locations
- Table 7. Iron Bow Annual Sales
- Table 8. Iron Bow Socioeconomic Status
- Table 9. Iron Bow Industry Recognition
- Table 10. Iron Bow Experience Across Required Technology Products
- Table 11. Iron Bow Experience Across Required Technology Services and Solutions
- Table 12. Benefits of Iron Bow's Telehealth Solution Portfolio
- Table 13. Iron Bow's Telehealth Solution Portfolio
- Table 14. MS Teams and Cisco WebEx Integration Additional Information
- Table 15. Examples of Iron Bow Training Methods
- Table 16. Key Resource Contact Information
- Table 17. Iron Bow GWAC and IDIQ Contracts
- Table 18. Public Agency Sales



## Glossary

Acronym	Definition
ABC	Alcoholic Beverage Control
ACD	automatic call distribution
ACMA	Aruba Certified Mobility Associate
Agency	Participating Public Agency
AI	artificial intelligence
ANSI	American National Standard Institute
ASA	Average Speed to Answer
ATO	Authority to Operate
ATS	Apptis Technology Solutions LLC
AV	audiovisual
AWS	Amazon Web Services
B2B	business-to-business
B2C	business-to-consumer
BEAR	Billed Entity Applicant Reimbursement
BI	business intelligence
BOM	bill of materials
BPA	blanket purchase agreement
CaaS	communications-as-a-service
CCDA	Cisco Certified Design Associate
CCDE	Cisco Certified Design Expert
CCDP	Cisco Certified Design Professional
CCIE	Cisco Certified Internetwork Expert
CCNA	Cisco Certified Network Associate
CCNP	Cisco Certified Network Professional
CCNP-V	Cisco Certified Network Professional - Voice
CEVN	Clinical Enterprise Videoconferencing Network
CHESS	Computer Hardware, Enterprise Software and Solutions
CIO-CS	Chief Information Officer – Commodities and Solutions
CONUS	continental United States
COOP	continuity of operations
COR	contracting officer's representative
CPAR	Contractor Performance Assessment Report
CSC	Customer Success Center
CSE	Cisco Sales Expert
CSE	consulting system engineer
DaaS	Device-as-a-Service
DBaaS	database-as-a-service
DoD	Department of Defense
DR	disaster recovery
DRaaS	disaster recovery-as-a-service

Acronym	Definition
EBS	Oracle E-Business Suite
EDI	electronic data interchange
EITaaS	enterprise IT as a service (EITaaS)
EMR	electronic medical record
EOL	end of life
EPA	Environmental Protection Agency
EPEAT	Electronic Product Environmental Assessment Tool
EOS	end of service
ERP	Enterprise Resource Planning
ESC	Education Service Center
EUC	End User Services – Computing
FAA	Federal Aviation Administration
FAQ	frequently asked questions
FBI	Federal Bureau of Investigation
FTE	Full-time employee
GCC	Government Community Cloud
GSA	General Services Administration
GWAC	government-wide acquisition contract
HDMI	high-definition multimedia interface
HIPAA	Health Insurance Portability and Accountability Act of 1996
HR	Human Resources
HUBZone	historically underutilized business zone
IDIQ	indefinite delivery/indefinite quantity
IL	impact level
IoT	Internet of things
IP	Internet protocol
IRS	Internal Revenue Service
ISO	International Organization for Standardization
ISR	inside sales representative
IT	information technology
ITES	Information Technology Enterprise Solutions
ITIL	Information Technology Infrastructure Library
ITISP	IT Infrastructure Services Program
ITSM	IT Service Management
IVR	Interactive Voice Response
LLC	limited liability corporation
MaaS	monitoring-as-a-service
MBE	Minority Business Enterprise
MPLS	multi-protocol label switching
MS	Microsoft
NaaS	network-as-a-service

Acronym	Definition
NASA	National Aeronautics and Space Administration
NITAAC	NIH Information Technology Acquisition and Assessment Center
NTE	not to exceed
OCC	Office of Connected Care (VA)
OEM	original equipment manufacturer
PaaS	platform-as-a-service
PM	project manager
PMBOK	Program Management Body of Knowledge
PMI	Program Management Institute
PMO	Program Management Office
PR	public relations
PSS	Professional Support Services
PTZ	pan-tilt-zoom
PVT	patient video tablet
QA	quality assurance
RF	radio frequency
RISC	Risk Identification and Site Criticality
RMA	Return Merchandise Authorization
SaaS	software as a service
SAVES	Strategic Sourcing for the Acquisition of Various Equipment and Supplies
SBA	Small Business Administration
SBLO	Small Business Liaison Office
SDB	small disadvantaged business
SDM	service delivery methodology
SDVOSB	Service-disabled, veteran-owned small business
SEM	search engine marketing
SEO	search engine optimization
SEWP	Solutions for Enterprise-Wide Procurement
SLA	service-level agreement
SLED	state, local, and educational
SME	subject matter expert
SMO	social media optimization
SNF	skilled nursing facility
SOW	statement of work
SRST	Survivable Remote Site Telephony
StaaS	storage-as-a-service
SWOT	strengths, weaknesses, opportunities, and threats
UC	unified communications
UCaaS	unified communications as a service
UCCX	Unified Contact Center Express
UCM	Unified Communications Manager

Acronym	Definition
USAF	U.S. Air Force
VA	Department of Veterans Affairs
VAR	Value-Added Reseller
VCP	VMware Certified Professional
VDI	virtual desktop infrastructure
VITA	Virginia Information Technologies Agency
VoIP	voice over Internet protocol
VOSB	veteran-owned small business
VRF	virtual routing and forwarding
VTC	video teleconference
VTSP	VMware Technical Sales Professional
WOSB	woman-owned small business
XaaS	anything as a service

**1.0 COVER LETTER [5.1, XXXV, 6.III]**

October 13, 2022

Cobb County Purchasing Department  
122 Waddell Street NE  
Marietta, GA 30060

Re: Sealed Bid # 23-6692 - Technology Product Solutions and Related Services

To the Cobb County Purchasing Department:

Iron Bow Technologies, LLC (Iron Bow) is pleased to provide the attached documents in response to the aforementioned solicitation. Iron Bow is a recognized leader in providing enterprise OEM solutions, hardware and software maintenance, enterprise agreement structuring and strategy, and logistics support. We have decades of experience in successfully managing complex, multi-technology service delivery engagements. We rely on our proven program management methodologies and significant past performances in managing large, complex, enterprise IT programs. Iron Bow can and will deliver the most cost-effective, SLA-driven solution for Cobb County and other OMNIA customers. Iron Bow is capable of aligning technologies with our customers' desired business outcomes through a flexible, collaborative engagement model that encompasses planning and design phases to arrive at the final, secure end-to-end solutions.

Please find attached Iron Bow's response to the referenced solicitation. Per the requirements of RFP Section 5.1, we include the following information:

1) **Point of Contact:**

William Bentley, Associate Corporate Counsel  
Iron Bow Technologies, LLC  
Email: [William.Bentley@ironbow.com](mailto:William.Bentley@ironbow.com)  
Direct: 703-420-8686  
2121 Cooperative Way, Suite 500  
Herndon, VA 20171  
Corporate Tel: 800-338-8866  
Corporate Fax: 703-745-1309

2) Iron Bow Proposal Response—demonstrating the Iron Bow Team's ability to satisfy Cobb County and the OMNIA contract requirements—is presented as one original version and two copies for evaluation purposes, one redacted version for public records, and 10 flash drives. Our response includes the following appendixes:

- a) Appendix A—Dun & Bradstreet Report
- b) Appendix B—Contractor Affidavit & Agreement (Exhibit A)

- c) Appendix C—Federal Funds Certifications (Exhibit F)
  - d) Appendix D—New Jersey Business Compliance (Exhibit G)
  - e) Appendix E—Sample Reporting Template (Exhibit E)
  - f) Appendix F—Acknowledgment of Addenda
- 3) Attachment 1—Iron Bow Financial Statement submitted as a separate document. We respectfully request that this document not be posted to the OMNIA Partners' website. **Because Iron Bow is a privately held firm, all financial information is CONFIDENTIAL & PROPRIETARY and not to be disseminated beyond the proposal evaluators.**
- 4) Iron Bow agrees with all the terms, conditions, and provisions outlined in the RFP and confirms that our proposal is valid for 90 days from the proposal due date.

Established in 1983, Iron Bow has been continuously engaged as a leading provider of enterprise IT solutions for government, healthcare, and commercial clients. We have successfully supported projects across a variety of focus areas—such as IT Modernization, Infrastructure Optimization, and Cyber Resiliency—that have proven important in the state, local, and educational (SLED) markets. Iron Bow is now a \$1.6 billion limited liability corporation employing nearly 1,000 employees throughout the United States, abroad, and at our corporate headquarters in Herndon, VA. Iron Bow has decades of experience in successfully leveraging and maintaining large government procurement contract vehicles, including GSA IT Schedule 70, NASA SEWP V, NITAAC CIO-CS, and ITES – 3H. We are actively seeking to add this Cobb County Technology Product Solutions and Related Services contract to our portfolio to fully round out our capabilities to not only sell products and services throughout our SLED markets but also to focus on attracting net new OMNIA customers.

We have evolved from a traditional IT Value Added Reseller (VAR) to a Solution Provider with a portfolio of managed services, creative financial packaging, programmatic service contracts (e.g., outsourced helpdesk), and other offerings that span from end-user devices to collaboration technologies, network infrastructure, data center, and even cloud. To enable these services, Iron Bow maintains top-tier partnerships with hundreds of original equipment manufacturers (OEMs), with the ability to gain access to and sell thousands of others.

If you have any questions or concerns, please contact me using the information in Item No. 1 above.

We appreciate the opportunity to continue our successful relationship with OMNIA and appreciate your consideration in this matter.

Regards,

*William Bentley*

William Bentley  
Associate Corporate Counsel  
[William.Bentley@ironbow.com](mailto:William.Bentley@ironbow.com)

## 2.0 EXECUTIVE SUMMARY [5.2, XXXIV]

**5.2:** The Proposer shall provide an Executive Summary that presents in brief, concise terms a summary level description of the contents of the proposal.

**XXXIV:** Proposal Requirements: The respondents must demonstrate competence and experience in the area of expertise outlined in this Request for Proposal. If required, respondents must demonstrate competence and experience in public speaking and graphic presentations for the purpose of conveying project information to large and diverse community groups. Respondents should also be able to demonstrate the ability to build consensus among public and private interest groups related to this project.

Public sector organizations operate under the scrutiny of the public eye, with tight budgets and complex information technology requirements that are designed to ensure quality services are provided at a reasonable cost to the taxpayers. Leading these organizations are fiscally responsible individuals who have sworn an oath to uphold the rules that govern and to provide leadership to the public servants who are employed within. As a public sector organization, there is no room for error, particularly when it comes to choosing a cloud provider, physical security, or other essential products and services. This becomes even more important when such products and services are components of an overarching IT Modernization, Network Optimization or Cyber Resiliency strategy, all of which are core to Iron Bow's approach to assisting our customers. There is always a bigger picture, and we strive to ensure our teams understand that heading into planning sessions with our customers. Cobb County and OMNIA Partners require an experienced and trusted vendor who has proven to provide a wide variety of technology equipment, solutions, and services within the public sector.

### 2.1 Dedicated SLED Practice

Iron Bow has been focused on investing in its SLED organization for years and has experienced a compounded annual growth rate (CAGR) of 74.2 percent in terms of revenue associated with our SLED business over the past 6 fiscal years ending December 31, 2021.

Iron Bow has grown its SLED business more than 74 percent over the past 6 years, so we have more resources to dedicate to the OMNIA contract.

We have added Business Development Resources, Capture Managers, Bids & Proposals Managers, SLED Strategy Leads, Contract Managers, and numerous sales teams. We've expanded our SLED footprint from what was originally centralized in the Mid-Atlantic states to what now stretches from Florida up to Massachusetts. We've recently expanded our footprint

### Why Iron Bow

- ✓ Strategic partnerships with more than 2,000 technology providers and OEMs, enabling us to provide cost-effective, technology-agnostic, and environmentally responsible products, services, and solutions gives member agencies a wide variety of product and services from which to choose
- ✓ Demonstrated breadth and depth of experience and partnerships across all required OMNIA technology products, services, and solutions brings assurance to member agencies that we can deliver the right products and services to meet County and other Agency technology requirements
- ✓ Established, experienced, and dedicated account, contract, and order management teams to provide responsive enterprise solutions on time and within budget
- ✓ Automated, customized Oracle E-Business Suite (EBS) ordering system, Iron Bow's ServiceNow IT service management (ITSM) system, and other best-of-breed enterprise tools to ease ordering, tracking, and fulfillment as well as to reduce administrative and overhead costs for public agencies



out west to see business in the Southwestern region of our country in states such as Texas, Arizona, and California.

Iron Bow continues to lay out strategic plans to grow our SLED business and has made additional investments to help expand our brand recognition across the United States. We've partnered with organizations such as GovLoop, eRepublic, Public Sector Network, and GovTech to develop specific campaigns, white papers, and/or webinars that showcase Iron Bow's depth of experience and expertise in areas deemed as the most pressing in the SLED markets. The focal points of these campaigns are partially derived from our Chief Strategy Office, which currently employs two former key state government employees: Nelson Moe, former CIO of Virginia Information Technologies Agency (VITA), and Jonathan Ozovek, former Deputy CIO and COO of VITA. Iron Bow has brought these two resources on to strengthen our sales team's understanding of what matters most in the state, local, and education markets. Both Mr. Moe and Mr. Ozovek bring decades of experience in government-oriented technology roles and have been incredibly valuable to, not only our sales teams, but more importantly our customers. They bring with them real-world experience in dealing with the challenges governments face in taking on IT transformation and modernization strategies. They've helped Iron Bow develop all new offerings around cyber-resiliency, given its incredibly strong applicability in the SLED space. They also represent Iron Bow within National Association of State Chief Information Officers (NASCIO), continually engaging with all of their former peer CIOs. They participate actively in numerous tech councils, chambers of commerce, and other SLED-oriented committees and boards.

Ultimately, through these strategies, we want Cobb County to have the confidence in knowing that Iron Bow is committed to continuing our investments in our growing SLED business, and we see your OMNIA contract as a key component in supporting such growth efforts.

## 2.2 Corporate Values

Iron Bow's long-term goals are to continue to provide value to our customers through innovative technology solutions. Our solutions bring forward-thinking ideas/solutions to the government that result in cost and operational efficiencies or improvements, while enhancing the services that governments provide their citizens. As illustrated in **Figure 1**, our corporate vision calls for world innovation; our mission is to provide superior outcomes for our clients by leveraging talented people, maintaining an inspirational culture, and providing innovative solutions. We will use these themes to guide our performance on the OMNIA Partners Contract.

**Figure 1. Iron Bow Vision, Mission, Mantra**




<b>Our Vision</b>
Innovating the world.
<b>Our Mission</b>
Achieve superior outcomes for our clients by leveraging our talented people, inspirational culture and innovative solutions.
<b>Our Mantra</b>
Customer first and mutual respect for all members of our community.





Specifically, for this contract, Iron Bow will work closely with our OEM partners to stay abreast of new product and software offerings. We design our solutions to achieve maximum flexibility for our customers and assist them in selecting the solutions that best fit their needs—not more than they need nor too little.

### 2.3 Breadth and Depth of Partnerships

Iron Bow has created lasting top-tier partnerships with hundreds of leading OEMs in information and communications technology, some key examples of which we list in **Table 1**. Our partners' exceptional capabilities, combined with our certification levels, give us the added strength to develop and deliver high-quality, technology-agnostic, and environmentally responsible solutions at optimal discounts so we can fully support the OMNIA Partner mission.

**Table 1. Sample List of Iron Bow OEM Partnerships**

Partner	Specializations	Certifications
 Select Consulting Partner	<b>Specializations</b> Authorized Commercial Reseller AWS Public Sector Partner: Government	<b>Certifications</b> AWS Certified Solutions Architect – Associate
 Hewlett Packard Enterprise Platinum Certified Partner	<b>Specializations</b> Platinum Converged Infrastructure Specialist Nimble Storage Specialist Platinum Server Specialist Platinum Storage Specialist Platinum Services Specialist Platinum Data Center Networking Specialist	<b>Certifications</b> Aruba Certified Mobility Associate (ACMA) V6.4 ASE Storage Solutions Architect V2 ATP Storage Solutions V2 Master ASE – Storage Solutions Architect V2 Sales Certified – IT Business Conversations Sales Certified – Aruba Products and Solutions ASE – Server Solutions Architect V3 ATP – Server Solutions V3 Product Certified – Synergy Solutions Sales Certified – Enterprise Solutions 3PAR StoreServ Mid-Range Service and Solution Qualification (7xxx/8xxx) CS700 Storage Sub-Qualification Product Certified – OneView StorageWorks Disk Systems Service StoreFabric Service and Solution Qualification
 Enterprise Solution Provider	<b>Specializations</b> VSphere/Datacenter Desktop Virtualization Business Continuity Network Virtualization AirWatch	<b>Certifications</b> VMware Certified Professional (VCP) VMware Technical Sales Professional (VTSP) VMware Sales Professional (VSP)

Partner	Specializations	Certifications
 Platinum (Commercial) Partner, Fed GSA Authorized (Federal)	<b>Dell Specializations</b> GSA Authorized Professional Services Partner  <b>EMC Specializations</b> Virtualization Big Data Backup, Recovery & Archive Unified Storage Enterprise Storage Business Continuity	<b>Dell Certifications</b> Storage Specialist Server Specialist Client Solutions Specialist  <b>EMC Certifications</b> VBlock Certified EMC System Engineering Accreditation EMC Sales Accreditation EMC Technical Architects & Implementation Engineers Consolidate Backup & Recovery Advanced Consolidate
 Gold Certified Partner	<b>Specializations</b> Master Cloud & Managed Services Master Cloud Builder Master Collaboration Master Security Cloud Services Reseller Advanced Collaboration Architecture Advanced Borderless Network Architecture Advanced Data Center Architecture Advanced Content Security ATP – TelePresence Video Master ATP – Identity Services Engine ATP – Physical Security ATP – Telehealth Reseller Cisco Powered Services: Managed Security & Managed Business Communications	<b>Certifications</b> Cisco Certified Internetworking Expert (CCIE) Cisco Certified Design Expert (CCDE) Cisco Certified Design Professional (CCDP) Cisco Certified Network Professional (CCNP) CCNP Voice (CCNP-V) Cisco Certified Design Associate (CCDA) Cisco Certified Network Associate (CCNA) Cisco Sales Expert (CSE)
 Platinum Certified Partner	<b>Specializations</b> Gold Imaging & Printing Partner Silver Supplies Partner Managed Print Services Sales Services Delivery Technical Production	<b>Certifications</b> Selling HP Personal Systems Services Selling HP Printing Services
 Gold Certified Partner	<b>Specialization</b> Devices & Deployment	<b>Certifications</b> •Microsoft Certified Professional •Microsoft Certified Systems Administrator •Microsoft Certified Systems Engineer •Microsoft Certified IT Professional

Iron Bow's relationships with these top-tier OEMs require our professional services staff to maintain high levels of corporate specializations and individual employee certifications and also provide us reach-back to their subject matter experts (SMEs). The depth and breadth of our experience across OEMs and technologies shows our ability to provide a vendor-agnostic perspective across all technologies, not just some.

### 3.0 COMPANY BACKGROUND/PROFILE [5.3, XXXVI, XXXVII]

#### 3.1 Company Background [5.3]

Provide information on company background to include the following:

We provide our company background information in **Table 2**.

**Table 2. Iron Bow Company Background**

RFP Requirement	Iron Bow Response
a. Legal name, address, phone and fax numbers, e-mail, Federal ID#, and website address.	Legal name: Iron Bow Technologies, LLC Address: 2121 Cooperative Way Suite 500, Herndon, VA 20171 Email: info@ironbow.com Federal ID (tax identification): 26-1615129 Website address: https://ironbow.com/
b. Date business was established under current name.	LLC created December 2007 (original company created 1983)
c. Size of company including the total number of employees.	Large business with nearly 1,000 employees and \$1.6 billion in revenue (2021)
d. Type of ownership or legal structure of business	Virginia Limited Liability Corporation (LLC)
e. Has the company ever failed to complete work for which a contract was issued? If yes, explain the circumstances.	No.
f. Are there any civil or criminal actions pending against the firm or any key personnel related in any way to contracting? If yes, explain in detail. Are there any current unresolved disputes/allegations?	Iron Bow, like most contractors, from time to time is involved in disagreements, payment issues, and disputes (e.g., we are not paid for the products and/or services we provided). However, we do not reasonably expect that any past litigation or related issues could impact our ability to perform under the contract. In addition, we have not been involved with any bankruptcy, major reorganization, or state investigations of either our corporation or current officers and directors.
g. Has the firm ever been disqualified from working for any public entity? If yes, explain the circumstances.	No.
h. If a Supplier requires additional agreements to be signed by a Participating Public Agency, include a copy of the proposed agreement(s) as part of Supplier's proposal.	Iron Bow has no additional agreements to be signed at this time. We will negotiate an addendum to the OMNIA agreement with participating public Agencies as purchase orders are received.

#### 3.2 Project Team [XXXVI]

Respondents shall provide an organizational chart for the proposed project team, as well as the relevant background and experience for every proposed team member.

Iron Bow's OMNIA project team is comprised of the following dedicated staff:

- **Cliff Golden, OMNIA Account Manager** – Mr. Golden brings 25 years of experience in the technology and physical security industries, including providing diverse customer solutions that include wireless city-wide surveillance deployments, county-wide license plate recognition, network operation centers, access control, networking and audio-visual

solutions for government agencies, hospitals, schools, and Fortune 100 companies. He will be managing and developing the OMNIA Partners Master Agreement. He works closely with a dedicated team that includes a consulting systems engineer (CSE), inside sales representative (ISR), and post-sales order management to design, build, and manage the delivery of hardware, software, and service solutions.

- **Kressa Stewart, ISR** – Ms. Stewart will work closely with Mr. Golden to build, track, and manage all hardware and service quotes under this contract. She has 18 years of IT industry experience in government sales, working with state, local, and federal customers. She brings many years of experience as an Inside Sales Rep, along with strong government procurement knowledge, contract experience, and customer communication skills.
- **Jonathon Black, CSE** – As the CSE and Pre-Sales Solutions Architect, Mr. Black will support the OMNIA Partners Master Agreement as the primary technical advisor for our Account Team. He will actively drive and manage technology and solution evaluations, as well as articulate technology and product positioning to both business and technical evaluators. Mr. Black will identify any technical issues to ensure complete customer satisfaction through all stages of solution development. He has been in the IT industry for 17 years and has been a solutions architect for the past 3 years.
- **Christopher Hawco, Order Management Representative** – Mr. Hawco will support the Account Manager and ISR by managing all orders to ensure timely delivery in accordance with contract requirements. He will work with suppliers to expedite product shipments and process returns as necessary.
- **Jodie Vaughn, Director of Contracts** – With over 20 years of experience in both prime contract and subcontract negotiations, management, and compliance, Ms. Vaughn leads a team of four professional contract administrators that manage all major IDIQ/GWAC awards for Iron Bow, including GSA, SEWP, CIO-CS, 4 CHESSE contracts, and all other major awards. She works cross functionally to advise on contract procedures, scope, compliance, and pricing; interprets written contractual terms and conditions; coordinates and attends all program reviews; submits all sales reporting; and pays all contract-related fees.
- **Mary Gray, Sr. Contracts Administrator** – With 15+ years of experience, Ms. Gray manages the day-to-day operations for Iron Bow's large contract vehicles.
- **Bill Saltenberger, General Manager, SLED / Commercial** – Mr. Saltenberger brings over 23 years of sales, management, and operations experience within the IT, communications, and financial industries. As General Manager, he is responsible for the strategy, management, and delivery of IT solutions to various clients and industries such as the Commonwealth of Virginia; Fairfax County Virginia; Hernando County Public Schools, FL; Navy Federal Credit Union; and CACI. For this contract, he will serve as one of the escalation points for the County should it have issues with our onsite leadership team. To this end, his Account Manager, **Cliff Golden**, will serve as Cobb County's Customer Success Manager who will stay engaged throughout the contract lifecycle with the OEMs and other partners to ensure the County's needs continue to be met.

Iron Bow's other organizational units—Finance, Professional Services, Contracts, and Human Resources (HR)—will provide critical resources to ensure continuity of operations (COOP) for our OMNIA Partners project team.

### 3.3 Small and Minority Business Participation [XXXVII]

Cobb County Government encourages the participation of all businesses in offering their products and services with the goal of fairly and competitively procuring those products and services at the most reasonable cost. To that end, the County seeks to foster minority and women-owned business, and small business, opportunities in the award and implementation of contracts. The County seeks to build a diverse, inclusive, and prosperous group of suppliers who can effectively compete in business while obtaining quality goods and services in a competitive, efficient and non-discriminatory manner.

Iron Bow is committed to providing an equitable opportunity for small businesses, small-disadvantaged businesses (SDB), woman-owned small businesses (WOSB), historically underutilized business zone businesses (HUBZone), veteran-owned small businesses (VOSB), and service-disabled, veteran-owned small businesses (SDVOSB) to participate in subcontracting opportunities on our contracts. We continually seek to add new diverse suppliers and subcontractors to our already significant family of partners. This is demonstrated by our Individual Subcontracting Reports and Summary Subcontracting Reports, which Iron Bow is required to provide on several of our GWACs.

Iron Bow's subcontracting program is intended to use existing and develop new relationships with small business concerns to meet the small business goals of our clients. Our outreach efforts include:

- Contacting minority and small business trade associations
- Contacting business development organizations
- Seeking referrals from our key OEMs for top-performing small business organizations
- Requesting sources from SAM and the Small Business Administration (SBA)
- Attending small and minority business trade fairs and procurement conferences

Internal efforts to guide and encourage purchasing personnel include:

- Presenting workshops, seminars, and training programs to sales and program management personnel
- Establishing, maintaining, and encouraging the use of small business, SDB, WOSB, HUBZone, VOSB, and SDVOSB concern source lists, guides, and other data for soliciting partners
- Monitoring activities to evaluate compliance with participation and subcontracting plans

Iron Bow has established a Small Business Liaison Office (SBLO) responsible for promoting the use of small business, SDB, WOSB, HUBZone, VOSB, and SDVOSB concerns. The SBLO coordinates events for staff to reinforce the requirements regarding using small businesses and opportunities to work with Iron Bow. The SBLO maintains a list of small business, SDB, WOSB, HUBZone, VOSB, and SDVOSB concerns in our Oracle database. These are available to all Iron Bow staff for review when seeking partners. The SBLO meets personally with representatives of small businesses that have the potential to do business with Iron Bow. This one-on-one contact surpasses the simple provision of information on a website from which we can later pursue relationships. This is the first step in building a long-term successful relationship.

Product and category discounts do not change when we partner with a small business or any other subcontractor.



**4.0 EXPERIENCE [5.4]**

Include a list of the five (5) most relevant or comparable contracts completed by your firm during the past five (5) years with a public entity. For each contract, provide the following information.

Iron Bow's reputation in the marketplace is demonstrated by accolades from objective third parties, such as Washington Technology magazine, which consistently named us among its Top 100 companies (2012-2020). We earned the Washington Business Journal's 2017 Innovation Award for our CLINiC telehealth solution, a patented virtual care device. Virginia Business and The Washington Post have named Iron Bow among the best workplaces in recent consecutive years, indicating employee satisfaction, retention, and corporate stability, all benefitting our customers.

Reviews of our work by our customers, such as in Contractor Performance Assessment Reports (CPARs) by federal agencies, demonstrates our reputation in the market for products and services. For example, for a 2017 video integration project under our Department of Veterans Affairs (VA) Clinical Enterprise Videoconferencing Network (CEVN) contract, the VA said, "The contractor delivered an exceptional product on-time and within the budget allocated by the Government... The function, performance, and aesthetics of the application have exceeded all expectations."

As noted in [Section 7.1.1](#), our help desk services have earned very high praise. For instance, the Department of Veterans Affairs (VA) noted in a 2019 CPAR that one of our desks had achieved its SLAs 100 percent of the time, customer surveys were returned as indicated, and callers were extremely satisfied 99 percent of the time. After we revamped and added services to the help desk in 2018, the VA said, "The amount of time for testing and working with the VA contracting officer's representative (COR)/project manager (PM) on these tasks was excellent. The Contractor definitely made a difference here and it showed." And finally, "Customer satisfaction levels above 95 percent for a national help desk of this size to include the scope of the complexity of services provided are unheard of in the industry."

During COVID, call volume increased from 300 to 2,200 calls in a single day, peaking at 4,000 calls a day. In response, our team accelerated the deployment of patient video tablets (PVTs) to support remote telehealth encounters. To meet demand, Iron Bow's Call Center/Help Desk staff expanded from 25 to 125 personnel in 90 days while maintaining high levels of customer satisfaction. During this time Iron Bow continued to meet service-level agreements (SLAs), including 30-second Average Speed to Answer (ASA).

Our high-level certifications and partnerships we have earned from our top-tier OEM partners also illustrate our products and services reputation in the marketplace. To name a few: Amazon Web Services (AWS), Select Consulting Partner (among others); Cisco, Gold; Dell/EMC, Premier; Intel, Elite; Microsoft, Gold; NetApp, Platinum; Poly, Gold. Finally, Iron Bow has earned Partner of the Year and multiple awards from many of these OEMs numerous times.

In the following sub-sections, we provide past performance references for five relevant contracts performed over the past 5 years.



#### 4.1 Past Performance 1: Virginia Information Technologies Agency (VITA) – Device as a Service (DaaS)

RFP Requirement	Iron Bow Response
a. Scope of services/contract description.	<p>Iron Bow is currently performing under a 9-year (5 years with two 2-year options) program, valued at \$340 million, providing cradle to grave end-user device support for nearly 60,000 devices at over 2,100 sites covering 86 agencies and spanning 97 cities throughout the Commonwealth of Virginia.</p> <p>The End User Services – Computing (EUC) program is a component in the VITA's overall strategy to implement a new IT Infrastructure Services Program (ITISP). Iron Bow provides VITA with a managed service solution to acquire end-user devices and peripherals, field services and technical support, software services (distribution, client image engineering, patching, and updating), and hardware services (product selection and refresh and replacement). Iron Bow is responsible for maintaining an online catalog of all services and products available to VITA; catalog details include technical specifications, costs, inventory availability, delivery time, and options to enable end users to make an informed purchasing choice.</p> <p>We support city/state employees and on-site support contractors by aligning the appropriate service level to duties and objectives. The systems and processes employed in delivering the VITA program can readily scale up or down as customer demands require. Iron Bow's Help Desk, inventory management, and sparing solution was designed specifically around a modular construction that can be deployed to neighboring state, federal, or DoD environments.</p> <p>For successful delivery of the EUC devices and hardware, Iron Bow uses an approach that has the ITIL methodology at its foundation. Building on this, Iron Bow provides a multi-tier support level environment (e.g., VIP, Gold, Silver, Bronze) to deliver services customized to individual user needs. About 131 full-time employees (FTEs) deliver a comprehensive managed service solution with onsite support and 24/7/365 coverage options. Support levels can be reduced or enhanced based on evolving needs. We work collaboratively with VITA and their other as-a-service providers to coordinate continuous service improvement of provisioning our processes and policies.</p> <p>By thoroughly analyzing individual user needs, Iron Bow developed customized user profiles on which to base device configurations and service levels. This enables us to meet all aspects of service needs while mitigating unnecessary hardware and support costs. In addition, we have made significant investments in management systems and automation to reduce touch points and limit unnecessary headcount.</p>
b. Dollar value of contract.	\$340 million
c. Assigned project personnel.	Scott Lindsay, Program Director; Carlos Espinal, Senior Field Services Manager; John Lowery, Senior Field Services Manager; John Sharp, Solutions Engineering & Architecture Manager; Dana Parent, Dep. Program Manager; Leonard Harris, Quality Assurance & Catalog Manager; Bryan Brenegar, Project/Demand Manager (Acting)
d. The contracting entity's contact person, current phone number, and current e-mail address as reference information.	Matt Gill, Service Owner, End User Services Enterprise Technology Services and Solutions (ETSS); (804) 416-6051 (o), 804-502-9330 (m); <a href="mailto:matt.gill@vita.virginia.gov">matt.gill@vita.virginia.gov</a>
Period of performance	September 14, 2018 – September 13, 2023

#### 4.2 Past Performance 2: Maryland Judiciary – Cloud-Based Unified Communications Solution

RFP Requirement	Iron Bow Response
a. Scope of services/contract description.	<p><b>Customer Goals:</b> The Maryland Judiciary (Judiciary)—the Judicial Branch of the Maryland State Government—is responsible for resolving all matters involving civil and criminal law in the State of Maryland. Maryland has a</p>

four-tiered court system consisting of the District Court of Maryland, Circuit Courts, the Court of Special Appeals, and the Court of Appeals. The Judiciary sought to:

- Modernize the voice and data communications systems with a cost-effective, cloud-based Telephony system solution for Judiciary locations within the Annapolis Area (Phase I) with future expansion capabilities statewide (Phase 2).
- Provide a platform to leverage new voice and data applications including work from home and mobility for staff to be more productive and improve the user experience for State constituents.
- Leverage the existing multi-protocol label switching (MPLS) networks, which provide redundant connections to each site to support the new telephony solution, and the public Internet for work-at-home situations.
- Obtain a solution capable of expanding to the remaining Judiciary locations statewide.

**Scope of Work:** Iron Bow designed, configured, installed, and maintains a FedRAMP-authorized unified communications (UC) solution—UCM Cloud—leveraging proven Cisco technology, the State of Maryland's existing MPLS networks, and our industry-leading 24/7/365 managed services. We also provided dual connectivity to the Judiciary's primary MPLS network (Verizon) and its backup MPLS network (State of Maryland MPLS) to enable the solution.

**Number of Users Supported:** 789 users and ~1,000 devices (Phase 1); future addition of all Judiciary locations across the State of Maryland with the ability to scale to a potential of 8,000 stations/endpoints

**Number of Locations Supported:** 8 locations (Annapolis) for Phase 1, with 55 potential future locations throughout the State of Maryland

This end-to-end encrypted and FedRAMP-authorized solution is comprised of two core technologies:

- **Cisco Unified Communications Manager (UCM)** provides Maryland Judiciary (Judiciary) employees with unified voice, video, instant messaging and presence, meeting, and mobility capabilities as well as call control and session management.
- **Cisco Unified Contact Center Express (UCCX)** provides a secure and easy-to-deploy customer interaction management solution with call queuing and distribution of incoming calls destined for up to 400 agents. UCCX provides a multi-channel customer-care application environment for internal and external users to interface with the Judiciary. It unifies process workflows regardless of communication type (voice, data, web, and social media).

This solution meets and exceeds the customer's requirements for mobility, scalability, robust security and FedRAMP compliance, interoperability, redundancy, upgrades and disaster recovery, a consumption-based pricing model (after Phase 1—Annapolis Campus), and enhanced reporting and analytics.

The UCM Cloud solution:

- Integrates with the Judiciary's Active Directory and Microsoft O365 applications as well as integrates (or replaces) a wide range of other third-party communication applications (e.g., Interactive Voice Response [IVR], Mass Notification System, ServiceNow Ticketing System, contact center applications, and voice messaging)
- Supports the existing four-digit dialing plan for its Annapolis Campus
- Allows the Judiciary to keep/port its current DIDs
- Uses emergency response capabilities to correctly route 911/E911 calls while also alerting onsite parties via multiple methods of communication
- Complies with NIST 800-58 standards for Security over VoIP systems.

For connectivity, we extended the Judiciary's existing MPLS network to the UCM Cloud by bringing one dedicated MPLS circuit to each Equinix data center. The MPLS equipment is owned by Maryland Judiciary and peers directly with Iron Bow's equipment. That peering enables the UCM Cloud solution to be a part of Maryland Judiciary's WAN connection.

We also provided staff with five Cisco conference phone models and a range of services, including a robust training program for users, administrators, and operations staff and developing specific automatic call distribution (ACD) queues for the attorneys to accept inbound calls.

Our team included subcontractor Oneida Communications—a Maryland-based Minority Business Enterprise (MBE)—which conducted initial site and network assessments and network and cabling remediation before deployment and managed physical phone placement onsite at Judiciary offices during transition.

**SLAs (if applicable):** UCM Cloud provides redundancy via two data centers, in Silicon Valley and Dallas. Survivable Remote Site Telephony (SRST) adds automatic local telephony survivability during outages. SRST provides seamless transitions during failure and restoration. SLA of the service is 99.99% (99.999% with SRST). The architecture is based on FedRAMP security requirements. U.S. government-defined service-level agreements (SLAs) are used to resolve security events.

Iron Bow provides Tier 2 and Tier 3 support from Iron Bow's Virginia-based Client Service Center. Our support model follows a live 24/7/365 staffing model based on the Information Technology Infrastructure Library (ITIL). The team includes Cisco-certified engineers with technical expertise to troubleshoot and resolve issues on all components of the UCM Cloud portfolio. Services are delivered remotely from the Iron Bow Client Service Center, located in Chantilly, VA.

**Significant Achievements:** To meet the customer's requirement for a multi-instance architecture to ensure a more secure environment allowing greater flexibility and control compared to a multi-tenant architecture, Iron Bow deployed multiway redundant, dedicated applications and architecture. In addition, transport/connectivity from the Judiciary to the UCM Cloud solution is on a dedicated virtual routing and forwarding (VRF) instance to further secure traffic.

Additionally, the customer's growth plans entail adding all Judiciary locations across the State of Maryland with the ability to scale to a potential of 8,000 stations/endpoints. Iron Bow deployed a UCM Cloud solution with a single cluster capacity of 40,000 endpoints, which exceeds the Judiciary's requirements. Multiple clusters may be grouped to increase capacity beyond 40,000 endpoints. The system is designed to have the ability to be ramped up or down to any specific needs of the Judiciary at any given moment. No matter how large the Judiciary may grow, the UCM Cloud solution can handle the capacity.

b. Dollar value of contract.	Base Year \$1,137,246.85 - executed Renewal Option #1 (Year 2) \$349,188.50 – PO in house/elected
c. Assigned project personnel.	Katie Barton, Senior Account Manager; Jonathon Black, Consulting Systems Engineer; Kressa Stewart, Inside Sales Representative
d. The contracting entity's contact person, current phone number, and current e-mail address as reference information.	Steve Maruca, Project Manager – Portfolio & Project Management, Judicial Information Systems; <a href="mailto:steven.maruca@mdcourts.gov">steven.maruca@mdcourts.gov</a> ; (410) 260-6508 (o)
Period of performance	February 26, 2021 – February 25, 2026 (base year plus 4 renewal option years)

#### 4.3 Past Performance 3: Veterans Affairs (VA) Office of Connected Care (OCC) – Clinical Enterprise Videoconference Network (CEVN) Blanket Purchase Agreement (BPA)

RFP Requirement	Iron Bow Response
a. Scope of services/contract description.	<p>Scope of Work: In support of OCC's connected care technology program and associated OCC projects, Iron Bow acquires connected care equipment, software licenses, and subscriptions, and provides integrated services and solutions. OCC's connected care technology network is an enterprise-wide, complex, and diverse system for distributing, supporting, and sustaining healthcare and related services. Iron Bow provides equipment and services supporting VA mobile applications; VA telehealth, including synchronous, asynchronous, home</p>

telehealth, and remote patient monitoring; and My HealtheVet, VA's current patient portal. "Connected care technologies" are defined as the combined ecosystem of clinical video equipment and software; store and forward technologies; web and mobile health applications; software-as-a-service (SaaS) / platform-as-a-service (PaaS) technologies; COTS software products; mobile medical devices and peripherals wearables; remote patient monitoring and home telehealth technologies; online health portals; future connected care technologies; and ancillary items.

Under the single-award BPA, Iron Bow and its ecosystem of small business services and technology partners deliver support under seven (7) Functional Areas:

1. Equipment and Software Provisioning, Deployment, and Maintenance
2. Help Desk Support
3. Connected Care Technology Software and Mobile Medical Application Design, Development, Enhancement, and Remediation
4. Infrastructure and Architecture Support
5. Program, Project, and Release Management and Deployment Support
6. Communications Support
7. Training Development, Delivery, and Implementation

Since 2010, Iron Bow has supported the OCC connected care program for two (2) 5-year contract iterations and is currently operating under bridge/transition contract with options to extend through 9/29/2023. In 2010, VA had the vision to stand up and expand Clinical Video Telehealth (CVT) at every VA medical center and clinic. VA Video Connect (VVC), Telehealth Management Platform (TMP), and Virtual Care Manager (VCM), widely used VA telehealth applications, did not exist, there were no Digital Divide Solutions to support Veterans in rural areas, there were no ATLAS sites, the Tele-ICU program didn't exist, the first of many VA Facility Telehealth Coordinators (FTCs) were just getting hired, there were no Telehealth Clinical Technicians (TCTs), and there were only ~10 VA facilities that had telehealth carts and video endpoints. In 2011, the VA OCC's Telehealth Services group invested \$102 million through the original Clinical Enterprise Video Network (CEVN) BPA to acquire telehealth carts, video endpoints, and peripherals for over 1,300 VA locations to support up to 44 different modalities.

Fast forward to 2021, and over 2.2 million Veterans have received some form of healthcare through Connected Care solutions, including 9 million VVC encounters in the last year alone. Over 100,000 VA staff have used at least one OCC application, including VCM. Over 2,000 telehealth carts at over 1,600 VA locations provide up to 44 modalities. Tele-ICU has been expanded to over 40 locations, ATLAS has 10 sites operational, and hundreds of FTCs and TCTs. In addition, over 130,000 iPads with data plans have been distributed as part of Digital Divide, over 21,000 phones have been provided to Homeless Veterans, and hundreds of products. These products include FDA-approved medical devices that are now part of the ecosystem. Clinical adoption, training, and outreach services have been expanded exponentially with hundreds of pieces of training being offered each year. There are thousands of calls to and from Veterans each month. Services have expanded to include application development and support for over 13 mobile medical applications used by Veterans and Staff. Human-Centered Design (HCD) and Predictive Analytics are being implemented. Patient-Generated Health Data (PGHD) is being captured and visualized. Support has been extended to Veterans and their caregivers, and there are 4 Centers of Excellence.

Under the current VA OCC contract, Iron Bow provides telehealth equipment, service desk, software and application development, predictive analytics, clinical workflow consulting, training, outreach, and more. From 2015–2020, Iron Bow executed 2,000+ delivery orders (DO) and provided 343,000+ pieces of telehealth equipment to VA facilities and Veterans' homes across the U.S. In 2021 alone, Iron Bow supported OCC's digital health efforts through the following:

- Executed 450+ DOs
- Delivered 100,000+ pieces of telehealth equipment to VA facilities and Veterans' homes across the U.S.
- Supported 9 million+ virtual care encounters
- Responded to 335,000+ help desk calls, and made 120,000 outbound help desk calls to Veterans directly
- Maintained a 4.7 out of 5.0 customer satisfaction rating with Veterans we support

- Kitted and deployed 75,000+ Patient Video Tablets (PVTs) for Veterans and Smart Phones for Homeless Veterans
- Managed 400,000+ VA assets
- Provided over 300 virtual forums, webinars, and intensives, including 50 Telehealth Champions training sessions with an average attendance of 350 participants

Iron Bow's in-house VA OCC team has over 750 years of combined VA-specific experience and 600 years of combined clinical expertise - 430 of those employed by VA, including 130 years of combined VA telehealth. In addition, 80% of the leadership and 32% of the program management teams each have over a decade of healthcare experience. Our team is augmented by a robust partner ecosystem, including Small Business and Veteran-Owned companies. We subcontracted on average 48% to Small Businesses (SB) and 20% to Veteran-Owned Small Businesses (VOSB) since 2015 on the previous iteration of the OCC Clinical Enterprise Video Network (CEVN) BPA. These extensive and unparalleled partnerships continue to bring best-of-breed solutions to VA and our other customers, allowing us to innovate and evolve with the constantly changing Digital Health marketplace.

Year	Service Spend	# of Service Orders	Product Spend	# of Product Orders	Total	Total Orders
FY15	\$6,126,110.37	29	\$21,513,346.52	150	\$27,639,456.89	153
FY16	\$34,375,169.36	36	\$46,414,450.28	151	\$80,789,619.64	167
FY17	\$15,347,231.10	33	\$54,040,401.76	176	\$69,387,632.86	188
FY18	\$73,611,389.66	59	\$106,221,956.33	296	\$179,833,345.99	310
FY19	\$61,636,883.06	31	\$38,325,861.23	200	\$99,962,744.29	212
FY20	\$92,037,068.88	39	\$118,149,641.01	297	\$210,186,709.89	319
FY21	\$119,134,557.66	17	\$127,933,391.17	309	\$249,067,948.83	326
FY22	\$127,502,027.77	13	\$100,524,301.37	287	228,026,329.14	300
b. Dollar value of contract.			\$907,779,507			
c. Assigned project personnel.			Mark Storms, Account Manager; Alex Mujica, VA OCC Portfolio Director; Joe Henney, VA OCC Senior Portfolio Manager; David Yanez, VA OCC Clinical Portfolio Manager; Alex Hamilton, Senior Solutions Engineer; Cindy Wamsley, Director of VA Programs; Jo-Ellen Doldo, OCCHD Senior Program Manager			
d. The contracting entity's contact person, current phone number, and current e-mail address as reference information.			Luz Cuff, Management & Program Analyst, VHA Office of Connected Care; <a href="mailto:luz.cuff2@va.gov">luz.cuff2@va.gov</a> ; Phone: 407-840-6987			
Period of performance			September 30, 2015 – March 2021; operating under bridge/transition contract 3/30/2021 – 9/29/2021 with options to extend to 9/29/2023			

#### 4.4 Past Performance 4: County of Fairfax (Virginia) – Hardware and Warranty

RFP Requirement	Iron Bow Response
a. Scope of services/contract description.	
Iron Bow has provided 2,500 Dell laptops and accessories in a project that, with added warranties and services, will extend 5 years. Fairfax County purchased the Dell equipment and services through us to meet COVID-related needs; that is, enabling employees across several departments to work from home. Iron Bow ensured the equipment—Latitude 7320 2-in-1 laptops, docking stations, and mini display ports—was provided to employees on time, and we will ensure they continue to receive Dell support as purchased by the county. The support comes under the ProSupport Plus package, where Dell technicians will go to employees'	



homes as needed to service their equipment. Coverage is available for 5 years under the warranty and service provisions of the contract, which Iron Bow recommended to the county.

Of note, the purchase was supported by the COVID-related federal CARE stimulus. Under very tight timelines, Iron Bow worked directly with Dell to properly coordinate delivery and installation by a specific deadline. Iron Bow also worked to provide Fairfax County IT representatives' end-user-facing instructions and device decals to assist new users in properly using the devices in an attempt to reduce the number of IT help desk tickets.

That service is indicative of our relationships with both Dell and Fairfax County. We have been a Platinum partner with Dell since 1998 and know its offerings intimately. Our key staff have worked with the county for 15 years and know its technology needs, budgets, and forecasts as well. In fact, Iron Bow now primes all Dell business for the county.

b. Dollar value of contract.	\$5 million
c. Assigned project personnel.	Katie Barton, Senior Account Manager; Jonathon Black, Consulting Systems Engineer; Kressa Stewart, Inside Sales Representative
d. The contracting entity's contact person, current phone number, and current e-mail address as reference information.	Jeff Porter, Director, IT Platform Technology; (703) 324-3667; <a href="mailto:Jeffrey.Porter@fairfaxcounty.gov">Jeffrey.Porter@fairfaxcounty.gov</a>
Period of performance	August 1, 2021 – August 1, 2026

#### 4.5 Past Performance 5: The School Board of Hernando County, FL – Video Surveillance

RFP Requirement	Iron Bow Response
a. Scope of services/contract description.	Iron Bow and our partner GC&E—an Alaska native, 8(a) small business—worked closely with Hernando County School District to assess its safety risks and develop integrated security solutions that were customized to address the district's unique risks and threats. From initial vulnerability assessments, to access control, video surveillance, and vape detection, our team was able to equip the schools with a surveillance camera solution to fit their needs. We are currently working with 20 schools (many completed) to implement an IP Video Surveillance system that includes cabling, installation, and configuration of Axis IP cameras. This also includes a Video Management System to retain recording on motion 24/7. Along with installing the cameras, we also provided licenses for each camera for video storage. Another critical piece was including a training session for the system operators. Ensuring the safety of students, teachers, staff, and the general public at educational facilities required a comprehensive approach to security that requires a thorough understanding of the potential risks and threats. The scope of project included over 1,200 Axis Communications cameras.
b. Dollar value of contract.	\$1.2 million
c. Assigned project personnel.	Cliff Golden, Account Manager; Christina Christian, Project Manager; Jonathon Black, CSE; Kressa Stewart, ISR
d. The contracting entity's contact person, current phone number, and current e-mail address as reference information.	Jill Renihan, Director of Safe Schools; <a href="mailto:renihan_j@hcsb.k12.fl.us">renihan_j@hcsb.k12.fl.us</a> ; (352) 797-7233
Period of performance	February 16, 2022 – February 15, 2023

## 5.0 PRODUCT INFORMATION/SERVICE CAPABILITY [5.5]

### 5.1 Service Capability and Service Centers [5.5(a)]

a. Provide detailed information on service capability and the availability of service centers for maintenance and repairs on a national level. Indicate how many authorized service centers will be available for each state. Will pick up and delivery services be available for service of large equipment items?

#### 5.1.1 Service Capability [5.5(a)]

Iron Bow is a trusted source for a vast array of IT products and services for our customers, including:

**Products** – Iron Bow is directly and formally authorized as a reseller by over 200 major OEMs. Many other OEMs do not require formal reseller authorization. Altogether, Iron Bow sold the products of over 1,200 unique OEMs last year. We have access to over 2,000 additional OEMs through our partnerships with 10 major IT distributors.

**Professional Services** – Our services are performed by experienced, OEM-certified engineers who support the full product lifecycle, from analysis and design through implementation and operational support.

**Complex Solutions** – Our staff is experienced in design, integration, deployment, and sustainment of complex multi-technology solutions that include computer systems, networking, UC, voice over Internet protocol (VoIP), data center, wireless, audiovisual (AV), video teleconference (VTC), and security components.

**Customer Success Center (CSC)** – Our CSC provides all of our managed services and various help desk solutions. They can and do support our Anything-as-a-Service (XaaS) offerings as well as our various cloud computing on down to our most basic of network managed services.

Iron Bow has much experience delivering products and services similar to what we are proposing for this contract. The following are just some of the state, local, and commercial customers for which we have designed and deployed solutions for: Fairfax County, VA (remote workforce/laptops, network); Plant City, FL (AV/VTC); Maryland-National Capital Park and Planning Commission (networking); Jackson Health System (AV/VTC); VITA (DaaS); VA Alcoholic Beverage Control Authority (DaaS); C2 Technologies (storage consolidation); DLA Piper (managed network services, wireless redesign, SD-WAN); Huntington Ingalls Industries (end-user device support, network); McCormick Company (AV/VTC); NHIC Corporation (security); The Queen's Health Systems (collaboration, telehealth); Frederick Community College (managed unified communications as a service [UCaaS]); Kaiser Permanente (telehealth); Airbus (program management, network); Navy Federal Credit Union (networking, datacenter, collaboration); MedStar Health (AV, VTC, wireless).

#### Iron Bow Technical Practice Areas

- Asset Management
- AV/VTC
- Cloud Computing
- Cyber Security
- Data Center
- Enterprise Mobility
- Network Infrastructure
- Networking
- Telephony
- Unified Communication and Collaboration
- Virtualization
- Visual Communications
- XaaS



In addition to Iron Bow's native service delivery capabilities, we maintain partnerships with over 200 professional service subcontractors, allowing for a complete solution offering in every market segment. Many of these firms are small businesses, which helps Iron Bow meet government-defined small and disadvantaged business subcontracting requirements. Our service delivery methodology ensures all implementation projects are managed consistently and with high quality regardless of whether the engineers are Iron Bow employees, subcontractors, or a combination of both.

Iron Bow offers equipment maintenance through OEM-branded warranty/maintenance SKUs for the products purchased under this contract and via our own Iron Bow-branded maintenance support packages (Iron Bow Professional Support Services [PSS]). Regardless of the maintenance purchased, Iron Bow's CSC, located in Chantilly, VA, can also provide first-call support for all warranty issues. The CSC Team currently fields about 500,000 calls per year.

Iron Bow offers maintenance and warranty support that leverages key components of the traditional OEM-branded maintenance, including:

- Global, 24-hour access to our U.S.-based CSC for covered devices
- Advanced hardware replacement, including next-business day options
- Access to operating system software updates and upgrades
- 24-hour access to online technical resources accessible via web, email, or phone
- Support capabilities that provide product lifecycle information, service coverage, and alerts
- Proactive diagnostics and immediate alerts on devices enabled by our monitoring services
- Monitoring of equipment and hardware for a comprehensive view of the entire infrastructure
- Ability to complement PSS services with additional managed services customized to unique requirements

As with any of the other services requested under a task order, Iron Bow will review and provide a proposal in response to the participating public agency's (Agency) specific request. Our maintenance proposal will show defined levels of service available and the associated prices for the Agency's consideration.

### 5.1.2 Authorized Service Centers

Indicate how many authorized service centers will be available for each state.

Iron Bow can provide all required services to Agencies nationwide. We will leverage our experience supporting all 50 states and 3 territories, as well as 12 countries in South America, Africa, Europe, and Asia. We currently maintain sales staff in Alabama, Arizona, California, Colorado, Delaware, Florida, Hawaii, Illinois, Indiana, Kentucky, Louisiana, Maryland, Montana, New Hampshire, New York, North Carolina, Pennsylvania, Texas, Virginia, Washington, West Virginia, and the District of Columbia and are seeking to enter new markets when they fit our business requirements.

Iron Bow has six corporate office locations; addresses and numbers of sales-oriented employees are provided in **Table 3**. Note that these corporate offices house more than just sales personnel. We also leverage the distribution facilities detailed in both [Section 5.1.2](#) and [Section 7.1.2.5](#).

**Table 3. Iron Bow Locations**

Location	Address	Phone	Sales Personnel
Virginia Headquarters	2121 Cooperative Way, Suite 500, Herndon, VA 20171	(703) 279-3000 (800) 338-8866	32
Virginia – Program Management Office (PMO), Test and Integration Lab	14370 Sullyfield Road, Suites A and B, Chantilly VA 20151	(703) 279-3000	3
Washington – Remote Sales/Engineering Office	20415 72nd Avenue South, Suite 410, Kent, WA 98032	(253) 867-1800	7
Virginia – 24/7/365 CSC	3635 Concorde Parkway, Suite 700, Chantilly, VA 20151	(703) 279-3000	3
Hawaii – Remote Sales/Engineering Office	737 Bishop Street, Suite 2040 Honolulu, HI 96813	(800) 338-8866	1
Maryland – Remote Sales/Engineering Office	1401 Mercantile Lane, Suite 300 Largo, MD 20774	(240) 487-1400	14

### 5.1.3 Pickup and Delivery Services

Will pickup and delivery services be available for service of large equipment items?

Yes, pickup and delivery services are available for non-standard shipping items and may carry additional charges.

## 5.2 Payment Terms and Methods [5.5(b)]

b. Provide available payment terms and payment methods – purchase order, credit card (procurement card), etc. If credit cards are accepted, may credit card payment(s) be made online?

Iron Bow accepts all methods of payment. Other customers can order via fax, email (with attachments in one of the prescribed formats), and paper copies (via U.S. mail or private courier), as well as electronic data interchange (EDI). Iron Bow will capture and incorporate all required information for order acceptance from all types of orders.

Once equipment has been delivered and accepted at the customer site, invoices will be exported from the system in accordance with contract terms and submitted to the participating agency for payment. Iron Bow accepts all methods of payment.

### 5.2.1 Credit Card Orders

Iron Bow currently accepts credit card orders via phone or the web portal in our iStore module and can extend this support to the participating Public Agency, if applicable. Purchasing thresholds can be set as desired. We will capture all information necessary to provide the Agency with full and detailed reporting of credit card use. This automation will help limit any errors that may occur from human intervention. Orders will be screened and only accepted when found to be in accordance with the order requirements established by the Agency for credit card use. Note that credit card fees incurred by Iron Bow are not directly passed on to customers.

### 5.2.2 Flexible Financing

Iron Bow has extensive experience structuring and securing a variety of flexible and creative financing options. We've worked with states to construct flexible yet predictable Device-as-a-Service pricing, as seen in our VITA EUS contract. We've worked with a wide variety of banking and financial institutions to not only secure the most attractive rates for our customers, but to also obtain various leasing and financing options. We have secured such financing options for our government, commercial, and healthcare customers across a wide variety of terms and requirements. We have also maintained long-term relationships with financial institutions, such as HP Financial Services, Dell Financial Services, Cisco Capital, and Key Bank to ensure that this flexibility in options remains consistent for our customers. Ultimately, it's important that Cobb County understand that Iron Bow not only has access to these financing options but that we're leveraging them with our customers every year.

### 5.2.3 Order Management

The Iron Bow Order Management System was developed as a complete product provisioning solution with an emphasis on the unique support requirements inherent in product procurement contracts. The system has been proven over the past 10 years to achieve these goals. We continually re-evaluate capabilities, efficiencies, and system accuracy, taking into consideration technology improvements that may enhance our existing support features. We describe this process in detail in [Section 7.1.13](#).

## 5.3 Pricing [5.6]

### 5.3.1 Proposed Pricing [5.6(a)]

a. Suppliers shall provide pricing based on a discount from a manufacturer's price list or catalog. Prices listed will be used to establish the extent of a manufacturer's product lines, services, warranties, etc. that are available from Supplier and the pricing per item. Multiple percentage discounts are acceptable, if where different percentage discounts apply, different percentages are specified. Additional pricing and/or discounts may be included.

- Include an electronic copy of the catalog from which discount is calculated. Electronic price lists must contain the following: (if applicable)
  - o Manufacturer part #
  - o Supplier's Part # (if different from manufacturer part #)
  - o Description
  - o Manufacturer's Suggested List Price and Net Price
  - o Net price to Cobb County, GA (net price shall include freight and any additional fees that may be charged such as credit card processing, administrative fees, etc.)

Media submitted for pricing must include the Supplier's company name, solicitation name and bid #, and the bid opening date on a Flash Drive.

#### 5.3.1.1 Price Lists

Iron Bow presents representative sample of supported OEMs, along with a crosswalk of the locations for the associated pricing schedules provided by the OEMs, where available, for product lines that are anticipated for sale, in **Table 4** (next page, beneath access instructions).

Due to the diversity of product offerings, the parts list data provided to Cobb County has been split into three unique submission types – 1) Secure Document Repository link with provided access password, (2) web-based price list, and (3) manufacturer's website with standard pricing and supported product lines.

Following is a mapping to access these parts lists:

- 1) **Secure Document Repository (“OMNIA Price Lists - Iron Bow”)**: A web-based link is provided to a secure repository where the various Price lists are located. Each price list is labeled with the OEM’s name for ease of access. Within the document, headers are clearly identified, and all products are provided with the suggested list price.

To gain access to OEM Price Lists, please copy and paste, or click the link provided:

<https://ironbowgcc.sharepoint.us/:f:/s/CobbCountyOmniaProposal/EtJw8tsbEo5GnmxcToGLwRQBtYfTHWZgA1QspLjic1Nlcw?e=vYAevK>

Then enter the following password when prompted: **seals-VQg@s**

- 2) **Web-Based Price List**: We provide links to OEM pricing for those suppliers that post parts lists online. Those links can be copied and pasted into any web browser, or the hyperlink can be utilized for one-click access to those price lists.
- 3) **Manufacturers’ (OEM) Website**: We provide directions for individual OEMs that do not have available price lists. These OEMs have product pricing that is spread across categories listed on the web pages provided, though specific instructions will follow.

*Please note that LIST/MSRP pricing is controlled by each manufacturer and, as such, Iron Bow has no control over fluctuations and/or changes that manufacturers implement in their LIST/MSRP pricing.*

**Table 4. OEM Price List Crosswalk**

Manufacturer	Location of Price List	Notes
American Power Conversion Corp. (APC)	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Apple, Inc.	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Aruba	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Asylon	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Ava security	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Avaya, Inc.	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Axis Communications AB	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Belkin International, Inc.	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Canon, Inc.	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Centegix	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
CHIEF	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Ciena Corp.	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Cisco Systems, Inc.	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Citrix Systems, Inc.	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Cognyte software	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Cohesity, Inc.	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
CommVault Systems, Inc.	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
CrowdStrike, Inc.	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s

Manufacturer	Location of Price List	Notes
Dell, Inc.	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Dell, Inc. - Data Center	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Dell, Inc. - Monitors	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Eaton Corp.	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Elasticsearch, Inc.	<a href="https://www.elastic.co/pricing/">https://www.elastic.co/pricing/</a>	Official Pricing Schedule Link - OEM WEBSITE
Extron Electronics	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
F5 Networks, Inc.	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Gallagher security	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Genetec	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Gigamon Systems, LLC	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Hanwha	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Hewlett Packard Enterprise Co.	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
HP, Inc.	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
IBM Corp.	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Intel Corp.	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Intel Security Group (McAfee)	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Ixia	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Jabra Corp.	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Juniper Networks, Inc.	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Lenel S2	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Lexmark International, Inc.	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
LG Corp.	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Logitech, Inc.	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Microsoft Corp.	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
NetApp, Inc.	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Nutanix, Inc.	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Palo Alto	OEM Price List Not Available	
Panasonic Corp.	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Pexip AS	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Planar Systems, Inc.	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Plantronics, Inc.	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Poly.	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Polycom, Inc.	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Pure Storage, Inc.	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Qognify	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Quest Software, Inc.	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Red Hat, Inc.	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s



Manufacturer	Location of Price List	Notes
Riverbed Technology, Inc.	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Ruckus Wireless, Inc.	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Samsung Group	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Sharp Corp.	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Silver Peak Systems, Inc.	OEM Price List Not Available	
Skyline Advanced Technology Services	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Sole Source Technology, LLC	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Splunk, Inc.	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Symantec Corp. (Broadcom)	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Tenable Network Security, Inc.	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Tripp Lite	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Veeam Software	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
VMware, Inc.	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Western Digital Corp.	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Xerox Corp.	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s
Zoom Corp.	<a href="https://zoom.us/pricing">https://zoom.us/pricing</a>	MSRP Pricing is Officially available on the Zoom website.
Zscaler	<a href="#">OMNIA Price Lists - Iron Bow</a>	Password: seals-VQg@s

#### 5.3.1.2 Iron Bow Discounts

We provide Iron Bow Minimum Discounts by OEM in **Table 5**. Additional discounts may be offered to any Agency using this contract at the time of quoting should such deeper discounts be made available to Iron Bow from the underlying manufacturer(s).

Iron Bow has an intimate working knowledge of what each OEM is capable and, to some extent, willing to entertain as it relates to deeper discount levels. We will always strive to achieve better discounts than those listed in **Table 5**. Our intention is to work with our SLED customers to ensure they fully understand the opportunities afforded to them to take advantage of deeper discounts than what we have proposed in our pricing matrix. The discounts in our matrix represent the minimum discount tiers that the corresponding manufacturers are willing to guarantee, thus what Iron Bow is willing to guarantee.

**Table 5. Iron Bow Minimum Discounts by OEM**

Manufacturer (OEM)	Product Category	Min Discount (%)	Product Category	Min Discount (%)	Product Category	Min Discount (%)	Product Category	Min Discount (%)	Product Category	Min Discount (%)
American Power Conversion Corp. (APC)	All	12%								
Apple, Inc.	Notebooks	3%	Desktop	3%	Ipads	1%	Acessories	2%	Apple Care	1%
Aruba	Hardware	24%								
Asylon	All	2%	All	5%						
Ava security	Hardware (Network)	3%	Software	3%	Services	3%	Security Licenses	3%		
Avaya, Inc.	Software	4%								
Axis Communications AB	Hardware (Network)	10%	Software	10%	Security Licenses	5%				
Belkin International, Inc.	Hardware (Accessories)	3%								
Canon, Inc.	All	1%								
Centegix	CrisisAlert Annual Per Site Pricing	12%	Gateway	2%	Badges	2%	Hubs, Strobes, Locating beacon, Outdoor Kit, Scanner, intercom, Cellular wireless backup, Map rendering, Hub Cover	2%		
Checkpoint Software Technologies Ltd.	Software	14%	Renewal	2%						
CHIEF	All	1%								



Manufacturer (OEM)	Product Category	Min Discount (%)	Product Category	Min Discount (%)	Product Category	Min Discount (%)	Product Category	Min Discount (%)	Product Category	Min Discount (%)
Ciena Corp.	OEM, IRM; Waveserver Software Licenses - E1	1%	6500 Photonics, MSPP and MISC COMMONS; RLS, ELS - F	24%	Waveserver (Commons and 100G) F1	28%	6500 Software -F2	47%	PLOPT A, 6500 100G/40G/10 G, T-series, Packet Transport System (PTS), 81xx, DCO - J	21%
	Implementation & Consulting services; Maintenance services, Training	6%	Packet Networking (39xx/51xx); PLOPT-E - L	36%	PLOPTF, Packet Networking SFPs/XFPs - 67	42%	ESM Software; 38xx; Intel XCVR - u	26%	2150, 2110 - y	52%
Cisco Systems, Inc.	Hardware	36%	Software	20%	SmartNet Total Care	13%	A Flex	12%	UCS Hardware	42%
	UCS SmartNet	13%	SmartNet Total Care 1 year	13%	SmartNet Total Care 3 year	15%	SmartNet Total Care 5 year	18%	Advanced Services	1%
Citrix Systems, Inc.	All	2%								
Cognyte software	Software	1%								
Cohesity, Inc.	Data protection and storage	5%	Software	5%	Hardware	5%				
CommVault Systems, Inc.	Software	8%	Maintenance	1%	Services	2%	Training	2%		
CrowdStrike, Inc.	All	8%								
Dell, Inc.	Precision Mobile	31%	Latitude	31%	XPS	1%	Rugged	28%	Chrome Education	28%
	Chrome Enterprise	28%	Optiplex	32%	Precision Workstations	31%	Dell Thin Clients	17%	Alienware Aurora	2%

Manufacturer (OEM)	Product Category	Min Discount (%)	Product Category	Min Discount (%)	Product Category	Min Discount (%)	Product Category	Min Discount (%)	Product Category	Min Discount (%)
Dell, Inc. - Data Center	1 Socket Servers	31%	2 Socket Servers	42%	4 Socket Servers	42%	1 Socket Tower Servers	31%	FX	42%
	PowerVault	38%	Dell EMC SC	38%	MD	38%	Data Protection	41%		
Dell, Inc. - Monitors	P Series Monitors	15%	E Series Monitors	15%	U Series Monitors	15%	Conference Monitor	15%		
Eaton Corp.	Hardware	8%								
Elasticsearch, Inc.	All	2%								
Extron Electronics	All	3%								
F5 Networks, Inc.	All	4%								
Gallagher security	Hardware (Network)	3%	Software	3%	Services	3%	Security Licenses	3%		
Genetec	Hardware (Network)	2%	Software	2%	Services	2%	Security Licenses	2%		
Gigamon Systems, LLC	All	1%								
Hanwha	Hardware (Network)	3%	Software	3%	Services	3%	Security Licenses	3%		
Hewlett Packard Enterprise Co.	Servers	24%	Enterprise Storage	31%	Hyperconverged	31%				
HP, Inc.	Servers	25%	Client	28%	Storage	25%				
IBM Corp.	SaaS	1%	Non-SaaS	1%						
Intel Corp.	All	1%								
Intel Security Group (McAfee)	All	12%								
Ixia	All	2%								
Jabra Corp.	Hardware	2%								
Juniper Networks, Inc.	Hardware	22%	Software	22%	Support	7%				
Lenel S2	Hardware (Network)	3%	Software	3%	Security Licenses	3%				

Manufacturer (OEM)	Product Category	Min Discount (%)	Product Category	Min Discount (%)	Product Category	Min Discount (%)	Product Category	Min Discount (%)	Product Category	Min Discount (%)
Lexmark International, Inc.	All	4%								
LG Corp.	All	1%								
Logitech, Inc.	All	13%								
Microsoft Corp.		1%								
NetApp, Inc.	All	10%								
Nutanix, Inc.		10%								
Palo Alto Networks, Inc.	Products	12%	Cloud Delievered Security Services	12%	PANW premium support	6%	Partner Enablement Premier Support (ASC)	1%	Partner Enablement Premier Support (non-ASC)	6%
	Proff Services	1%	Backline Bundles (Non-ASC)	13%	Prisma Cloud	2%				
Panasonic Corp.	All	12%								
Pexip AS	Software	15%	Support	5%	Installation	5%	Services	5%		
Planar Systems, Inc.	All	5%								
Plantronics, Inc.	All	5%								
Poly.	DC2	3%	DC3	5%	DC4	7%	DC6	17%	DC8	22%
	DC10	27%	DC11	14%	DC12	32%	DC13	32%		
Polycom, Inc.	All	2%								
Pure Storage, Inc.	All	6%								
Qognify	Software	3%	Services	3%	Security Licenses	3%				
Quest Software, Inc.	All	1%								
Red Hat, Inc.	Software	4%	Ansible	4%						
Riverbed Technology, Inc.	All	1%								

Manufacturer (OEM)	Product Category	Min Discount (%)	Product Category	Min Discount (%)	Product Category	Min Discount (%)	Product Category	Min Discount (%)	Product Category	Min Discount (%)
Ruckus Wireless, Inc.	Hardware	8%	Software	6%	Maintenance	4%				
Samsung Group	All	1%								
Sharp Corp.		20%								
Silver Peak Systems, Inc.	All	24%								
Skyline Advanced Technology Services	Services	25%								
SMART Technologies Corp.	All	2%								
Sole Source Technology, LLC	Software	25%	Hardware	15%						
Splunk, Inc.	All	5%								
Symantec Corp. (Broadcom)	Software	1%	Services	1%	Training Credits	1%				
Tenable Network Security, Inc.	All	5%								
Tripp Lite	All	10%								
Veeam Software	All	5%								
VMware, Inc.	All	4%								
Western Digital Corp.	All	2%								
Xerox Corp.	Products	2%								
Zoom Corp.	Meetings	7%								
Zscaler	All	10%								

### 5.3.2 Additional Discounts [5.6(b)]

b. Provide details of and propose additional discounts for volume orders, special manufacturer's offers, minimum order quantity, free goods programs, total annual spend, etc. (if offered).

Given the broad array of manufacturers represented in this bid, it would be impossible to provide a blanket agreement around volume discounts, manufacturer promotions, etc. What's most important for Cobb County to consider about Iron Bow is our extensive list of strategic relationships with manufacturers contained within our price list. Each manufacturer handles trade-ins, strategic competitor take-out promotions, deeper discounts for bigger projects, etc. in different ways. Iron Bow understands how all of these programs work and we strive to ensure our customers understand what is and isn't available to them from the various manufacturers they are considering in any procurement. We have been successful in negotiating bulk purchase agreements between our customers and specific manufacturers, thus allowing customers to lock in specific and deeper discount structures for a certain defined period of times, in some cases multiple years. Our intention is to work with our SLED customers to ensure they fully understand the opportunities afforded to them to take advantage of deeper discounts than what we have proposed in our pricing matrix. The discounts in our matrix represent the minimum discount tiers that the corresponding manufacturers are willing to guarantee, thus what Iron Bow is willing to guarantee. Additional discounts may be offered to the Agency at the time of order placement and will be negotiated on a case-by-case basis.

### 5.3.3 Trade-In, Leasing, and Other Financing Offerings

c. If used, trade-ins, leasing/financing, or other offerings are available, provide applicable pricing and discounts.

Iron Bow has extensive experience in working with our customers and designing custom and flexible leasing/financing packages to meet their business needs. We have experience in the commercial and public sectors, operational and capital leasing, and other flexible financial structures that our customers may demand, such as the consumption-based X-as-a-Service model. As has been mentioned elsewhere in this proposal, we maintain strategic relationships with many banks and IT leasing/financing entities (e.g. HP Financial Services, Dell Financial Services, Cisco Capital, Key Bank, etc.), which provides our customers flexibility in selecting the best partner to support their needs. We've worked as the intermediary between customer and bank to help properly educate the underwriters and/or financing teams on the technologies involved and define their Essential Use, which is a requirement from banks to help define their financial risks. As a partner operating under this Cobb County contract, we will work to structure financial packaging that meets the Agency goals, as opposed to partners that just lay out a monthly payment structure. Trade-ins are handled on a case by case basis given each manufacturer handles such programs differently. Iron Bow is also capable of quoting manufacturer certified refurbished equipment if such a requirement exists with a customer.

## 6.0 FINANCIAL STATEMENTS [5.7]

Proposers shall submit a recent history of financial solvency and provide the following:

### EVALUATION CRITERIA:

c. Financial Stability of the top proposer(s) will be evaluated by the Finance Department in the following areas: Liquidity Ratios (1 point); Financial Leverage Ratios (2 points); Profitability Ratios (1 point); and whether an audited or reviewed Financial Statement is submitted with Proposal (1 point). A maximum of 5 points may be awarded. Proposers who receive a score of 2 points or less will be considered for award.

Iron Bow, a privately held firm, is providing our financial information in response to this RFP requirement. All financial information is **CONFIDENTIAL & PROPRIETARY** and not to be disseminated beyond the proposal evaluators.

Iron Bow had annual revenues of up to \$1.6 billion last year and \$1.6 billion the two prior years. Iron Bow's corporate financial resources are significant, and we will apply them, as appropriate, to deliver successful outcomes for the OMNIA Partners Master Agreement. Having been in business for 39 years, Iron Bow provides the long-term financial stability critical to successfully delivering on all our commercial and government contracts. We have proven to be consistently profitable and have established ample lines of credit, ensuring the capability to deliver at all times.

### 6.1 Financial Statement [5.7(a)]

a. Financial Statement: Include the most recent, independently certified financial statement. Financial statements must include a balance sheet and income statement.

We provide Iron Bow's annual audited financial statement for 2021 as Attachment 1 with our proposal. The financial statement includes both balance sheets (pages 3–4) and income statements (page 5). Additionally, to ease the evaluation effort, we provide our bank covenant compliance certificate for 2021 as well as for Q2 2022 in the same attachment. These documents show our major leverage ratios as defined by our banking agreement, demonstrating our organization's financial health.

### 6.2 Firm Preparing the Financial Statement [5.7(b)]

b. Name and address of firm preparing the attached financial statement including a letter stating the independent audit or review has been performed by the firm.

The financial statement provided in Attachment 1 includes a letter from Iron Bow's independent auditor, BDO USA, LLP. The firm's address is 8401 Greensboro Dr #800, McLean, VA 22102.

### 6.3 Bankruptcy Petition [5.7(c)]

c. State whether the Proposer has ever had a bankruptcy petition filed in its name, voluntarily or involuntarily. If yes, specify all relevant details.

In our 39-year corporate history, Iron Bow has never filed for bankruptcy.



## 7.0 NATIONAL CONTRACT [ATTACHMENT A, EXHIBIT A, 3.0; 5.8; GENERAL DEFINITION OF PRODUCTS AND/OR SERVICES]

### 7.1 OMNIA Partners Response for National Cooperative Contract [Attachment A, Exhibit A, 3.0; 5.8(a)]

**3.0 SUPPLIER RESPONSE:** Supplier must supply the following information for the Principal Procurement Agency to determine Supplier's qualifications to extend the resulting Master Agreement to Participating Public Agencies through OMNIA Partners.

**5.8 – National Contract:** a. Include a detailed response to Attachment A, Exhibit A, OMNIA Partners Response for National Cooperative Contract. Responses shall highlight experience, demonstrate a strong national presence, describe how Supplier will educate its national sales force about the contract, describe how products and services will be distributed nationwide, include a plan for marketing the products and services nationwide, and describe how volume will be tracked and report to OMNIA Partners.

#### 7.1.1 Company [Attachment A, Exhibit A, 3.1]

##### 7.1.1.1 Iron Bow Technologies, LLC [3.1(A), General Definition of Products and/or Services]

**3.1(A):** Brief history and description of Supplier to include experience providing similar products and services.

Iron Bow was founded in 1983 and has 39 years of experience delivering professional services and technology solutions to federal, state, and local governments and commercial clients. We have gained extensive expertise in critical areas of IT lifecycle management, and developed mature technical practices to support design, implementation, and management efforts for network infrastructure, computer systems, collaboration, data center architecture, COOP, data management, AV, client and mobile utilization and optimization, and cyber security. Iron Bow possesses those skillsets while maintaining the highest level of corporate certifications with many OEMs. Our performance has provided us extensive knowledge of the overall technology environment as well as issues encountered in daily operations.

Eighty-five percent of Iron Bow's recurring \$1.6 billion annual business is with the government sector. We deliver products, services, and solutions to the government similar to those we are proposing for this contract.

The following are just some of the customers for which Iron Bow has deployed products and services:

- **State, Local, and Commercial:** Fairfax County, VA (remote workforce/laptops, network); Plant City, FL (AV/VTC); Commonwealth of Virginia (DaaS); Maryland-National Capital Park and Planning Commission (networking); Sarasota County, FL (AV/VTC); C2 Technologies (storage consolidation); DLA Piper (managed network services, wireless redesign, SD-WAN); Huntington Ingalls Industries (end-user device support, network); McCormick Company (AV/VTC); NHIC Corporation (security); The Queen's Health Systems (collaboration, telehealth); Frederick Community College (managed UCaaS); Kaiser Permanente (telehealth); Airbus (program management, network); Navy Federal Credit Union (networking, data center, collaboration); MedStar Health (AV, VTC, wireless).
- **Federal Civilian Agencies:** VA (products, services, support, and development for the past 10 years); Department of Justice / Federal Bureau of Investigation (end-user devices, storage, printers, UC, help desk); Internal Revenue Service (compute/store, collaboration, networking); Administrative Office of the U.S. Courts (Layer 1 / physical plant, networking, security, collaboration); Department of Homeland Security / U.S. Coast Guard (end-user

device provisioning, deployment, maintenance); Department of Labor (collaboration, networking); National Institutes of Health (NIH) (optical network, collaboration); Social Security Administration (end-user device provisioning and maintenance); FAA (collaboration/VTC, hardware commodity procurement, asset management/installation); DOS (security, collaboration/VTC, networking); Equal Employment Opportunity Commission (IT help desk); U.S. Tax Court (security, data center, collaboration, managed VoIP, networking).

- **DoD:** Air Force District of Washington (networking, cloud, storage, collaboration); Air Combat Command (virtual desktop infrastructure [VDI], collaboration); Army National Guard (networking); Army Corps of Engineers (communication kits, hardware provisioning and deployment); Pacific Air Forces (collaboration); Space and Naval Warfare Systems Command (networking, security); Army and Air Force Enterprise (enterprise IT as a service [EITaaS]); U.S. Air Force (USAF) (Windows 10 migration); USAF Europe (VDI, networking); U.S. Naval Ships Mercy and Comfort (on-board technical engineering support, data center, security, networking); Defense Threat Reduction Agency (data analytics); Defense Language Institute (wireless, VDI); Aberdeen Proving Ground (wireless, AV, VTC); Defense Health Agency (telehealth).

See [Section 7.1.2.1](#) for a full range of technology solutions Iron Bow offers.

#### 7.1.1.2 Sales Organization [3.1(B, C)]

- B. Total number and location of salespersons employed by Supplier.  
C. Number and location of support centers (if applicable) and location of corporate office.

As detailed in both [Section 5.1.2](#) and [Section 7.1.2.5](#), Iron Bow's sales staff is 217-strong nationwide. This includes a total of 41 outside or externally facing Account Managers, who are supported by 41 Inside Sales Representatives (ISRs). Account Managers are also supported by our 26 pre-sales Consulting Sales Engineers (CSEs). Our 15 Sales Managers round out the total sales organization.

Iron Bow is capable of providing all required services to partner Agencies nationwide. We will leverage our experience supporting all 50 states and 3 territories, as well as 12 countries in South America, Africa, Europe, and Asia. Our sales staff resides in Alabama, Arizona, California, Colorado, Delaware, Florida, Hawaii, Illinois, Indiana, Kentucky, Louisiana, Maryland, Montana, New Hampshire, New York, North Carolina, Pennsylvania, Texas, Virginia, Washington, West Virginia, and the District of Columbia and will be able to assist partner agencies with their purchase needs. We also have a presence in Guam and the Republic of Korea and are continually expanding to additional locations as the business demands it.

Iron Bow has six corporate office locations; addresses and numbers of employees are provided in **Table 6**. Note that these corporate offices house more than just sales personnel. We also leverage the distribution facilities detailed in [Section 7.1.2](#).

**Table 6. Iron Bow Locations**

Location	Address	Phone	Sales Personnel
Virginia Headquarters	2121 Cooperative Way, Suite 500, Herndon, VA 20171	(703) 279-3000 (800) 338-8866	32

Location	Address	Phone	Sales Personnel
Virginia – Program Management Office (PMO), Test and Integration Lab	14370 Sullyfield Road, Suites A and B, Chantilly VA 20151	(703) 279-3000	3
Washington – Remote Sales/Engineering Office	20415 72nd Avenue South, Suite 410, Kent, WA 98032	(253) 867-1800	7
Virginia – 24/7/365 CSC	3635 Concorde Parkway, Suite 700, Chantilly, VA 20151	(703) 279-3000	3
Hawaii – Remote Sales/Engineering Office	737 Bishop Street, Suite 2040 Honolulu, HI 96813	(800) 338-8866	1
Maryland – Remote Sales/Engineering Office	1401 Mercantile Lane, Suite 300 Largo, MD 20774	(240) 487-1400	14

#### 7.1.1.3 Annual Sales [3.1(D)]

D. Annual sales for the three previous fiscal years.  
a. Submit FEIN and Dunn & Bradstreet report.

Annual sales for the past 3 years are provided in **Table 7**.

**Table 7. Iron Bow Annual Sales**

Year	Sales
2019	\$1B
2020	\$1B
2021	\$1.6B

Iron Bow's FEIN is 26-1615129.

A copy of Iron Bow's latest Dun & Bradstreet report can be found in [Appendix A](#).

#### 7.1.1.4 Green Initiatives [3.1(E)]

E. Describe any green or environmental initiatives or policies.

Iron Bow is often required to provide products that comply with environmental standards such as Energy Star and the Electronic Product Environmental Assessment Tool (EPEAT). In addition to these national standards, Iron Bow has supported California's Electronic Waste Recycling Act of 2003 by providing compliant products to customers there.

As a solution provider, we identify products that comply with our customers' environmental requirements. We also capture and maintain this information, such as Energy Star compliance or EPEAT certification levels, in our central database system. We can provide this data to customers as part of the ordering/purchasing process and can provide contract reporting that shows purchases of environmentally sound products.

According to the U.S. Environmental Protection Agency (EPA), the largest contributor to greenhouse gas emissions is transportation. Iron Bow supports telework, reducing the number of cars on the road and thus reducing fossil fuel consumption and greenhouse gas emissions. Our headquarters building in Herndon, VA, has an automated energy management system (EMS) to turn off lights and adjust temperature in unoccupied areas, reducing energy use. Recycling bins

and water bottle filling stations are located throughout the office, reducing the amount of waste sent to landfills.

#### 7.1.1.5 Diversity Programs [3.1(F)]

F. Describe any diversity programs or partners supplier does business with and how Participating Agencies may use diverse partners through the Master Agreement. Indicate how, if at all, pricing changes when using the diversity program. If there are any diversity programs, provide a list of diversity alliances and a copy of their certifications.

As detailed in [Section 3.3](#), Iron Bow is committed to providing an equitable opportunity for small businesses, SDB, WOSB, HUBZone, VOSB, and SDVOSB to participate in subcontracting opportunities on our contracts. We continually seek to add new diverse suppliers and subcontractors to our already significant family of partners. This is demonstrated by our Individual Subcontracting Reports and Summary Subcontracting Reports, which Iron Bow is required to provide on several of our GWACs.

Iron Bow's subcontracting program is intended to use existing and develop new relationships with small business concerns to meet the small business goals of our clients. Our outreach efforts include:

- Contacting minority and small business trade associations
- Contacting business development organizations
- Seeking referrals from our key OEMs for top-performing small business organizations
- Requesting sources from SAM and the SBA
- Attending small and minority business trade fairs and procurement conferences

Internal efforts to guide and encourage purchasing personnel include:

- Presenting workshops, seminars, and training programs to sales and program management personnel
- Establishing, maintaining, and encouraging the use of small business, SDB, WOSB, HUBZone, VOSB, and SDVOSB concern source lists, guides, and other data for soliciting partners
- Monitoring activities to evaluate compliance with participation and subcontracting plans

Iron Bow has established a Small Business Liaison Office (SBLO) responsible for promoting the use of small business, SDB, WOSB, HUBZone, VOSB, and SDVOSB concerns. The SBLO coordinates events for staff to reinforce the requirements regarding using small businesses and opportunities to work with Iron Bow. The SBLO maintains a list of small business, SDB, WOSB, HUBZone, VOSB, and SDVOSB concerns in our Oracle database. These are available to all Iron Bow staff for review when seeking partners. The SBLO meets personally with representatives of small businesses that have the potential to do business with Iron Bow. This one-on-one contact surpasses the simple provision of information on a website from which we can later pursue relationships. This is the first step in building a long-term successful relationship.

Product and category discounts do not change when we partner with a small business or any other subcontractor.

**7.1.1.6 Supplier Classification [3.1(G)]**

G. Indicate if supplier holds any of the below certifications in any classified areas and include proof of such certification in the response:

Iron Bow is a large business. Our socioeconomic status for each diversity category requested is provided in **Table 8**.

**Table 8. Iron Bow Socioeconomic Status**

Socioeconomic Category	Certification – Yes or No?
Minority Women Business Enterprise	No
Small Business Enterprise (SBE) or Disadvantaged Business Enterprise (DBE)	No
Historically Underutilized Business (HUB)	No
Historically Underutilized Business Zone Enterprise (HUBZone)	No
Other recognized diversity certificate holder	No

**7.1.1.7 Subcontractor Relationships [3.1(H)]**

H. List any relationships with subcontractors or affiliates intended to be used when providing services and identify if subcontractors meet minority-owned standards. If any, list which certifications subcontractors hold and certifying agency.

Iron Bow has existing relationships with outside subcontractors, consultants, and specialists. If necessary, we will engage subcontractors when surge requirements occur or a specialized skill is needed for a project. Our policy is to obtain prior written approval by the Agency prior to adding a subcontractor, consultant, or specialist to our team.

Iron Bow has extensive working experience partnering with small businesses within each socioeconomic classification as a result of our federal contracting work. We maintain an SBLO, headed by Ms. Jodie Vaughn, who is also our GWAC Service Center Manager. Ms. Vaughn will be actively involved in managing the Technology Solutions contract, which is very similar in scope to federal government vehicles, and so will be well positioned to incorporate small businesses under the contract.

The best way to utilize small businesses under this contract is to provide local “related services” for installation, implementation, and ongoing technical support. It is important to note that in any scenario where Iron Bow subcontracts any work to another company, we recognize our responsibilities as the Prime contractor and party ultimately responsible for complete customer satisfaction. In addition, any work by small businesses would be performed under the direction of an Iron Bow PM.

**7.1.1.8 Iron Bow Discriminators [3.1(I)]**

I. Describe how supplier differentiates itself from its competitors.

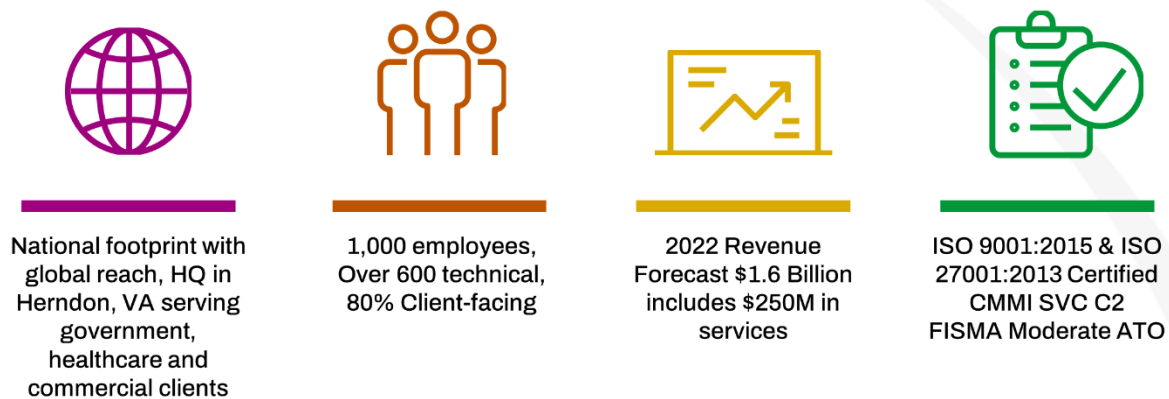
***The Iron Bow Way***

**Customer First and Mutual Respect for all Members of our Community.** Not just our motto, but words we live by in our daily interactions. This phrase encapsulates our approach with our customers, employees, and partners. Our key focus is ensuring our customers meet their goals and services are performed at a high-quality level.

To enable “Customer First,” Iron Bow first and foremost invests in our employees. We understand that maintaining a base of employees who enjoy their environment and are excited to come to work each day results in a satisfied customer with results exceeding expectations. Our investment begins with multiple channels of consistent and transparent communication and includes clearly defined missions and objectives, celebration and reward of individual or team success, charitable events, social gatherings, employee wellness, and many other programs designed for employee fulfillment. As an organization, we promote team unity and invest in processes, events, and trainings to enable the cohesion of teams. Finally, all employees participate in an annual review process as well as periodic meetings throughout the year to support development and achievement of their personal and professional goals.

Iron Bow’s objective is to expand customer service to customer experience. Customer experience is the interactions and experiences Agencies have with Iron Bow’s team throughout the entire process—from submission of this bid to contract closeout. Customer service is typically a single event and is a subset of customer experience. With nearly 1,000 employees, more than 80 percent are client-facing (see **Figure 2**).

**Figure 2. Enhancing Customer Service and Ensuring Quality Levels of Performance**



Iron Bow’s greatest resource is our people. To ensure high-quality performance, we rely on our greatest resource. The combined talents and dedication of our employees make Iron Bow one of the strongest, most versatile solution providers in technical knowledge and innovation. The superior, specialized abilities of our employees range from in-depth and customer-specific services knowledge to advanced integration of complex systems. Our employees work constantly to advance their skills through individual and industry certifications. This is evidenced in the recognition illustrated in **Table 9**, which Iron Bow continues to receive year-over-year within the industry.

**Table 9. Iron Bow Industry Recognition**

2022 Industry Recognition	2021 Industry Recognition
<i>Business Wire</i> Recognized for Excellence in Client Solutions	Bloomberg Government Top 200 Federal Contractors
CRN MSP 500 LIST	CRN MSP 500: Security 100
CRN Solution Provider 500	CRN Tech Elite 250
CRN Tech Elite 250	CRN Solution Provider 500
Dell Technologies Federal Partner of the Year: Excellence in Client Solutions	Dell Technologies Federal Partner of the Year: Driving New Business



2022 Industry Recognition	2021 Industry Recognition
Intel Channel Partner of the Year	Intel U.S. Partner of the Year: Go-to-Market Solutions Provider
Intel Public Sector Solution of The Year	<i>Washington Business Journal</i> Largest Government Technology Contractors in Greater D.C.
Quest 2021 Federal Partner of the Year	
Ranked #25 of <i>Washington Business Journal's</i> Largest Government Tech Contractors	
<i>Washington Technology</i> Top 100	

### **Contract Management**

Customer agencies will benefit from Iron Bow's experience managing federal, state, and local government contracts whose structure and function are very similar to this Technology Solutions contract. Iron Bow has proven performance directly relevant to the Technology Solutions program in terms of size, scope, and complexity. As a Prime contractor, Iron Bow successfully manages more than 15 active IDIQ, GWAC, and BPA contracts with high-volume deliveries of product orders to federal end users across a disparate geography. We leverage our experience in administration and management of these types of vehicles to develop the information, tools, and services needed to ensure this contract's success.

### **Nationwide Support**

The Iron Bow Account Team has access to our national sales organization to market and support the contract to Agencies nationwide. Iron Bow is capable of providing all required services to any Agencies. We will leverage our experience supporting all 50 states and 3 territories. In addition, we maintain partnerships with over 200 professional service subcontractors, enabling a complete solution offering in every conceivable market segment. Significant buying power, worldwide support capabilities, and senior technical resources enable Iron Bow to hold the highest certifications with top-tier OEMs. We leverage our internal resources, in addition to our distributor and OEM partners, to ensure we can serve any Agency regardless of location.

#### **7.1.1.9 Litigation [3.1(J, K, L)]**

- J. Describe any present or past litigation, bankruptcy or reorganization involving supplier.
- K. Felony Conviction Notice: Indicate if the supplier
- is a publicly held corporation and this reporting requirement is not applicable;
  - is not owned or operated by anyone who has been convicted of a felony; or
  - is owned or operated by an individual(s) who has been convicted of a felony and provide the names and convictions.
- L. Describe any debarment or suspension actions taken against supplier

Iron Bow, like most contractors, from time to time is involved in disagreements, payment issues, and disputes (e.g., we are not paid after providing products and/or services). However, we do not reasonably anticipate that any such issues could hinder our ability to perform under the contract.

Iron Bow is not owned or operated by anyone who has been convicted of a felony, and there are no current or pending debarment or suspension actions against us.

## 7.1.2 Distribution, Logistics [Attachment A, Exhibit A, 3.2; GENERAL DEFINITION OF PRODUCTS AND/OR SERVICES]

### 7.1.2.1 Iron Bow Offerings [3.2(A), GENERAL DEFINITION OF PRODUCTS AND/OR SERVICES]

**3.2(A):** Each offeror awarded an item under this solicitation may offer their complete product and service offering/a balance of line. Describe the full line of products and services offered by supplier.

**General Definition of Products and/or Services:** Qualified suppliers/manufacturers are expected to propose the broadest possible selection of TECHNOLOGY PRODUCT SOLUTIONS AND RELATED SERVICES they offer. The intent of this RFP is to provide Participating Public Agencies with a full range of solutions to meet their needs. Therefore, the proposer shall have demonstrated experience in providing the products and services as defined in this RFP, including but not limited to:

As detailed in [Section 5.1.1](#), Iron Bow is a trusted source for a vast array of IT products and services for our customers, including:

**Products** – Iron Bow is directly and formally authorized as a reseller by over 200 major OEMs. Many other OEMs do not require formal reseller authorization. Altogether, Iron Bow sold the products of over 1,200 unique OEMs last year. We have access to over 2,000 additional OEMs through our partnerships with 10 major IT distributors.

**Professional Services** – Our services are performed by experienced, OEM-certified engineers who support the full product lifecycle, from analysis and design through implementation and operational support.

**Complex Solutions** – Our staff is experienced in design, integration, deployment, and sustainment of complex multi-technology solutions that include computer systems, networking, UC, voice over Internet protocol (VoIP), data center, wireless, audiovisual (AV), video teleconference (VTC), and security components.

**Customer Success Center (CSC)** – Our CSC provides all of our managed services and various help desk solutions. They can and do support our Anything-as-a-Service (XaaS) offerings as well as our various cloud computing on down to our most basic of network managed services.

In the following sub-sections, we map Iron Bow demonstrated experience to the full range of technology solutions required under “GENERAL DEFINITION OF PRODUCTS AND/OR SERVICES” section that starts on page 2 of the RFP.

#### Iron Bow Technical Practice Areas

- Asset Management
- AV/VTC
- Cloud Computing
- Cyber Security
- Data Center
- Enterprise Mobility
- Network Infrastructure
- Networking
- Telephony
- Unified Communication and Collaboration
- Virtualization
- Visual Communications
- XaaS

### Required Technology Products [GENERAL DEFINITION OF PRODUCTS AND/OR SERVICES]

**Technology Products:** A complete portfolio of technology products such as desktops, laptops, tablets, PDAs, servers, storage, ruggedized devices, thin clients, printers, monitors, multifunction printers, scanners, plotters, projectors, video conferencing, teleconferencing, analog phones, VoIP phones, conference phones, audiovisual equipment such as computer-video interfaces, switchers, matrix switchers, distribution amplifiers, video scalars, scan converters, processing devices Ethernet control interfaces and high resolution cables, instructional equipment, security equipment, cabling, modems, wired and wireless networking, networking to support server, storage and client applications such as routers and switches, software, computer accessories, computer components, power protection, data protection, video cameras, virtualization products,

systems and network management tools, database products, data center facilities (racks, fire suppression, electrical, HVAC, generator, physical access controls) as well as any other technology products available from Offeror.

As shown in **Table 10**, Iron Bow offers a wide range of the required technology products.

**Table 10. Iron Bow Experience Across Required Technology Products**

Required Technology Products	Customer Type		
	SLED/Commercial	Federal Civilian	DoD
<b>End-User Devices</b> – desktops, laptops, tablets, PDAs, ruggedized devices, thin clients, printers, monitors, peripherals, computer accessories	✓	✓	✓
<b>Specialty Printing Devices</b> – multifunction printers, scanners, plotters	✓	✓	✓
<b>Telephony:</b> video conferencing, teleconferencing, analog phones, VoIP phones, conference phones	✓	✓	✓
<b>Audiovisual</b> – audiovisual equipment such as computer-video interfaces, switchers, matrix switchers, distribution amplifiers, video scalars, scan converters, processing devices Ethernet control interfaces and high-resolution cables	✓	✓	✓
<b>Instructional Equipment</b> – Smart boards, projectors	✓	✓	
<b>Physical Security Equipment</b> – Access control systems, door lock mechanism, panic button, CCTV cameras, NVR Systems	✓	✓	✓
<b>Wired and wireless networking</b> – cabling, modems, routers, switches, Wireless Access Points, Wireless Access Controls, SD-WAN Appliances, SDN	✓	✓	✓
<b>Network Security</b> – Firewalls (physical and virtual), NGFW, Data Resilience products	✓	✓	✓
<b>Data Center Infrastructure</b> – servers, storage, client applications, software, virtualization products, systems and network management tools, database products, data protection	✓	✓	✓
<b>Data Center Facilities</b> – power protection, racks, fire suppression, electrical, HVAC, generator, physical access controls	✓	✓	✓
<b>Other Technology Products</b> – Integrated medical cart	✓	✓	

**Required Technology Services and Solutions [GENERAL DEFINITION OF PRODUCTS AND/OR SERVICES]**

**Technology Services and Solutions:** A complete portfolio of technology services and solutions such as systems configuration, testing, software copying, hardware and software installation, upgrades and/or maintenance, system integration, network integration, extended warranties, warranty service, staff augmentation and any other services and solutions available from Offeror. Specific requirements will be developed on a task order basis and may include, but is not limited to, services and solutions such as:

•**Virtualization:** Transform data center with virtualization to consolidate servers, reduce energy consumption, increase IT capacity, add system flexibility and prepare for cloud computing.

- Physical Security:** Security solutions seaports, airports, water and wastewater, transportation, critical infrastructure, perimeter defense, physical and logical access control, identity management, antiterrorism protection, automated alarms and alerts, integration with databases containing critical security information, cyber security and asset management, endpoint security and other network security and IT security.
- Communications:** Communication solutions to converge voice, data and video communications onto a single, secure IP-based network.
- Cloud:** Cloud solutions for scalable computing and storage capacity and rapid self-provisioning computing capabilities. This may include, but is not limited to, Cloud Infrastructure as a Service (IaaS), Cloud Software as a Service (SaaS) and Cloud Platform as a Service (PaaS).
- Infrastructure:** Infrastructure solutions such as data center management, network modernization and migration, desktop virtualization, risk and vulnerability management, and IT service management.
- Data Management:** Data management solution which uses technologies such as thin provisioning, de-duplication and automated storage tiering to improve storage utilization.
- Visual Communications:** Visual communications that integrate audio, video, voice and presentation capabilities.
- UCC (Unified Communications and Collaboration):** UCC video teleconferencing solutions that provide for critical infrastructure, emergency operations centers, command rooms, fusion centers, training rooms, and classrooms.
- Broadcast Studio:** Broadcast studio solutions for staff that oversee communications and public broadcast efforts which provide integration (system design engineering), fabrication, budgeting, scheduling, engineering, architectural planning (technical grounding, power distribution and facility load requirements), and equipment specification (video, audio, network and storage technologies).
- Law Enforcement:** Public safety solutions such as in-car video, body worn cameras, license plate recognition, mobile computing, city surveillance, and digital evidence management.
- Mobility:** Mobility services to keep users connected, responsive and secure such as email protection, download prevention, containerize content on devices, self-destructing content, and content linked back to the user.
- Asset Management:** Asset management solutions to identify and manage installed software, hardware and license entitlements.
- Data Protection:** Data protection to protect, backup, recover and archive data and applications.
- Energy and Water Conservation:** Energy and water conservation solutions to deploy advanced metering infrastructure (AMI) systems designed to measure, collect, analyze and monitor usage real time. Examples of projects include automated meter projects, SCADA (Supervisory Control and Data Acquisition) projects, and security projects.
- Financial Services:** Financing options such as lease, lease to own, lease with option to own, and IT as a Service.

As shown in **Table 11**, Iron Bow offers a wide range of the required technology services and solutions.

**Table 11. Iron Bow Experience Across Required Technology Services and Solutions**

Required Technology Services and Solutions	Customer Types		
	SLED/Commercial	Federal Civilian	DoD
<b>Complete Portfolio of Technology Services and Solutions:</b> Systems configuration, testing, hardware and software installation and configuration, systems assessments, upgrades and/or maintenance, system integration, network integration, extended warranties, warranty service, staff augmentation, managed care, help desk, and any other services and solutions available from Iron Bow.	✓	✓	✓
<b>Virtualization:</b> Transform data center with virtualization to consolidate servers, reduce energy consumption, increase IT capacity, add system flexibility and prepare for cloud computing.	✓	✓	✓

Required Technology Services and Solutions	Customer Types		
	SLED/Commercial	Federal Civilian	DoD
<b>Physical Security:</b> Security solutions seaports, airports, water and wastewater, transportation, critical infrastructure, perimeter defense, physical and logical access control, identity management, antiterrorism protection, automated alarms and alerts, integration with databases containing critical security information, cyber security and asset management, endpoint security and other network security and IT security.	✓	✓	✓
<b>Communications:</b> Communication solutions to converge voice, data and video communications onto a single, secure IP-based network.	✓	✓	✓
<b>Cloud / XaaS:</b> Cloud solutions for scalable computing and storage capacity and rapid self-provisioning computing capabilities. This may include, but is not limited to, Cloud Infrastructure as a Service (IaaS), Cloud Software as a Service (SaaS) and Cloud Platform as a Service (PaaS).	✓	✓	
<b>Infrastructure:</b> Infrastructure solutions such as data center management, network modernization and migration, desktop virtualization, risk and vulnerability management, and IT service management.	✓	✓	✓
<b>Data Management:</b> Data management solution which uses technologies such as thin provisioning, de-duplication and automated storage tiering to improve storage utilization.	✓	✓	✓
<b>Visual Communications:</b> Visual communications that integrate audio, video, voice and presentation capabilities.	✓	✓	✓
<b>UCC (Unified Communications and Collaboration):</b> UCC video teleconferencing solutions that provide for critical infrastructure, emergency operations centers, command rooms, fusion centers, training rooms, and classrooms.	✓	✓	✓

Required Technology Services and Solutions	Customer Types		
	SLED/Commercial	Federal Civilian	DoD
<b>Broadcast Studio:</b> Broadcast studio solutions for staff that oversee communications and public broadcast efforts which provide integration (system design engineering), fabrication, budgeting, scheduling, engineering, architectural planning (technical grounding, power distribution and facility load requirements), and equipment specification (video, audio, network and storage technologies).	✓		
<b>Law Enforcement:</b> Public safety solutions such as in-car video, body worn cameras, license plate recognition, mobile computing, city surveillance, and digital evidence management.	✓	✓	
<b>Mobility:</b> Mobility services to keep users connected, responsive and secure such as email protection, download prevention, containerize content on devices, self-destructing content, and content linked back to the user.	✓	✓	
<b>Asset Management:</b> Asset management solutions to identify and manage installed software, hardware and license entitlements.	✓	✓	✓
<b>Data Protection:</b> Data protection to protect, backup, recover and archive data and applications.	✓	✓	✓
<b>Energy and Water Conservation:</b> Energy and water conservation solutions to deploy advanced metering infrastructure (AMI) systems designed to measure, collect, analyze, and monitor usage real time. Examples of projects include automated meter projects, SCADA (Supervisory Control and Data Acquisition) projects, and security projects.			
<b>Financial Services:</b> Financing options such as lease, lease to own, lease with option to own, and IT as a Service.	✓	✓	✓



## Optional Services and Solutions

**Other Services and Solutions:** Services and solutions not listed above that may be proposed by Offeror. Following is additional information related to products and services we propose to enhance and add value to the contract.

### 1. Cyber-Resiliency

Traditional cybersecurity approaches and methodologies are myopically focused on security risk and controls, with little to no visibility into overall operational, financial, and business-related outcomes. The underlying cause of this singular focused approach is current cybersecurity training and functions are historically very siloed into that specific area without having a holistic view or exposure to the enterprise.

In addition, traditional security risk assessments are key to a cybersecurity methodology that identifies critical information assets, assesses the threat to those assets, then estimates the impact of a breach to those specific assets.

However, the traditional approach does not identify the business outcomes/deliverables an organization produces and then trace these back to the systems and processes that generate these outcomes. Further, these traditional security models only consider risk in standard operating conditions; they do not consider evolving or residual risks in the event of an incident, disaster, or changing scenarios.

The rate of successful attacks in the public sector indicates shortcomings of the traditional approach. Additionally, attack vectors are constantly evolving, and the budget models do not allow for consistent spending towards improving cyber controls, which leaves environments vulnerable. In a recent Accenture survey, 32 percent of respondents indicate security was not part of the cloud discussion. The reasoning for this is the output of the security risk assessment does not include the business or financial stakeholders, and the identified risks do not often resonate with the stakeholders who have budgetary authority, further complicating the issue.

The elements of a traditional cyber security framework and approach utilized by Managed Security Service Providers (MSSPs) are as follows:

- **Identify** - Cybersecurity Risk Assessments focus on mitigation of cyber specific risks
- **Protect** - perimeter defenses
- **Detect** - continuous security monitoring
- **Respond** - incident response
- **Recover** - Resilience as a Service

Iron Bow's Resilience as a Service approach focuses on the overall enterprise in a holistic approach. The intended goal is building organizational resilience and specifically establishing operational resilience. Under operational resilience, the focus is on the resiliency of the business. This includes assessing the adaptability of the systems and processes to disruption, the recoverability of the core processes and systems to a negative event, the predictability of the outcomes generated by the business, and the securability of the overall operation.

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*The goal is to ensure the business of government can continue without interruption in any and all scenarios.*

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In our Resilience-as-a-Service framework, we first identify and trace back the key services or outcomes an organization provides to the processes, people, and systems that generate those services. Then we identify and prioritize single points of failure that can disrupt these outcomes

with stakeholders from business, operations, finance, and technology to ensure a more holistic analysis. The output of this analysis is a prioritized resiliency roadmap that identifies technical and non-technical points of failure within the environment.

The advantage of the Resilience-as-a-Service framework is that, while the attack vectors are evolving at a rate faster than the public sector spending can keep pace, the underlying processes and systems are made resilient, limiting the effectiveness of any successful attack. Security is a key priority under operational resilience, and modern controls are implemented along with an evolving threat informed defense. The main difference between the traditional security and resilience approach is the breadth of scope and how security controls are prioritized under each model.

## **2. Iron Bow Micro Assessments**

Iron Bow has developed a series of packaged consulting services, referred to as micro-assessments, to help agencies gain critical knowledge about their environment, to scope projects correctly, and determine the appropriate budget for their needs. These micro-assessments are provided at a predetermined fixed price and include travel within continental United States (CONUS). The term “micro” refers to the short and purpose-built engagements, structured for ease of execution by both the customer as well as Iron Bow engineers. By pre-packaging these high-demand services there is no need for a large, drawn-out statements of work (SOWs) and/or negotiation. We will also develop custom and more large-scale assessments for our customers at their request. The following sections outline our most popular micro-assessment offerings.

- **Virtual Desktop Infrastructure (VDI):** The primary reason for VDI deployment failures is the lack of proper design and preparation of the underlying infrastructure. To mitigate this risk, Iron Bow has developed our own VDI Readiness Assessment. In this 2-week assessment, Iron Bow deploys Liquid Ware Labs’ Stratusphere Fit on a virtual machine to properly collect the necessary data and to assess the readiness of the underlying infrastructure to meet the requirements for each VDI deployment. Iron Bow collects data during actual usage periods to gauge readiness and work with customers to plan out the required infrastructure changes before deploying VDI to ensure an appropriate and robust user experience post-deployment.

At the conclusion of the data collection, Iron Bow analyzes the data, arrives at an appropriate infrastructure design, develops a recommended bill of materials (BOM) and outlines the expected outcomes to ensure compliance with all customer requirements. As a part of this process, Iron Bow delivers all assessment findings, explains rationale behind any infrastructure change recommendations and presents the overarching view of how such a VDI deployment can and will be successful.

- **Network Performance:** Network Performance Assessments are best for clients that need to identify trouble spots in their network, capture network inventory, or help plan for the future by identifying possible EOS/EOL devices. This micro-service helps Agencies benchmark their network, identify traffic bottlenecks, establish baseline, and identify EOS/EOL hardware.

This micro-service performs an inventory of the environment, analyzes the lifecycle of network equipment and servers, benchmarks how they compare to other companies, measures performance of network metrics such as jitter, latency, loss, shows top talkers,

and maps application dependencies. Iron Bow kicks off the Network Performance micro-service, by performing a physical survey, and then runs the Risk Identification and Site Criticality (RISC) IT HealthCheck tool for 7–10 business days. Once the RISC IT HealthCheck is completed, Iron Bow returns, analyzes the collected data, develops a recommended BOM and Findings Report, and reviews the results with the Agency. This micro-service includes up to 300 devices, one computer room, and less than five closets. Larger environments are custom priced.

- **Wireless (Passive or Active) Survey:** To optimize wireless performance and maximize user experience, Agencies need a Passive or Active Wireless Survey of their physical environments. A Passive Survey conveys the current radio frequency (RF) coverage and results are used for RF analysis, troubleshooting, or validation wireless moves, adds, or changes. An Active Survey includes spectrum analysis and validates a wireless design by producing optimal placement of wireless access points. This is important in ensuring maximum wireless coverage.

Iron Bow engineers use a tool called Air Magnet Survey Pro to perform the Passive and Active Surveys. The Micro-Service Passive Survey includes a single floor up to 25,000 square feet, is a 3-day engagement, and includes the Site Survey and documentation. A Passive Survey is performed onsite and is used to gather current RF data for RF analysis, troubleshooting, or validation of move, add, or change. The Active Survey includes a single floor up to 25,000 square feet is a 4-day engagement. The Active Survey is also performed onsite and is used to validate a wireless design and/or build a wireless coverage model and exact access point placement based on Agency requirements. This is done by temporarily placing an access point at a fixed location and taking RF reading with Air Magnet to validate its coverage and signal strength. We also perform a spectrum analysis with a spectrum analyzer to look for interference sources. The Passive and Active Surveys include the Site Survey and documentation (passive: heat maps and interference; active: exact AP location placement for optimal coverage). Larger buildings for both Passive and Active Surveys increase the time and cost.

- **Security Vulnerability:** Security is an important factor in every enterprise, you cannot secure what you do not know about. Agencies concerned about vulnerabilities in their enterprise can purchase a Security Vulnerability Assessment. Iron Bow engineers arrive on-site, conduct interviews with Agency stakeholders and set up the Tenable Nessus Pro to perform a Vulnerability Scan. The vulnerability scan is completed in eight hours, followed by an analysis and delivery of final Findings Report that outlines vulnerabilities, auditing information, and recommendations. This micro-service covers up to 300 network devices.

### 3. 24/7/365 Service Desk

Service Desk operations is the critical central point where we interact daily with customers. To deliver outstanding IT capabilities and service, we ensure our personnel have a varied skill set across technologies to perform at a high level. We leverage ITIL as a base of knowledge for our service delivery model, as well as leverage industry and our own best practices to enable Agency's to improve performance. Iron Bow uses our knowledge and experience gained in supporting federal, state, local, commercial, and healthcare customer environments, as well as our experience handling more than 500,000 calls per year in our Chantilly, VA-based CSC.

Iron Bow's CSC was originally established to support our contract with the VA. We have transformed the facility into a 24/7/365 operations center which provides Tiers 1–3 Service Desk (first call through escalation), network monitoring, and server and system monitoring, as well as a variety of other managed services. To achieve and maintain successful Service Desk operations, we provide over 120 Tiers 1–3 technicians, managers, and SMEs, with vast skills across the systems and tools to assist in systems integration, configuration management testing, baselining and updating configurations, configuration analyses and recommended solutions, documentation, and implementation of solutions. In performance of our duties, Iron Bow's capabilities include:

- Provide and fully staff a managed IT Service Desk supporting Agency staff, including VIP personnel.
- Integrate our tool suite (ServiceNow) with Agency tools to provide single pane of glass.
- Work collaboratively with the Agency to create workflows which meet their business objectives.
- Establish Service Level Agreements (SLAs) to deliver an expected outcome to the Agency.
- Resolve as many requests as possible on first call (Tier 1).
- Prioritize and escalate requests to skilled technicians who can resolve them.
- Own, track, and coordinate requests until they are resolved.
- Monitor service levels and evaluate process flow for continuous process improvement.
- Close requests and maintain a knowledge base that may be used to build additional self-service utilities or databases of frequently asked questions (FAQ) and how-to questions.
- Identify, monitor, and report trends (e.g., performance, metrics, and satisfaction levels).

#### **Customer Service**

Iron Bow's OEM-certified service technicians are responsible for providing customer service for the daily operation of our customers' computer systems and networking systems. They will be the first line of support for all support calls and are available 24/7. Their responsibilities include:

- Telephone support to the participating Agency on complex hardware, software, and network-related problems, questions, and use
- First-tier resolution over the telephone by diagnosing, troubleshooting, and attempting problem reproduction to classify nature, level, and priority of problems
- Opening, tracking, and closing trouble tickets
- Ensuring problem ownership and promoting end-user satisfaction
- Escalating issues to internal Tier 2 or Tier 3 resources as needed
- Dispatching and tracking activities of service technicians assigned when trouble tickets are escalated, when necessary
- Tracking any additional support from OEM technical support organizations
- Providing regular and ad hoc reports to customers as required

#### **Problem Resolution**

As a result of proactive monitoring, the Iron Bow can detect and begin troubleshooting some incidents before the participating Agency becomes aware of a problem or notices any performance issue. We will contact the Agency's support organization upon discovery of a

degradation or fault that may require corrective action. If on-site collaborative troubleshooting is required, the Iron Bow specialist will work remotely with the Agency's onsite support organization at a time convenient to the Agency.

We have established formal escalation procedures to facilitate resolution of complex incidents. We coordinate incident escalation, enlisting appropriate Iron Bow technical resources and operational managers to assist with problem-solving and Agency communication. Incidents will be escalated based on severity and the amount of time open without resolution. Agencies may elect to escalate their incidents with our Service Desk at any time. The Service Desk operates 24/7 and features experienced and highly qualified certified staff.

#### 4. Telehealth

Leveraging 35 years of experience delivering and supporting complex information systems integration and 20 years in the healthcare market, Iron Bow has become the leading global provider of telemedicine solutions and North America's largest end-to-end telehealth services provider.

Iron Bow provides telehealth solutions to the VA, Kaiser Permanente, and Ascension Health, among many other healthcare systems of various size and scope. This success is a direct result of our commitment to serving as a one-stop shop for telehealth solutions and services—from research and development to solution planning, design, implementation, and hosting, to ongoing managed services and customer care—for our commercial and government healthcare customers.

Iron Bow's telehealth product suite is the culmination of over 20 years of support and input from some of the nation and federal government's largest and most cutting-edge virtual care programs. The solution is the most robust and comprehensive on the market today. It is purpose built, highly secure, and easy to use—thus ensuring providers and patients have the highest quality telemedicine encounters anytime, anywhere on any device.

**Table 12** illustrates the inherent capabilities of Iron Bow's telehealth solutions.

**Table 12. Benefits of Iron Bow's Telehealth Solution Portfolio**

Features	Benefits
Integration with Client's Existing Tools and Infrastructure	Iron Bow's telehealth suite of products integrates within our customer's existing infrastructure including current EMR solution, Video Infrastructure and Microsoft Outlook.
Scope of Products and Services Offered	Iron Bow offers a holistic solution addressing all the telehealth product and service needs.
Competitive Pricing, Price Protection and Terms	Iron Bow is offering industry-competitive pricing and protection for our industry-leading solution.
Service Support and Flexibility	Our 24/7/365 CSC offers comprehensive support to all users—doctors, medical staff, and patients alike.
Trusted Advisory Services	Iron Bow's trusted advisory services—including strategic guidance, knowledge transfer, clinical adoption services, and more—enables clients to significantly increase operational efficiency and program success as well as scale for its telehealth future.

Features	Benefits
Reporting capabilities and data availability on summarized and detail encounter levels	Iron Bow offers reporting and data on both summarized and detail encounter levels.

Iron Bow's telehealth solutions are the only offerings on the market that are entirely agnostic—they can integrate within any electronic medical record (EMR) application, operate on any video network, and can function on any user device—whether that be mobile, desktop, or the Iron Bow purpose built telemedicine endpoints. **Table 13** details the portfolio of Iron Bow telehealth offerings.

**Table 13. Iron Bow's Telehealth Solution Portfolio**

Component	Description
<b>Hardware</b>	
Endpoints	Iron Bow's video endpoints, such as the CLINiC™ and MedView™, are designed to perform seamlessly in multiple care settings and with a wide variety of clinical workflows, including electronic ICU (e-ICU), electronic sitting (e-sitting), stroke, behavioral health, and general clinical consults. The MedView meets conferencing requirements for group sessions at homeless shelters, outpatient clinics, and county community centers, and clinical consultation requirements for emergency centers, ICUs, and medical-surgical nursing (MedSurg) rooms. Unlike other clinical solutions, both endpoints provide unmatched video quality and reliability and crystal-clear audio, with solid state components, to minimize sound disturbance and ensure maximum uptime.
Endpoint Mounting Options	The CLINiC™ can be interchangeably mounted on a tabletop, wall, extensible arm, or on a medical cart.
Peripherals	Clients can supplement the proposed solution with optional Iron Bow or third-party peripherals with standard output audiovisual signals (i.e., high-definition multimedia interface (HDMI), composite, video, and line-level audio) that may be plugged into the CLINiC™. Iron Bow holds strategic partnerships with more than 2,000 technology providers and OEMs, enabling us to provide cost-effective, technology-agnostic solutions across all our lines of business.
<b>Software</b>	
IronMed Telemedicine Platform	Our telemedicine platform is an intuitive, secure, Health Insurance Portability and Accountability Act of 1996 (HIPAA)-compliant, enterprise-class telemedicine platform. This proven platform enables healthcare organizations to rapidly configure and securely distribute their virtual health solutions, support limitless clinical use cases, automate the scheduling of patients, offer private virtual meeting rooms, and provide enhanced reporting and analytics—all while optimizing clinical workflows. The platform integrates natively within multiple EMR environments. The platform enables secure, highly reliable audio, video point-to-point or multi-party telemedicine consults in any VTC standards-based environment. The platform is hosted within AWS within an Impact Level 5 (IL5) secure environment enabling 99.99% availability and uptime.
<b>Services</b>	
Sustainment	Driven by a service-oriented culture and supported by mature logistics best practices, clients can count on a consistent and reliable service experience. Our ITIL-certified service center is purpose built to support telemedicine. It operates 24/7/365 and is fully staffed with personnel who understand technical, clinical, and patient/parent complexities associated with sustaining and operating a robust telemedicine program.
Clinical Adoption	Iron Bow brings a vast cadre of clinical expertise to assist in developing and deploying telemedicine programs. These resources work with the client to ensure that all users are adequately trained and comfortable with specific clinical workflows and requirements incorporated within the solution.
Program Management	Iron Bow will assign a dedicated Program Manager significantly experienced with deploying and managing complex telemedicine solutions. Additionally, our program management methodologies



Component	Description
	are an integrated set of repeatable processes that leverage industry best practices and serve as a framework to delivers high quality projects on time and within budget.
Communications/Marketing	Iron Bow's comprehensive service capabilities encompass all facets of communications including: Copywriting and editorial support, branding and design, video production, live event planning/production, focus group planning, public service announcements, etc.
Training	Iron Bow offers various custom and pre-developed training options across multiple delivery methods and formats. We leverage an extensive digital library, a deep course curriculum, and flexible custom training approaches that range from onsite, live-instructor-led classes to self-guided webinars and prerecorded sessions with train-the-trainer, admin-level, and end-user content—all geared around delivering a thorough understanding of the newly deployed solution.
Implementation	After careful planning and thorough site surveys - Iron Bow engineering teams activate, integrate, provision, deploy and install the solution within the client's unique environment.

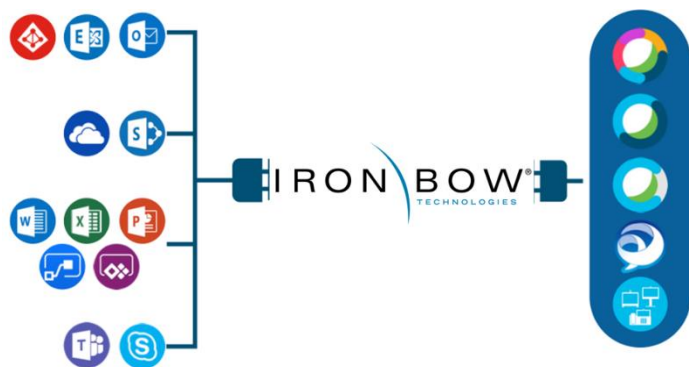
### 5. MS Teams and Cisco WebEx Integration Services

Collaboration is essential for today's workers, but the flexibility to support the mission is vital. Whether working remotely, in the office, or in the field with dispersed teams, 24/7 connectivity is required to be effective, and the toolsets to accomplish it must work together. For most agencies, this means a combination of Cisco and Microsoft platforms. Iron Bow's Integration Solutions offer the best of both worlds.

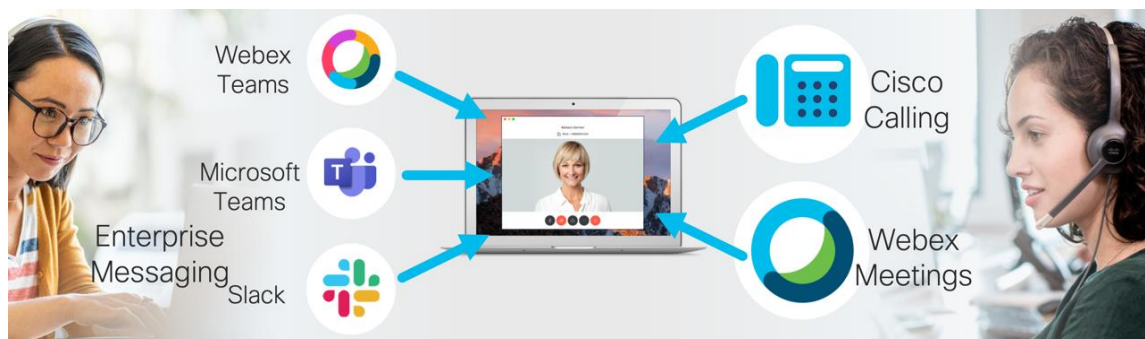
Working with Cisco, Iron Bow provides direct integration of Cisco enterprise calling, video, and meeting capabilities with Microsoft Teams (**Figure 3**).

The solution solves the burden of the end users using multiple clients and platforms. Agencies can leverage Microsoft Teams as the desktop content and messaging platform to launch a call directly from Microsoft Teams using a Cisco calling infrastructure hosted in a FedRAMP or DoD IL5 Cloud, or on premises Communications Manager. Iron Bow solutions and services can also automate the integration and service provisioning through O365/Teams, including Microsoft's Government Community Cloud (GCC) instances (**Figure 4**).

**Figure 3. Iron Bow Enables Cisco-Microsoft Interoperability**



**Figure 4. Enterprise Calling & Meetings with An Agency's Corporate Messaging Platform**



**Table 14** lists additional information about our MS Teams and Cisco WebEx integration.

**Table 14. MS Teams and Cisco WebEx Integration Additional Information**

Why, How, and More Info	
<b>Tested and Proven for Simplicity</b> Solution is designed for enterprise class utilization leveraging Cisco Collaboration and Microsoft Graph APIs with automated provisioning to eliminate complex administration	<b>Enhanced User Experience</b> Users only need to know and use one App, delivering a streamlined and efficient workflow
<b>Extended Capabilities</b> By leveraging Iron Bow's integration solutions, agencies can employ the best of both worlds. Microsoft for their desktop client, and Cisco infrastructure for Voice, Video & Meetings	<b>Government-Approved Security</b> Architecture based on FedRAMP and IL5 security requirements for Cisco and Microsoft Clouds* including JITC Certified Session Border Controllers
<b>Ready for Use</b> Iron Bow can demo, pilot, and deploy our solutions for customers within Cisco's UCM Cloud for Government, Hosted Collaboration Solutions for Defense (HCS-D) or on Premises Systems	<b>Advanced Capabilities</b> Solution Integration supports softphone and hardphone desk control, and mobile devices (iPhone and Android)
<b>End-to-End Encryption</b> FIPS 140-2 validated cryptography leveraging TLS 1.2 and AES-256 for secure communications.	<b>Customizable</b> Leveraging Iron Bow services, solution can be customized based on customer needs

## 6. Anything as a Service (XaaS)

Anything as a service (XaaS) describes a general category of services related to cloud, computing, network, access, and IT systems. It recognizes the vast number of products, tools, and technologies now delivered to users as a service over the internet. Any IT function can be transformed into a service for enterprise consumption. The service is paid for in a flexible consumption model rather than as an upfront purchase or license.

Because XaaS stands for “anything as a service,” the list of examples is endless. Many kinds of IT resources or services are now delivered this way. Overall, there are three categories of cloud computing models: SaaS, PaaS, and IaaS. Outside these categories, there are other examples such as disaster recovery as a service (DRaaS), communications as a service (CaaS), network as a service (NaaS), database as a service (DBaaS), storage as a service (StaaS), DaaS, and monitoring as a service (MaaS). Other emerging industry examples include marketing as a service and healthcare/telehealth as a service.

IronCare is Iron Bow's comprehensive delivery framework that offers clients managed services and as-a-service solutions. Whether it's creative financing for equipment and infrastructure, or bundling equipment, software and supporting services into a single monthly expense, IronCare is a flexible financial approach designed to meet customer technical and fiscal requirements. IronCare is designed to free IT staff from managing commodity equipment or services so they can focus on delivering complex technical solutions and governance to meet their customer's expectations and requirements; IronCare takes on the execution and management of monotonous technical tasks, so you don't have to. IronCare also enables organizations to rapidly incorporate new technologies and architectures in an expedited fashion by in-sourcing

IronCare technical expertise to drive architectural change service evolution in a scalable and cost-efficient manner for a defined monthly recurring expense.

#### 7.1.2.2 Nationwide Distribution [3.2(B)]

B. Describe how supplier proposes to distribute the products/service nationwide. Include any states where products and services will not be offered under the Master Agreement, including U.S. Territories and Outlying Areas.

Headquartered in Herndon, VA, Iron Bow maintains sales and engineering offices across the continental United States and the Pacific Rim and supports customers worldwide. Our strategic approach to distributing products and services in the Price List Crosswalk and Iron Bow Minimum Discounts by OEM in [Section 5.3](#) includes long-standing agreements with numerous distribution partners, helping to ensure we can fulfill the requirements of participating Agencies under this Master Agreement. We leverage our distribution partners, such as Synnex, Ingram Micro, ScanSource, Tech Data, and the OEMs, to support product fulfillment requirements. Numerous options to secure constrained products ensure more timely delivery and can result in cost savings for Agencies by leveraging promotions offered by our partners.

#### 7.1.2.3 Pricing Distribution and Verification [3.2(C)]

C. Describe how Participating Agencies are ensured they will receive the Master Agreement pricing; include all distribution channels such as direct ordering, retail or in-store locations, through distributors, etc. Describe how Participating Agencies verify and audit pricing to ensure its compliance with the Master Agreement.

Iron Bow has a number of resources responsible for validating, measuring, and monitoring customer cost. Our Account Team is supported by ISRs, Customer Service, and Order Management to ensure customer orders are placed in an accurate and timely manner and tracked through delivery. These teams handle communication with our OEM/distribution partners to take advantage of bulk purchase discounts, rebates, and handle all invoicing.

Participating Agencies can verify they are receiving accurate contract pricing and have the flexibility to purchase according to actual need by using Iron Bow's quoting and order management process.

The participating Agency will receive the best possible price, never exceeding the proposed contract price, using Iron Bow's core order management business system, which consists of:

- **Oracle E-Business Suite (EBS)** – Provides data on catalog, contract, project, order, supply chain, and financial management, and our quote tool, within one database.
- **Oracle iStore** – Provides secure, web-based access to EBS functionality for authorized Agency personnel, including contract-specific catalog browsing.
- **Iron Bow Service Desk** – Provides toll-free customer support and trouble ticketing.

Agencies will receive an integrated data repository for all contract activity with Iron Bow's order management system. Our Account Team uses EBS for all quoting, ordering, tracking, and reporting activities. In addition, secure web portals can be opened to provide contract-limited customer access to iStore and the Iron Bow Service Desk, as required. All quotes and orders are captured in EBS and can be linked to Iron Bow. Therefore, all order and delivery tracking and all contract reporting are based on the full scope of all contract activities regardless of the originating source.

A key Iron Bow module is the Iron Bow quote tool, which is an internally customized and automated quoting system that enables easy, consistent, and secure creation and management of customer quotes across all agency interaction channels. Integrated into Iron Bow in 2013, the current evolution of the quote tool is built on the industry-proven Oracle EBS. Iron Bow account teams leverage this tool to generate product quotes for thousands of federal, state, local, and commercial customers annually. Contract information, such as approved catalog products, product compliance, and pricing, are loaded into the database and managed throughout the contract lifecycle.

Iron Bow accepts all methods of payment. Other means of ordering include fax, email (with attachments in one of the prescribed formats), and paper copies (via U.S. mail or private courier), as well as electronic data interchange (EDI). Iron Bow will capture and incorporate all required information for order acceptance from all types of orders.

#### 7.1.2.4 Processing, Handling, and Shipping [3.2(D)]

D. Identify all other companies that will be involved in processing, handling or shipping the products/service to the end user.

Products covered in the Price List Crosswalk and Iron Bow Minimum Discounts by OEM in [Section 5.3](#) that require shipping will be drop-shipped directly from one of our OEMs or distribution facilities listed in both [Section 5.1.2](#) and [Section 7.1.2.5](#). Standard shipping will not be charged to the Agency unless it has unique delivery requirements (e.g., inside delivery).

#### 7.1.2.5 Distribution Facilities [3.2(E)]

E. Provide the number, size and location of Supplier's distribution facilities, warehouses and retail network as applicable.

Iron Bow uses the following distribution partners as part of our business model:

- **Synnex:** Distributes over 30,000 technology products from 300 of the world's leading and emerging manufacturers and provides complete solutions to more than 20,000 resellers and retail customers in the U.S., Canada, and Japan. Synnex has warehouses in Northern and Southern California, Texas, Mississippi, Illinois, Ohio, Virginia, and New Jersey.
- **Ingram Micro:** Represents more than 1,700 suppliers/OEMs with nearly 200 logistics centers worldwide. In the U.S., major offices include Miami, FL; Annapolis Junction, MD; Williamsville, NY; Plainfield, IN; Scottsdale, AZ; and Irvine, CA.
- **ScanSource:** Has headquarters in Greenville, SC, and 48 locations in North America, Latin America, and Europe. This includes 26 locations in North America alone.
- **ImmixGroup, Inc.:** Has a partner ecosystem that includes more than 300 manufacturers and 1,200 solution partners.
- **Tech Data:** One of the world's largest technology distributors. They help OEMs bring their products to market and offer a wide range of technical and business support services.
- **Polaris:** A leading provider of logistics and related services whose prime vertical markets are in healthcare logistics, federal government project support, aerospace and defense, and retail and consumer logistics.
- **Sealing Technologies:** A leader in cutting-edge research, products, engineering, and integration services in the Internet of Things (IoT), edge, machine learning, artificial intelligence (AI), and cloud industries.

### 7.1.3 Marketing and Sales [Attachment A, Exhibit A, 3.3]

#### 7.1.3.1 Ninety-Day Plan / Master Agreement Go-To Market Strategy [3.3(A,B)]

##### 3.3 Marketing and Sales

A. Provide a detailed ninety-day plan beginning from award date of the Master Agreement describing the strategy to immediately implement the Master Agreement as supplier's primary go to market strategy for Public Agencies to supplier's teams nationwide, to include, but not limited to: i. Executive leadership endorsement and sponsorship of the award as the public sector go-to-market strategy within first 10 days; ii. Training and education of Supplier's national sales force with participation from the Supplier's executive leadership, along with the OMNIA Partners team within first 90 days

B. Provide a detailed ninety-day plan beginning from award date of the Master Agreement describing the strategy to market the Master Agreement to current Participating Public Agencies, existing Public Agency customers of Supplier, as well as to prospective Public Agencies nationwide immediately upon award, to include, but not limited to: i. Creation and distribution of a co-branded press release to trade publications; ii. Announcement, Master Agreement details and contact information published on the Supplier's website within first 90 days; iii. Design, publication and distribution of co-branded marketing materials within first 90 days; iv. Commitment to attendance and participation with OMNIA Partners at national (i.e. NIGP Annual Forum, NPI Conference, etc.), regional (i.e. Regional NIGP Chapter Meetings, Regional Cooperative Summits, etc.) and supplier-specific trade shows, conferences and meetings throughout the term of the Master Agreement; v. Commitment to attend, exhibit and participate at the NIGP Annual Forum in an area reserved by OMNIA Partners for partner suppliers. Booth space will be purchased and staffed by Supplier. In addition, Supplier commits to provide reasonable assistance to the overall promotion and marketing efforts for the NIGP Annual Forum, as directed by OMNIA Partners; vi. Design and publication of national and regional advertising in trade publications throughout the term of the Master Agreement; vii. Ongoing marketing and promotion of the Master Agreement throughout its term (case studies, collateral pieces, presentations, promotions, etc.); viii. Dedicated OMNIA Partners internet web-based homepage on Supplier's website with: OMNIA Partners standard logo, Copy of original Request for Proposal, Copy of Master Agreement and amendments between Principal Procurement Agency and Supplier, Summary of Products and pricing, Marketing Materials, Electronic link to OMNIA Partners' website including the online registration page, A dedicated toll-free number and email address for OMNIA Partners

To educate our salesforce, Iron Bow has provided a detailed 90-day plan beginning from award date of the master agreement describing the strategy to immediately implement the master agreement as our primary go-to market strategy for Agencies to supplier's teams nationwide.

**Figure 5** shows a high-level overview of this plan, which we describe in the following sub-sections.



**Figure 5. High-Level Overview of Iron Bow's 90-Day Plan****FIRST 10 DAYS****Executive Buy-In**

- Pro-actively obtain leadership buy-in
- Deliver contract briefing to leadership
- Work with OMNIA partners to ensure success of contract

**FIRST 30 DAYS****Planning & Marketing Material Development**

- Develop Master Agreement Guide
- Conduct SWOT Analysis
- Work with OMNIA partners to distribute and go-to-market

**FIRST 60 DAYS****Master Agreement Training & Education**

- Provide training to all sales engineering & operations teams
- Work with OMNIA partners to develop customized agenda
- Extend training to SLED, Commercial & Healthcare orgs

**FIRST 90 DAYS****Proactive Outbound Communications**

- Work with OEM partners to create end-user events
- Promote & Engage using Iron Bow's significant social media presence
- Communications Team to collaborate with OMNIA partners on messaging and branding efforts

**POST 90-DAYS****Effective Collaborative Environment**

- Schedule semi-annual planning meetings
- Address opportunities, joint marketing activities, any issues and challenges, and lessons learned
- Ensure clear lines of communication among partners

**TRANSITION****Dedicated Program Management**

- Work with OMNIA partners to create Chief Procurement Offers (CPOs) throughout U.S.
- Provide continued education to all agency customers
- Leverage existing VIDA contract to positively position solutions and benefits of master agreement

**TRAINING****Successful Training to Champion Agreement**

- Engage stakeholders to serve as intermediaries and champions
- Create tools to ensure staff is aware of contracts available to them
- Continue to evolve to best support growth and continued success

***First 10 Days – Executive Buy-In***

As part of our proposal development process, Iron Bow proactively obtains leadership's buy-in to pursue a contract of this type and size. The executive team welcomes the opportunity to market our tailored offering to the public sector through the OMNIA Master. Upon award, Iron Bow's Transition Tiger Team, which includes resources from Sales, Marketing, Partner Alliance, PMO, Engineering, and our Managed Services departments, will deliver a contract briefing to our executive leadership outlining the 30-, 60-, 90-Day Marketing Plan in addition to our concept of operations for managing a contract of this size and importance. The transition team will work hand-in-hand with OMNIA Partners and our OEM partners to ensure the success of the contract.

***First 30 Days – Planning and Marketing Material Development***

During the first 30 days, several planning activities occur concurrently and will all be managed by our Transition Tiger Team.

Our PMO works with our Contracts and Legal Department to develop a Master Agreement Guide. The guide includes high-level, pertinent contract information for our end users. It includes sales and delivery point-of-contact information, and details of the contract parameters (i.e., period of performance, list of authorized users, and payment terms). The guide also includes ordering and invoicing instructions with a link to the product/service catalog. We will market the Master Agreement on Ironbow.com and social media outlets, posting relevant past performance and links to contract-specific usage and ordering guides and other custom-developed collateral to support the end-user community.



Sales and Marketing collaborate to perform a strengths, weaknesses, opportunities, and threats (SWOT) analysis and competitor analysis to tailor our messaging to our target audience. We will work with OMNIA Partners to define and document a list of top public sector clients. This information is incorporated into our marketing and training materials.

Our Marketing Team develops a press release in conjunction with OMNIA Partners. The press release is placed on our external corporate website and relevant trade publications. In addition, the team works with Sales, Engineering, and OMNIA Partners to develop, publish, and distribute co-branded marketing materials. These materials include items such as white papers, brochures, and postcards.

Our Sales and Operations teams establish the mechanisms by which end users will place orders, receive status, and pay invoices. They support all our sales teams and customers to ensure information is timely, relevant, and consistent, and answer questions relating to their services. The teams also work with customers on RMA requests, missing information requests, and software licensing.

#### ***First 60 Days – Master Agreement Training and Education***

To ensure our sales force and support teams understand the terms, conditions, value, strategy, and construct of the contract, Iron Bow prepares a training for Sales, Engineering, and Operations. The purpose of the training is to provide information on contract background, period of performance, authorized users, terms and conditions of use, scope of services, pricing construct, reporting requirements, EBS configuration, and any other topics of relevance to the roles leveraging it.

We will work with OMNIA Partners to develop a customized agenda to provide training to our sales engineering, and operations teams. We extend this training to all account managers in our SLED, commercial, and healthcare organizations. We conduct both live (web) and self-paced training that is available to all new employees and business units. All contract training documents and links to the prerecorded trainings are contained on an internal SLED SharePoint site.

#### ***First 90 Days – Proactive Outbound Communications***

Iron Bow takes a proactive, multiprong approach to marketing demand generation. Seventy percent of potential customers perform research online before reaching out to a sales representative. We will seek to work with our OEM partners on planning and hosting end-user facing events such as web-based and/or in-person technology briefings, executive roundtable discussions, webinars, solution-oriented public events, trade shows, and other state-run technology forums, conferences, and events.

Iron Bow has a robust social media program that in the past year gained 14,800 engagements on Twitter, drove 1.8 million Twitter impressions, and 1.0 million LinkedIn impressions. We garnered over 9,000 page visits on Facebook, 7,000 engagements on Facebook, and 19,500 clicks via LinkedIn in support of partners and TechSource blog content. Iron Bow's TechSource is a blog about the issues facing the government and industry today and the technologies being adopted to help overcome them. Our contributors have created 41 pieces of original content on the blog (<https://ironbow.com/techsource/>) year to date, which have received 72,500 visits.

Our proactive public relations (PR) program will assist our sales force in building relationships with media outlets/reporters for OMNIA Partners education users. Our Communications Team will assist with development and publication of press releases, technical white papers, media pitching, and engagement around product/solution announcements. We will also increase Iron Bow's exposure by targeting top publications read by our customers. Finally, we will leverage any opportunity to increase participation in speaking opportunities, positioning our top SMEs to evangelize the solutions we can provide on the master agreement.

We commit to ensuring this master agreement is properly positioned in the market and given ample opportunity to grow and succeed through a broad and diverse marketing program. We will consistently work with OMNIA Partners on refining content, messaging, advertising, and branding efforts to ensure we are in line with and/or exceeding expectations.

#### **Post – 90 Days**

To achieve an effective collaborative environment, Iron Bow's Account Manager schedules semi-annual planning meetings. These meetings will focus on pending opportunities, joint marketing activities, any issues being experienced by the team, and lessons learned. We will support subcontractor participation in all open discussions to ensure issues are raised early and resolved promptly. This approach ensures clear lines of communication among our partners and encourages process improvement.

To support the OMNIA contract, our Partner Alliances group establishes and manages the relationships with strategic OEM Partners, enabling Iron Bow to resell their products and services and driving the tactical and long-term strategies based around them. Our large purchase volume drives our relationships with our OEM supplier partners, and we are in a strong position to deliver products before other vendors can do so, even in the event of industry wide supply constraints.

In addition to the executive sponsors listed in our proposal, Account Manager Cliff Golden will be dedicated to the Cobb County OMNIA contract. We also have dedicated regional account managers to work with other OMNIA Partner agencies. The account manager will be the dedicated point of contact for the life of individual contracts and purchase orders. Once an Agency joins the contract, this account manager will assist with the procurement and management of services and equipment in a cost-effective manner, working with individual Agencies to analyze and recommend specific configurations and solutions.

They will work proactively with OMNIA and their Director of Partner Development to drive all aspects of sales, marketing, contracting, training, operations, and support.

Our sales staff has developed working relationships with agencies in their respective regions, and as part of the education and training process, we inform them they do not have to release competitive solicitations to purchase services and equipment but can buy directly via the OMNIA contract.

The Iron Bow Marketing Department will work with OMNIA Partners to create the materials/programs to publicize the master agreement to the appropriate end users. Current marketing strategies include radio and print advertising, joint telemarketing campaigns, marketing via local area sports franchises, and the development and distribution of customized sales collateral. We currently use direct mailers, seminars, and webinars to promote the latest

technology to our clients. Direct mailers can be sent to Agencies that showcase available products and benefits of the master agreement. We can also issue the mailers as products are refreshed or added to the master agreement. The Marketing Department holds regular seminars and webinars on the newest and most popular technologies we provide. Public Agencies will be able to take full advantage of these marketing services.

### **Training**

See [Section 7.1.7](#) for our sales training approach.

#### **7.1.4 Transition Plan [3.3(C)]**

C. Describe how Supplier will transition any existing Public Agency customers' accounts to the Master Agreement available nationally through OMNIA Partners. Include a list of current cooperative contracts (regional and national) Supplier holds and describe how the Master Agreement will be positioned among the other cooperative agreements.

Iron Bow will work hand-in-hand with our dedicated program managers at OMNIA Partners to create a list of Chief Procurement Officers (CPOs) at all major accounts throughout the United States. We will then begin scheduling meetings with the CPOs to ensure they know about our master agreement and understand the advantages such a contract brings to them. Our nationally oriented account management teams will then continue educating all our Agency customers on the benefits of this new contract.

Iron Bow currently holds several cooperative contracts, including Montgomery College, IT Infrastructure Products, Software and Services, plus two OMNIA contracts in Region 4 Education Service Center (ESC) Cyber Security Solutions and Associated Products & Services and Region 4 ESC Technology Solutions, Products, and Services. Iron Bow believes that the addition of this Cobb County OMNIA contract will fill out our desired portfolio of SLED contract vehicles and allow us to continue attracting new customers to not only Iron Bow but this Cobb County contract in particular. The scope of products and services included within it ensures that Iron Bow has the tools we need to properly promote, position, and ultimately attract new customers to use this contract. As we have with other contract awards, we intend to promote this contract through press releases and via our SLED page on our website. We will also be developing focus campaigns, marketing collateral, and outreach programs to help promote this contract.

We will also ensure that we educate our existing customers as to the benefits of this contract over others that they may be using and work with them to transition over to it should the desire and fit be determined. We will ensure that this contract is properly represented in our materials and discussions at trade shows and conferences we attend. Iron Bow, through its several decades of doing business, has successfully promoted, onboarded, and/or transitioned customers onto new contract vehicles in both the federal and SLED spaces and will continue these efforts for this vehicle as well.

We also hold a contract with VITA whereby we provide DaaS to all its participating agencies in the Commonwealth of Virginia. The End User Services, Computing Devices, and Hardware contract involves delivery and servicing of nearly 60,000 devices across 86 agencies throughout the state. This contract involved a very heavy transition over from a previous contract of not only end users but also systems, inventory, facilities, people, software packages, processes, etc. Iron Bow successfully completed this transition and was commended by VITA executive staff for the efficiency and accuracy of our execution and delivery without impacting end users.

In addition to the aforementioned methods, we also will work with our strategic manufacturers to ensure that our salesforce is sharing and educating theirs on the merits of this contract vehicle and how it can benefit the partnership between Iron Bow and each respective manufacturer in their pursuit of selling into the SLED space. As with all of our contract vehicles, we will continually assess our pipeline of activity and ensure we are properly positioning and promoting this Cobb County OMNIA contract to optimize its exposure.

#### 7.1.5 Iron Bow Logo [3.3(D)]

D. Acknowledge Supplier agrees to provide its logo(s) to OMNIA Partners and agrees to provide permission for reproduction of such logo in marketing communications and promotions. Acknowledge that use of OMNIA Partners logo will require permission for reproduction, as well.

Iron Bow will provide our logo and permission for reproduction to OMNIA Partners for marketing communications and promotions. A request for the material along with file requirements can be sent to our Account Team at any time post-award. The team will provide OMNIA Partners with any organizational marketing material requested.

Iron Bow advertises current clients who request to be advertised on our webpage, [www.ironbow.com](http://www.ironbow.com). With permission, we would be happy to advertise the OMNIA Partners logo on this site. We acknowledge that permission is required to use the OMNIA Partners logo in promotional and marketing material.

#### 7.1.6 Proactive Direct Sales [3.3(E)]

E. Confirm Supplier will be proactive in direct sales of Supplier's goods and services to Public Agencies nationwide and the timely follow up to leads established by OMNIA Partners. All sales materials are to use the OMNIA Partners logo. At a minimum, the Supplier's sales initiatives should communicate:

- i. Master Agreement was competitively solicited and publicly awarded by a Principal Procurement Agency
- ii. Best government pricing
- iii. No cost to participate
- iv. Non-exclusive

Iron Bow leverages a variety of traditional and digital outreach tactics to engage agencies using effective messages, materials, and channels to use the master agreement for solution sales. External outreach to the agencies includes digital outreach, public relations activities, and content creation and distribution. Digital outreach blends website development and enhancement, social media engagement, online advertising, and OMNIA Partners publications. All outreach programs Iron Bow uses for this Master Agreement will display the OMNIA Partners logo. Advantages will be communicated to Public Agencies nationwide and will include, at a minimum, that the master agreement is:

- Solicited and publicly awarded by a Principal Procurement Agency
- Offers best pricing to Public Agencies
- Free to participate
- Non-exclusive

Additional details on our overall Marketing Plan appear in [Section 7.1.3.1](#).

**7.1.7 Sales Training [3.3(F)]**

- F. Confirm Supplier will train its national sales force on the Master Agreement. At a minimum, sales training should include:
- i. Key features of Master Agreement
  - ii. Working knowledge of the solicitation process
  - iii. Awareness of the range of Public Agencies that can utilize the Master Agreement through OMNIA Partners
  - iv. Knowledge of benefits of the use of cooperative contracts

Successfully training internal audiences requires engaging stakeholders to serve as intermediaries and champions, promoting the changes through internal communication channels and outreach products, and delivering timely training. Iron Bow creates the tools needed to ensure staff is aware of the contracts available to them, comfortable using them, and capable of promoting them to others.

To ensure proper promotion of the master agreement, Iron Bow trains our national sales force in several ways. Some examples of training methods are outlined in **Table 15**.

**Table 15. Examples of Iron Bow Training Methods**

Training Type	Description
Master Agreement Literature	We will provide OMNIA Partners' Master Agreement literature, including key features and benefits, that can be distributed to Agencies and the national salesforce.
Lunch and Learn	We hold regular lunch-and-learn briefings to provide information to the sales team that includes the solicitation process, new contract features, and technology trainings.
Contracts One-on-One	Our Contracts Team members often lead sessions directly with new employees and interested account managers in a one-on-one setting to discuss the range of Agencies that can use the master agreement.
OMNIA Partners	Working in conjunction with OMNIA Partners, we set up live and self-paced training sessions available to SLED, commercial, and healthcare teams to discuss how to market the contract to customers, who can use it, and features and benefits to Agencies.
Weekly Sales Meeting	We hold weekly sales meetings via Webex to discuss issues, progress, and contract status.
Contracts Guide	We develop a Contract Guide for our national salesforce available on our internal Sales intranet.

**7.1.8 Key Resource Contact Information [3.3(G)]**

- G. Provide the name, title, email and phone number for the person(s), who will be responsible for:
- i. Executive Support, ii. Marketing, iii. Sales, iv. Sales Support, v. Financial Reporting, vi. Accounts Payable, vii. Contracts

Key resources and their contact information are provided in **Table 16**.

**Table 16. Key Resource Contact Information**

Department	Contact Information
Executive Support	Bill Saltenberger, Commercial General Manager <a href="mailto:Bill.Saltenberger@ironbow.com">Bill.Saltenberger@ironbow.com</a> (703) 279-3060
Marketing	Sarah Kim, Director, Marketing <a href="mailto:Sarah.Kim@ironbow.com">Sarah.Kim@ironbow.com</a> (703) 420-8743
Sales	Cliff Golden, Account Manager <a href="mailto:Cliff.Golden@ironbow.com">Cliff.Golden@ironbow.com</a> (703) 462-6406
Sales Support	Kressa Stewart, Inside Sales Representative <a href="mailto:Kressa.Stewart@ironbow.com">Kressa.Stewart@ironbow.com</a> (703) 293-6782
Financial Reporting	James Mockus, Senior Manager, Business Operations <a href="mailto:James.Mockus@ironbow.com">James.Mockus@ironbow.com</a> (240) 487-1432
Accounts Payable	Stephanie Hudson, Accounts Payable Manager <a href="mailto:Stephanie.Hudson@ironbow.com">Stephanie.Hudson@ironbow.com</a> (703) 293-2346
Contracts	Jodie Vaughn, Senior Contracts Manager <a href="mailto:Jodie.Vaughn@ironbow.com">Jodie.Vaughn@ironbow.com</a> (703) 674-5283

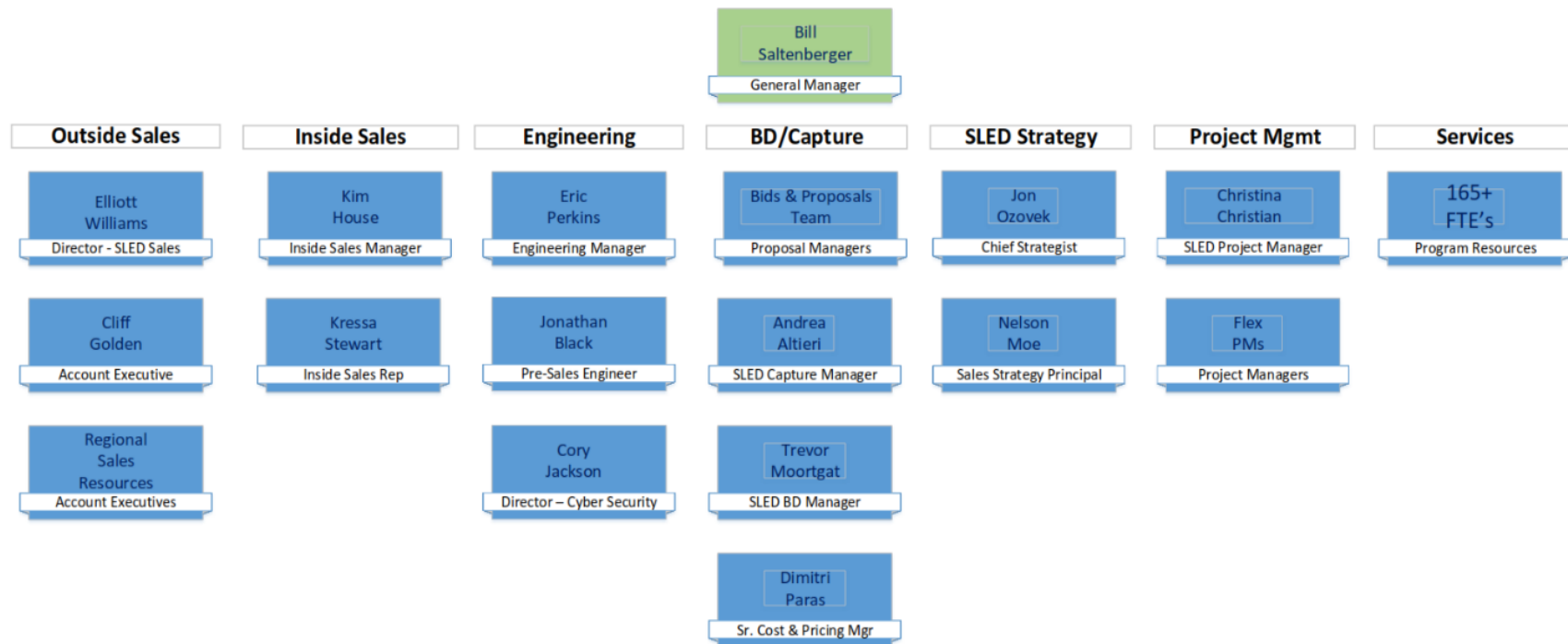
**7.1.9 Iron Bow National Sales Team [3.3(H)]**

H. Describe in detail how Supplier's national sales force is structured, including contact information for the highest-level executive in charge of the sales team.

**Account Team**

OMNIA Partners will have a dedicated Account Team that includes an Account Manager, ISR, and CSE. The team will provide the core program support for the Agency. It will be supported by Iron Bow's technology consultants to provide technical solutions for the Agency. **Figure 6** provides further detail on the SLED sales team, contact information for key resources can be found in [Section 7.1.8](#). Additional information on the background and experience of the proposed key resources can be found in [Section 3.2](#).



**Figure 6. SLED/Commercial Sales Team**

### Engineering Support

Our engineering teams have been strategically grouped to provide pre-sales, deployment, managed services, and SME support to our sales team and customers nationwide.

**Advanced Technology Consultant Group:** Providing subject matter expertise in their fields, these engineers are responsible for continuously identifying technology trends and adding the appropriate portfolio of products to support our competencies. The group includes 11 SMEs, 4 of whom are Cisco Certified Internetwork Experts (CCIE), some holding dual CCIE certifications. Of note: Mr. Greg Stemmerger, a previous triple CCIE, is our Chief Technology Officer; Mr. Brian Musgrove is responsible for our Hosted Collaboration Solutions, including Cisco Unified Communications Manager (UCM) Cloud; Mr. Kevin Finch leads our Cyber-Security practice; Mr. Dan Klanderman leads Video and Healthcare solutions; and Mr. Brandon Lockhart manages Data Analytics and Risk Management Framework (RMF) solutions.

**Solutions Architecture Group:** This group leads design and architecture activities for our clients. Members are senior-level experts in their fields and are brought in to solve the most complex technology challenges. The group is managed by a dual CCIE (Data Center and Collaboration) and team leads who align with our core competencies, including AV, Wireless, Collaboration, Security, Next Generation Networking, and Data Center. The team is comprised of 13 engineers, 5 of whom hold either dual or triple CCIE certifications in Voice, Route/Switch, Collaboration, Security, and/or Data Center.

**Technical Assistance Group (TAG):** Our TAG is responsible for assisting our sales teams with configuring everyday run-rate quotes. The team is made up of three engineers who all have strong Cisco backgrounds.

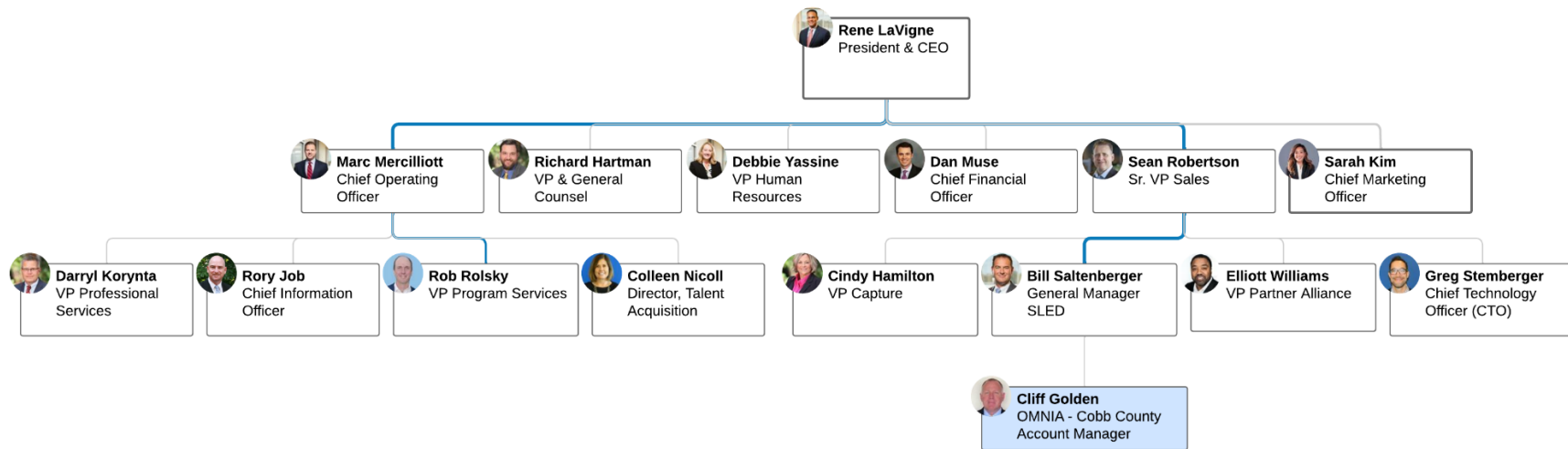
**Consulting Sales Engineers:** Aligned with each of our business units (Healthcare, SLED/Commercial, Department of Defense [DoD], and Civilian), our CSEs are part of a 1:1 or 1:2 CSE-to-Account Manager team ratio. The CSE is responsible for all pre-sales activities, including initial customer meetings, identifying potential solutions, bill of materials (BOM) development, scope of work development, and management of transitional responsibilities when handing projects over to a delivery team. Five CSEs directly support the Commercial/SLED team.

**Engagement (Delivery) Engineering Team:** The team represents the talent responsible for implementation, configuration, and training for our customers. It includes 14 engineers and one manager.

**Cloud and Managed Services Team:** Located in our CSC in Chantilly, VA, this team is responsible for product management, including product development and daily operations of our managed service center and portfolio of offerings. Our CSC staff is composed of more than 120 Tiers 1–3 Help Desk engineers who manage our Telehealth, Cloud and Managed Services, and Warranty Services offerings. Nearly all these individuals have some level of Cisco certification, such as Cisco Certified Network Associate (CCNA) and Cisco Certified Network Professional (CCNP).

### **Management Structure**

Iron Bow's executive, account, and key engineering leadership teams, outlined in **Figure 7**, provide the vision and expertise required to consistently deliver leading IT solutions and services that help customers excel in their missions. We use simple, well-defined interfaces to facilitate interaction throughout the organization, focusing on clear lines of communication and control.

**Figure 7. Iron Bow Leadership Team**

With the depth and breadth of requisite experience, our Executive Leadership Team provides strategic oversight in their areas of focus:

- President and **Chief Executive Officer (CEO)** Rene LaVigne is responsible for driving Iron Bow’s strategic initiatives to align with the dynamic technology landscape and customer requirements, while also creating a top workplace culture for our employees. His forward-thinking and motivation are behind the Iron Bow “customer first” culture that keeps us at the forefront of the IT industry.
- With more than 25 years of experience at leading IT solutions providers, **Chief Operating Officer (COO)** Marc Mercilliott is a versatile technology leader with expertise in large-scale IT operations and technology services. He designs and implements business strategies, sets comprehensive goals for performance and growth, oversees daily operations of the company, and evaluates performance by analyzing and interpreting data and metrics.
- **Chief Technology Officer (CTO)** Greg Stemberger is a highly experienced Network Architect and CCIE with more than 15 years of progressive experience designing/ troubleshooting both large scale enterprise and service provider networks. As Chief Technology Officer for Iron Bow, he oversees the organization’s technological needs as well as the company’s research and development efforts in order to help align investments and reach customer objectives.
- Our **Vice President of Professional Services**, Darryl Korynta, is responsible for Iron Bow’s Customer Assurance Program, which focuses on engineering and program management to effectively meet our customers’ requirements.

- Our **Chief Financial Officer (CFO)**, Dan Muse, performs effective risk management and plans and oversees our financial strategy. The CFO is a critical function, ensuring cash flow is appropriate for operational expenses. He also supervises all finance personnel in the execution of their duties and manages vendor relationships.

Iron Bow's other organizational units—Sales, Finance, Professional Services, Contracts, and Human Resources (HR)—will provide critical resources to ensure COOP for our OMNIA Partners project team.

#### **7.1.10 National Program Implementation and Expansion [3.3(l)]**

I. Explain in detail how the sales teams will work with the OMNIA Partners team to implement, grow and service the national program.

Upon contract award, the Iron Bow Marketing Department will work with OMNIA Partners to create the materials/programs to publicize the Master Agreement to the appropriate end users. Existing marketing strategies include radio and print advertising, joint telemarketing campaigns, marketing via local area sports franchises, and development and distribution of customized sales collateral. We currently use techniques such as direct mailers, seminars, and webinars to promote the latest technology to our clients. Direct mailers can be sent to Public Agencies that showcase available products and benefits of the Master Agreement. We can also issue the mailers as products are refreshed or added to the Master Agreement. The Marketing Department holds regular seminars and webinars on the newest and most popular technologies we provide. Public Agencies will be able to take full advantage of these marketing services. Additional details on our social media reach, PR program, training, and positioning can be found in [Section 7.1.3.1](#).

Iron Bow is committed to cooperative purchase contracts. We ensure all our SLED, commercial, and healthcare sales teams are aware of the contracts, understand the marketing that supports them, where to continue pushing them, and provide them the necessary training and continuing education to be successful. In addition, we continually work with our sales teams to develop stronger marketing strategies in the markets where they work based on their direct experiences and street-level understanding of what is important to their customer bases, whether that is customized collateral development to help their own sales, branding and marketing strategies, or broader campaign development that leverages landing pages, white papers, lead generation sources, etc.

Iron Bow continually assesses and reviews our own Search Engine Optimization (SEO), Social Media Optimization (SMO), and Search Engine Marketing (SEM) strategies to further promote our brand, capabilities, contracts, and overall expertise. This has shown great benefit to not only our own brand but those of our partners. This is an overarching corporate strategy and will continue to evolve to best support our growth and continued success in the addressable markets where OMNIA Partners' contracts are utilized.

**7.1.11 National Program Management [3.3(l)]**

I. Explain in detail how Supplier will manage the overall national program throughout the term of the Master Agreement, including ongoing coordination of marketing and sales efforts, timely new Participating Public Agency account setup, timely contract administration, etc.

Iron Bow currently supports several major federal procurement vehicles that serve the same purpose as the OMNIA contract and are structured in a similar manner. Using these contracts enables ordering agencies to receive the best possible pricing even for smaller orders that normally would not carry deep discounts. The purpose and structure of these vehicles is identical to the goals and structure of the OMNIA contract, and Iron Bow will provide OMNIA Partners with strong support to grow the use of the contract across the nation.

Recently, Iron Bow was awarded the Region 4 ESC Cyber Security Solutions contract. Although Iron Bow has held the contract just over 90 days, we have developed a Master Agreement Guide, performed a SWOT and competitor analysis, and developed and published a press release. We also set up a robust marketing campaign, provided training to the Iron Bow team, and have sold over \$2 million in products and services.

Iron Bow's GWAC, IDIQ, and BPA contracts are listed in **Table 17**.

**Table 1. Iron Bow GWAC and IDIQ Contracts**

Contract Name	Contract Number	PoP (w/ Option Years)	Type	Revenue to Date
Region 4 ESC/OMNIA Cyber Security	R200802	10/01/2020 – 09/30/2023	IDIQ	\$10M
U.S. Army Information Technology Enterprise Solutions – 2 Hardware (ITES-2H)	W91QUZ-07-D-0010	2/09/2007 – 07/23/2016	IDIQ	\$2.1B
U.S. Army ITES-3H	W52P1J-16-D-0014	2/22/2016 – 02/21/2021	IDIQ	
U.S. Army ITES-3 Services (ITES-3S)	W52P1J-18-D-A061	9/25/2018 – 9/24/2027	IDIQ	\$2.4M
NIH CIO-CS	HHSN316201500058W	5/01/2015 – 05/30/2025	GWAC	\$31.4M
NASA SEWP IV	NNG07DA39B/NNG07DA39B	5/01/2007 – 04/30/2015	GWAC	\$620.0M
NASA SEWP V	NNG15SC41B	5/01/2015 – 04/30/2025	GWAC	\$223.1M
General Services Administration (GSA) IT Schedule 70	GS-35F-0251V	2/24/2009 – 02/23/2029	GWAC	\$239.7M
U.S. Air Force Network-Centric Solutions (NETCENTS) 2	FA873-13-D-0017	11/06/2013 – 11/5/2019	IDIQ	\$593.6M
DOS VTC	19AQMM18D0035	4/10/2018 – 04/15/2023	IDIQ	\$22.4M
VA Clinical Enterprise Videoconferencing Network (CEVN)	VA119-15-A-0131	9/30/2015 – 09/29/2020	BPA	\$593.1M

Contract Name	Contract Number	PoP (w/ Option Years)	Type	Revenue to Date
Federal Bureau of Investigation (FBI) Information Technology Acquisition Program (ITAP)	DJF-15-1200-V-001531	1/23/2015 – 01/22/2020	IDIQ	\$437.4M
FAA SAVES Hardware	692M15-19-D-00015	8/1/2019 – 07/31/2024	IDIQ	\$2.2M
FAA SAVES VTC	692M15-18-D-00004	2/21/2018 – 2/20/2023	IDIQ	\$4.8M
Huntington Ingalls Incorporated (HII) Newport News Shipyard (NNS) End-User Device Support	4600003109	12/9/2015 – 12/8/2020	IDIQ	\$48.4M
NIH GSA BPA	HHSN263200900348B	9/29/2009 – 1/31/2020	BPA	\$232K
Smithsonian BPA	16-BPA-410-0000350497	6/6/2016 – 6/5/2020	BPA	\$8.9M
Social Security Administration (SSA) GSA BPA	SS00-14-40023	9/29/2014 – 3/28/2020	BPA	\$12.3M

### 7.1.12 Iron Bow Public Agency Sales [3.3(J)]

J. State the amount of Supplier's Public Agency sales for the previous fiscal year. Provide a list of Supplier's top 10 Public Agency customers, the total purchases for each for the previous fiscal year along with a key contact for each.

Iron Bow has worked with public sector clients for many years. Such education clients include Johns Hopkins University, The Catholic University of America, George Mason University, Georgetown University, University of Maryland Medical System, Carmel School District, Miami-Trace High School, Frederick Community College, and University of Colorado. In terms of local government entities, Iron Bow has worked with Fairfax County, VA; Plant City, FL; City of Winchester, VA; City of Tampa, FL; the Orange County, CA, Comptroller's Office; North Carolina departments of Information Technology, Revenue, and Health and Human Services; and West Virginia Office of Technology.

**Table 18** is a list of Iron Bow's top 10 Public Agency customers, along with the total purchases for each for Fiscal Year 2022.

**Table 2. Public Agency Sales**

Public Agency Customer	Total Purchases for FY22	Key Contact
Virginia Information Technologies Agency (VITA)	\$31,224,360.09	Available upon request
Fairfax County Government, VA	\$6,173,978.00	Tanesha Sherrod, Procurement & A/P Manager, <a href="mailto:Tanehsa.Sherrod@fairfaxcounty.gov">Tanehsa.Sherrod@fairfaxcounty.gov</a> , 703-324-4012,
University of Maryland Medical System	\$3,501,725.03	John Pazdersky, Buyer, 443-462-3428, <a href="mailto:jpazdersky@umm.edu">jpazdersky@umm.edu</a>
Maryland Judiciary Administrative Office of Court	\$1,134,435.50	Karen Hoang, Procurement Officer, <a href="mailto:Karen.Hoang@mdcourts.gov">Karen.Hoang@mdcourts.gov</a> , 410-260-1582
Virginia Alcoholic Beverage Control Authority	\$763,151.61	Sheri Newman, <a href="mailto:sheri.newman@virginiaabc.com">sheri.newman@virginiaabc.com</a> , 804-213-4427
The School Board of Hernando County, FL	\$484,679.65	Jill Renihan, Director of Safe Schools, <a href="mailto:renihan_j@hcsb.k12.fl.us">renihan_j@hcsb.k12.fl.us</a> , 352 797-7233



Public Agency Customer	Total Purchases for FY22	Key Contact
Universal Service Administrative Company (USAC)	\$454,771.64	Susana Iannino, Senior Procurement Specialist, <a href="mailto:Susana.Iannino@usac.org">Susana.Iannino@usac.org</a> , 202-414 2729
State Of North Carolina	\$412,165.21	Stephanie Yoder, NCDIT, <a href="mailto:stephanie.yoder@nc.gov">stephanie.yoder@nc.gov</a> , 919-754-6298
Colorado Department of Corrections	\$355,385.05	Erica Crofford, Purchasing Agent III, <a href="mailto:erica.crofford@state.co.us">erica.crofford@state.co.us</a> , 719-269-4106
Panama City Housing Authority, FL	\$247,742.90	Loretta Jenkins, Accounts Payable, <a href="mailto:ljenkins@panamacityhousing.org">ljenkins@panamacityhousing.org</a> , 850-769-5278, ext. 10

### 7.1.13 Information Systems Capabilities [3.3(K)]

K. Describe Supplier's information systems capabilities and limitations regarding order management through receipt of payment, including description of multiple platforms that may be used for any of these functions.

The Iron Bow Order Management System is a complete product provisioning solution emphasizing the unique support requirements inherent in product procurement contracts. The system has achieved those goals over the last 10 years. We continually re-evaluate its capabilities, efficiencies, and system accuracy, considering technology improvements that may enhance our existing support features.

#### Iron Bow Quote Tool

A key Iron Bow module is our quote tool, which is an automated quoting system that enables easy, consistent, and secure creation and management of customer quotes across all customer interaction channels. The quote tool is an internally customized quoting application. Integrated into Iron Bow in 2013, the current iteration of the tool is built on the industry-proven Oracle EBS platform. Iron Bow account teams leverage this tool to generate product quotes for thousands of federal, state, local, and commercial customers annually. Contract information, such as approved catalog products, product compliance, and pricing, is loaded into the database and managed throughout the contract lifecycle.

The Iron Bow Account Team will use the quote tool to support Agencies. The team will provide solution development, configuration generation or validation, and quotes as requested. The team can be reached by phone or email. Contact information will be provided to the Agency upon award.

#### eCommerce / Shopping Cart Capabilities

Iron Bow's eCommerce capabilities are based on the Oracle iStore platform. iStore is an electronic commerce application that enables us to build, manage, and personalize powerful, global, and scalable Internet storefronts. Iron Bow has seamlessly integrated iStore with Oracle's Enterprise Resource Planning (ERP) applications to create powerful Internet store sites for selling products and services in a secure and personalized environment. Our iStore supports both business-to-business (B2B) and business-to-consumer (B2C) selling models. We currently support multiple federal customers with unique storefronts built on the iStore platform.

#### Order Placement

Oracle EBS serves as the primary mechanism for placing and entering orders. Iron Bow accepts all forms of purchase orders. Other means of ordering include fax, email (with attachments in

one of the prescribed formats), and paper copies (via U.S. mail or private courier), as well as EDI capabilities. We will capture and incorporate all required information for order acceptance from all types of orders.

### Order Tracking

Iron Bow has implemented iSupport and Install-Base as additional modules within our EBS instance to provide a web-based interface where our Account Team or authorized customer buyers have access to tracking numbers and delivery status.

Order tracking from receipt to final delivery is captured by Iron Bow via secure connections to our vendors, OEMs, and logistics partners, and added to the database. All order tracking information is made available to the purchasing Agency and our Account Team. Agencies will be able to access up-to-date information on the status of all orders by either contacting the team or via the customer portals.

### Credit Card Orders

See [Section 5.2.1](#) for details.

### Order Modifications

Should the need arise for order modifications or delivery change requests, Iron Bow will follow our International Organization for Standardization (ISO)–certified change management process that is based on Program Management Institute (PMI) Program Management Body of Knowledge (PMBOK) best practices. This process focuses on controlling changes to the baseline order to ensure order delivery success and provides all parties with a recorded trail of changes made to the baseline order or delivery schedule. Once we propose change, we review it and assess its impact on the current order status. We then align the proposed change with delivery objectives, validated it and either approve or reject, and communicate the change to all affected stakeholders. Adjustments reflecting the changes are then made to the order.

### Order Invoicing

Once equipment has been delivered and accepted at the customer site, invoices will be exported from the system in accordance with contract terms and submitted to the Agency for payment. Iron Bow accepts all methods of payment. Credit card fees incurred are not directly passed on to customers.

#### 7.1.14 Guaranteed Contract Sales [3.3(L); Attachment A, Exhibit B]

L. Provide the Contract Sales (as defined in Section 10 of the OMNIA Partners Administration Agreement) that Supplier will guarantee each year under the Master Agreement for the initial three years of the Master Agreement ("Guaranteed Contract Sales").

\$\_\_\_\_\_.00 in year one

\$\_\_\_\_\_.00 in year two

\$\_\_\_\_\_.00 in year three

To the extent Supplier guarantees minimum Contract Sales, the administration fee shall be calculated based on the greater of the actual Contract Sales and the Guaranteed Contract Sales.

Iron Bow will pay a 3 percent Administration Fee based on the actual contract sales as outlined in the Administration Fee, Reporting & Payment section of Exhibit B, Administration Agreement. Iron Bow does not guarantee contract sales.

### 7.1.15 Responding to Formal Solicitations [3.3(M)]

M. Even though it is anticipated many Public Agencies will be able to utilize the Master Agreement without further formal solicitation, there may be circumstances where Public Agencies will issue their own solicitations. The following options are available when responding to a solicitation for Products covered under the Master Agreement.

- i. Respond with Master Agreement pricing (Contract Sales reported to OMNIA Partners).
- ii. If competitive conditions require pricing lower than the standard Master Agreement not-to-exceed pricing, Supplier may respond with lower pricing through the Master Agreement. If Supplier is awarded the contract, the sales are reported as Contract Sales to OMNIA Partners under the Master Agreement.
- iii. Respond with pricing higher than Master Agreement only in the unlikely event that the Public Agency refuses to utilize Master Agreement (Contract Sales are not reported to OMNIA Partners).
- iv. If alternative or multiple proposals are permitted, respond with pricing higher than Master Agreement, and include Master Agreement as the alternate or additional proposal.

Detail Supplier's strategies under these options when responding to a solicitation.

In cases where a Public Agency releases its solicitation without using the Master Agreement, Iron Bow will reach out to the issuing/procurement office and notify them we hold the OMNIA Technology Solutions contract and educate them on the benefits of such a contract. We will provide marketing collateral regarding the contract's terms and conditions and respond to the solicitation pricing, including for those products covered in the Price List Crosswalk and Iron Bow Minimum Discounts by OEM in [Section 5.3](#), if authorized/approved by the Public Agency. In this situation, contract sales would be reported by our program office to OMNIA Partners.

If we face competitive conditions requiring pricing lower than what we have as the standard not-to-exceed pricing for those products listed in the Price List Crosswalk and Iron Bow Minimum Discounts by OEM in [Section 5.3](#), Iron Bow will respond with lower pricing. We will report such sales as contract sales to OMNIA Partners under the terms of the Master Agreement.

If the Public Agency refuses to use the Price List Crosswalk and Iron Bow Minimum Discounts by OEM in [Section 5.3](#), Iron Bow will respond with pricing higher than the agreement. In these situations, the contract sales will not be reported to OMNIA Partners. If alternative or multiple proposals are permitted, we will respond with pricing higher than our Price List Crosswalk and Iron Bow Minimum Discounts by OEM in [Section 5.3](#) and include the agreement as the alternative or additional proposal with lower pricing.

### 7.1.16 Additional Information

#### 7.1.16.1 Emergency Order Response

With staging and integration expertise, access to product inventories, and priority relationships with all commercial shippers, Iron Bow can meet any emergency order with virtually no impact on our standard operating procedures (SOPs). Every supplier has experience with and an understanding of priority status for large and/or emergency orders.

Because Iron Bow holds more than 15 IDIQs, GWACs, and BPAs, we already have an organization to receive and process orders, including expedited emergency orders. Iron Bow is dedicated to providing high-quality products to participating agencies in a timely manner. We fully leverage our ISO 9001:2015 approved internal systems and processes to manage our business. These systems and processes support customer contract management requirements, ensuring consistent and reliable results. We also coordinate with our OEM partners to ensure 100 percent compliance with all expedited delivery order requirements.

Iron Bow has a sales, engineering, and operations staff who will be dedicated resources for the Cobb County Technology Solutions contract. If needed, Iron Bow management will redirect internal resources (sales, operations, order processing, and partner services staff) to ensure priority/emergency orders are given immediate attention and processed with urgency.

#### **7.1.16.2 On-Time Delivery Rate/Standard Delivery Timelines**

Iron Bow has SOPs to ensure orders are shipped and received as expected. Our database retains complete shipping records of each order. Tracking information (delivery method by carrier, tracking number, ship date, and estimated time of arrival [ETA]) is available to the Agency 24/7.

#### **7.1.16.3 Return/Restocking Policy**

Under Iron Bow policy, return/restock fees may apply depending on the product and whether it is sourced directly from the OEM or a distribution partner. We will clearly identify whether any return/restock fees apply when quoting.

#### **7.1.16.4 Service and Warranty Capabilities**

Iron Bow's support services are founded on ITIL best practices and are available 24/7/365.

Iron Bow offers Tiers 1–3 remote help desk support from our Help Desk Depot. Participating Agencies can purchase Tiers 1–3 or just Tiers 2–3 support in conjunction with the service.

We will help the Participating Agency's support organization diagnose and resolve technical problems related to the performance of our services that originate with Agency infrastructure or MPLS networks.

#### **7.1.16.5 Fulfillment Process**

Iron Bow's order processing and operations staff oversee cradle-to-grave order management, including order acknowledgement, order review and quality assurance (QA), purchasing, invoicing, and contributing to the Monthly Activity Report. This group is further responsible for ensuring all information regarding the order will achieve accurate reporting; confirming an automatic tax exemption, where applicable, for all purchases under this contract; purchasing from OEMs and distributors; providing shipping/tracking information to the Agency; processing invoices; and preparing return merchandise authorizations (RMAs).

Iron Bow uses a series of tools to automate as much of the order management process as possible; this includes the ServiceNow IT Service Management (ITSM) tool, a user-friendly solution that provides flexible portal capabilities based on customer needs, including ticket tracking, robust dashboards (for trends analyses and to group like tickets), and reporting capabilities, as well as asset and service management modules. Through continuous analysis of tickets and trends support, we can proactively identify issues and corrective measures before users are impacted. The design of the portal will provide easy access to a wide range of supporting information (i.e., technical literature and training options/materials) without cluttering the screen or interfering with basic purchasing functionality. We use ServiceNow wherever possible to provide the Agency transparency in the ordering process.

#### **7.1.16.6 Purchasing Process**

Iron Bow can have the portal in place and ready to accept delivery orders and purchase card orders within 21 calendar days of contract award. Orders will be accepted via EDI using the American National Standard Institute (ANSI) X 12 standard or by fax, web portal email, or telephone.

Part of the responsibilities of the order processing/operations staff is to review all orders received. They also ensure the unique account number for each customer is accurate and tag each item unavailable due to back order, end-of-life (EOL), or end-of-service (EOS), and provide an availability date.

We cover the pricing distribution and verification process in [Section 7.1.2.3](#) and processing, shipping, and handling in [Section 7.1.2.4](#).

#### **7.1.16.7 Invoicing Process**

Once equipment has been delivered and accepted at the customer site, invoices will be exported from the system in accordance with contract terms and submitted to the Participating Agency for payment. Iron Bow accepts all methods of payment. Credit card fees incurred are not directly passed on to customers.

#### **7.1.16.8 Website Capabilities and Functionality**

Iron Bow will provide OMNIA Partners secure access to a web portal within 21 calendar days after contract award through our Iron Bow Service Portal, which can support purchasing and help desk functions. This full-service system manages and tracks all orders. Agencies can directly contact an Iron Bow ISR to place and execute orders. Our flexibility enables our ordering interface to accommodate any key data elements that must be tracked. The system ensures that when agencies make purchases from the website, the website does not retain credit card information. The purchaser must re-enter this data with each purchase.

Our secure, web-based Service Portal can be used by Iron Bow and the Agency to initiate and track orders, review delivery and installation activities, manage incident and trouble tickets, and access customized reports. Iron Bow can provide the following support for the OMNIA Partners Master Agreement via our website:

- Display all contract line items, a subset of items, or any other items related to full product solutions
- Show special promotions and/or promotional pricing
- Provide EOL/EOS reporting
- Show fax, TTY, and toll-free phone numbers, and customer service email address
- Provide Contracting Officer (CO) and Representative (COR) names and phone numbers
- Provide contract information (e.g., contract number, scope)
- Offer access to training materials (e.g., user guides, manuals, FAQs) and the Ordering Guide
- If required, there will be an administrative area accessible only to OMNIA Partners and designated contract administrators that will provide details on webpage hits, purchase histories and data, software licenses, meeting minutes, contract reports, and any other contractual data required by OMNIA Partners

The portal can also provide the current status of the service tickets requested (open, dispatched, service technician en route, delivered). From the portal, the Agency can have direct access to the support documentation area of OEM web pages specifically for the proposed products. OMNIA Partners can define roles and level of access to the portal for help desk users.

In addition, the Service Portal can manage hardware and software obsolescence, which includes a process to notify the Agency when any item nears EOL/EOS. It can track pending replacement components/devices that will be proposed by the sales engineering teams that mitigate the impact on standard solution configurations and/or the OEM list of products. When new products are added to the catalog, OEM maintenance dates are loaded to track renewal and expiration of support under the subscription. This method is also useful for tracking and managing EOL/EOS notifications. Our OEM partners, in concert with our Partner Alliance Team, are responsible for notifying the PMO when a product on the catalog has been announced as going EOL.

#### **7.1.16.9 Safety Record**

The personal safety and health of each employee is of primary importance to Iron Bow. Our policy is to maintain a safe and healthy work environment at all times, and to comply with Occupational Safety and Health Administration (OSHA) regulations and state and local safety requirements. Prevention of work-related injuries and illnesses is treated as a priority by management and employees and is given precedence in all operational matters. Iron Bow does not knowingly allow unsafe conditions to exist or permit employees to participate in unsafe activities.

#### **7.2 OMNIA Partners Administration Agreement [5.8(b)]**

b. The successful Supplier will be required to sign Attachment A, Exhibit B, OMNIA Partners Administration Agreement, Suppliers shall have any reviews required to sign the document prior to submitting a response. Supplier's response shall include any proposed exceptions to the OMNIA Partners Administration Agreement.

Iron Bow understands that Attachment A, Exhibit B, OMNIA Partners Administration Agreement must be signed prior to contract award. We have reviewed and do not have any exceptions to the OMNIA Partners Administration Agreement.

In addition, we provide completed Exhibit A, Exhibit F, and Exhibit G forms as separate files with our proposal.



**CONTRACTOR AFFIDAVIT & AGREEMENT  
(EXHIBIT A)**

*This affidavit must be signed, notarized and submitted with any bid requiring the performance of physical services. If the affidavit is not submitted at the time of the bid, the bid will be determined non-responsive and will be disqualified.*

By executing this affidavit, the undersigned contractor verifies compliance with O.C.G.A. §13-10-91, stating affirmatively that the individual, firm or corporation which is contracting with Cobb County, Georgia, has registered with, is authorized to use, and is participating in a federal work authorization program (an electronic verification of work authorization program operated by the U.S. Department of Homeland Security or any equivalent federal work authorization program operated by the U.S. Department of Homeland Security to verify information of newly hired employees, pursuant to the Immigration Reform and Control Act of 1986 (IRCA)). The undersigned contractor further attests that it will continue to use the federal Employment Eligibility Verification (EEV) work authorization program throughout the contract period.

The undersigned further agrees that should it employ or contract with any subcontractor(s) or should its subcontractor(s) employ other subcontractor(s) for the physical performance of services pursuant to the contract with Cobb County, Georgia, the contractor or subcontractor will:

- (1) Notify the County within five business days of entering into a contract or agreement for hire with any subcontractor(s);
- (2) Secure from any subcontractor(s) and/or their subcontractor(s) verification of compliance with O.C.G.A. § 13-10-91 on the attached Subcontractor Affidavit (EXHIBIT A-1) prior to the commencement of any work under the contract/agreement;
- (3) Secure from any subcontractor(s) and/or their subcontractor(s) a completed Immigration Compliance Certification (EXHIBIT A-2) prior to the commencement of any work under the contract/agreement;
- (4) Provide the subcontractor(s) with legal notice that Cobb County, Georgia, reserves the right to dismiss, or require the dismissal of, any contractor or subcontractor for failing to provide the affidavit and/or for failure to comply with the requirements referenced in the affidavit;
- (5) Maintain records of such compliance and provide a copy of each such verification to Cobb County, Georgia, at the time the subcontractor(s) is retained to perform such services or upon any request from Cobb County, Georgia; and
- (6) Maintain such records for a period of five (5) years.

1773455

EEV (E-Verify) Program Number

Myron Shandruk  
BY: Authorized Officer or Agent  
[Contractor Name]

Myron Shandruk Director, Contracts  
Printed Name

01/06/2022

EEV Program Date of Authorization

Iron Bow Technologies, LLC  
Contractor Business Name

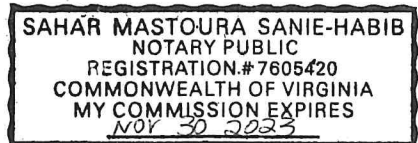
30 Sep 2022

Date

SWORN AND SUBSCRIBED BEFORE ME  
ON THIS THE 30<sup>th</sup> DAY OF September, 2022

Sarah A.  
Notary Public Commission Expires: Nov 30, 2023

*Effective 09-20-2013*



## **APPENDIX C—FEDERAL FUNDS CERTIFICATIONS (EXHIBIT F)**

We provide our completed Exhibit F in the following pages.

## Exhibit F Federal Funds Certifications

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### FEDERAL CERTIFICATIONS

#### ADDENDUM FOR AGREEMENT FUNDED BY U.S. FEDERAL GRANT

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#### TO WHOM IT MAY CONCERN:

**Participating Agencies may elect to use federal funds to purchase under the Master Agreement. This form should be completed and returned.**

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#### DEFINITIONS

**Contract** means a legal instrument by which a non-Federal entity purchases property or services needed to carry out the project or program under a Federal award. The term as used in this part does not include a legal instrument, even if the non-Federal entity considers it a contract, when the substance of the transaction meets the definition of a Federal award or subaward

**Contractor** means an entity that receives a contract as defined in Contract.

**Cooperative agreement** means a legal instrument of financial assistance between a Federal awarding agency or pass-through entity and a non-Federal entity that, consistent with 31 U.S.C. 6302–6305:

- (a) Is used to enter into a relationship the principal purpose of which is to transfer anything of value from the Federal awarding agency or pass-through entity to the non-Federal entity to carry out a public purpose authorized by a law of the United States (see 31 U.S.C. 6101(3)); and not to acquire property or services for the Federal government or pass-through entity's direct benefit or use;
- (b) Is distinguished from a grant in that it provides for substantial involvement between the Federal awarding agency or pass-through entity and the non-Federal entity in carrying out the activity contemplated by the Federal award.
- (c) The term does not include:
  - (1) A cooperative research and development agreement as defined in 15 U.S.C. 3710a; or
  - (2) An agreement that provides only:
    - (i) Direct United States Government cash assistance to an individual;
    - (ii) A subsidy;
    - (iii) A loan;
    - (iv) A loan guarantee; or
    - (v) Insurance.

**Federal awarding agency** means the Federal agency that provides a Federal award directly to a non-Federal entity

**Federal award** has the meaning, depending on the context, in either paragraph (a) or (b) of this section:

- (a)(1) The Federal financial assistance that a non-Federal entity receives directly from a Federal awarding agency or indirectly from a pass-through entity, as described in § 200.101 Applicability; or
- (2) The cost-reimbursement contract under the Federal Acquisition Regulations that a non-Federal entity receives directly from a Federal awarding agency or indirectly from a pass-through entity, as described in § 200.101 Applicability.
- (b) The instrument setting forth the terms and conditions. The instrument is the grant agreement, cooperative agreement, other agreement for assistance covered in paragraph (b) of § 200.40 Federal financial assistance, or the cost-reimbursement contract awarded under the Federal Acquisition Regulations.
- (c) Federal award does not include other contracts that a Federal agency uses to buy goods or services from a contractor or a contract to operate Federal government owned, contractor operated facilities (GOCOs).
- (d) See also definitions of Federal financial assistance, grant agreement, and cooperative agreement.

**Non-Federal entity** means a state, local government, Indian tribe, institution of higher education (IHE), or nonprofit organization that carries out a Federal award as a recipient or subrecipient.

**Nonprofit organization** means any corporation, trust, association, cooperative, or other organization, not including IHEs, that:

- (a) Is operated primarily for scientific, educational, service, charitable, or similar purposes in the public interest;
- (b) Is not organized primarily for profit; and
- (c) Uses net proceeds to maintain, improve, or expand the operations of the organization.

**Obligations** means, when used in connection with a non-Federal entity's utilization of funds under a Federal award, orders placed for property and services, contracts and subawards made, and similar transactions during a given period that require payment by the non-Federal entity during the same or a future period.

**Pass-through entity** means a non-Federal entity that provides a subaward to a subrecipient to carry out part of a Federal program.

**Recipient** means a non-Federal entity that receives a Federal award directly from a Federal awarding agency to carry out an activity under a Federal program. The term recipient does not include subrecipients.

**Simplified acquisition threshold** means the dollar amount below which a non-Federal entity may purchase property or services using small purchase methods. Non-Federal entities adopt small purchase procedures in order to expedite the purchase of items costing less than the simplified acquisition threshold. The simplified acquisition threshold is set by the Federal Acquisition Regulation at 48 CFR Subpart 2.1 (Definitions) and in accordance with 41 U.S.C. 1908. As of the publication of this part, the simplified acquisition threshold is \$250,000, but this threshold is periodically adjusted for inflation. (Also see definition of § 200.67 Micro-purchase.)

**Subaward** means an award provided by a pass-through entity to a subrecipient for the subrecipient to carry out part of a Federal award received by the pass-through entity. It does not include payments to a contractor or payments to an individual that is a beneficiary of a Federal program. A subaward may be provided through any form of legal agreement, including an agreement that the pass-through entity considers a contract.

**Subrecipient** means a non-Federal entity that receives a subaward from a pass-through entity to carry out part of a Federal program; but does not include an individual that is a beneficiary of such program. A subrecipient may also be a recipient of other Federal awards directly from a Federal awarding agency.

**Termination** means the ending of a Federal award, in whole or in part at any time prior to the planned end of period of performance.

The following provisions may be required and apply when Participating Agency expends federal funds for any purchase resulting from this procurement process. Per FAR 52.204-24 and FAR 52.204-25, solicitations and resultant contracts shall contain the following provisions.

#### **52.204-24 Representation Regarding Certain Telecommunications and Video Surveillance Services or Equipment (Oct 2020)**

The Offeror shall not complete the representation at paragraph (d)(1) of this provision if the Offeror has represented that it "does not provide covered telecommunications equipment or services as a part of its offered products or services to the Government in the performance of any contract, subcontract, or other contractual instrument" in paragraph (c)(1) in the provision at [52.204-26](#), Covered Telecommunications Equipment or Services—Representation, or in paragraph (v)(2)(i) of the provision at [52.212-3](#), Offeror Representations and Certifications-Commercial Items. The Offeror shall not complete the representation in paragraph (d)(2) of this provision if the Offeror has represented that it "does not use covered telecommunications equipment or services, or any equipment, system, or service that uses covered telecommunications equipment or services" in paragraph (c)(2) of the provision at [52.204-26](#), or in paragraph (v)(2)(ii) of the provision at [52.212-3](#).

(a) *Definitions.* As used in this provision—

*Backhaul, covered telecommunications equipment or services, critical technology, interconnection arrangements, reasonable inquiry, roaming, and substantial or essential component* have the meanings provided in the clause [52.204-25](#), Prohibition on Contracting for Certain Telecommunications and Video Surveillance Services or Equipment.

*(b) Prohibition.*

(1) Section 889(a)(1)(A) of the John S. McCain National Defense Authorization Act for Fiscal Year 2019 (Pub. L. 115-232) prohibits the head of an executive agency on or after August 13, 2019, from procuring or obtaining, or extending or renewing a contract to procure or obtain, any equipment, system, or service that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system. Nothing in the prohibition shall be construed to—

(i) Prohibit the head of an executive agency from procuring with an entity to provide a service that connects to the facilities of a third-party, such as backhaul, roaming, or interconnection arrangements; or

(ii) Cover telecommunications equipment that cannot route or redirect user data traffic or cannot permit visibility into any user data or packets that such equipment transmits or otherwise handles.

(2) Section 889(a)(1)(B) of the John S. McCain National Defense Authorization Act for Fiscal Year 2019 (Pub. L. 115-232) prohibits the head of an executive agency on or after August 13, 2020, from entering into a contract or extending or renewing a contract with an entity that uses any equipment, system, or service that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system. This prohibition applies to the use of covered telecommunications equipment or services, regardless of whether that use is in performance of work under a Federal contract. Nothing in the prohibition shall be construed to—

(i) Prohibit the head of an executive agency from procuring with an entity to provide a service that connects to the facilities of a third-party, such as backhaul, roaming, or interconnection arrangements; or

(ii) Cover telecommunications equipment that cannot route or redirect user data traffic or cannot permit visibility into any user data or packets that such equipment transmits or otherwise handles.

(c) *Procedures.* The Offeror shall review the list of excluded parties in the System for Award Management (SAM) (<https://www.sam.gov>) for entities excluded from receiving federal awards for "covered telecommunications equipment or services".

(d) *Representation.* The Offeror represents that—

(1) It ☐ will, ☒ will not provide covered telecommunications equipment or services to the Government in the performance of any contract, subcontract or other contractual instrument resulting from this solicitation. The Offeror shall provide the additional disclosure information required at paragraph (e)(1) of this section if the Offeror responds "will" in paragraph (d)(1) of this section; and

(2) After conducting a reasonable inquiry, for purposes of this representation, the Offeror represents that—

It ☐ does, ☒ does not use covered telecommunications equipment or services, or use any equipment, system, or service that uses covered telecommunications equipment or services. The Offeror shall provide the additional disclosure information required at paragraph (e)(2) of this section if the Offeror responds "does" in paragraph (d)(2) of this section.

(e) *Disclosures.*

(1) Disclosure for the representation in paragraph (d)(1) of this provision. If the Offeror has responded "will" in the representation in paragraph (d)(1) of this provision, the Offeror shall provide the following information as part of the offer.

(i) For covered equipment—

(A) The entity that produced the covered telecommunications equipment (include entity name, unique entity identifier, CAGE code, and whether the entity was the original equipment manufacturer (OEM) or a distributor, if known);

(B) A description of all covered telecommunications equipment offered (include brand; model number, such as OEM number, manufacturer part number, or wholesaler number; and item description, as applicable); and

(C) Explanation of the proposed use of covered telecommunications equipment and any factors relevant to determining if such use would be permissible under the prohibition in paragraph (b)(1) of this provision.

(ii) For covered services—

(A) If the service is related to item maintenance: A description of all covered telecommunications services offered (include on the item being maintained: Brand; model number, such as OEM number, manufacturer part number, or wholesaler number; and item description, as applicable); or

(B) If not associated with maintenance, the Product Service Code (PSC) of the service being provided; and explanation of the proposed use of covered telecommunications services and any factors relevant to determining if such use would be permissible under the prohibition in paragraph (b)(1) of this provision.

(2) Disclosure for the representation in paragraph (d)(2) of this provision. If the Offeror has responded "does" in the representation in paragraph (d)(2) of this provision, the Offeror shall provide the following information as part of the offer:

(i) For covered equipment—

(A) The entity that produced the covered telecommunications equipment (include entity name, unique entity identifier, CAGE code, and whether the entity was the OEM or a distributor, if known);

(B) A description of all covered telecommunications equipment offered (include brand; model number, such as OEM number, manufacturer part number, or wholesaler number; and item description, as applicable); and

(C) Explanation of the proposed use of covered telecommunications equipment and any factors relevant to determining if such use would be permissible under the prohibition in paragraph (b)(2) of this provision.

(ii) For covered services—

(A) If the service is related to item maintenance: A description of all covered telecommunications services offered (include on the item being maintained: Brand; model number, such as OEM number, manufacturer part number, or wholesaler number; and item description, as applicable); or

(B) If not associated with maintenance, the PSC of the service being provided; and explanation of the proposed use of covered telecommunications services and any factors relevant to determining if such use would be permissible under the prohibition in paragraph (b)(2) of this provision.

## **52.204-25 Prohibition on Contracting for Certain Telecommunications and Video Surveillance Services or Equipment (Aug 2020).**

(a) *Definitions.* As used in this clause—

*Backhaul* means intermediate links between the core network, or backbone network, and the small subnetworks at the edge of the network (e.g., connecting cell phones/towers to the core telephone network). Backhaul can be wireless (e.g., microwave) or wired (e.g., fiber optic, coaxial cable, Ethernet).

*Covered foreign country* means The People's Republic of China.

*Covered telecommunications equipment or services* means—

(1) Telecommunications equipment produced by Huawei Technologies Company or ZTE Corporation (or any subsidiary or affiliate of such entities);

(2) For the purpose of public safety, security of Government facilities, physical security surveillance of critical infrastructure, and other national security purposes, video surveillance and telecommunications equipment produced by Hytera Communications Corporation, Hangzhou Hikvision Digital Technology Company, or Dahua Technology Company (or any subsidiary or affiliate of such entities);

(3) Telecommunications or video surveillance services provided by such entities or using such equipment; or

(4) Telecommunications or video surveillance equipment or services produced or provided by an entity that the Secretary of Defense, in consultation with the Director of National Intelligence or the Director of the Federal Bureau of Investigation, reasonably believes to be an entity owned or controlled by, or otherwise connected to, the government of a covered foreign country.

*Critical technology* means—

(1) Defense articles or defense services included on the United States Munitions List set forth in the International Traffic in Arms Regulations under subchapter M of chapter I of title 22, Code of Federal Regulations;

(2) Items included on the Commerce Control List set forth in Supplement No. 1 to part 774 of the Export Administration Regulations under subchapter C of chapter VII of title 15, Code of Federal Regulations, and controlled—

(i) Pursuant to multilateral regimes, including for reasons relating to national security, chemical and biological weapons proliferation, nuclear nonproliferation, or missile technology; or

(ii) For reasons relating to regional stability or surreptitious listening;

(3) Specially designed and prepared nuclear equipment, parts and components, materials, software, and technology covered by part 810 of title 10, Code of Federal Regulations (relating to assistance to foreign atomic energy activities);

(4) Nuclear facilities, equipment, and material covered by part 110 of title 10, Code of Federal Regulations (relating to export and import of nuclear equipment and material);

(5) Select agents and toxins covered by part 331 of title 7, Code of Federal Regulations, part 121 of title 9 of such Code, or part 73 of title 42 of such Code; or

(6) Emerging and foundational technologies controlled pursuant to section 1758 of the Export Control Reform Act of 2018 (50 U.S.C. 4817).

*Interconnection arrangements* means arrangements governing the physical connection of two or more networks to allow the use of another's network to hand off traffic where it is ultimately delivered (e.g., connection of a customer of telephone provider A to a customer of telephone company B) or sharing data and other information resources.

*Reasonable inquiry* means an inquiry designed to uncover any information in the entity's possession about the identity of the producer or provider of covered telecommunications equipment or services used by the entity that excludes the need to include an internal or third-party audit.



*Roaming* means cellular communications services (e.g., voice, video, data) received from a visited network when unable to connect to the facilities of the home network either because signal coverage is too weak or because traffic is too high.

*Substantial or essential component* means any component necessary for the proper function or performance of a piece of equipment, system, or service.

(b) *Prohibition.*

(1) Section 889(a)(1)(A) of the John S. McCain National Defense Authorization Act for Fiscal Year 2019 (Pub. L. 115-232) prohibits the head of an executive agency on or after August 13, 2019, from procuring or obtaining, or extending or renewing a contract to procure or obtain, any equipment, system, or service that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system. The Contractor is prohibited from providing to the Government any equipment, system, or service that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system, unless an exception at paragraph (c) of this clause applies or the covered telecommunication equipment or services are covered by a waiver described in FAR [4.2104](#).

(2) Section 889(a)(1)(B) of the John S. McCain National Defense Authorization Act for Fiscal Year 2019 (Pub. L. 115-232) prohibits the head of an executive agency on or after August 13, 2020, from entering into a contract, or extending or renewing a contract, with an entity that uses any equipment, system, or service that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system, unless an exception at paragraph (c) of this clause applies or the covered telecommunication equipment or services are covered by a waiver described in FAR [4.2104](#). This prohibition applies to the use of covered telecommunications equipment or services, regardless of whether that use is in performance of work under a Federal contract.

(c) *Exceptions.* This clause does not prohibit contractors from providing—

(1) A service that connects to the facilities of a third-party, such as backhaul, roaming, or interconnection arrangements;  
or

(2) Telecommunications equipment that cannot route or redirect user data traffic or permit visibility into any user data or packets that such equipment transmits or otherwise handles.

(d) *Reporting requirement.*

(1) In the event the Contractor identifies covered telecommunications equipment or services used as a substantial or essential component of any system, or as critical technology as part of any system, during contract performance, or the Contractor is notified of such by a subcontractor at any tier or by any other source, the Contractor shall report the information in paragraph (d)(2) of this clause to the Contracting Officer, unless elsewhere in this contract are established procedures for reporting the information; in the case of the Department of Defense, the Contractor shall report to the website at <https://dibnet.dod.mil>. For indefinite delivery contracts, the Contractor shall report to the Contracting Officer for the indefinite delivery contract and the Contracting Officer(s) for any affected order or, in the case of the Department of Defense, identify both the indefinite delivery contract and any affected orders in the report provided at <https://dibnet.dod.mil>.

(2) The Contractor shall report the following information pursuant to paragraph (d)(1) of this clause

(i) Within one business day from the date of such identification or notification: the contract number; the order number(s), if applicable; supplier name; supplier unique entity identifier (if known); supplier Commercial and Government Entity (CAGE) code (if known); brand; model number (original equipment manufacturer number, manufacturer part number, or wholesaler number); item description; and any readily available information about mitigation actions undertaken or recommended.

(ii) Within 10 business days of submitting the information in paragraph (d)(2)(i) of this clause: any further available information about mitigation actions undertaken or recommended. In addition, the Contractor shall describe the efforts it undertook to prevent use or submission of covered telecommunications equipment or services, and any additional efforts that will be incorporated to prevent future use or submission of covered telecommunications equipment or services.

(e) *Subcontracts.* The Contractor shall insert the substance of this clause, including this paragraph (e) and excluding paragraph (b)(2), in all subcontracts and other contractual instruments, including subcontracts for the acquisition of commercial items.

The following certifications and provisions may be required and apply when Participating Agency expends federal funds for any purchase resulting from this procurement process. Pursuant to 2 C.F.R. § 200.326, all contracts, including small purchases, awarded by the Participating Agency and the Participating Agency's subcontractors shall contain the procurement provisions of

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**APPENDIX II TO 2 CFR PART 200**

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**(A) Contracts for more than the simplified acquisition threshold currently set at \$250,000, which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Regulations Council (Councils) as authorized by 41 U.S.C. 1908, must address administrative, contractual, or legal remedies in instances where contractors violate or breach contract terms, and provide for such sanctions and penalties as appropriate.**

Pursuant to Federal Rule (A) above, when a Participating Agency expends federal funds, the Participating Agency reserves all rights and privileges under the applicable laws and regulations with respect to this procurement in the event of breach of contract by either party.

Does offeror agree? YES William Bentley Initials of Authorized Representative of offeror

**(B) Termination for cause and for convenience by the grantee or subgrantee including the manner by which it will be effected and the basis for settlement. (All contracts in excess of \$10,000)**

Pursuant to Federal Rule (B) above, when a Participating Agency expends federal funds, the Participating Agency reserves the right to immediately terminate any agreement in excess of \$10,000 resulting from this procurement process in the event of a breach or default of the agreement by Offeror as detailed in the terms of the contract.

Does offeror agree? YES William Bentley Initials of Authorized Representative of offeror

**(C) Equal Employment Opportunity. Except as otherwise provided under 41 CFR Part 60, all contracts that meet the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 must include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 CFR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 CFR part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."**

Pursuant to Federal Rule (C) above, when a Participating Agency expends federal funds on any federally assisted construction contract, the equal opportunity clause is incorporated by reference herein.

Does offeror agree to abide by the above? YES William Bentley Initials of Authorized Representative of offeror

**(D) Davis-Bacon Act, as amended (40 U.S.C. 3141-3148). When required by Federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-Federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-Federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency. The contracts must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.**

Pursuant to Federal Rule (D) above, when a Participating Agency expends federal funds during the term of an award for all contracts and subgrants for construction or repair, offeror will be in compliance with all applicable Davis-Bacon Act provisions.

Does offeror agree? YES William Bentley Initials of Authorized Representative of offeror

(E) Contract Work Hours and Safety Standards Act (40 U.S.C. 3701-3708). Where applicable, all contracts awarded by the non-Federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

Pursuant to Federal Rule (E) above, when a Participating Agency expends federal funds, offeror certifies that offeror will be in compliance with all applicable provisions of the Contract Work Hours and Safety Standards Act during the term of an award for all contracts by Participating Agency resulting from this procurement process.

Does offeror agree? YES William Bentley Initials of Authorized Representative of offeror

(F) Rights to Inventions Made Under a Contract or Agreement. If the Federal award meets the definition of "funding agreement" under 37 CFR §401.2 (a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that "funding agreement," the recipient or subrecipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

Pursuant to Federal Rule (F) above, when federal funds are expended by Participating Agency, the offeror certifies that during the term of an award for all contracts by Participating Agency resulting from this procurement process, the offeror agrees to comply with all applicable requirements as referenced in Federal Rule (F) above.

Does offeror agree? YES William Bentley Initials of Authorized Representative of offeror

(G) Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended—Contracts and subgrants of amounts in excess of \$150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. 1251- 1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA)

Pursuant to Federal Rule (G) above, when federal funds are expended by Participating Agency, the offeror certifies that during the term of an award for all contracts by Participating Agency member resulting from this procurement process, the offeror agrees to comply with all applicable requirements as referenced in Federal Rule (G) above.

Does offeror agree? YES William Bentley Initials of Authorized Representative of offeror

(H) Debarment and Suspension (Executive Orders 12549 and 12689)—A contract award (see 2 CFR 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the Executive Office of the President Office of Management and Budget (OMB) guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR part 1986 Comp., p. 189) and 12689 (3 CFR part 1989 Comp., p. 235), "Debarment and Suspension." SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549.

Pursuant to Federal Rule (H) above, when federal funds are expended by Participating Agency, the offeror certifies that during the term of an award for all contracts by Participating Agency resulting from this procurement process, the offeror certifies that neither it nor its principals is presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency. If at any time during the term of an award the offeror or its principals becomes debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any

federal department or agency, the offeror will notify the Participating Agency.

Does offeror agree? YES William Bentley Initials of Authorized Representative of offeror

**(I) Byrd Anti-Lobbying Amendment (31 U.S.C. 1352)—Contractors that apply or bid for an award exceeding \$100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.**

Pursuant to Federal Rule (I) above, when federal funds are expended by Participating Agency, the offeror certifies that during the term and after the awarded term of an award for all contracts by Participating Agency resulting from this procurement process, the offeror certifies that it is in compliance with all applicable provisions of the Byrd Anti-Lobbying Amendment (31 U.S.C. 1352). The undersigned further certifies that:

(1) No Federal appropriated funds have been paid or will be paid for on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, the making of a Federal grant, the making of a Federal loan, the entering into a cooperative agreement, and the extension, continuation, renewal, amendment, or modification of a Federal contract, grant, loan, or cooperative agreement.

(2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with this Federal grant or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying", in accordance with its instructions.

(3) The undersigned shall require that the language of this certification be included in the award documents for all covered sub-awards exceeding \$100,000 in Federal funds at all appropriate tiers and that all subrecipients shall certify and disclose accordingly.

Does offeror agree? YES William Bentley Initials of Authorized Representative of offeror

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#### RECORD RETENTION REQUIREMENTS FOR CONTRACTS INVOLVING FEDERAL FUNDS

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When federal funds are expended by Participating Agency for any contract resulting from this procurement process, offeror certifies that it will comply with the record retention requirements detailed in 2 CFR § 200.333. The offeror further certifies that offeror will retain all records as required by 2 CFR § 200.333 for a period of three years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

Does offeror agree? YES William Bentley Initials of Authorized Representative of offeror

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#### CERTIFICATION OF COMPLIANCE WITH THE ENERGY POLICY AND CONSERVATION ACT

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When Participating Agency expends federal funds for any contract resulting from this procurement process, offeror certifies that it will comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act (42 U.S.C. 6321 et seq.; 49 C.F.R. Part 18).

Does offeror agree? YES William Bentley Initials of Authorized Representative of offeror

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#### CERTIFICATION OF COMPLIANCE WITH BUY AMERICA PROVISIONS

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To the extent purchases are made with Federal Highway Administration, Federal Railroad Administration, or Federal Transit Administration funds, offeror certifies that its products comply with all applicable provisions of the Buy America Act and agrees to provide such certification or applicable waiver with respect to specific products to any Participating Agency upon request. Purchases made in accordance with the Buy America Act must still follow the applicable procurement rules calling for free and open competition.

Does offeror agree? YES William Bentley Initials of Authorized Representative of offeror

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**CERTIFICATION OF COMPLIANCE WITH BUY AMERICAN PROVISIONS**

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Unless Supplier is exempt (See FAR 25.103), when authorized by statute or explicitly indicated by Participating Public Agency, Buy American requirements will apply where only unmanufactured construction material mined or produced in the United States shall be used (see Subpart 25.6 – American Recovery and Reinvestment Act-Buy American statute for additional details).

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**CERTIFICATION OF ACCESS TO RECORDS – 2 C.F.R. § 200.336**

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Offeror agrees that the Inspector General of the Agency or any of their duly authorized representatives shall have access to any documents, papers, or other records of offeror that are pertinent to offeror's discharge of its obligations under the Contract for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to offeror's personnel for the purpose of interview and discussion relating to such documents.

Does offeror agree? YES William Bentley Initials of Authorized Representative of offeror

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**CERTIFICATION OF APPLICABILITY TO SUBCONTRACTORS**

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Offeror agrees that all contracts it awards pursuant to the Contract shall be bound by the foregoing terms and conditions.

Does offeror agree? YES William Bentley Initials of Authorized Representative of offeror

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**Offeror agrees to comply with all federal, state, and local laws, rules, regulations and ordinances, as applicable. It is further acknowledged that offeror certifies compliance with all provisions, laws, acts, regulations, etc. as specifically noted above.**

Offeror's Name: Iron Bow Technologies, LLC

Address, City, State, and Zip Code: 2121 Cooperative Way, Suite 500 Herndon, VA 20171

Phone Number: (703) 279-3000 Fax Number: (703) 793-0662

Printed Name and Title of Authorized Representative: William Bentley / Associate Corporate Counsel

Email Address: William.Bentley@ironbow.com

Signature of Authorized Representative: William Bentley Date: 09/28/2022

## **APPENDIX D—NEW JERSEY BUSINESS COMPLIANCE (EXHIBIT G)**

We provide our completed Exhibit G in the following pages.



**Exhibit G**  
**New Jersey Business Compliance**

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**NEW JERSEY BUSINESS COMPLIANCE**

Suppliers intending to do business in the State of New Jersey must comply with policies and procedures required under New Jersey statutes. All offerors submitting proposals must complete the following forms specific to the State of New Jersey. Completed forms should be submitted with the offeror's response to the RFP. Failure to complete the New Jersey packet will impact OMNIA Partners' ability to promote the Master Agreement in the State of New Jersey.

DOC #1	Ownership Disclosure Form
DOC #2	Non-Collusion Affidavit
DOC #3	Affirmative Action Affidavit
DOC #4	Political Contribution Disclosure Form
DOC #5	Stockholder Disclosure Certification
DOC #6	Certification of Non-Involvement in Prohibited Activities in Iran
DOC #7	New Jersey Business Registration Certificate
DOC #8	EEOAA Evidence
DOC #9	MacBride Principals Form

New Jersey suppliers are required to comply with the following New Jersey statutes when applicable:

- all anti-discrimination laws, including those contained in N.J.S.A. 10:2-1 through N.J.S.A. 10:2-14, N.J.S.A. 10:5-1, and N.J.S.A. 10:5-31 through 10:5-38;
- Prevailing Wage Act, N.J.S.A. 34:11-56.26, for all contracts within the contemplation of the Act;
- Public Works Contractor Registration Act, N.J.S.A. 34:11-56.26; and
- Bid and Performance Security, as required by the applicable municipal or state statutes.

**STATEMENT OF OWNERSHIP DISCLOSURE**

N.J.S.A. 52:25-24.2 (P.L. 1977, c.33, as amended by P.L. 2016, c.43)

This statement shall be completed, certified to, and included with all bid and proposal submissions. Failure to submit the required information is cause for automatic rejection of the bid or proposal.

**Name of Organization:** Iron Bow Technologies, LLC

**Organization Address:** 2121 Cooperative Way, Suite 500 Herndon, VA 20171

**Part I Check the box that represents the type of business organization:**

- ☐ Sole Proprietorship (skip Parts II and III, execute certification in Part IV)
- ☐ Non-Profit Corporation (skip Parts II and III, execute certification in Part IV)
- ☐ For-Profit Corporation (any type) ☒ Limited Liability Company (LLC)
- ☐ Partnership ☐ Limited Partnership ☐ Limited Liability Partnership (LLP)
- ☐ Other (be specific): \_\_\_\_\_

**Part II**

- ☐ The list below contains the names and addresses of all stockholders in the corporation who own 10 percent or more of its stock, of any class, or of all individual partners in the partnership who own a 10 percent or greater interest therein, or of all members in the limited liability company who own a 10 percent or greater interest therein, as the case may be. **(COMPLETE THE LIST BELOW IN THIS SECTION)**

OR

- ☒ No one stockholder in the corporation owns 10 percent or more of its stock, of any class, or no individual partner in the partnership owns a 10 percent or greater interest therein, or no member in the limited liability company owns a 10 percent or greater interest therein, as the case may be. **(SKIP TO PART IV)**

(Please attach additional sheets if more space is needed):

Name of Individual or Business Entity	Home Address (for Individuals) or Business Address

**Part III DISCLOSURE OF 10% OR GREATER OWNERSHIP IN THE STOCKHOLDERS, PARTNERS OR LLC MEMBERS LISTED IN PART II**

If a bidder has a direct or indirect parent entity which is publicly traded, and any person holds a 10 percent or greater beneficial interest in the publicly traded parent entity as of the last annual federal Security and Exchange Commission (SEC) or foreign equivalent filing, ownership disclosure can be met by providing links to the website(s) containing the last annual filing(s) with the federal Securities and Exchange Commission (or foreign equivalent) that contain the name and address of each person holding a 10% or greater beneficial interest in the publicly traded parent entity, along with the relevant page numbers of the filing(s) that contain the information on each such person. **Attach additional sheets if more space is needed.**

Website (URL) containing the last annual SEC (or foreign equivalent) filing	Page #'s

**Please list** the names and addresses of each stockholder, partner or member owning a 10 percent or greater interest in any corresponding corporation, partnership and/or limited liability company (LLC) listed in Part II **other than for any publicly traded parent entities referenced above.** The disclosure shall be continued until names and addresses of every noncorporate stockholder, and individual partner, and member exceeding the 10 percent ownership criteria established pursuant to N.J.S.A. 52:25-24.2 has been listed. **Attach additional sheets if more space is needed.**

Stockholder/Partner/Member and Corresponding Entity Listed in Part II	Home Address (for Individuals) or Business Address

**Part IV Certification**

I, being duly sworn upon my oath, hereby represent that the foregoing information and any attachments thereto to the best of my knowledge are true and complete. I acknowledge: that I am authorized to execute this certification on behalf of the bidder/proposer; that the **<name of contracting unit>** is relying on the information contained herein and that I am under a continuing obligation from the date of this certification through the completion of any contracts with **<type of contracting unit>** to notify the **<type of contracting unit>** in writing of any changes to the information contained herein; that I am aware that it is a criminal offense to make a false statement or misrepresentation in this certification, and if I do so, I am subject to criminal prosecution under the law and that it will constitute a material breach of my agreement(s) with the, permitting the **<type of contracting unit>** to declare any contract(s) resulting from this certification void and unenforceable.

Full Name (Print):	William Bentley	Title:	Associate Corporate Counsel
Signature:	<i>William Bentley</i>	Date:	09/28/2022

**NON-COLLUSION AFFIDAVIT**

<b>STANDARD BID DOCUMENT REFERENCE</b>	
<b>Reference: VII-H</b>	
Name of Form:	<b>NON-COLLUSION AFFIDAVIT</b>
Statutory Reference:	No specific statutory reference State Statutory Reference N.J.S.A. 52:34-15
Instructions Reference:	Statutory and Other Requirements VII-H
Description:	The Owner's use of this form is optional. It is used to ensure that the bidder has not participated in any collusion with any other bidder or Owner representative or otherwise taken any action in restraint of free and competitive bidding.

# NON-COLLUSION AFFIDAVIT

State of New Jersey

County of \_\_\_\_\_

ss:

I, William Bentley residing in Reston  
(name of affiant) (name of municipality)  
in the County of Fairfax and State of Virginia of full  
age, being duly sworn according to law on my oath depose and say that:

I am Associate Corporate Counsel of the firm of Iron Bow Technologies, LLC  
(title or position) (name of firm)

Iron Bow Technologies, LLC the bidder making this Proposal for the bid

entitled Technology Product Solutions and Related Services, and that I executed the said proposal with  
(title of bid proposal)

full authority to do so that said bidder has not, directly or indirectly entered into any agreement,  
participated in any collusion, or otherwise taken any action in restraint of free, competitive bidding in  
connection with the above named project; and that all statements contained in said proposal and in this  
affidavit are true and correct, and made with full knowledge that the Omnia Partners,  
Public Sector relies upon the truth of the statements contained in said Proposal  
(name of contracting unit)  
and in the statements contained in this affidavit in awarding the contract for the said project.

I further warrant that no person or selling agency has been employed or retained to solicit or secure such  
contract upon an agreement or understanding for a commission, percentage, brokerage, or contingent  
fee, except bona fide employees or bona fide established commercial or selling agencies maintained by  
Iron Bow Technologies, LLC.

Subscribed and sworn to

before me this day 28<sup>th</sup>

William Bentley  
Signature

September, 2022

[Signature]  
Notary public of

William Bentley  
(Type or print name of affiant under signature)

My Commission expires Nov 30, 2023

(Seal)



**AFFIRMATIVE ACTION AFFIDAVIT  
(P.L. 1975, C.127)**

**Company Name:** Iron Bow Technologies, LLC  
**Street:** 2121 Cooperative Way, Suite 500  
**City, State, Zip Code:** Herndon, VA 20171

**Proposal Certification:**

Indicate below company's compliance with New Jersey Affirmative Action regulations. Company's proposal will be accepted even if company is not in compliance at this time. No contract and/or purchase order may be issued, however, until all Affirmative Action requirements are met.

**Required Affirmative Action Evidence:**

Procurement, Professional & Service Contracts (Exhibit A)

**Vendors must submit with proposal:**

1. A photocopy of a valid letter that the contractor is operating under an existing Federally approved or sanctioned affirmative action program (good for one year from the date of the letter);

OR

2. A photocopy of a Certificate of Employee Information Report approval, issued in accordance with N.J.A.C. 17:27-4;

OR

3. A photocopy of an Employee Information Report (Form AA302) provided by the Division of Contract Compliance and Equal Employment Opportunity in Public Contracts and distributed to the public agency to be completed by the contractor in accordance with N.J.A.C. 17:27-4.

**Public Work – Over \$50,000 Total Project Cost:**

- A. No approved Federal or New Jersey Affirmative Action Plan. We will complete Report Form AA201. A project contract ID number will be assigned to your firm upon receipt of the completed Initial Project Workforce Report (AA201) for this contract.
- B. Approved Federal or New Jersey Plan – certificate enclosed

*I further certify that the statements and information contained herein, are complete and correct to the best of my knowledge and belief.*

09/28/2022  
***Date***

William Bentley  
***Associate Corporate Counsel***  
***Authorized Signature and Title***



**P.L. 1995, c. 127 (N.J.A.C. 17:27)**  
**MANDATORY AFFIRMATIVE ACTION LANGUAGE**

**PROCUREMENT, PROFESSIONAL AND SERVICE**  
**CONTRACTS**

During the performance of this contract, the contractor agrees as follows:

The contractor or subcontractor, where applicable, will not discriminate against any employee or applicant for employment because of age, race, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation. The contractor will take affirmative action to ensure that such applicants are recruited and employed, and that employees are treated during employment, without regard to their age, race, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation. Such action shall include, but not be limited to the following: employment, upgrading, demotion, or transfer; recruitment or recruitment advertising; layoff or termination; rates of pay or other forms of compensation; and selection for training, including apprenticeship. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices to be provided by the Public Agency Compliance Officer setting forth provisions of this non-discrimination clause.

The contractor or subcontractor, where applicable will, in all solicitations or advertisement for employees placed by or on behalf of the contractor, state that all qualified applicants will receive consideration for employment without regard to age, race, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation.

The contractor or subcontractor, where applicable, will send to each labor union or representative of workers with which it has a collective bargaining agreement or other contract or understanding, a notice, to be provided by the agency contracting officer advising the labor union or workers' representative of the contractor's commitments under this act and shall post copies of the notice in conspicuous places available to employees and applicants for employment.

The contractor or subcontractor, where applicable, agrees to comply with any regulations promulgated by the Treasurer pursuant to P.L. 1975, c. 127, as amended and supplemented from time to time and the Americans with Disabilities Act.

The contractor or subcontractor agrees to attempt in good faith to employ minority and female workers trade consistent with the applicable county employment goal prescribed by N.J.A.C. 17:27-5.2 promulgated by the Treasurer pursuant to P.L. 1975, C.127, as amended and supplemented from time to time or in accordance with a binding determination of the applicable county employment goals determined by the Affirmative Action Office pursuant to N.J.A.C. 17:27-5.2 promulgated by the Treasurer pursuant to P.L. 1975, C.127, as amended and supplemented from time to time.

The contractor or subcontractor agrees to inform in writing appropriate recruitment agencies in the area, including employment agencies, placement bureaus, colleges, universities, labor unions, that it does not discriminate on the basis of age, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation, and that it will discontinue the use of any recruitment agency which engages in direct or indirect discriminatory practices.

The contractor or subcontractor agrees to revise any of its testing procedures, if necessary, to assure that all personnel testing conforms with the principles of job-related testing, as established by the statutes and court decisions of the state of New Jersey and as established by applicable Federal law and applicable Federal court decisions.

The contractor or subcontractor agrees to review all procedures relating to transfer, upgrading, downgrading and lay-off to ensure that all such actions are taken without regard to age, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation, and conform with the applicable employment goals, consistent with the statutes and court decisions of the State of New Jersey, and applicable Federal law and applicable Federal court decisions.

The contractor and its subcontractors shall furnish such reports or other documents to the Affirmative Action Office as may be requested by the office from time to time in order to carry out the purposes of these regulations, and public agencies shall furnish such information as may be requested by the Affirmative Action Office for conducting a compliance investigation pursuant to Subchapter 10 of the Administrative Code (NJAC 17:27).

*William Bentley*

Signature of Procurement Agent

## C. 271 POLITICAL CONTRIBUTION DISCLOSURE FORM

### Public Agency Instructions

This page provides guidance to public agencies entering into contracts with business entities that are required to file Political Contribution Disclosure forms with the agency. **It is not intended to be provided to contractors.** What follows are instructions on the use of form local units can provide to contractors that are required to disclose political contributions pursuant to N.J.S.A. 19:44A-20.26 (P.L. 2005, c. 271, s.2). Additional information on the process is available in Local Finance Notice 2006-1 ([http://www.nj.gov/dca/divisions/dlgs/resources/lfns\\_2006.html](http://www.nj.gov/dca/divisions/dlgs/resources/lfns_2006.html)). Please refer back to these instructions for the appropriate links, as the Local Finance Notices include links that are no longer operational.

1. The disclosure is required for all contracts in excess of \$17,500 that are **not awarded** pursuant to a “fair and open” process (N.J.S.A. 19:44A-20.7).
2. Due to the potential length of some contractor submissions, the public agency should consider allowing data to be submitted in electronic form (i.e., spreadsheet, pdf file, etc.). Submissions must be kept with the contract documents or in an appropriate computer file and be available for public access. **The form is worded to accept this alternate submission.** The text should be amended if electronic submission will not be allowed.
3. The submission must be **received from the contractor and** on file at least 10 days prior to award of the contract. Resolutions of award should reflect that the disclosure has been received and is on file.
4. The contractor must disclose contributions made to candidate and party committees covering a wide range of public agencies, including all public agencies that have elected officials in the county of the public agency, state legislative positions, and various state entities. The Division of Local Government Services recommends that contractors be provided a list of the affected agencies. This will assist contractors in determining the campaign and political committees of the officials and candidates affected by the disclosure.
  - a. The Division has prepared model disclosure forms for each county. They can be downloaded from the “County PCD Forms” link on the Pay-to-Play web site at <http://www.nj.gov/dca/divisions/dlgs/programs/lpcl.html#12>. They will be updated from time-to-time as necessary.
  - b. A public agency using these forms **should edit them to properly reflect the correct legislative district(s)**. As the forms are county-based, **they list all legislative districts** in each county. **Districts that do not represent the public agency should be removed from the lists.**
  - c. Some contractors may find it easier to provide a single list that covers all contributions, regardless of the county. These submissions are appropriate and should be accepted.
  - d. The form may be used “as-is”, subject to edits as described herein.
  - e. The “Contractor Instructions” sheet is intended to be provided with the form. It is recommended that the Instructions and the form be printed on the same piece of paper. The form notes that the Instructions are printed on the back of the form; where that is not the case, the text should be edited accordingly.
  - f. The form is a Word document and can be edited to meet local needs, and posted for download on web sites, used as an e-mail attachment, or provided as a printed document.
5. It is recommended that the contractor also complete a “Stockholder Disclosure Certification.” This will assist the local unit in its obligation to ensure that contractor did not make any prohibited contributions to the committees listed on the Business Entity Disclosure Certification in the 12 months prior to the contract (See Local Finance Notice 2006-7 for additional information on this obligation at [http://www.nj.gov/dca/divisions/dlgs/resources/lfns\\_2006.html](http://www.nj.gov/dca/divisions/dlgs/resources/lfns_2006.html)). A sample Certification form is part of this package and the instruction to complete it is included in the Contractor Instructions. NOTE: This section is not applicable to Boards of Education.

## C. 271 POLITICAL CONTRIBUTION DISCLOSURE FORM

### Contractor Instructions

Business entities (contractors) receiving contracts from a public agency that are NOT awarded pursuant to a “fair and open” process (defined at N.J.S.A. 19:44A-20.7) are subject to the provisions of P.L. 2005, c. 271, s.2 (N.J.S.A. 19:44A-20.26). This law provides that 10 days prior to the award of such a contract, the contractor shall disclose contributions to:

- any State, county, or municipal committee of a political party
- any legislative leadership committee\*
- any continuing political committee (a.k.a., political action committee)
- any candidate committee of a candidate for, or holder of, an elective office:
  - of the public entity awarding the contract
  - of that county in which that public entity is located
  - of another public entity within that county
  - or of a legislative district in which that public entity is located or, when the public entity is a county, of any legislative district which includes all or part of the county

The disclosure must list reportable contributions to any of the committees that exceed \$300 per election cycle that were made during the 12 months prior to award of the contract. See N.J.S.A. 19:44A-8 and 19:44A-16 for more details on reportable contributions.

N.J.S.A. 19:44A-20.26 itemizes the parties from whom contributions must be disclosed when a business entity is not a natural person. This includes the following:

- individuals with an “interest” ownership or control of more than 10% of the profits or assets of a business entity or 10% of the stock in the case of a business entity that is a corporation for profit
- all principals, partners, officers, or directors of the business entity or their spouses
- any subsidiaries directly or indirectly controlled by the business entity
- IRS Code Section 527 New Jersey based organizations, directly or indirectly controlled by the business entity and filing as continuing political committees, (PACs).

When the business entity is a natural person, “a contribution by that person’s spouse or child, residing therewith, shall be deemed to be a contribution by the business entity.” [N.J.S.A. 19:44A-20.26(b)] The contributor must be listed on the disclosure.

Any business entity that fails to comply with the disclosure provisions shall be subject to a fine imposed by ELEC in an amount to be determined by the Commission which may be based upon the amount that the business entity failed to report.

The enclosed list of agencies is provided to assist the contractor in identifying those public agencies whose elected official and/or candidate campaign committees are affected by the disclosure requirement. It is the contractor’s responsibility to identify the specific committees to which contributions may have been made and need to be disclosed. The disclosed information may exceed the minimum requirement.

The enclosed form, a content-consistent facsimile, or an electronic data file containing the required details (along with a signed cover sheet) may be used as the contractor’s submission and is disclosable to the public under the Open Public Records Act.

The contractor must also complete the attached Stockholder Disclosure Certification. This will assist the agency in meeting its obligations under the law. **NOTE: This section does not apply to Board of Education contracts.**

\* N.J.S.A. 19:44A-3(s): “The term “legislative leadership committee” means a committee established, authorized to be established, or designated by the President of the Senate, the Minority Leader of the Senate, the Speaker of the General Assembly or the Minority Leader of the General Assembly pursuant to section 16 of P.L.1993, c.65 (C.19:44A-10.1) for the purpose of receiving contributions and making expenditures.”

**C. 271 POLITICAL CONTRIBUTION DISCLOSURE FORM**

Required Pursuant to N.J.S.A. 19:44A-20.26

**This form or its permitted facsimile must be submitted to the local unit  
no later than 10 days prior to the award of the contract.**

**Part I – Vendor Information**

Vendor Name:	Iron Bow Technologies, LLC		
Address:	2121 Cooperative Way, Suite 500		
City:	Herndon	State:	VA Zip: 20171

The undersigned being authorized to certify, hereby certifies that the submission provided herein represents compliance with the provisions of N.J.S.A. 19:44A-20.26 and as represented by the Instructions accompanying this form.

*William Bentley*

Signature

William Bentley

Printed Name

09/28/2022

Title

**Part II – Contribution Disclosure**

Disclosure requirement: Pursuant to N.J.S.A. 19:44A-20.26 this disclosure must include all reportable political contributions (more than \$300 per election cycle) over the 12 months prior to submission to the committees of the government entities listed on the form provided by the local unit.

☐ Check here if disclosure is provided in electronic form

Contributor Name	Recipient Name	Date	Dollar Amount
None			\$

☐ Check here if the information is continued on subsequent page(s)

**List of Agencies with Elected Officials Required for Political Contribution Disclosure**  
**N.J.S.A. 19:44A-20.26**

**County Name:**

State: Governor, and Legislative Leadership Committees

Legislative District #s:

State Senator and two members of the General Assembly per district.

County:

Freeholders

{County Executive}

County Clerk

Surrogate

Sheriff

Municipalities (Mayor and members of governing body, regardless of title):

**USERS SHOULD CREATE THEIR OWN FORM, OR DOWNLOAD  
FROM THE PAY TO PLAY SECTION OF THE DLGS WEBSITE A  
COUNTY-BASED, CUSTOMIZABLE FORM.**

**STOCKHOLDER DISCLOSURE CERTIFICATION****Name of Business:**

☐ I certify that the list below contains the names and home addresses of all stockholders holding 10% or more of the issued and outstanding stock of the undersigned.

**OR**

☒ I certify that no one stockholder owns 10% or more of the issued and outstanding stock of the undersigned.

**Check the box that represents the type of business organization:**☐ Partnership☐ Corporation☐ Sole Proprietorship☐ Limited Partnership☒ Limited Liability Corporation☐ Limited Liability Partnership☐ Subchapter S Corporation**Sign and notarize the form below, and, if necessary, complete the stockholder list below.****Stockholders:**

Name:	Name:
Home Address:	Home Address:
Name:	Name:
Home Address:	Home Address:
Name:	Name:
Home Address:	Home Address:

Subscribed and sworn before me this 28<sup>th</sup> day of September,  
22.

(Notary Public)



My Commission expires: NOV 30, 2023

William Bentley  
 (Affiant)

William Bentley,

Associate Corporate Counsel

(Print name &amp; title of affiant)

(Corporate Seal)

SAHAR MASTOURA SANIE-HABIB  
 NOTARY PUBLIC  
 REGISTRATION #7605420  
 COMMONWEALTH OF VIRGINIA  
 MY COMMISSION EXPIRES  
NOV 30 2023



**Certification of Non-Involvement in Prohibited Activities in Iran**

Pursuant to N.J.S.A. 52:32-58, Offerors must certify that neither the Offeror, nor any of its parents, subsidiaries, and/or affiliates (as defined in N.J.S.A. 52:32 – 56(e) (3)), is listed on the Department of the Treasury’s List of Persons or Entities Engaging in Prohibited Investment Activities in Iran and that neither is involved in any of the investment activities set forth in N.J.S.A. 52:32 – 56(f).

Offerors wishing to do business in New Jersey through this contract must fill out the Certification of Non-Involvement in Prohibited Activities in Iran here:

[http://www.state.nj.us/humanservices/dfd/info/standard/fdc/disclosure\\_investmentact.pdf](http://www.state.nj.us/humanservices/dfd/info/standard/fdc/disclosure_investmentact.pdf).

Offerors should submit the above form completed with their proposal.



## DISCLOSURE OF INVESTMENT ACTIVITIES IN IRAN FORM

STATE OF NEW JERSEY  
DEPARTMENT OF THE TREASURY - DIVISION OF PURCHASE AND PROPERTY  
33 WEST STATE STREET, P.O. BOX 230 TRENTON, NEW JERSEY 08625-0230

BID SOLICITATION # AND TITLE: \_\_\_\_\_

VENDOR NAME: \_\_\_\_\_

Pursuant to N.J.S.A. 52:32-57, et seq. (P.L. 2012, c.25 and P.L. 2021, c.4) any person or entity that submits a bid or proposal or otherwise proposes to enter into or renew a contract must certify that neither the person nor entity, nor any of its parents, subsidiaries, or affiliates, is identified on the New Jersey Department of the Treasury's Chapter 25 List as a person or entity engaged in investment activities in Iran. The Chapter 25 list is found on the Division's website at <https://www.state.nj.us/treasury/purchase/pdf/Chapter25List.pdf>. Vendors/Bidders must review this list prior to completing the below certification. If the Director of the Division of Purchase and Property finds a person or entity to be in violation of the law, s/he shall take action as may be appropriate and provided by law, rule or contract, including but not limited to, imposing sanctions, seeking compliance, recovering damages, declaring the party in default and seeking debarment or suspension of the party.

### CHECK THE APPROPRIATE BOX

I certify, pursuant to N.J.S.A. 52:32-57, et seq. (P.L. 2012, c.25 and P.L. 2021, c.4), that neither the Vendor/Bidder listed above nor any of its parents, subsidiaries, or affiliates is listed on the New Jersey Department of the Treasury's Chapter 25 List of entities determined to be engaged in prohibited activities in Iran.

**OR**

I am unable to certify as above because the Vendor/Bidder and/or one or more of its parents, subsidiaries, or affiliates is listed on the New Jersey Department of the Treasury's Chapter 25 List. I will provide a detailed, accurate and precise description of the activities of the Vendor/Bidder, or one of its parents, subsidiaries or affiliates, has engaged in regarding investment activities in Iran by completing the information requested below.

Entity Engaged in Investment Activities  
Relationship to Vendor/ Bidder  
Description of Activities

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---

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Duration of Engagement  
Anticipated Cessation Date

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*\*Attach Additional Sheets If Necessary.*

### CERTIFICATION

I, the undersigned, certify that I am authorized to execute this certification on behalf of the Vendor, that the foregoing information and any attachments hereto, to the best of my knowledge are true and complete. I acknowledge that the State of New Jersey is relying on the information contained herein, and that the Vendor is under a continuing obligation from the date of this certification through the completion of any contract(s) with the State to notify the State in writing of any changes to the information contained herein; that I am aware that it is a criminal offense to make a false statement or misrepresentation in this certification. If I do so, I may be subject to criminal prosecution under the law, and it will constitute a material breach of my contract(s) with the State, permitting the State to declare any contract(s) resulting from this certification void and unenforceable.

*William Bentley*

Signature

Date

Print Name and Title

DOC #7

**NEW JERSEY BUSINESS REGISTRATION CERTIFICATE  
(N.J.S.A. 52:32-44)**

Offerors wishing to do business in New Jersey must submit their State Division of Revenue issued Business Registration Certificate with their proposal here. Failure to do so will disqualify the Offeror from offering products or services in New Jersey through any resulting contract.

<https://www.njportal.com/DOR/BusinessRegistration/>

The seller must collect the tax on a sale of taxable property or services unless the purchaser gives them a fully completed New Jersey exemption certificate.

**State of New Jersey  
Division of Taxation**

**SALES TAX  
FORM ST-3**

**RESALE CERTIFICATE**

Purchaser's New Jersey  
Taxpayer Registration Number  
261-615-129/000

To be completed by purchaser and given to and retained by seller. See instructions on back.  
Seller should read and comply with the instructions given on both sides of an exemption certificate.

TO \_\_\_\_\_ Date \_\_\_\_\_  
(Name of Seller)

Address

City

State

ZIP

The undersigned certifies that:

(1) They hold a valid Certificate of Authority (number shown above) to collect State of New Jersey Sales and Use Tax.

(2) They are principally engaged in the sale of (indicate nature of merchandise or service sold):  
COMPUTER HARDWARE, SOFTWARE AND SERVICES

(3) The merchandise or services being herein purchased are described as follows:  
COMPUTER HARDWARE, SOFTWARE AND SERVICES

(4) The **merchandise** described in (3) above is being purchased: *(check one or more of the blocks which apply)*

- (a) ☒ For resale in its present form.
- (b) ☐ For resale as converted into or as a component part of a product by the undersigned.
- (c) ☐ For use in the performance of a taxable service on personal property, where the property which is the subject of this Certificate becomes part of the property being serviced or is later transferred to the purchaser of the service in conjunction with the performance of the service

(5) The services described in (3) above are being purchased: *(check the block which applies)*

- (a) ☒ By seller who will either collect tax or will resell services.
- (b) ☐ To be performed on personal property held for sale.

I, the undersigned purchaser, have read and complied with the instructions and rules promulgated pursuant to the New Jersey Sales and Use Tax Act with respect to the use of the Resale Certificate, and it is my belief that the seller named herein is not required to collect the sales or use tax on the transaction or transactions covered by this Certificate. The undersigned purchaser hereby swears under the penalties for perjury and false swearing that all of the information shown in this Certificate is true.

IRON BOW TECHNOLOGIES, LLC

NAME OF PURCHASER\* 2121 COOPERATIVE WAY, SUITE 500 HERNDON, VA 20171 (as registered with the New Jersey Division of Taxation)

(Address of Purchaser)\*  
WHOLESALE

Type of Business\*

(Signature of owner, partner, officer of corporation, etc.)\*

VP OF ACCOUNTING

(Title)

\*Required

**MAY BE REPRODUCED  
(Front and Back Required)**

**EEOAA EVIDENCE**

Equal Employment Opportunity/Affirmative Action  
Goods, Professional Services & General Service Projects

**EEO/AA Evidence**

Vendors are required to submit evidence of compliance with N.J.S.A. 10:5-31 et seq. and N.J.A.C. 17:27 in order to be considered a responsible vendor.

**One** of the following must be included with submission:

- Copy of Letter of Federal Approval
- Certificate of Employee Information Report
- Fully Executed Form AA302
- Fully Executed EEO-1 Report

See the guidelines at:

[https://www.state.nj.us/treasury/contract\\_compliance/documents/pdf/guidelines/pa.pdf](https://www.state.nj.us/treasury/contract_compliance/documents/pdf/guidelines/pa.pdf)  
for further information.

I certify that my bid package includes the required evidence per the above list and State website.

Name: William Bentley Title: Associate Corporate Counsel

Signature: William Bentley Date: 09/30/2022



# Company Dashboard

## IRON BOW TECHNOLOGIES - 2021

Herndon, VA 20171

[← Back to Company List](#)

[🕒 Historic EEO-1 Reports](#) [📄 Download Establishments](#)

Company Name: **IRON BOW TECHNOLOGIES**

Company ID: **EF36094**

Year: **2021**

Certification Date: **5/13/2022 1:54:41 PM**

Number of Reports Filed: **6**

Certifying Official: **DEBBIE YASSINE**

Title: **VP HUMAN RESOURCES**



Thank you for completing the EEO-1 Component 1 Report for 2021.



Report

Save or print a copy of the report for your records.





DOC #9  
MACBRIDE-PRINCIPLES



STATE OF NEW JERSEY DEPARTMENT OF THE TREASURY  
DIVISION OF PURCHASE AND PROPERTY

33 WEST STATE STREET, P.O. BOX 230  
TRENTON, NEW JERSEY 08625-0230

MACBRIDE PRINCIPALS FORM

BID SOLICITATION #: \_\_\_\_\_

VENDOR/BIDDER: Iron Bow Technoogies, LLC

**VENDOR'S/BIDDER'S REQUIREMENT  
TO PROVIDE A CERTIFICATION IN COMPLIANCE WITH THE MACBRIDE PRINCIPALS  
AND NORTHERN IRELAND ACT OF 1989**

Pursuant to Public Law 1995, c. 134, a responsible Vendor/Bidder selected, after public bidding, by the Director of the Division of Purchase and Property, pursuant to N.J.S.A. 52:34-12, must complete the certification below by checking one of the two options listed below and signing where indicated. If a Vendor/Bidder that would otherwise be awarded a purchase, contract or agreement does not complete the certification, then the Director may determine, in accordance with applicable law and rules, that it is in the best interest of the State to award the purchase, contract or agreement to another Vendor/Bidder that has completed the certification and has submitted a bid within five (5) percent of the most advantageous bid. If the Director finds contractors to be in violation of the principals that are the subject of this law, he/she shall take such action as may be appropriate and provided by law, rule or contract, including but not limited to, imposing sanctions, seeking compliance, recovering damages, declaring the party in default and seeking debarment or suspension of the party.

I, the undersigned, on behalf the Vendor/Bidder, certify pursuant to N.J.S.A. 52:34-12.2 that:



**CHECK THE APPROPRIATE BOX**

The Vendor/Bidder has no business operations in Northern Ireland; or



**OR**

The Vendor/Bidder will take lawful steps in good faith to conduct any business operations it has in Northern Ireland in accordance with the MacBride principals of nondiscrimination in employment as set forth in section 2 of P.L. 1987, c. 177 (N.J.S.A. 52:18A-89.5) and in conformance with the United Kingdom's Fair Employment (Northern Ireland) Act of 1989, and permit independent monitoring of its compliance with those principals.

**CERTIFICATION**

I, the undersigned, certify that I am authorized to execute this certification on behalf of the Vendor/Bidder, that the foregoing information and any attachments hereto, to the best of my knowledge are true and complete. I acknowledge that the State of New Jersey is relying on the information contained herein, and that the Vendor/Bidder is under a continuing obligation from the date of this certification through the completion of any contract(s) with the State to notify the State in writing of any changes to the information contained herein; that I am aware that it is a criminal offense to make a false statement or misrepresentation in this certification. If I do so, I will be subject to criminal prosecution under the law, and it will constitute a material breach of my agreement(s) with the State, permitting the State to declare any contract(s) resulting from this certification to be void and unenforceable.

*William Bentley*

Signature

09/28/2022

Date

William Bentley / Associate Corporate Counsel

Print Name and Title

## Exhibit H

### Advertising Compliance Requirement

Pursuant to certain state notice provisions, including but not limited to Oregon Revised Statutes Chapter 279A.210, Chapter 279A.220, and other related provisions, the following public agencies and political subdivisions of the referenced public agencies are eligible to register with OMNIA Partners and access the Master Agreement contract award made pursuant to this solicitation, and are hereby given notice of the foregoing request for proposals for purposes of complying with the procedural requirements of said statutes:

Nationwide:

State of Alabama	State of Hawaii	Commonwealth of Massachusetts	State of New Mexico	State of South Dakota
State of Alaska	State of Idaho	State of Michigan	State of New York	State of Tennessee
State of Arizona	State of Illinois	State of Minnesota	State of North Carolina	State of Texas
State of Arkansas	State of Indiana	State of Mississippi	State of North Dakota	State of Utah
State of California	State of Iowa	State of Missouri	State of Ohio	State of Vermont
State of Colorado	State of Kansas	State of Montana	State of Oklahoma	Commonwealth of Virginia
State of Connecticut	Commonwealth of Kentucky	State of Nebraska	State of Oregon	State of Washington
State of Delaware	State of Louisiana	State of Nevada	Commonwealth of Pennsylvania	State of West Virginia
State of Florida	State of Maine	State of New Hampshire	State of Rhode Island	State of Wisconsin
State of Georgia	State of Maryland	State of New Jersey	State of South Carolina	State of Wyoming
District of Columbia				

Lists of political subdivisions and local governments in the above referenced states / districts may be found at [http://www.usa.gov/Agencies/State\\_and\\_Territories.shtml](http://www.usa.gov/Agencies/State_and_Territories.shtml) and <https://www.usa.gov/local-governments>.

Certain Public Agencies and Political Subdivisions:

**CITIES, TOWNS, VILLAGES AND BOROUGHES**  
**INCLUDING BUT NOT LIMITED TO:**

BAKER CITY GOLF COURSE, OR  
 CITY OF ADAIR VILLAGE, OR  
 CITY OF ASHLAND, OR  
 CITY OF AUMSVILLE, OR  
 CITY OF AURORA, OR  
 CITY OF BAKER, OR  
 CITY OF BATON ROUGE, LA  
 CITY OF BEAVERTON, OR  
 CITY OF BEND, OR  
 CITY OF BOARDMAN, OR  
 CITY OF BONANAZA, OR  
 CITY OF BOSSIER CITY, LA  
 CITY OF BROOKINGS, OR  
 CITY OF BURNS, OR  
 CITY OF CANBY, OR  
 CITY OF CANYONVILLE, OR  
 CITY OF CLATSKANIE, OR  
 CITY OF COBURG, OR  
 CITY OF CONDON, OR  
 CITY OF COQUILLE, OR  
 CITY OF CORVALLI, OR  
 CITY OF CORVALLIS PARKS AND RECREATION  
 DEPARTMENT, OR  
 CITY OF COTTAGE GROVE, OR  
 CITY OF DONALD, OR  
 CITY OF EUGENE, OR  
 CITY OF FOREST GROVE, OR  
 CITY OF GOLD HILL, OR  
 CITY OF GRANTS PASS, OR  
 CITY OF GRESHAM, OR  
 CITY OF HILLSBORO, OR

CITY OF INDEPENDENCE, OR  
 CITY AND COUNTY OF HONOLULU, HI  
 CITY OF KENNER, LA  
 CITY OF LA GRANDE, OR  
 CITY OF LAFAYETTE, LA  
 CITY OF LAKE CHARLES, OR  
 CITY OF LEBANON, OR  
 CITY OF MCMINNVILLE, OR  
 CITY OF MEDFORD, OR  
 CITY OF METAIRIE, LA  
 CITY OF MILL CITY, OR  
 CITY OF MILWAUKIE, OR  
 CITY OF MONROE, LA  
 CITY OF MOSIER, OR  
 CITY OF NEW ORLEANS, LA  
 CITY OF NORTH PLAINS, OR  
 CITY OF OREGON CITY, OR  
 CITY OF PILOT ROCK, OR  
 CITY OF PORTLAND, OR  
 CITY OF POWERS, OR  
 CITY OF PRINEVILLE, OR  
 CITY OF REDMOND, OR  
 CITY OF REEDSPORT, OR  
 CITY OF RIDDLE, OR  
 CITY OF ROGUE RIVER, OR  
 CITY OF ROSEBURG, OR  
 CITY OF SALEM, OR  
 CITY OF SANDY, OR  
 CITY OF SCAPPOOSE, OR  
 CITY OF SHADY COVE, OR  
 CITY OF SHERWOOD, OR  
 CITY OF SHREVEPORT, LA  
 CITY OF SILVERTON, OR

CITY OF SPRINGFIELD, OR  
CITY OF ST. HELENS, OR  
CITY OF ST. PAUL, OR  
CITY OF SULPHUR, LA  
CITY OF TIGARD, OR  
CITY OF TROUTDALE, OR  
CITY OF TUALATIN, OR  
CITY OF WALKER, LA  
CITY OF WARRENTON, OR  
CITY OF WEST LINN, OR  
CITY OF WILSONVILLE, OR  
CITY OF WINSTON, OR  
CITY OF WOODBURN, OR  
LEAGUE OF OREGON CITIES  
THE CITY OF HAPPY VALLEY OREGON  
ALPINE, UT  
ALTA, UT  
ALTAMONT, UT  
ALTON, UT  
AMALGA, UT  
AMERICAN FORK CITY, UT  
ANNABELLA, UT  
ANTIMONY, UT  
APPLE VALLEY, UT  
AURORA, UT  
BALLARD, UT  
BEAR RIVER CITY, UT  
BEAVER, UT  
BICKNELL, UT  
BIG WATER, UT  
BLANDING, UT  
BLUFFDALE, UT  
BOULDER, UT  
CITY OF BOUNTIFUL, UT  
BRIAN HEAD, UT  
BRIGHAM CITY CORPORATION, UT  
BRYCE CANYON CITY, UT  
CANNONVILLE, UT  
CASTLE DALE, UT  
CASTLE VALLEY, UT  
CITY OF CEDAR CITY, UT  
CEDAR FORT, UT  
CITY OF CEDAR HILLS, UT  
CENTERFIELD, UT  
CENTERVILLE CITY CORPORATION, UT  
CENTRAL VALLEY, UT  
CHARLESTON, UT  
CIRCLEVILLE, UT  
CLARKSTON, UT  
CLAWSON, UT  
CLEARFIELD, UT  
CLEVELAND, UT  
CLINTON CITY CORPORATION, UT  
COALVILLE, UT  
CORINNE, UT  
CORNISH, UT  
COTTONWOOD HEIGHTS, UT  
DANIEL, UT  
DELTA, UT  
DEWEYVILLE, UT  
DRAPER CITY, UT  
DUCHESNE, UT  
EAGLE MOUNTAIN, UT  
EAST CARBON, UT  
ELK RIDGE, UT  
ELMO, UT  
ELSINORE, UT  
ELWOOD, UT

EMERY, UT  
ENOCH, UT  
ENTERPRISE, UT  
EPHRAIM, UT  
ESCALANTE, UT  
EUREKA, UT  
FAIRFIELD, UT  
FAIRVIEW, UT  
FARMINGTON, UT  
FARR WEST, UT  
FAYETTE, UT  
FERRON, UT  
FIELDING, UT  
FILLMORE, UT  
FOUNTAIN GREEN, UT  
FRANCIS, UT  
FRUIT HEIGHTS, UT  
GARDEN CITY, UT  
GARLAND, UT  
GENOLA, UT  
GLENDALE, UT  
GLENWOOD, UT  
GOSHEN, UT  
GRANTSVILLE, UT  
GREEN RIVER, UT  
GUNNISON, UT  
HANKSVILLE, UT  
HARRISVILLE, UT  
HATCH, UT  
HEBER CITY CORPORATION, UT  
HELPER, UT  
HENEFER, UT  
HENRIEVILLE, UT  
HERRIMAN, UT  
HIDEOUT, UT  
HIGHLAND, UT  
HILDALE, UT  
HINCKLEY, UT  
HOLDEN, UT  
HOLLADAY, UT  
HONEYVILLE, UT  
HOOPER, UT  
HOWELL, UT  
HUNTINGTON, UT  
HUNTSVILLE, UT  
CITY OF HURRICANE, UT  
HYDE PARK, UT  
HYRUM, UT  
INDEPENDENCE, UT  
IVINS, UT  
JOSEPH, UT  
JUNCTION, UT  
KAMAS, UT  
KANAB, UT  
KANARRAVILLE, UT  
KANOSH, UT  
KAYSVILLE, UT  
KINGSTON, UT  
KOOSHAREM, UT  
LAKETOWN, UT  
LA VERKIN, UT  
LAYTON, UT  
LEAMINGTON, UT  
LEEDS, UT  
LEHI CITY CORPORATION, UT  
LEVAN, UT  
LEWISTON, UT  
LINDON, UT

LOA, UT  
LOGAN CITY, UT  
LYMAN, UT  
LYNN DYLAN, UT  
MANILA, UT  
MANTI, UT  
MANTUA, UT  
MAPLETON, UT  
MARRIOTT-SLATERVILLE, UT  
MARYSVILLE, UT  
MAYFIELD, UT  
MEADOW, UT  
MENDON, UT  
MIDVALE CITY INC., UT  
MIDWAY, UT  
MILFORD, UT  
MILLVILLE, UT  
MINERSVILLE, UT  
MOAB, UT  
MONA, UT  
MONROE, UT  
CITY OF MONTICELLO, UT  
MORGAN, UT  
MORONI, UT  
MOUNT PLEASANT, UT  
MURRAY CITY CORPORATION, UT  
MYTON, UT  
NAPLES, UT  
NEPHI, UT  
NEW HARMONY, UT  
NEWTON, UT  
NIBLEY, UT  
NORTH LOGAN, UT  
NORTH OGDEN, UT  
NORTH SALT LAKE CITY, UT  
OAK CITY, UT  
OAKLEY, UT  
OGDEN CITY CORPORATION, UT  
OPHIR, UT  
ORANGEVILLE, UT  
ORDERVILLE, UT  
OREM, UT  
PANGUITCH, UT  
PARADISE, UT  
PARAGONAH, UT  
PARK CITY, UT  
PAROWAN, UT  
PAYSON, UT  
PERRY, UT  
PLAIN CITY, UT  
PLEASANT GROVE CITY, UT  
PLEASANT VIEW, UT  
PLYMOUTH, UT  
PORTAGE, UT  
PRICE, UT  
PROVIDENCE, UT  
PROVO, UT  
RANDOLPH, UT  
REDMOND, UT  
RICHFIELD, UT  
RICHMOND, UT  
RIVERDALE, UT  
RIVER HEIGHTS, UT  
RIVERTON CITY, UT  
ROCKVILLE, UT  
ROCKY RIDGE, UT  
ROOSEVELT CITY CORPORATION, UT  
ROY, UT

RUSH VALLEY, UT  
CITY OF ST. GEORGE, UT  
SALEM, UT  
SALINA, UT  
SALT LAKE CITY CORPORATION, UT  
SANDY, UT  
SANTA CLARA, UT  
SANTAQUIN, UT  
SARATOGA SPRINGS, UT  
SCIPPIO, UT  
SCOFIELD, UT  
SIGURD, UT  
SMITHFIELD, UT  
SNOWVILLE, UT  
CITY OF SOUTH JORDAN, UT  
SOUTH OGDEN, UT  
CITY OF SOUTH SALT LAKE, UT  
SOUTH WEBER, UT  
SPANISH FORK, UT  
SPRING CITY, UT  
SPRINGDALE, UT  
SPRINGVILLE, UT  
STERLING, UT  
STOCKTON, UT  
SUNNYSIDE, UT  
SUNSET CITY CORP, UT  
SYRACUSE, UT  
TABIONA, UT  
CITY OF TAYLORSVILLE, UT  
TOOELE CITY CORPORATION, UT  
TOQUERVILLE, UT  
TORREY, UT  
TREMONTON CITY, UT  
TRENTON, UT  
TROPIC, UT  
UINTAH, UT  
VERNAL CITY, UT  
VERNON, UT  
VINEYARD, UT  
VIRGIN, UT  
WALES, UT  
WALLSBURG, UT  
WASHINGTON CITY, UT  
WASHINGTON TERRACE, UT  
WELLINGTON, UT  
WELLSVILLE, UT  
WENDOVER, UT  
WEST BOUNTIFUL, UT  
WEST HAVEN, UT  
WEST JORDAN, UT  
WEST POINT, UT  
WEST VALLEY CITY, UT  
WILLARD, UT  
WOODLAND HILLS, UT  
WOODRUFF, UT  
WOODS CROSS, UT

**COUNTIES AND PARISHES INCLUDING BUT NOT LIMITED TO:**

ASCENSION PARISH, LA  
ASCENSION PARISH, LA, CLEAR OF COURT  
CADDOPARISH, LA  
CALCASIEUPARISH, LA  
CALCASIEUPARISH SHERIFF’S OFFICE, LA  
CITY AND COUNTY OF HONOLULU, HI  
CLACKAMAS COUNTY, OR  
CLACKAMAS COUNTY DEPT OF TRANSPORTATION, OR

CLATSOP COUNTY, OR  
COLUMBIA COUNTY, OR  
COOS COUNTY, OR  
COOS COUNTY HIGHWAY DEPARTMENT, OR  
COUNTY OF HAWAII, OR  
CROOK COUNTY, OR  
CROOK COUNTY ROAD DEPARTMENT, OR  
CURRY COUNTY, OR  
DESCHUTES COUNTY, OR  
DOUGLAS COUNTY, OR  
EAST BATON ROUGE PARISH, LA  
GILLIAM COUNTY, OR  
GRANT COUNTY, OR  
HARNEY COUNTY, OR  
HARNEY COUNTY SHERIFFS OFFICE, OR  
HAWAII COUNTY, HI  
HOOD RIVER COUNTY, OR  
JACKSON COUNTY, OR  
JEFFERSON COUNTY, OR  
JEFFERSON PARISH, LA  
JOSEPHINE COUNTY GOVERNMENT, OR  
LAFAYETTE CONSOLIDATED GOVERNMENT, LA  
LAFAYETTE PARISH, LA  
LAFAYETTE PARISH CONVENTION & VISITORS  
COMMISSION  
LAFOURCHE PARISH, LA  
KAUAI COUNTY, HI  
KLAMATH COUNTY, OR  
LAKE COUNTY, OR  
LANE COUNTY, OR  
LINCOLN COUNTY, OR  
LINN COUNTY, OR  
LIVINGSTON PARISH, LA  
MALHEUR COUNTY, OR  
MAUI COUNTY, HI  
MARION COUNTY, SALEM, OR  
MORROW COUNTY, OR  
MULTNOMAH COUNTY, OR  
MULTNOMAH COUNTY BUSINESS AND  
COMMUNITY SERVICES, OR  
MULTNOMAH COUNTY SHERIFFS OFFICE, OR  
MULTNOMAH LAW LIBRARY, OR  
ORLEANS PARISH, LA  
PLAQUEMINES PARISH, LA  
POLK COUNTY, OR  
RAPIDES PARISH, LA  
SAINT CHARLES PARISH, LA  
SAINT CHARLES PARISH PUBLIC SCHOOLS, LA  
SAINT LANDRY PARISH, LA  
SAINT TAMMANY PARISH, LA  
SHERMAN COUNTY, OR  
TERREBONNE PARISH, LA  
TILLAMOOK COUNTY, OR  
TILLAMOOK COUNTY SHERIFF'S OFFICE, OR  
TILLAMOOK COUNTY GENERAL HOSPITAL, OR  
UMATILLA COUNTY, OR  
UNION COUNTY, OR  
WALLOWA COUNTY, OR  
WASCO COUNTY, OR  
WASHINGTON COUNTY, OR  
WEST BATON ROUGE PARISH, LA  
WHEELER COUNTY, OR  
YAMHILL COUNTY, OR  
COUNTY OF BOX ELDER, UT  
COUNTY OF CACHE, UT  
COUNTY OF RICH, UT  
COUNTY OF WEBER, UT  
COUNTY OF MORGAN, UT

COUNTY OF DAVIS, UT  
COUNTY OF SUMMIT, UT  
COUNTY OF DAGGETT, UT  
COUNTY OF SALT LAKE, UT  
COUNTY OF TOOELE, UT  
COUNTY OF UTAH, UT  
COUNTY OF WASATCH, UT  
COUNTY OF DUCHESNE, UT  
COUNTY OF UINTAH, UT  
COUNTY OF CARBON, UT  
COUNTY OF SANPETE, UT  
COUNTY OF JUAB, UT  
COUNTY OF MILLARD, UT  
COUNTY OF SEVIER, UT  
COUNTY OF EMERY, UT  
COUNTY OF GRAND, UT  
COUNTY OF BEVER, UT  
COUNTY OF PIUTE, UT  
COUNTY OF WAYNE, UT  
COUNTY OF SAN JUAN, UT  
COUNTY OF GARFIELD, UT  
COUNTY OF KANE, UT  
COUNTY OF IRON, UT  
COUNTY OF WASHINGTON, UT

**OTHER AGENCIES INCLUDING ASSOCIATIONS,  
BOARDS, DISTRICTS, COMMISSIONS, COUNCILS,  
PUBLIC CORPORATIONS, PUBLIC DEVELOPMENT  
AUTHORITIES, RESERVATIONS AND UTILITIES  
INCLUDING BUT NOT LIMITED TO:**

ADAIR R.F.P.D., OR  
ADEL WATER IMPROVEMENT DISTRICT, OR  
ADRIAN R.F.P.D., OR  
AGNESS COMMUNITY LIBRARY, OR  
AGNESS-ILLAHE R.F.P.D., OR  
AGRICULTURE EDUCATION SERVICE EXTENSION  
DISTRICT, OR  
ALDER CREEK-BARLOW WATER DISTRICT NO. 29,  
OR  
ALFALFA FIRE DISTRICT, OR  
ALSEA R.F.P.D., OR  
ALSEA RIVIERA WATER IMPROVEMENT DISTRICT,  
OR  
AMITY FIRE DISTRICT, OR  
ANTELOPE MEADOWS SPECIAL ROAD DISTRICT, OR  
APPLE ROGUE DISTRICT IMPROVEMENT COMPANY,  
OR  
APPEGATE VALLEY R.F.P.D. #9, OR  
ARCH CAPE DOMESTIC WATER SUPPLY DISTRICT,  
OR  
ARCH CAPE SANITARY DISTRICT, OR  
ARNOLD IRRIGATION DISTRICT, OR  
ASH CREEK WATER CONTROL DISTRICT, OR  
ATHENA CEMETERY MAINTENANCE DISTRICT, OR  
AUMSVILLE R.F.P.D., OR  
AURORA R.F.P.D., OR  
AZALEA R.F.P.D., OR  
BADGER IMPROVEMENT DISTRICT, OR  
BAILEY-SPENCER R.F.P.D., OR  
BAKER COUNTY LIBRARY DISTRICT, OR  
BAKER R.F.P.D., OR  
BAKER RIVERTON ROAD DISTRICT, OR  
BAKER VALLEY IRRIGATION DISTRICT, OR  
BAKER VALLEY S.W.C.D., OR  
BAKER VALLEY VECTOR CONTROL DISTRICT, OR  
BANDON CRANBERRY WATER CONTROL DISTRICT,  
OR  
BANDON R.F.P.D., OR

BANKS FIRE DISTRICT, OR  
 BANKS FIRE DISTRICT #13, OR  
 BAR L RANCH ROAD DISTRICT, OR  
 BARLOW WATER IMPROVEMENT DISTRICT, OR  
 BASIN AMBULANCE SERVICE DISTRICT, OR  
 BASIN TRANSIT SERVICE TRANSPORTATION DISTRICT, OR  
 BATON ROUGE WATER COMPANY  
 BAY AREA HEALTH DISTRICT, OR  
 BAYSHORE SPECIAL ROAD DISTRICT, OR  
 BEAR VALLEY SPECIAL ROAD DISTRICT, OR  
 BEAVER CREEK WATER CONTROL DISTRICT, OR  
 BEAVER DRAINAGE IMPROVEMENT COMPANY, INC., OR  
 BEAVER SLOUGH DRAINAGE DISTRICT, OR  
 BEAVER SPECIAL ROAD DISTRICT, OR  
 BEAVER WATER DISTRICT, OR  
 BELLE MER S.I.G.L. TRACTS SPECIAL ROAD DISTRICT, OR  
 BEND METRO PARK AND RECREATION DISTRICT  
 BENTON S.W.C.D., OR  
 BERNDT SUBDIVISION WATER IMPROVEMENT DISTRICT, OR  
 BEVERLY BEACH WATER DISTRICT, OR  
 BIENVILLE PARISH FIRE PROTECTION DISTRICT 6, LA  
 BIG BEND IRRIGATION DISTRICT, OR  
 BIGGS SERVICE DISTRICT, OR  
 BLACK BUTTE RANCH DEPARTMENT OF POLICE SERVICES, OR  
 BLACK BUTTE RANCH R.F.P.D., OR  
 BLACK MOUNTAIN WATER DISTRICT, OR  
 BLODGETT-SUMMIT R.F.P.D., OR  
 BLUE MOUNTAIN HOSPITAL DISTRICT, OR  
 BLUE MOUNTAIN TRANSLATOR DISTRICT, OR  
 BLUE RIVER PARK & RECREATION DISTRICT, OR  
 BLUE RIVER WATER DISTRICT, OR  
 BLY R.F.P.D., OR  
 BLY VECTOR CONTROL DISTRICT, OR  
 BLY WATER AND SANITARY DISTRICT, OR  
 BOARDMAN CEMETERY MAINTENANCE DISTRICT, OR  
 BOARDMAN PARK AND RECREATION DISTRICT  
 BOARDMAN R.F.P.D., OR  
 BONANZA BIG SPRINGS PARK & RECREATION DISTRICT, OR  
 BONANZA MEMORIAL PARK CEMETERY DISTRICT, OR  
 BONANZA R.F.P.D., OR  
 BONANZA-LANGELL VALLEY VECTOR CONTROL DISTRICT, OR  
 BORING WATER DISTRICT #24, OR  
 BOULDER CREEK RETREAT SPECIAL ROAD DISTRICT, OR  
 BRIDGE R.F.P.D., OR  
 BROOKS COMMUNITY SERVICE DISTRICT, OR  
 BROWNSVILLE R.F.P.D., OR  
 BUELL-RED PRAIRIE WATER DISTRICT, OR  
 BUNKER HILL R.F.P.D. #1, OR  
 BUNKER HILL SANITARY DISTRICT, OR  
 BURLINGTON WATER DISTRICT, OR  
 BURNT RIVER IRRIGATION DISTRICT, OR  
 BURNT RIVER S.W.C.D., OR  
 CALAPOOIA R.F.P.D., OR  
 CAMAS VALLEY R.F.P.D., OR  
 CAMELLIA PARK SANITARY DISTRICT, OR  
 CAMMANN ROAD DISTRICT, OR  
 CAMP SHERMAN ROAD DISTRICT, OR

CANBY AREA TRANSIT, OR  
 CANBY R.F.P.D. #62, OR  
 CANBY UTILITY BOARD, OR  
 CANNON BEACH R.F.P.D., OR  
 CANYONVILLE SOUTH UMPQUA FIRE DISTRICT, OR  
 CAPE FERRELO R.F.P.D., OR  
 CAPE FOULWEATHER SANITARY DISTRICT, OR  
 CARLSON PRIMROSE SPECIAL ROAD DISTRICT, OR  
 CARMEL BEACH WATER DISTRICT, OR  
 CASCADE VIEW ESTATES TRACT 2, OR  
 CEDAR CREST SPECIAL ROAD DISTRICT, OR  
 CEDAR TRAILS SPECIAL ROAD DISTRICT, OR  
 CEDAR VALLEY - NORTH BANK R.F.P.D., OR  
 CENTRAL CASCADES FIRE AND EMS, OR  
 CENTRAL CITY ECONOMIC OPPORTUNITY CORP, LA  
 CENTRAL LINCOLN P.U.D., OR  
 CENTRAL OREGON COAST FIRE & RESCUE DISTRICT, OR  
 CENTRAL OREGON INTERGOVERNMENTAL COUNCIL  
 CENTRAL OREGON IRRIGATION DISTRICT, OR  
 CHAPARRAL WATER CONTROL DISTRICT, OR  
 CHARLESTON FIRE DISTRICT, OR  
 CHARLESTON SANITARY DISTRICT, OR  
 CHARLOTTE ANN WATER DISTRICT, OR  
 CHEHALEM PARK & RECREATION DISTRICT, OR  
 CHEHALEM PARK AND RECREATION DISTRICT  
 CHEMULT R.F.P.D., OR  
 CHENOWITH WATER P.U.D., OR  
 CHERRIOTS, OR  
 CHETCO COMMUNITY PUBLIC LIBRARY DISTRICT, OR  
 CHILOQUIN VECTOR CONTROL DISTRICT, OR  
 CHILOQUIN-AGENCY LAKE R.F.P.D., OR  
 CHINOOK DRIVE SPECIAL ROAD DISTRICT, OR  
 CHR DISTRICT IMPROVEMENT COMPANY, OR  
 CHRISTMAS VALLEY DOMESTIC WATER DISTRICT, OR  
 CHRISTMAS VALLEY PARK & RECREATION DISTRICT, OR  
 CHRISTMAS VALLEY R.F.P.D., OR  
 CITY OF BOGALUSA SCHOOL BOARD, LA  
 CLACKAMAS COUNTY FIRE DISTRICT #1, OR  
 CLACKAMAS COUNTY SERVICE DISTRICT #1, OR  
 CLACKAMAS COUNTY VECTOR CONTROL DISTRICT, OR  
 CLACKAMAS RIVER WATER  
 CLACKAMAS RIVER WATER, OR  
 CLACKAMAS S.W.C.D., OR  
 CLATSKANIE DRAINAGE IMPROVEMENT COMPANY, OR  
 CLATSKANIE LIBRARY DISTRICT, OR  
 CLATSKANIE P.U.D., OR  
 CLATSKANIE PARK & RECREATION DISTRICT, OR  
 CLATSKANIE PEOPLE'S UTILITY DISTRICT  
 CLATSKANIE R.F.P.D., OR  
 CLATSOP CARE CENTER HEALTH DISTRICT, OR  
 CLATSOP COUNTY S.W.C.D., OR  
 CLATSOP DRAINAGE IMPROVEMENT COMPANY #15, INC., OR  
 CLEAN WATER SERVICES  
 CLEAN WATER SERVICES, OR  
 CLOVERDALE R.F.P.D., OR  
 CLOVERDALE SANITARY DISTRICT, OR  
 CLOVERDALE WATER DISTRICT, OR  
 COALEDO DRAINAGE DISTRICT, OR  
 COBURG FIRE DISTRICT, OR  
 COLESTIN RURAL FIRE DISTRICT, OR

COLTON R.F.P.D., OR  
 COLTON WATER DISTRICT #11, OR  
 COLUMBIA 911 COMMUNICATIONS DISTRICT, OR  
 COLUMBIA COUNTY 4-H & EXTENSION SERVICE DISTRICT, OR  
 COLUMBIA DRAINAGE VECTOR CONTROL, OR  
 COLUMBIA IMPROVEMENT DISTRICT, OR  
 COLUMBIA R.F.P.D., OR  
 COLUMBIA RIVER FIRE & RESCUE, OR  
 COLUMBIA RIVER PUD, OR  
 COLUMBIA S.W.C.D., OR  
 COLUMBIA S.W.C.D., OR  
 CONFEDERATED TRIBES OF THE UMATILLA INDIAN RESERVATION  
 COOS COUNTY AIRPORT DISTRICT, OR  
 COOS COUNTY AIRPORT DISTRICT, OR  
 COOS COUNTY AREA TRANSIT SERVICE DISTRICT, OR  
 COOS COUNTY AREA TRANSIT SERVICE DISTRICT, OR  
 COOS FOREST PROTECTIVE ASSOCIATION  
 COOS S.W.C.D., OR  
 COQUILLE R.F.P.D., OR  
 COQUILLE VALLEY HOSPITAL DISTRICT, OR  
 CORBETT WATER DISTRICT, OR  
 CORNELIUS R.F.P.D., OR  
 CORP RANCH ROAD WATER IMPROVEMENT, OR  
 CORVALLIS R.F.P.D., OR  
 COUNTRY CLUB ESTATES SPECIAL WATER DISTRICT, OR  
 COUNTRY CLUB WATER DISTRICT, OR  
 COUNTRY ESTATES ROAD DISTRICT, OR  
 COVE CEMETERY MAINTENANCE DISTRICT, OR  
 COVE ORCHARD SEWER SERVICE DISTRICT, OR  
 COVE R.F.P.D., OR  
 CRESCENT R.F.P.D., OR  
 CRESCENT SANITARY DISTRICT, OR  
 CRESCENT WATER SUPPLY AND IMPROVEMENT DISTRICT, OR  
 CROOK COUNTY AGRICULTURE EXTENSION SERVICE DISTRICT, OR  
 CROOK COUNTY CEMETERY DISTRICT, OR  
 CROOK COUNTY FIRE AND RESCUE, OR  
 CROOK COUNTY PARKS & RECREATION DISTRICT, OR  
 CROOK COUNTY S.W.C.D., OR  
 CROOK COUNTY VECTOR CONTROL DISTRICT, OR  
 CROOKED RIVER RANCH R.F.P.D., OR  
 CROOKED RIVER RANCH SPECIAL ROAD DISTRICT, OR  
 CRYSTAL SPRINGS WATER DISTRICT, OR  
 CURRY COUNTY 4-H & EXTENSION SERVICE DISTRICT, OR  
 CURRY COUNTY PUBLIC TRANSIT SERVICE DISTRICT, OR  
 CURRY COUNTY S.W.C.D., OR  
 CURRY HEALTH DISTRICT, OR  
 CURRY PUBLIC LIBRARY DISTRICT, OR  
 DALLAS CEMETERY DISTRICT #4, OR  
 DARLEY DRIVE SPECIAL ROAD DISTRICT, OR  
 DAVID CROCKETT STEAM FIRE COMPANY #1, LA  
 DAYS CREEK R.F.P.D., OR  
 DAYTON FIRE DISTRICT, OR  
 DEAN MINARD WATER DISTRICT, OR  
 DEE IRRIGATION DISTRICT, OR  
 DEER ISLAND DRAINAGE IMPROVEMENT COMPANY, OR

DELL BROGAN CEMETERY MAINTENANCE DISTRICT, OR  
 DEPOE BAY R.F.P.D., OR  
 DESCHUTES COUNTY 911 SERVICE DISTRICT, OR  
 DESCHUTES COUNTY R.F.P.D. #2, OR  
 DESCHUTES PUBLIC LIBRARY DISTRICT, OR  
 DESCHUTES S.W.C.D., OR  
 DESCHUTES VALLEY WATER DISTRICT, OR  
 DEVILS LAKE WATER IMPROVEMENT DISTRICT, OR  
 DEXTER R.F.P.D., OR  
 DEXTER SANITARY DISTRICT, OR  
 DORA-SITKUM R.F.P.D., OR  
 DOUGLAS COUNTY FIRE DISTRICT #2, OR  
 DOUGLAS S.W.C.D., OR  
 DRAKES CROSSING R.F.P.D., OR  
 DRRH SPECIAL ROAD DISTRICT #6, OR  
 DRY GULCH DITCH DISTRICT IMPROVEMENT COMPANY, OR  
 DUFUR RECREATION DISTRICT, OR  
 DUMBECK LANE DOMESTIC WATER SUPPLY, OR  
 DUNDEE R.F.P.D., OR  
 DURKEE COMMUNITY BUILDING PRESERVATION DISTRICT, OR  
 EAGLE POINT IRRIGATION DISTRICT, OR  
 EAGLE VALLEY CEMETERY MAINTENANCE DISTRICT, OR  
 EAGLE VALLEY R.F.P.D., OR  
 EAGLE VALLEY S.W.C.D., OR  
 EAST FORK IRRIGATION DISTRICT, OR  
 EAST MULTNOMAH S.W.C.D., OR  
 EAST SALEM SERVICE DISTRICT, OR  
 EAST UMATILLA CHEMICAL CONTROL DISTRICT, OR  
 EAST UMATILLA COUNTY AMBULANCE AREA HEALTH DISTRICT, OR  
 EAST UMATILLA COUNTY R.F.P.D., OR  
 EAST VALLEY WATER DISTRICT, OR  
 ELGIN COMMUNITY PARKS & RECREATION DISTRICT, OR  
 ELGIN HEALTH DISTRICT, OR  
 ELGIN R.F.P.D., OR  
 ELKTON ESTATES PHASE II SPECIAL ROAD DISTRICT, OR  
 ELKTON R.F.P.D., OR  
 EMERALD P.U.D., OR  
 ENTERPRISE IRRIGATION DISTRICT, OR  
 ESTACADA CEMETERY MAINTENANCE DISTRICT, OR  
 ESTACADA R.F.P.D. #69, OR  
 EUGENE R.F.P.D. # 1, OR  
 EUGENE WATER AND ELECTRIC BOARD  
 EVANS VALLEY FIRE DISTRICT #6, OR  
 FAIR OAKS R.F.P.D., OR  
 FAIRVIEW R.F.P.D., OR  
 FAIRVIEW WATER DISTRICT, OR  
 FALCON HEIGHTS WATER AND SEWER, OR  
 FALCON-COVE BEACH WATER DISTRICT, OR  
 FALL RIVER ESTATES SPECIAL ROAD DISTRICT, OR  
 FARGO INTERCHANGE SERVICE DISTRICT, OR  
 FARMERS IRRIGATION DISTRICT, OR  
 FAT ELK DRAINAGE DISTRICT, OR  
 FERN RIDGE PUBLIC LIBRARY DISTRICT, OR  
 FERN VALLEY ESTATES IMPROVEMENT DISTRICT, OR  
 FOR FAR ROAD DISTRICT, OR  
 FOREST GROVE R.F.P.D., OR  
 FOREST VIEW SPECIAL ROAD DISTRICT, OR  
 FORT ROCK-SILVER LAKE S.W.C.D., OR



FOUR RIVERS VECTOR CONTROL DISTRICT, OR  
 FOX CEMETERY MAINTENANCE DISTRICT, OR  
 GARDINER R.F.P.D., OR  
 GARDINER SANITARY DISTRICT, OR  
 GARIBALDI R.F.P.D., OR  
 GASTON R.F.P.D., OR  
 GATES R.F.P.D., OR  
 GEARHART R.F.P.D., OR  
 GILLIAM S.W.C.D., OR  
 GLENDALE AMBULANCE DISTRICT, OR  
 GLENDALE R.F.P.D., OR  
 GLENEDEN BEACH SPECIAL ROAD DISTRICT, OR  
 GLENEDEN SANITARY DISTRICT, OR  
 GLENWOOD WATER DISTRICT, OR  
 GLIDE - IDLEYLD SANITARY DISTRICT, OR  
 GLIDE R.F.P.D., OR  
 GOLD BEACH - WEDDERBURN R.F.P.D., OR  
 GOLD HILL IRRIGATION DISTRICT, OR  
 GOLDFINCH ROAD DISTRICT, OR  
 GOSHEN R.F.P.D., OR  
 GOVERNMENT CAMP ROAD DISTRICT, OR  
 GOVERNMENT CAMP SANITARY DISTRICT, OR  
 GRAND PRAIRIE WATER CONTROL DISTRICT, OR  
 GRAND RONDE SANITARY DISTRICT, OR  
 GRANT COUNTY TRANSPORTATION DISTRICT, OR  
 GRANT S.W.C.D., OR  
 GRANTS PASS IRRIGATION DISTRICT, OR  
 GREATER BOWEN VALLEY R.F.P.D., OR  
 GREATER ST. HELENS PARK & RECREATION  
 DISTRICT, OR  
 GREATER TOLEDO POOL RECREATION DISTRICT,  
 OR  
 GREEN KNOLLS SPECIAL ROAD DISTRICT, OR  
 GREEN SANITARY DISTRICT, OR  
 GREENACRES R.F.P.D., OR  
 GREENBERRY IRRIGATION DISTRICT, OR  
 GREENSPRINGS RURAL FIRE DISTRICT, OR  
 HAHLEN ROAD SPECIAL DISTRICT, OR  
 HAINES CEMETERY MAINTENANCE DISTRICT, OR  
 HAINES FIRE PROTECTION DISTRICT, OR  
 HALSEY-SHEDD R.F.P.D., OR  
 HAMLET R.F.P.D., OR  
 HARBOR R.F.P.D., OR  
 HARBOR SANITARY DISTRICT, OR  
 HARBOR WATER P.U.D., OR  
 HARNEY COUNTY HEALTH DISTRICT, OR  
 HARNEY S.W.C.D., OR  
 HARPER SOUTH SIDE IRRIGATION DISTRICT, OR  
 HARRISBURG FIRE AND RESCUE, OR  
 HAUSER R.F.P.D., OR  
 HAZELDELL RURAL FIRE DISTRICT, OR  
 HEBBO JOINT WATER-SANITARY AUTHORITY, OR  
 HECETA WATER P.U.D., OR  
 HELIX CEMETERY MAINTENANCE DISTRICT #4, OR  
 HELIX PARK & RECREATION DISTRICT, OR  
 HELIX R.F.P.D. #7-411, OR  
 HEPNER CEMETERY MAINTENANCE DISTRICT, OR  
 HEPNER R.F.P.D., OR  
 HEPNER WATER CONTROL DISTRICT, OR  
 HEREFORD COMMUNITY HALL RECREATION  
 DISTRICT, OR  
 HERMISTON CEMETERY DISTRICT, OR  
 HERMISTON IRRIGATION DISTRICT, OR  
 HIDDEN VALLEY MOBILE ESTATES IMPROVEMENT  
 DISTRICT, OR  
 HIGH DESERT PARK & RECREATION DISTRICT, OR  
 HIGHLAND SUBDIVISION WATER DISTRICT, OR  
 HONOLULU INTERNATIONAL AIRPORT

HOOD RIVER COUNTY LIBRARY DISTRICT, OR  
 HOOD RIVER COUNTY TRANSPORTATION DISTRICT,  
 OR  
 HOOD RIVER S.W.C.D., OR  
 HOOD RIVER VALLEY PARKS & RECREATION  
 DISTRICT, OR  
 HOODLAND FIRE DISTRICT #74  
 HOODLAND FIRE DISTRICT #74, OR  
 HORSEFLY IRRIGATION DISTRICT, OR  
 HOSKINS-KINGS VALLEY R.F.P.D., OR  
 HOUSING AUTHORITY OF PORTLAND  
 HUBBARD R.F.P.D., OR  
 HUDSON BAY DISTRICT IMPROVEMENT COMPANY,  
 OR  
 I N (KAY) YOUNG DITCH DISTRICT IMPROVEMENT  
 COMPANY, OR  
 ICE FOUNTAIN WATER DISTRICT, OR  
 IDAHO POINT SPECIAL ROAD DISTRICT, OR  
 IDANHA-DETROIT RURAL FIRE PROTECTION  
 DISTRICT, OR  
 ILLINOIS VALLEY FIRE DISTRICT  
 ILLINOIS VALLEY R.F.P.D., OR  
 ILLINOIS VALLEY S.W.C.D., OR  
 IMBLER R.F.P.D., OR  
 INTERLACHEN WATER P.U.D., OR  
 IONE LIBRARY DISTRICT, OR  
 IONE R.F.P.D. #6-604, OR  
 IRONSIDE CEMETERY MAINTENANCE DISTRICT, OR  
 IRONSIDE RURAL ROAD DISTRICT #5, OR  
 IRRIGON PARK & RECREATION DISTRICT, OR  
 IRRIGON R.F.P.D., OR  
 ISLAND CITY AREA SANITATION DISTRICT, OR  
 ISLAND CITY CEMETERY MAINTENANCE DISTRICT,  
 OR  
 JACK PINE VILLAGE SPECIAL ROAD DISTRICT, OR  
 JACKSON COUNTY FIRE DISTRICT #3, OR  
 JACKSON COUNTY FIRE DISTRICT #4, OR  
 JACKSON COUNTY FIRE DISTRICT #5, OR  
 JACKSON COUNTY LIBRARY DISTRICT, OR  
 JACKSON COUNTY VECTOR CONTROL DISTRICT, OR  
 JACKSON S.W.C.D., OR  
 JASPER KNOLLS WATER DISTRICT, OR  
 JEFFERSON COUNTY EMERGENCY MEDICAL  
 SERVICE DISTRICT, OR  
 JEFFERSON COUNTY FIRE DISTRICT #1, OR  
 JEFFERSON COUNTY LIBRARY DISTRICT, OR  
 JEFFERSON COUNTY S.W.C.D., OR  
 JEFFERSON PARK & RECREATION DISTRICT, OR  
 JEFFERSON R.F.P.D., OR  
 JOB'S DRAINAGE DISTRICT, OR  
 JOHN DAY WATER DISTRICT, OR  
 JOHN DAY-CANYON CITY PARKS & RECREATION  
 DISTRICT, OR  
 JOHN DAY-FERNHILL R.F.P.D. #5-108, OR  
 JORDAN VALLEY CEMETERY DISTRICT, OR  
 JORDAN VALLEY IRRIGATION DISTRICT, OR  
 JOSEPHINE COMMUNITY LIBRARY DISTRICT, OR  
 JOSEPHINE COUNTY 4-H & EXTENSION SERVICE  
 DISTRICT, OR  
 JOSEPHINE COUNTY 911 AGENCY, OR  
 JUNCTION CITY R.F.P.D., OR  
 JUNCTION CITY WATER CONTROL DISTRICT, OR  
 JUNIPER BUTTE ROAD DISTRICT, OR  
 JUNIPER CANYON WATER CONTROL DISTRICT, OR  
 JUNIPER FLAT DISTRICT IMPROVEMENT COMPANY,  
 OR  
 JUNIPER FLAT R.F.P.D., OR

JUNO NONPROFIT WATER IMPROVEMENT DISTRICT, OR  
 KEATING R.F.P.D., OR  
 KEATING S.W.C.D., OR  
 KEIZER R.F.P.D., OR  
 KELLOGG RURAL FIRE DISTRICT, OR  
 KENO IRRIGATION DISTRICT, OR  
 KENO PINES ROAD DISTRICT, OR  
 KENO R.F.P.D., OR  
 KENT WATER DISTRICT, OR  
 KERBY WATER DISTRICT, OR  
 K-GB-LB WATER DISTRICT, OR  
 KILCHIS WATER DISTRICT, OR  
 KLAMATH 9-1-1 COMMUNICATIONS DISTRICT, OR  
 KLAMATH BASIN IMPROVEMENT DISTRICT, OR  
 KLAMATH COUNTY DRAINAGE SERVICE DISTRICT, OR  
 KLAMATH COUNTY EXTENSION SERVICE DISTRICT, OR  
 KLAMATH COUNTY FIRE DISTRICT #1, OR  
 KLAMATH COUNTY FIRE DISTRICT #3, OR  
 KLAMATH COUNTY FIRE DISTRICT #4, OR  
 KLAMATH COUNTY FIRE DISTRICT #5, OR  
 KLAMATH COUNTY LIBRARY SERVICE DISTRICT, OR  
 KLAMATH COUNTY PREDATORY ANIMAL CONTROL DISTRICT, OR  
 KLAMATH DRAINAGE DISTRICT, OR  
 KLAMATH FALLS FOREST ESTATES SPECIAL ROAD DISTRICT UNIT #2, OR  
 KLAMATH INTEROPERABILITY RADIO GROUP, OR  
 KLAMATH IRRIGATION DISTRICT, OR  
 KLAMATH RIVER ACRES SPECIAL ROAD DISTRICT, OR  
 KLAMATH S.W.C.D., OR  
 KLAMATH VECTOR CONTROL DISTRICT, OR  
 KNAPPA-SVENSEN-BURNSIDE R.F.P.D., OR  
 LA GRANDE CEMETERY MAINTENANCE DISTRICT, OR  
 LA GRANDE R.F.P.D., OR  
 LA PINE PARK & RECREATION DISTRICT, OR  
 LA PINE R.F.P.D., OR  
 LABISH VILLAGE SEWAGE & DRAINAGE, OR  
 LACOMB IRRIGATION DISTRICT, OR  
 LAFAYETTE AIRPORT COMMISSION, LA  
 LAFOURCHE PARISH HEALTH UNIT – DHH-OPH REGION 3  
 LAIDLAW WATER DISTRICT, OR  
 LAKE CHINOOK FIRE & RESCUE, OR  
 LAKE COUNTY 4-H & EXTENSION SERVICE DISTRICT, OR  
 LAKE COUNTY LIBRARY DISTRICT, OR  
 LAKE CREEK R.F.P.D. - JACKSON, OR  
 LAKE CREEK R.F.P.D. - LANE COUNTY, OR  
 LAKE DISTRICT HOSPITAL, OR  
 LAKE GROVE R.F.P.D. NO. 57, OR  
 LAKE GROVE WATER DISTRICT, OR  
 LAKE LABISH WATER CONTROL DISTRICT, OR  
 LAKE POINT SPECIAL ROAD DISTRICT, OR  
 LAKESIDE R.F.P.D. #4, OR  
 LAKESIDE WATER DISTRICT, OR  
 LAKEVIEW R.F.P.D., OR  
 LAKEVIEW S.W.C.D., OR  
 LAMONTAI IMPROVEMENT DISTRICT, OR  
 LANE FIRE AUTHORITY, OR  
 LANE LIBRARY DISTRICT, OR  
 LANE TRANSIT DISTRICT, OR  
 LANGELL VALLEY IRRIGATION DISTRICT, OR

LANGLOIS PUBLIC LIBRARY, OR  
 LANGLOIS R.F.P.D., OR  
 LANGLOIS WATER DISTRICT, OR  
 LAZY RIVER SPECIAL ROAD DISTRICT, OR  
 LEBANON AQUATIC DISTRICT, OR  
 LEBANON R.F.P.D., OR  
 LEWIS & CLARK R.F.P.D., OR  
 LINCOLN COUNTY LIBRARY DISTRICT, OR  
 LINCOLN S.W.C.D., OR  
 LINN COUNTY EMERGENCY TELEPHONE AGENCY, OR  
 LINN S.W.C.D., OR  
 LITTLE MUDDY CREEK WATER CONTROL, OR  
 LITTLE NESTUCCA DRAINAGE DISTRICT, OR  
 LITTLE SWITZERLAND SPECIAL ROAD DISTRICT, OR  
 LONE PINE IRRIGATION DISTRICT, OR  
 LONG PRAIRIE WATER DISTRICT, OR  
 LOOKINGGLASS OLALLA WATER CONTROL DISTRICT, OR  
 LOOKINGGLASS RURAL FIRE DISTRICT, OR  
 LORANE R.F.P.D., OR  
 LOST & BOULDER DITCH IMPROVEMENT DISTRICT, OR  
 LOST CREEK PARK SPECIAL ROAD DISTRICT, OR  
 LOUISIANA PUBLIC SERVICE COMMISSION, LA  
 LOUISIANA WATER WORKS  
 LOWELL R.F.P.D., OR  
 LOWER MCKAY CREEK R.F.P.D., OR  
 LOWER MCKAY CREEK WATER CONTROL DISTRICT, OR  
 LOWER POWDER RIVER IRRIGATION DISTRICT, OR  
 LOWER SILETZ WATER DISTRICT, OR  
 LOWER UMPQUA HOSPITAL DISTRICT, OR  
 LOWER UMPQUA PARK & RECREATION DISTRICT, OR  
 LOWER VALLEY WATER IMPROVEMENT DISTRICT, OR  
 LUCE LONG DITCH DISTRICT IMPROVEMENT CO., OR  
 LUSTED WATER DISTRICT, OR  
 LYONS R.F.P.D., OR  
 LYONS-MEHAMA WATER DISTRICT, OR  
 MADRAS AQUATIC CENTER DISTRICT, OR  
 MAKAI SPECIAL ROAD DISTRICT, OR  
 MALHEUR COUNTY S.W.C.D., OR  
 MALHEUR COUNTY VECTOR CONTROL DISTRICT, OR  
 MALHEUR DISTRICT IMPROVEMENT COMPANY, OR  
 MALHEUR DRAINAGE DISTRICT, OR  
 MALHEUR MEMORIAL HEALTH DISTRICT, OR  
 MALIN COMMUNITY CEMETERY MAINTENANCE DISTRICT, OR  
 MALIN COMMUNITY PARK & RECREATION DISTRICT, OR  
 MALIN IRRIGATION DISTRICT, OR  
 MALIN R.F.P.D., OR  
 MAPLETON FIRE DEPARTMENT, OR  
 MAPLETON WATER DISTRICT, OR  
 MARCOLA WATER DISTRICT, OR  
 MARION COUNTY EXTENSION & 4H SERVICE DISTRICT, OR  
 MARION COUNTY FIRE DISTRICT #1, OR  
 MARION JACK IMPROVEMENT DISTRICT, OR  
 MARION S.W.C.D., OR  
 MARY'S RIVER ESTATES ROAD DISTRICT, OR  
 MCDONALD FOREST ESTATES SPECIAL ROAD DISTRICT, OR  
 MCKAY ACRES IMPROVEMENT DISTRICT, OR

MCKAY DAM R.F.P.D. # 7-410, OR  
 MCKENZIE FIRE & RESCUE, OR  
 MCKENZIE PALISADES WATER SUPPLY  
 CORPORATION, OR  
 MCMINNVILLE R.F.P.D., OR  
 MCNULTY WATER P.U.D., OR  
 MEADOWS DRAINAGE DISTRICT, OR  
 MEDFORD IRRIGATION DISTRICT, OR  
 MEDFORD R.F.P.D. #2, OR  
 MEDFORD WATER COMMISSION  
 MEDICAL SPRINGS R.F.P.D., OR  
 MELHEUR COUNTY JAIL, OR  
 MERLIN COMMUNITY PARK DISTRICT, OR  
 MERRILL CEMETERY MAINTENANCE DISTRICT, OR  
 MERRILL PARK DISTRICT, OR  
 MERRILL R.F.P.D., OR  
 METRO REGIONAL GOVERNMENT  
 METRO REGIONAL PARKS  
 METROPOLITAN EXPOSITION RECREATION  
 COMMISSION  
 METROPOLITAN SERVICE DISTRICT (METRO)  
 MID COUNTY CEMETERY MAINTENANCE DISTRICT,  
 OR  
 MID-COLUMBIA FIRE AND RESCUE, OR  
 MIDDLE FORK IRRIGATION DISTRICT, OR  
 MIDLAND COMMUNITY PARK, OR  
 MIDLAND DRAINAGE IMPROVEMENT DISTRICT, OR  
 MILES CROSSING SANITARY SEWER DISTRICT, OR  
 MILL CITY R.F.P.D. #2-303, OR  
 MILL FOUR DRAINAGE DISTRICT, OR  
 MILLICOMA RIVER PARK & RECREATION DISTRICT,  
 OR  
 MILLINGTON R.F.P.D. #5, OR  
 MILO VOLUNTEER FIRE DEPARTMENT, OR  
 MILTON-FREEWATER AMBULANCE SERVICE AREA  
 HEALTH DISTRICT, OR  
 MILTON-FREEWATER WATER CONTROL DISTRICT,  
 OR  
 MIROCO SPECIAL ROAD DISTRICT, OR  
 MIST-BIRKENFELD R.F.P.D., OR  
 MODOC POINT IRRIGATION DISTRICT, OR  
 MODOC POINT SANITARY DISTRICT, OR  
 MOHAWK VALLEY R.F.P.D., OR  
 MOLALLA AQUATIC DISTRICT, OR  
 MOLALLA R.F.P.D. #73, OR  
 MONITOR R.F.P.D., OR  
 MONROE R.F.P.D., OR  
 MONUMENT CEMETERY MAINTENANCE DISTRICT,  
 OR  
 MONUMENT S.W.C.D., OR  
 MOOREA DRIVE SPECIAL ROAD DISTRICT, OR  
 MORO R.F.P.D., OR  
 MORROW COUNTY HEALTH DISTRICT, OR  
 MORROW COUNTY UNIFIED RECREATION  
 DISTRICT, OR  
 MORROW S.W.C.D., OR  
 MOSIER FIRE DISTRICT, OR  
 MOUNTAIN DRIVE SPECIAL ROAD DISTRICT, OR  
 MT. ANGEL R.F.P.D., OR  
 MT. HOOD IRRIGATION DISTRICT, OR  
 MT. LAKI CEMETERY DISTRICT, OR  
 MT. VERNON R.F.P.D., OR  
 MULINO WATER DISTRICT #1, OR  
 MULTNOMAH COUNTY DRAINAGE DISTRICT #1, OR  
 MULTNOMAH COUNTY R.F.P.D. #10, OR  
 MULTNOMAH COUNTY R.F.P.D. #14, OR  
 MULTNOMAH EDUCATION SERVICE DISTRICT  
 MYRTLE CREEK R.F.P.D., OR

NEAH-KAH-NIE WATER DISTRICT, OR  
 NEDONNA R.F.P.D., OR  
 NEHALEM BAY FIRE AND RESCUE, OR  
 NEHALEM BAY HEALTH DISTRICT, OR  
 NEHALEM BAY WASTEWATER AGENCY, OR  
 NESIKA BEACH-OPHIR WATER DISTRICT, OR  
 NESKOWIN REGIONAL SANITARY AUTHORITY, OR  
 NESKOWIN REGIONAL WATER DISTRICT, OR  
 NESTUCCA R.F.P.D., OR  
 NETARTS WATER DISTRICT, OR  
 NETARTS-OCEANSIDE R.F.P.D., OR  
 NETARTS-OCEANSIDE SANITARY DISTRICT, OR  
 NEW BRIDGE WATER SUPPLY DISTRICT, OR  
 NEW CARLTON FIRE DISTRICT, OR  
 NEW ORLEANS REDEVELOPMENT AUTHORITY, LA  
 NEW PINE CREEK R.F.P.D., OR  
 NEWBERG R.F.P.D., OR  
 NEWBERRY ESTATES SPECIAL ROAD DISTRICT, OR  
 NEWPORT R.F.P.D., OR  
 NEWT YOUNG DITCH DISTRICT IMPROVEMENT  
 COMPANY, OR  
 NORTH ALBANY R.F.P.D., OR  
 NORTH BAY R.F.P.D. #9, OR  
 NORTH CLACKAMAS PARKS & RECREATION  
 DISTRICT, OR  
 NORTH COUNTY RECREATION DISTRICT, OR  
 NORTH DOUGLAS COUNTY FIRE & EMS, OR  
 NORTH DOUGLAS PARK & RECREATION DISTRICT,  
 OR  
 NORTH GILLIAM COUNTY HEALTH DISTRICT, OR  
 NORTH GILLIAM COUNTY R.F.P.D., OR  
 NORTH LAKE HEALTH DISTRICT, OR  
 NORTH LEBANON WATER CONTROL DISTRICT, OR  
 NORTH LINCOLN FIRE & RESCUE DISTRICT #1, OR  
 NORTH LINCOLN HEALTH DISTRICT, OR  
 NORTH MORROW VECTOR CONTROL DISTRICT, OR  
 NORTH SHERMAN COUNTY R.F.P.D., OR  
 NORTH UNIT IRRIGATION DISTRICT, OR  
 NORTHEAST OREGON HOUSING AUTHORITY, OR  
 NORTHEAST WHEELER COUNTY HEALTH DISTRICT,  
 OR  
 NORTHERN WASCO COUNTY P.U.D., OR  
 NORTHERN WASCO COUNTY PARK & RECREATION  
 DISTRICT, OR  
 NYE DITCH USERS DISTRICT IMPROVEMENT, OR  
 NYSSA ROAD ASSESSMENT DISTRICT #2, OR  
 NYSSA RURAL FIRE DISTRICT, OR  
 NYSSA-ARCADIA DRAINAGE DISTRICT, OR  
 OAK LODGE WATER SERVICES, OR  
 OAKLAND R.F.P.D., OR  
 OAKVILLE COMMUNITY CENTER, OR  
 OCEANSIDE WATER DISTRICT, OR  
 OCHOCO IRRIGATION DISTRICT, OR  
 OCHOCO WEST WATER AND SANITARY  
 AUTHORITY, OR  
 ODELL SANITARY DISTRICT, OR  
 OLD OWYHEE DITCH IMPROVEMENT DISTRICT, OR  
 OLNEY-WALLUSKI FIRE & RESCUE DISTRICT, OR  
 ONTARIO LIBRARY DISTRICT, OR  
 ONTARIO R.F.P.D., OR  
 OPHIR R.F.P.D., OR  
 OREGON COAST COMMUNITY ACTION  
 OREGON HOUSING AND COMMUNITY SERVICES  
 OREGON INTERNATIONAL PORT OF COOS BAY, OR  
 OREGON LEGISLATIVE ADMINISTRATION  
 OREGON OUTBACK R.F.P.D., OR  
 OREGON POINT, OR  
 OREGON TRAIL LIBRARY DISTRICT, OR

OTTER ROCK WATER DISTRICT, OR  
OWW UNIT #2 SANITARY DISTRICT, OR  
OWYHEE CEMETERY MAINTENANCE DISTRICT, OR  
OWYHEE IRRIGATION DISTRICT, OR  
PACIFIC CITY JOINT WATER-SANITARY  
AUTHORITY, OR  
PACIFIC COMMUNITIES HEALTH DISTRICT, OR  
PACIFIC RIVIERA #3 SPECIAL ROAD DISTRICT, OR  
PALATINE HILL WATER DISTRICT, OR  
PALMER CREEK WATER DISTRICT IMPROVEMENT  
COMPANY, OR  
PANORAMIC ACCESS SPECIAL ROAD DISTRICT, OR  
PANTHER CREEK ROAD DISTRICT, OR  
PANTHER CREEK WATER DISTRICT, OR  
PARKDALE R.F.P.D., OR  
PARKDALE SANITARY DISTRICT, OR  
PENINSULA DRAINAGE DISTRICT #1, OR  
PENINSULA DRAINAGE DISTRICT #2, OR  
PHILOMATH FIRE AND RESCUE, OR  
PILOT ROCK CEMETERY MAINTENANCE DISTRICT  
#5, OR  
PILOT ROCK PARK & RECREATION DISTRICT, OR  
PILOT ROCK R.F.P.D., OR  
PINE EAGLE HEALTH DISTRICT, OR  
PINE FLAT DISTRICT IMPROVEMENT COMPANY, OR  
PINE GROVE IRRIGATION DISTRICT, OR  
PINE GROVE WATER DISTRICT-KLAMATH FALLS,  
OR  
PINE GROVE WATER DISTRICT-MAUPIN, OR  
PINE VALLEY CEMETERY DISTRICT, OR  
PINE VALLEY R.F.P.D., OR  
PINWOOD COUNTRY ESTATES SPECIAL ROAD  
DISTRICT, OR  
PIONEER DISTRICT IMPROVEMENT COMPANY, OR  
PISTOL RIVER CEMETERY MAINTENANCE  
DISTRICT, OR  
PISTOL RIVER FIRE DISTRICT, OR  
PLEASANT HILL R.F.P.D., OR  
PLEASANT HOME WATER DISTRICT, OR  
POCAHONTAS MINING AND IRRIGATION DISTRICT,  
OR  
POE VALLEY IMPROVEMENT DISTRICT, OR  
POE VALLEY PARK & RECREATION DISTRICT, OR  
POE VALLEY VECTOR CONTROL DISTRICT, OR  
POLK COUNTY FIRE DISTRICT #1, OR  
POLK S.W.C.D., OR  
POMPADOUR WATER IMPROVEMENT DISTRICT, OR  
PONDEROSA PINES EAST SPECIAL ROAD DISTRICT,  
OR  
PORT OF ALSEA, OR  
PORT OF ARLINGTON, OR  
PORT OF ASTORIA, OR  
PORT OF BANDON, OR  
PORT OF BRANDON, OR  
PORT OF BROOKINGS HARBOR, OR  
PORT OF CASCADE LOCKS, OR  
PORT OF COQUILLE RIVER, OR  
PORT OF GARIBALDI, OR  
PORT OF GOLD BEACH, OR  
PORT OF HOOD RIVER, OR  
PORT OF MORGAN CITY, LA  
PORT OF MORROW, OR  
PORT OF NEHALEM, OR  
PORT OF NEWPORT, OR  
PORT OF PORT ORFORD, OR  
PORT OF PORTLAND, OR  
PORT OF SIUSLAW, OR  
PORT OF ST. HELENS, OR

PORT OF THE DALLES, OR  
PORT OF TILLAMOOK BAY, OR  
PORT OF TOLEDO, OR  
PORT OF UMATILLA, OR  
PORT OF UMPQUA, OR  
PORT ORFORD CEMETERY MAINTENANCE  
DISTRICT, OR  
PORT ORFORD PUBLIC LIBRARY DISTRICT, OR  
PORT ORFORD R.F.P.D., OR  
PORTLAND DEVELOPMENT COMMISSION, OR  
PORTLAND FIRE AND RESCUE  
PORTLAND HOUSING CENTER, OR  
POWDER R.F.P.D., OR  
POWDER RIVER R.F.P.D., OR  
POWDER VALLEY WATER CONTROL DISTRICT, OR  
POWERS HEALTH DISTRICT, OR  
PRAIRIE CEMETERY MAINTENANCE DISTRICT, OR  
PRINEVILLE LAKE ACRES SPECIAL ROAD DISTRICT  
#1, OR  
PROSPECT R.F.P.D., OR  
QUAIL VALLEY PARK IMPROVEMENT DISTRICT, OR  
QUEENER IRRIGATION IMPROVEMENT DISTRICT,  
OR  
RAINBOW WATER DISTRICT, OR  
RAINIER CEMETERY DISTRICT, OR  
RAINIER DRAINAGE IMPROVEMENT COMPANY, OR  
RALEIGH WATER DISTRICT, OR  
REDMOND AREA PARK & RECREATION DISTRICT,  
OR  
REDMOND FIRE AND RESCUE, OR  
RIDDLE FIRE PROTECTION DISTRICT, OR  
RIDGEWOOD DISTRICT IMPROVEMENT COMPANY,  
OR  
RIDGEWOOD ROAD DISTRICT, OR  
RIETH SANITARY DISTRICT, OR  
RIETH WATER DISTRICT, OR  
RIMROCK WEST IMPROVEMENT DISTRICT, OR  
RINK CREEK WATER DISTRICT, OR  
RIVER BEND ESTATES SPECIAL ROAD DISTRICT, OR  
RIVER FOREST ACRES SPECIAL ROAD DISTRICT, OR  
RIVER MEADOWS IMPROVEMENT DISTRICT, OR  
RIVER PINES ESTATES SPECIAL ROAD DISTRICT, OR  
RIVER ROAD PARK & RECREATION DISTRICT, OR  
RIVER ROAD WATER DISTRICT, OR  
RIVERBEND RIVERBANK WATER IMPROVEMENT  
DISTRICT, OR  
RIVERDALE R.F.P.D. 11-JT, OR  
RIVERGROVE WATER DISTRICT, OR  
RIVERSIDE MISSION WATER CONTROL DISTRICT,  
OR  
RIVERSIDE R.F.P.D. #7-406, OR  
RIVERSIDE WATER DISTRICT, OR  
ROBERTS CREEK WATER DISTRICT, OR  
ROCK CREEK DISTRICT IMPROVEMENT, OR  
ROCK CREEK WATER DISTRICT, OR  
ROCKWOOD WATER P.U.D., OR  
ROCKY POINT FIRE & EMS, OR  
ROGUE RIVER R.F.P.D., OR  
ROGUE RIVER VALLEY IRRIGATION DISTRICT, OR  
ROGUE VALLEY SEWER SERVICES, OR  
ROGUE VALLEY SEWER, OR  
ROGUE VALLEY TRANSPORTATION DISTRICT, OR  
ROSEBURG URBAN SANITARY AUTHORITY, OR  
ROSEWOOD ESTATES ROAD DISTRICT, OR  
ROW RIVER VALLEY WATER DISTRICT, OR  
RURAL ROAD ASSESSMENT DISTRICT #3, OR  
RURAL ROAD ASSESSMENT DISTRICT #4, OR  
SAINT LANDRY PARISH TOURIST COMMISSION

SAINT MARY PARISH REC DISTRICT 2  
 SAINT MARY PARISH REC DISTRICT 3  
 SAINT TAMMANY FIRE DISTRICT 4, LA  
 SALEM AREA MASS TRANSIT DISTRICT, OR  
 SALEM MASS TRANSIT DISTRICT  
 SALEM SUBURBAN R.F.P.D., OR  
 SALISHAN SANITARY DISTRICT, OR  
 SALMON RIVER PARK SPECIAL ROAD DISTRICT, OR  
 SALMON RIVER PARK WATER IMPROVEMENT  
 DISTRICT, OR  
 SALMONBERRY TRAIL INTERGOVERNMENTAL  
 AGENCY, OR  
 SANDPIPER VILLAGE SPECIAL ROAD DISTRICT, OR  
 SANDY DRAINAGE IMPROVEMENT COMPANY, OR  
 SANDY R.F.P.D. #72, OR  
 SANTA CLARA R.F.P.D., OR  
 SANTA CLARA WATER DISTRICT, OR  
 SANTIAM WATER CONTROL DISTRICT, OR  
 SAUVIE ISLAND DRAINAGE IMPROVEMENT  
 COMPANY, OR  
 SAUVIE ISLAND VOLUNTEER FIRE DISTRICT #30J,  
 OR  
 SCAPPOOSE DRAINAGE IMPROVEMENT COMPANY,  
 OR  
 SCAPPOOSE PUBLIC LIBRARY DISTRICT, OR  
 SCAPPOOSE R.F.P.D., OR  
 SCIO R.F.P.D., OR  
 SCOTTSBURG R.F.P.D., OR  
 SEAL ROCK R.F.P.D., OR  
 SEAL ROCK WATER DISTRICT, OR  
 SEWERAGE AND WATER BOARD OF NEW ORLEANS,  
 LA  
 SHANGRI-LA WATER DISTRICT, OR  
 SHASTA VIEW IRRIGATION DISTRICT, OR  
 SHELLEY ROAD CREST ACRES WATER DISTRICT,  
 OR  
 SHERIDAN FIRE DISTRICT, OR  
 SHERMAN COUNTY HEALTH DISTRICT, OR  
 SHERMAN COUNTY S.W.C.D., OR  
 SHORELINE SANITARY DISTRICT, OR  
 SILETZ KEYS SANITARY DISTRICT, OR  
 SILETZ R.F.P.D., OR  
 SILVER FALLS LIBRARY DISTRICT, OR  
 SILVER LAKE IRRIGATION DISTRICT, OR  
 SILVER LAKE R.F.P.D., OR  
 SILVER SANDS SPECIAL ROAD DISTRICT, OR  
 SILVERTON R.F.P.D. NO. 2, OR  
 SISTERS PARKS & RECREATION DISTRICT, OR  
 SISTERS-CAMP SHERMAN R.F.P.D., OR  
 SIUSLAW PUBLIC LIBRARY DISTRICT, OR  
 SIUSLAW S.W.C.D., OR  
 SIUSLAW VALLEY FIRE AND RESCUE, OR  
 SIXES R.F.P.D., OR  
 SKIPANON WATER CONTROL DISTRICT, OR  
 SKYLINE VIEW DISTRICT IMPROVEMENT  
 COMPANY, OR  
 SLEEPY HOLLOW WATER DISTRICT, OR  
 SMITH DITCH DISTRICT IMPROVEMENT COMPANY,  
 OR  
 SOUTH CLACKAMAS TRANSPORTATION DISTRICT,  
 OR  
 SOUTH COUNTY HEALTH DISTRICT, OR  
 SOUTH FORK WATER BOARD, OR  
 SOUTH GILLIAM COUNTY CEMETERY DISTRICT, OR  
 SOUTH GILLIAM COUNTY HEALTH DISTRICT, OR  
 SOUTH GILLIAM COUNTY R.F.P.D. VI-301, OR  
 SOUTH LAFOURCHE LEVEE DISTRICT, LA  
 SOUTH LANE COUNTY FIRE & RESCUE, OR

SOUTH SANTIAM RIVER WATER CONTROL  
 DISTRICT, OR  
 SOUTH SHERMAN FIRE DISTRICT, OR  
 SOUTH SUBURBAN SANITARY DISTRICT, OR  
 SOUTH WASCO PARK & RECREATION DISTRICT, OR  
 SOUTHERN COOS HEALTH DISTRICT, OR  
 SOUTHERN CURRY CEMETERY MAINTENANCE  
 DISTRICT, OR  
 SOUTHVIEW IMPROVEMENT DISTRICT, OR  
 SOUTHWEST LINCOLN COUNTY WATER DISTRICT,  
 OR  
 SOUTHWESTERN POLK COUNTY R.F.P.D., OR  
 SOUTHWOOD PARK WATER DISTRICT, OR  
 SPECIAL ROAD DISTRICT #1, OR  
 SPECIAL ROAD DISTRICT #8, OR  
 SPRING RIVER SPECIAL ROAD DISTRICT, OR  
 SPRINGFIELD UTILITY BOARD, OR  
 ST. PAUL R.F.P.D., OR  
 STANFIELD CEMETERY DISTRICT #6, OR  
 STANFIELD IRRIGATION DISTRICT, OR  
 STARR CREEK ROAD DISTRICT, OR  
 STARWOOD SANITARY DISTRICT, OR  
 STAYTON FIRE DISTRICT, OR  
 SUBLIMITY FIRE DISTRICT, OR  
 SUBURBAN EAST SALEM WATER DISTRICT, OR  
 SUBURBAN LIGHTING DISTRICT, OR  
 SUCCOR CREEK DISTRICT IMPROVEMENT  
 COMPANY, OR  
 SUMMER LAKE IRRIGATION DISTRICT, OR  
 SUMMERVILLE CEMETERY MAINTENANCE  
 DISTRICT, OR  
 SUMNER R.F.P.D., OR  
 SUN MOUNTAIN SPECIAL ROAD DISTRICT, OR  
 SUNDOWN SANITATION DISTRICT, OR  
 SUNFOREST ESTATES SPECIAL ROAD DISTRICT, OR  
 SUNNYSIDE IRRIGATION DISTRICT, OR  
 SUNRISE WATER AUTHORITY, OR  
 SUNRIVER SERVICE DISTRICT, OR  
 SUNSET EMPIRE PARK & RECREATION DISTRICT,  
 OR  
 SUNSET EMPIRE TRANSPORTATION DISTRICT, OR  
 SURFLAND ROAD DISTRICT, OR  
 SUTHERLIN VALLEY RECREATION DISTRICT, OR  
 SUTHERLIN WATER CONTROL DISTRICT, OR  
 SWALLEY IRRIGATION DISTRICT, OR  
 SWEET HOME CEMETERY MAINTENANCE DISTRICT,  
 OR  
 SWEET HOME FIRE & AMBULANCE DISTRICT, OR  
 SWISSHOME-DEADWOOD R.F.P.D., OR  
 TABLE ROCK DISTRICT IMPROVEMENT COMPANY,  
 OR  
 TALENT IRRIGATION DISTRICT, OR  
 TANGENT R.F.P.D., OR  
 TENMILE R.F.P.D., OR  
 TERREBONNE DOMESTIC WATER DISTRICT, OR  
 THE DALLES IRRIGATION DISTRICT, OR  
 THOMAS CREEK-WESTSIDE R.F.P.D., OR  
 THREE RIVERS RANCH ROAD DISTRICT, OR  
 THREE SISTERS IRRIGATION DISTRICT, OR  
 TIGARD TUALATIN AQUATIC DISTRICT, OR  
 TIGARD WATER DISTRICT, OR  
 TILLAMOOK BAY FLOOD IMPROVEMENT DISTRICT,  
 OR  
 TILLAMOOK COUNTY EMERGENCY  
 COMMUNICATIONS DISTRICT, OR  
 TILLAMOOK COUNTY S.W.C.D., OR  
 TILLAMOOK COUNTY TRANSPORTATION DISTRICT,  
 OR

TILLAMOOK FIRE DISTRICT, OR  
 TILLAMOOK P.U.D., OR  
 TILLER R.F.P.D., OR  
 TOBIN DITCH DISTRICT IMPROVEMENT COMPANY,  
 OR  
 TOLEDO R.F.P.D., OR  
 TONE WATER DISTRICT, OR  
 TOOLEY WATER DISTRICT, OR  
 TRASK DRAINAGE DISTRICT, OR  
 TRI CITY R.F.P.D. #4, OR  
 TRI-CITY WATER & SANITARY AUTHORITY, OR  
 TRI-COUNTY METROPOLITAN TRANSPORTATION  
 DISTRICT OF OREGON  
 TRIMET, OR  
 TUALATIN HILLS PARK & RECREATION DISTRICT  
 TUALATIN HILLS PARK & RECREATION DISTRICT,  
 OR  
 TUALATIN S.W.C.D., OR  
 TUALATIN VALLEY FIRE & RESCUE  
 TUALATIN VALLEY FIRE & RESCUE, OR  
 TUALATIN VALLEY IRRIGATION DISTRICT, OR  
 TUALATIN VALLEY WATER DISTRICT  
 TUALATIN VALLEY WATER DISTRICT, OR  
 TUMALO IRRIGATION DISTRICT, OR  
 TURNER FIRE DISTRICT, OR  
 TWIN ROCKS SANITARY DISTRICT, OR  
 TWO RIVERS NORTH SPECIAL ROAD DISTRICT, OR  
 TWO RIVERS S.W.C.D., OR  
 TWO RIVERS SPECIAL ROAD DISTRICT, OR  
 TYGH VALLEY R.F.P.D., OR  
 TYGH VALLEY WATER DISTRICT, OR  
 UMATILLA COUNTY FIRE DISTRICT #1, OR  
 UMATILLA COUNTY S.W.C.D., OR  
 UMATILLA COUNTY SPECIAL LIBRARY DISTRICT,  
 OR  
 UMATILLA HOSPITAL DISTRICT, OR  
 UMATILLA R.F.P.D. #7-405, OR  
 UMATILLA-MORROW RADIO AND DATA DISTRICT,  
 OR  
 UMPQUA S.W.C.D., OR  
 UNION CEMETERY MAINTENANCE DISTRICT, OR  
 UNION COUNTY SOLID WASTE DISPOSAL DISTRICT,  
 OR  
 UNION COUNTY VECTOR CONTROL DISTRICT, OR  
 UNION GAP SANITARY DISTRICT, OR  
 UNION GAP WATER DISTRICT, OR  
 UNION HEALTH DISTRICT, OR  
 UNION R.F.P.D., OR  
 UNION S.W.C.D., OR  
 UNITY COMMUNITY PARK & RECREATION  
 DISTRICT, OR  
 UPPER CLEVELAND RAPIDS ROAD DISTRICT, OR  
 UPPER MCKENZIE R.F.P.D., OR  
 UPPER WILLAMETTE S.W.C.D., OR  
 VALE OREGON IRRIGATION DISTRICT, OR  
 VALE RURAL FIRE PROTECTION DISTRICT, OR  
 VALLEY ACRES SPECIAL ROAD DISTRICT, OR  
 VALLEY VIEW CEMETERY MAINTENANCE  
 DISTRICT, OR  
 VALLEY VIEW WATER DISTRICT, OR  
 VANDEVERT ACRES SPECIAL ROAD DISTRICT, OR  
 VERNONIA R.F.P.D., OR  
 VINEYARD MOUNTAIN PARK & RECREATION  
 DISTRICT, OR  
 VINEYARD MOUNTAIN SPECIAL ROAD DISTRICT,  
 OR  
 WALLA WALLA RIVER IRRIGATION DISTRICT, OR  
 WALLOWA COUNTY HEALTH CARE DISTRICT, OR

WALLOWA LAKE COUNTY SERVICE DISTRICT, OR  
 WALLOWA LAKE IRRIGATION DISTRICT, OR  
 WALLOWA LAKE R.F.P.D., OR  
 WALLOWA S.W.C.D., OR  
 WALLOWA VALLEY IMPROVEMENT DISTRICT #1,  
 OR  
 WAMIC R.F.P.D., OR  
 WAMIC WATER & SANITARY AUTHORITY, OR  
 WARMSPRINGS IRRIGATION DISTRICT, OR  
 WASCO COUNTY S.W.C.D., OR  
 WATER ENVIRONMENT SERVICES, OR  
 WATER WONDERLAND IMPROVEMENT DISTRICT,  
 OR  
 WATERBURY & ALLEN DITCH IMPROVEMENT  
 DISTRICT, OR  
 WATSECO-BARVIEW WATER DISTRICT, OR  
 WAUNA WATER DISTRICT, OR  
 WEDDERBURN SANITARY DISTRICT, OR  
 WEST EAGLE VALLEY WATER CONTROL DISTRICT,  
 OR  
 WEST EXTENSION IRRIGATION DISTRICT, OR  
 WEST LABISH DRAINAGE & WATER CONTROL  
 IMPROVEMENT DISTRICT, OR  
 WEST MULTNOMAH S.W.C.D., OR  
 WEST SIDE R.F.P.D., OR  
 WEST SLOPE WATER DISTRICT, OR  
 WEST UMATILLA MOSQUITO CONTROL DISTRICT,  
 OR  
 WEST VALLEY FIRE DISTRICT, OR  
 WESTERN HEIGHTS SPECIAL ROAD DISTRICT, OR  
 WESTERN LANE AMBULANCE DISTRICT, OR  
 WESTLAND IRRIGATION DISTRICT, OR  
 WESTON ATHENA MEMORIAL HALL PARK &  
 RECREATION DISTRICT, OR  
 WESTON CEMETERY DISTRICT #2, OR  
 WESTPORT FIRE AND RESCUE, OR  
 WESTRIDGE WATER SUPPLY CORPORATION, OR  
 WESTWOOD HILLS ROAD DISTRICT, OR  
 WESTWOOD VILLAGE ROAD DISTRICT, OR  
 WHEELER S.W.C.D., OR  
 WHITE RIVER HEALTH DISTRICT, OR  
 WIARD MEMORIAL PARK DISTRICT, OR  
 WICKIUP WATER DISTRICT, OR  
 WILLAKENZIE R.F.P.D., OR  
 WILLAMALANE PARK & RECREATION DISTRICT, OR  
 WILLAMALANE PARK AND RECREATION DISTRICT  
 WILLAMETTE HUMANE SOCIETY  
 WILLAMETTE RIVER WATER COALITION, OR  
 WILLIAMS R.F.P.D., OR  
 WILLOW CREEK PARK DISTRICT, OR  
 WILLOW DALE WATER DISTRICT, OR  
 WILSON RIVER WATER DISTRICT, OR  
 WINCHESTER BAY R.F.P.D., OR  
 WINCHESTER BAY SANITARY DISTRICT, OR  
 WINCHUCK R.F.P.D., OR  
 WINSTON-DILLARD R.F.P.D., OR  
 WINSTON-DILLARD WATER DISTRICT, OR  
 WOLF CREEK R.F.P.D., OR  
 WOOD RIVER DISTRICT IMPROVEMENT COMPANY,  
 OR  
 WOODBURN R.F.P.D. NO. 6, OR  
 WOODLAND PARK SPECIAL ROAD DISTRICT, OR  
 WOODS ROAD DISTRICT, OR  
 WRIGHT CREEK ROAD WATER IMPROVEMENT  
 DISTRICT, OR  
 WY'EST FIRE DISTRICT, OR  
 YACHATS R.F.P.D., OR  
 YAMHILL COUNTY TRANSIT AREA, OR

YAMHILL FIRE PROTECTION DISTRICT, OR  
YAMHILL SWCD, OR  
YONCALLA PARK & RECREATION DISTRICT, OR  
YOUNGS RIVER-LEWIS & CLARK WATER DISTRICT,  
OR  
ZUMWALT R.F.P.D., OR

**K-12 INCLUDING BUT NOT LIMITED TO:**

ACADIA PARISH SCHOOL BOARD  
BEAVERTON SCHOOL DISTRICT  
BEND-LA PINE SCHOOL DISTRICT  
BOGALUSA HIGH SCHOOL, LA  
BOSSIER PARISH SCHOOL BOARD  
BROOKING HARBOR SCHOOL DISTRICT  
CADDO PARISH SCHOOL DISTRICT  
CALCASIEU PARISH SCHOOL DISTRICT  
CANBY SCHOOL DISTRICT  
CANYONVILLE CHRISTIAN ACADEMY  
CASCADE SCHOOL DISTRICT  
CASCADES ACADEMY OF CENTRAL OREGON  
CENTENNIAL SCHOOL DISTRICT  
CENTRAL CATHOLIC HIGH SCHOOL  
CENTRAL POINT SCHOOL DISTRICT NO.6  
CENTRAL SCHOOL DISTRICT 13J  
COOS BAY SCHOOL DISTRICT NO.9  
CORVALLIS SCHOOL DISTRICT 509J  
COUNTY OF YAMHILL SCHOOL DISTRICT 29  
CULVER SCHOOL DISTRICT  
DALLAS SCHOOL DISTRICT NO.2  
DAVID DOUGLAS SCHOOL DISTRICT  
DAYTON SCHOOL DISTRICT NO.8  
DE LA SALLE N CATHOLIC HS  
DESCHUTES COUNTY SCHOOL DISTRICT NO.6  
DOUGLAS EDUCATIONAL DISTRICT SERVICE  
DUFUR SCHOOL DISTRICT NO.29  
EAST BATON ROUGE PARISH SCHOOL DISTRICT  
ESTACADA SCHOOL DISTRICT NO.10B  
FOREST GROVE SCHOOL DISTRICT  
GEORGE MIDDLE SCHOOL  
GLADSTONE SCHOOL DISTRICT  
GRANTS PASS SCHOOL DISTRICT 7  
GREATER ALBANY PUBLIC SCHOOL DISTRICT  
GRESHAM BARLOW JOINT SCHOOL DISTRICT  
HEAD START OF LANE COUNTY  
HIGH DESERT EDUCATION SERVICE DISTRICT  
HILLSBORO SCHOOL DISTRICT  
HOOD RIVER COUNTY SCHOOL DISTRICT  
JACKSON CO SCHOOL DIST NO.9  
JEFFERSON COUNTY SCHOOL DISTRICT 509-J  
JEFFERSON PARISH SCHOOL DISTRICT  
JEFFERSON SCHOOL DISTRICT  
JUNCTION CITY SCHOOLS, OR  
KLAMATH COUNTY SCHOOL DISTRICT  
KLAMATH FALLS CITY SCHOOLS  
LAFAYETTE PARISH SCHOOL DISTRICT  
LAKE OSWEGO SCHOOL DISTRICT 7J  
LANE COUNTY SCHOOL DISTRICT 4J  
LINCOLN COUNTY SCHOOL DISTRICT  
LINN CO. SCHOOL DIST. 95C  
LIVINGSTON PARISH SCHOOL DISTRICT  
LOST RIVER JR/SR HIGH SCHOOL  
LOWELL SCHOOL DISTRICT NO.71  
SALEM-KEIZER PUBLIC SCHOOLS 24J  
MARION COUNTY SCHOOL DISTRICT 103  
MARIST HIGH SCHOOL, OR  
MCMINNVILLE SCHOOL DISTRICT NOAO  
MEDFORD SCHOOL DISTRICT 549C  
MITCH CHARTER SCHOOL

MONROE SCHOOL DISTRICT NO.1J  
MORROW COUNTY SCHOOL DIST, OR  
MULTNOMAH EDUCATION SERVICE DISTRICT  
MULTISENSORY LEARNING ACADEMY  
MYRTLE PINT SCHOOL DISTRICT 41  
NEAH-KAH-NIE DISTRICT NO.56  
NEWBERG PUBLIC SCHOOLS  
NESTUCCA VALLEY SCHOOL DISTRICT NO.101  
NOBEL LEARNING COMMUNITIES  
NORTH BEND SCHOOL DISTRICT 13  
NORTH CLACKAMAS SCHOOL DISTRICT  
NORTH DOUGLAS SCHOOL DISTRICT  
NORTH WASCO CITY SCHOOL DISTRICT 21  
NORTHWEST REGIONAL EDUCATION SERVICE  
DISTRICT  
ONTARIO MIDDLE SCHOOL  
OREGON TRAIL SCHOOL DISTRICT NOA6  
ORLEANS PARISH SCHOOL DISTRICT  
PHOENIX-TALENT SCHOOL DISTRICT NOA  
PLEASANT HILL SCHOOL DISTRICT  
PORTLAND JEWISH ACADEMY  
PORTLAND PUBLIC SCHOOLS  
RAPIDES PARISH SCHOOL DISTRICT  
REDMOND SCHOOL DISTRICT  
REYNOLDS SCHOOL DISTRICT  
ROGUE RIVER SCHOOL DISTRICT  
ROSEBURG PUBLIC SCHOOLS  
SCAPPOOSE SCHOOL DISTRICT 1J  
SAINT TAMMANY PARISH SCHOOL BOARD, LA  
SEASIDE SCHOOL DISTRICT 10  
SHERWOOD SCHOOL DISTRICT 88J  
SILVER FALLS SCHOOL DISTRICT 4J  
SOUTH LANE SCHOOL DISTRICT 45J3  
SOUTHERN OREGON EDUCATION SERVICE  
DISTRICT  
SPRINGFIELD PUBLIC SCHOOLS  
SUTHERLIN SCHOOL DISTRICT  
SWEET HOME SCHOOL DISTRICT NO.55  
TERREBONNE PARISH SCHOOL DISTRICT  
THE CATLIN GABEL SCHOOL  
TIGARD-TUALATIN SCHOOL DISTRICT  
UMATILLA MORROW ESD  
WEST LINN WILSONVILLE SCHOOL DISTRICT  
WILLAMETTE EDUCATION SERVICE DISTRICT  
WOODBURN SCHOOL DISTRICT  
YONCALLA SCHOOL DISTRICT  
ACADEMY FOR MATH ENGINEERING & SCIENCE  
(AMES), UT  
ALIANZA ACADEMY, UT  
ALPINE DISTRICT, UT  
AMERICAN LEADERSHIP ACADEMY, UT  
AMERICAN PREPARATORY ACADEMY, UT  
BAER CANYON HIGH SCHOOL FOR SPORTS &  
MEDICAL SCIENCES, UT  
BEAR RIVER CHARTER SCHOOL, UT  
BEAVER SCHOOL DISTRICT, UT  
BEEHIVE SCIENCE & TECHNOLOGY ACADEMY  
(BSTA) , UT  
BOX ELDER SCHOOL DISTRICT, UT  
CBA CENTER, UT  
CACHE SCHOOL DISTRICT, UT  
CANYON RIM ACADEMY, UT  
CANYONS DISTRICT, UT  
CARBON SCHOOL DISTRICT, UT  
CHANNING HALL, UT  
CHARTER SCHOOL LEWIS ACADEMY, UT  
CITY ACADEMY, UT  
DAGGETT SCHOOL DISTRICT, UT



DAVINCI ACADEMY, UT  
 DAVIS DISTRICT, UT  
 DUAL IMMERSION ACADEMY, UT  
 DUCHESNE SCHOOL DISTRICT, UT  
 EARLY LIGHT ACADEMY AT DAYBREAK, UT  
 EAST HOLLYWOOD HIGH, UT  
 EDITH BOWEN LABORATORY SCHOOL, UT  
 EMERSON ALCOTT ACADEMY, UT  
 EMERY SCHOOL DISTRICT, UT  
 ENTHEOS ACADEMY, UT  
 EXCELSIOR ACADEMY, UT  
 FAST FORWARD HIGH, UT  
 FREEDOM ACADEMY, UT  
 GARFIELD SCHOOL DISTRICT, UT  
 GATEWAY PREPARATORY ACADEMY, UT  
 GEORGE WASHINGTON ACADEMY, UT  
 GOOD FOUNDATION ACADEMY, UT  
 GRAND SCHOOL DISTRICT, UT  
 GRANITE DISTRICT, UT  
 GUADALUPE SCHOOL, UT  
 HAWTHORN ACADEMY, UT  
 INTECH COLLEGIATE HIGH SCHOOL, UT  
 IRON SCHOOL DISTRICT, UT  
 ITINERIS EARLY COLLEGE HIGH, UT  
 JOHN HANCOCK CHARTER SCHOOL, UT  
 JORDAN DISTRICT, UT  
 JUAB SCHOOL DISTRICT, UT  
 KANE SCHOOL DISTRICT, UT  
 KARL G MAESER PREPARATORY ACADEMY, UT  
 LAKEVIEW ACADEMY, UT  
 LEGACY PREPARATORY ACADEMY, UT  
 LIBERTY ACADEMY, UT  
 LINCOLN ACADEMY, UT  
 LOGAN SCHOOL DISTRICT, UT  
 MARIA MONTESSORI ACADEMY, UT  
 MERIT COLLEGE PREPARATORY ACADEMY, UT  
 MILLARD SCHOOL DISTRICT, UT  
 MOAB CHARTER SCHOOL, UT  
 MONTICELLO ACADEMY, UT  
 MORGAN SCHOOL DISTRICT, UT  
 MOUNTAINVILLE ACADEMY, UT  
 MURRAY SCHOOL DISTRICT, UT  
 NAVIGATOR POINTE ACADEMY, UT  
 NEBO SCHOOL DISTRICT, UT  
 NO UT ACAD FOR MATH ENGINEERING & SCIENCE  
 (NUAMES), UT  
 NOAH WEBSTER ACADEMY, UT  
 NORTH DAVIS PREPARATORY ACADEMY, UT  
 NORTH SANPETE SCHOOL DISTRICT, UT  
 NORTH STAR ACADEMY, UT  
 NORTH SUMMIT SCHOOL DISTRICT, UT  
 ODYSSEY CHARTER SCHOOL, UT  
 OGDEN PREPARATORY ACADEMY, UT  
 OGDEN SCHOOL DISTRICT, UT  
 OPEN CLASSROOM, UT  
 OPEN HIGH SCHOOL OF UTAH, UT  
 OQUIRH MOUNTAIN CHARTER SCHOOL, UT  
 PARADIGM HIGH SCHOOL, UT  
 PARK CITY SCHOOL DISTRICT, UT  
 PINNACLE CANYON ACADEMY, UT  
 PIUTE SCHOOL DISTRICT, UT  
 PROVIDENCE HALL, UT  
 PROVO SCHOOL DISTRICT, UT  
 QUAIL RUN PRIMARY SCHOOL, UT  
 QUEST ACADEMY, UT  
 RANCHES ACADEMY, UT  
 REAGAN ACADEMY, UT  
 RENAISSANCE ACADEMY, UT

RICH SCHOOL DISTRICT, UT  
 ROCKWELL CHARTER HIGH SCHOOL, UT  
 SALT LAKE ARTS ACADEMY, UT  
 SALT LAKE CENTER FOR SCIENCE EDUCATION, UT  
 SALT LAKE SCHOOL DISTRICT, UT  
 SALT LAKE SCHOOL FOR THE PERFORMING ARTS,  
 UT  
 SAN JUAN SCHOOL DISTRICT, UT  
 SEVIER SCHOOL DISTRICT, UT  
 SOLDIER HOLLOW CHARTER SCHOOL, UT  
 SOUTH SANPETE SCHOOL DISTRICT, UT  
 SOUTH SUMMIT SCHOOL DISTRICT, UT  
 SPECTRUM ACADEMY, UT  
 SUCCESS ACADEMY, UT  
 SUCCESS SCHOOL, UT  
 SUMMIT ACADEMY, UT  
 SUMMIT ACADEMY HIGH SCHOOL, UT  
 SYRACUSE ARTS ACADEMY, UT  
 THOMAS EDISON - NORTH, UT  
 TIMPANOGOS ACADEMY, UT  
 TINTIC SCHOOL DISTRICT, UT  
 TOOEELE SCHOOL DISTRICT, UT  
 TUACAHN HIGH SCHOOL FOR THE PERFORMING  
 ARTS, UT  
 UINTAH RIVER HIGH, UT  
 UINTAH SCHOOL DISTRICT, UT  
 UTAH CONNECTIONS ACADEMY, UT  
 UTAH COUNTY ACADEMY OF SCIENCE, UT  
 UTAH ELECTRONIC HIGH SCHOOL, UT  
 UTAH SCHOOLS FOR DEAF & BLIND, UT  
 UTAH STATE OFFICE OF EDUCATION, UT  
 UTAH VIRTUAL ACADEMY, UT  
 VENTURE ACADEMY, UT  
 VISTA AT ENTRADA SCHOOL OF PERFORMING  
 ARTS AND TECHNOLOGY, UT  
 WALDEN SCHOOL OF LIBERAL ARTS, UT  
 WASATCH PEAK ACADEMY, UT  
 WASATCH SCHOOL DISTRICT, UT  
 WASHINGTON SCHOOL DISTRICT, UT  
 WAYNE SCHOOL DISTRICT, UT  
 WEBER SCHOOL DISTRICT, UT  
 WEILENMANN SCHOOL OF DISCOVERY, UT

#### **HIGHER EDUCATION**

ARGOSY UNIVERSITY  
 BATON ROUGE COMMUNITY COLLEGE, LA  
 BIRTHINGWAY COLLEGE OF MIDWIFERY  
 BLUE MOUNTAIN COMMUNITY COLLEGE  
 BRIGHAM YOUNG UNIVERSITY - HAWAII  
 CENTRAL OREGON COMMUNITY COLLEGE  
 CENTENARY COLLEGE OF LOUISIANA  
 CHEMEKETA COMMUNITY COLLEGE  
 CLACKAMAS COMMUNITY COLLEGE  
 COLLEGE OF THE MARSHALL ISLANDS  
 COLUMBIA GORGE COMMUNITY COLLEGE  
 CONCORDIA UNIVERSITY  
 GEORGE FOX UNIVERSITY  
 KLAMATH COMMUNITY COLLEGE DISTRICT  
 LANE COMMUNITY COLLEGE  
 LEWIS AND CLARK COLLEGE  
 LINFIELD COLLEGE  
 LINN-BENTON COMMUNITY COLLEGE  
 LOUISIANA COLLEGE, LA  
 LOUISIANA STATE UNIVERSITY  
 LOUISIANA STATE UNIVERSITY HEALTH SERVICES  
 MARYLHURST UNIVERSITY  
 MT. HOOD COMMUNITY COLLEGE  
 MULTNOMAH BIBLE COLLEGE

NATIONAL COLLEGE OF NATURAL MEDICINE  
NORTHWEST CHRISTIAN COLLEGE  
OREGON HEALTH AND SCIENCE UNIVERSITY  
OREGON INSTITUTE OF TECHNOLOGY  
OREGON STATE UNIVERSITY  
OREGON UNIVERSITY SYSTEM  
PACIFIC UNIVERSITY  
PIONEER PACIFIC COLLEGE  
PORTLAND COMMUNITY COLLEGE  
PORTLAND STATE UNIVERSITY  
REED COLLEGE  
RESEARCH CORPORATION OF THE UNIVERSITY OF  
HAWAII  
ROGUE COMMUNITY COLLEGE  
SOUTHEASTERN LOUISIANA UNIVERSITY  
SOUTHERN OREGON UNIVERSITY (OREGON  
UNIVERSITY SYSTEM)  
SOUTHWESTERN OREGON COMMUNITY COLLEGE  
TULANE UNIVERSITY  
TILLAMOOK BAY COMMUNITY COLLEGE  
UMPQUA COMMUNITY COLLEGE  
UNIVERSITY OF HAWAII BOARD OF REGENTS  
UNIVERSITY OF HAWAII-HONOLULU COMMUNITY  
COLLEGE  
UNIVERSITY OF OREGON-GRADUATE SCHOOL  
UNIVERSITY OF PORTLAND  
UNIVERSITY OF NEW ORLEANS  
WESTERN OREGON UNIVERSITY  
WESTERN STATES CHIROPRACTIC COLLEGE  
WILLAMETTE UNIVERSITY  
XAVIER UNIVERSITY  
UTAH SYSTEM OF HIGHER EDUCATION, UT  
UNIVERSITY OF UTAH, UT  
UTAH STATE UNIVERSITY, UT  
WEBER STATE UNIVERSITY, UT  
SOUTHERN UTAH UNIVERSITY, UT  
SNOW COLLEGE, UT  
DIXIE STATE COLLEGE, UT  
COLLEGE OF EASTERN UTAH, UT  
UTAH VALLEY UNIVERSITY, UT  
SALT LAKE COMMUNITY COLLEGE, UT  
UTAH COLLEGE OF APPLIED TECHNOLOGY, UT

**STATE AGENCIES**

ADMIN. SERVICES OFFICE  
BOARD OF MEDICAL EXAMINERS  
HAWAII CHILD SUPPORT ENFORCEMENT AGENCY  
HAWAII DEPARTMENT OF TRANSPORTATION  
HAWAII HEALTH SYSTEMS CORPORATION  
OFFICE OF MEDICAL ASSISTANCE PROGRAMS  
OFFICE OF THE STATE TREASURER  
OREGON BOARD OF ARCHITECTS  
OREGON CHILD DEVELOPMENT COALITION  
OREGON DEPARTMENT OF EDUCATION  
OREGON DEPARTMENT OF FORESTRY  
OREGON DEPT OF TRANSPORTATION  
OREGON DEPT. OF EDUCATION  
OREGON LOTTERY  
OREGON OFFICE OF ENERGY  
OREGON STATE BOARD OF NURSING  
OREGON STATE DEPT OF CORRECTIONS  
OREGON STATE POLICE  
OREGON TOURISM COMMISSION  
OREGON TRAVEL INFORMATION COUNCIL  
SANTIAM CANYON COMMUNICATION CENTER  
SEIU LOCAL 503, OPEU  
SOH- JUDICIARY CONTRACTS AND PURCH

STATE DEPARTMENT OF DEFENSE, STATE OF  
HAWAII  
STATE OF HAWAII  
STATE OF HAWAII, DEPT. OF EDUCATION  
STATE OF LOUISIANA  
STATE OF LOUISIANA DEPT. OF EDUCATION  
STATE OF LOUISIANA, 26<sup>TH</sup> JUDICIAL DISTRICT  
ATTORNEY  
STATE OF UTAH

## **APPENDIX E—SAMPLE REPORTING TEMPLATE (EXHIBIT E)**

We provide our completed Sample Reporting Template in the following pages.

## OMNIA Reporting Template Instructions and Frequently Asked Questions

Thank you for your partnership with OMNIA Partners. Receiving complete and accurate data is essential to providing external reporting to Participating Public Agents and Suppliers. Please see below for instructions to complete and submit the reporting template. We appreciate your efforts in providing accurate and complete data.

### Reporting & Payment Information:

Please email reports to: [reporting@omniapartners.com](mailto:reporting@omniapartners.com)

#### Payment Information:

<b>ACH</b>		<b>Check</b>
Bank Name:	Fifth Third Bank	OMNIA Partners
ACH Routing Number:	064103833	840 Crescent Centre Drive, Suite 600
Account Number:	7362675998	Franklin TN, 37067

Need an Invoice? After entering complete information on the "reported sales" tab, an invoice will be generated on the "Invoice" Tab. Please print this tab to use for internal records.

### Reporting Template General Information:

- Please do not rename or alter any tabs (add / delete columns, etc.) outside of providing required sales information on the "Reported Sales" tab. Instructions regarding the "Reported Sales" tab can be found below.  
 - If you feel additional columns are needed to report on your contract, please contact [reporting@omniapartners.com](mailto:reporting@omniapartners.com)

- Required Information: All required information is indicated by a green highlight.

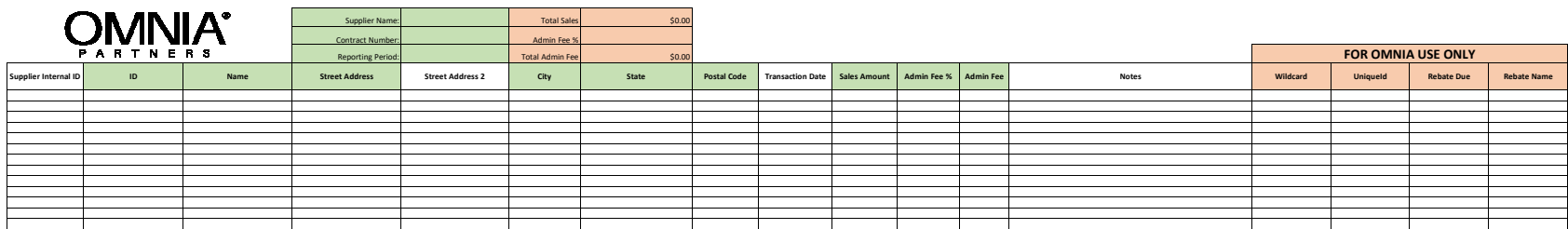
- OMNIA Use only section: Please avoid entering data in cells that are highlighted orange.

### Reported Sales Tab - Contract Information Section:

Header	Required?	Explanation / Information Desired	Required Format	Required Format Example	FAQ's
Contract Number	Yes	Please provide your associated contract number. You may also use OMNIA's internal alpha numeric number provided on "Reported Sales" tab. It is preferred that you use the OMNIA internal alpha numeric Contract Number provided.  If you do not know your contract number, please send an email to <a href="mailto:accounting@omniapartners.com">accounting@omniapartners.com</a> requesting this information	No		If we sign a contract renewal, could I have a new contract number? <b>Yes. Please contact <a href="mailto:accounting@omniapartners.com">accounting@omniapartners.com</a> if you have any questions about your contract number.</b>
Reporting Period	Yes	Please enter reporting period in this cell. If sales are reported quarterly, please enter the last month of the quarter (i.e. reporting sales for Q1 2020, please enter 3/1/2020)	Short Date	1/1/2020	

### Reported Sales Tab - Data Section:

Header	Required?	Explanation / Information Desired	Required Format	Required Format Example	FAQ's
Supplier Internal ID	No	If you have an internal identification number for the reported Participating Public Agent, please provide in this column.	No		
ID	Yes	OMNIA's internal Participating Public Agency ID for the reported Participating Public Agent is required in order to map sales information to the proper ID. You can access instructions for finding and providing the Participating Public Agency ID by clicking on the "Public Sector List" hyperlink below.  If you cannot find the reported Participating Public Agent on our Participating Public Agency list, you can leave this cell blank, but all address information must be provided (Name, Street Address, City, State, Zip Code).	General	5303319	What if I find the Participating Public Agent name on your list but it's under a different address? Please only use our Participating Public Agent ID's if the address is a match. If you cannot find the correct address on our list, please leave the ID column blank for that row and ensure you have provided full address information.  If you have any additional questions about providing the Participating Public Agent ID please contact <a href="mailto:accounting@omniapartners.com">accounting@omniapartners.com</a>
Link: <a href="#">Public Sector List</a>					
Sales Amount	Yes	Please provide the sales amount for the current period reported for each Participating Public Agent	No		If I have multiple sales from the same Participating Public Agent, do I need to report each sale on a separate row or can I combine? Either is acceptable, if you find it easier to consolidate sales for each Participating Public Agent you may report on one row
Admin Fee %	Yes	Please provide the corresponding admin fee percentage for the sale reported.	Percentage		
Admin Fee	Yes	This cell should be a formula that multiplies column J (reported sales) by column K (admin fee percentage)	No		
Notes	No	If you have any notes or comments and you would like to include them please use the designated column M (Notes) only	No		





OMNIA Partners  
840 Crescent Centre Drive, Suite 600  
Franklin, TN 37067

Date	Invoice #	Terms
#####	1 - 1900	Net 30

Remit payment via ACH to:

Bank Name: Fifth Third Bank  
ACH Routing Number: 064103833  
Account Number: 7362675998

Remit Checks to:

OMNIA Partners  
840 Crescent Centre Drive, Suite 600  
Franklin, TN 37067

Bill To: 0

Description:	Reported Admin Fees	Total	\$	-
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## **APPENDIX F—ACKNOWLEDGMENT OF ADDENDA**

We provide our signed acknowledgments of the three addenda issued for this RFP in the following pages.





**COBB COUNTY**  
**Purchasing Department**

122 Waddell Street NE  
Marietta, Georgia 30060  
(770) 528-8400 • fax: (770) 528-8428  
purchasing@cobbcounty.org

Roger Ball  
Purchasing Director

**ADDENDUM No. 1**

**Sealed Bid # 23-6692**  
**Request for Proposals**  
**Technology Product Solutions and Related Services**  
**Cobb County Purchasing Department**

**Date: September 19, 2022**

Page 1 of 8

The following addendum hereby amends and/or modifies the Proposal Documents and specifications as originally issued for this project. All proposers are subject to the provisions of this Addendum.

This Addendum consists of:

- Minutes, Questions and Clarifications from Pre-Proposal Meeting held via Webex on September 14, 2022
- Sign-In Sheet(s) from Pre-Proposal Meeting
- Questions Submitted in Writing
- Attachment - Financial Ratio Evaluation Excel Spreadsheet

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Receipt of addendum **MUST** be acknowledged in the submitted proposal. It is the Proposer's ultimate responsibility to ensure that they have all applicable addenda prior to bid submittal.

This acknowledgment form must be signed, dated, and included with your submitted proposal

Iron Bow Technologies, LLC

Company Name

10/05/2022

Date

*William Bentley*

Signature

William Bentley

Please Print Name

**All bids must be received before 12:00 (noon) by the Bid Opening date. Bids shall be delivered to Cobb County Purchasing Department, 122 Waddell Street NE, Marietta, GA 30060.**

## **ADDENDUM No. 1**

### **Sealed Bid #23-6692 Request for Proposals Technology Product Solutions and Related Services Cobb County Purchasing Department**

**Date: September 19, 2022**

#### **A. Pre-Proposal Meeting – September 14, 2022 at 3:00 PM, Via Webex**

##### **1. Bid Submission Procedures**

- Bids are due **October 13, 2022 before 12:00 PM**, noon at the Cobb County Purchasing Department, 122 Waddell Street NE, Marietta, GA 30060. *For GPS directions, please use the following address: 121 Haynes Street, Marietta, GA 30060.*
- Late bids will not be accepted.
- Bids will be opened at 2:00 PM on the same day at the Cobb County Purchasing Department, 122 Waddell Street NE, Marietta, GA 30060.
- The bid opening may also be watched on Cobb County's government access channel TV23 or the website ([www.cobbcounty.org](http://www.cobbcounty.org)).
- A Georgia Security & Immigration Act Affidavit (Exhibit A) must be included with the bid. It must be signed and notarized; it must include the E-Verify number to be deemed as completed; if it is not included the bid will be deemed non-responsive.
- Mark all packages with the company name and bid number. Use the label in the bid package.
- If addenda are issued, receipt of each addendum **MUST** be acknowledged in the submitted proposal. It is the Bidder's ultimate responsibility to ensure that they have all applicable addenda prior to bid submittal. The acknowledgement form issued with each addendum must be signed, dated, and included with your submitted proposal. Failure to acknowledge addenda may result in the bid being deemed nonresponsive. Addenda can be located at [www.cobbcounty.org/Purchasing](http://www.cobbcounty.org/Purchasing).
- **One (1) original, two (2) copies and ten (10) flash drives** of the bid must be submitted. Mark the box with the original copy with number 1.
- All questions must be submitted to Cobb County Purchasing Department by **October 4, 2022 at 5:00 PM**. Questions may be faxed to (770) 528 –8428 or emailed to [purchasing@cobbcounty.org](mailto:purchasing@cobbcounty.org). Please reference the bid number and bid title on all questions.
- See the attached sign in sheet from the pre-proposal conference.

##### **2. General Notes Presented During Pre-Proposal Meeting**

- The intent of this RFP is to provide Participating Public Agencies with a full range of solutions to meet their field care, landscaping, and grounds-keeping needs.
- Cobb County, GA has partnered with OMNIA Partners, Public Sector to award a contract from this solicitation and make it available to other public agencies nationally, including state and local governmental entities, public and private primary, secondary and higher education entities, non-profit entities and agencies for the public benefit.

- An overview of OMNIA Partners Public Sector and its divisions, including contracting, marketing, account management and partner development, that assist suppliers and agencies with contracts was provided.
- Administrative Fee for Suppliers is 3%. This fee helps support the marketing of the contract and a portion is returned to the lead agency for administration of the contract.
- Reviewed Attachment A – OMNIA Partners Requirements and what must be submitted with the response:
  - The following must be submitted: Exhibits A, F, G
  - The following are examples/informational in nature: Exhibits B, C, D, E, H
  - While some of the exhibits are examples, any exceptions to any exhibit or any terms and conditions shall be submitted with the response.
  - For Exhibit E, proposers shall submit a sample of their reporting template if already in use with a contract.
  - For Exhibit G, complete even if no business is conducted in New Jersey (for future use, if necessary) but note “No Business Conducted in New Jersey” on the top of the first page.

### **3. Questions Asked During Pre-Proposal Meeting**

**Question:** Is this a contract for Cobb County to do business in general or is it product specific?

**Answer:** Both. This is a term contract for both the County and other participating public agencies throughout the country to use, for both products and services.

**Question:** Are there any exceptions to Exhibit A?

**Answer:** Any exceptions to any exhibit or any terms and conditions shall be submitted with the response.

**Question:** Are manufacturers able to submit a response?

**Answer:** Yes.

**Question:** OMNIA stated there is a 3% admin fee. If we are submitting our whole catalog, would it be 3% of Qty 1 of each part?

**Answer:** No. It is 3% of total sales under this contract.

**Question:** Is reporting done monthly?

**Answer:** Yes.

**Question:** Section 5.7 asks for proposers to provide financial statements. As a private company, we are unable to disclose private financial information in a public RFP response. In lieu of providing this information, is the County / OMNIA willing to accept a letter from a 3rd party Auditor attesting to the financial health and stability of our company?

**Answer:** No. In lieu of financial statements, proposers may submit the attached Financial Evaluation Ratio Spreadsheet. The County still prefers to receive the financial statements if possible (an income statement and balance sheet). All financial statements can be marked as ‘confidential’ or ‘proprietary’, and this information would not be shared with anyone other than our Finance department.

**Question:** Will written questions be answered in a rolling fashion or held until after October 4th?  
**Answer:** Addenda will be posted as quickly as possible.

**Question:** Do we need to respond with our Manufacturer's proposed product Terms and Conditions? Or is it possible to incorporate product Terms and Conditions at the order level?  
**Answer:** Include standard terms and conditions with your response.

**Question:** Is this replacing an existing contract or is it a net new contract?  
**Answer:** It is an existing contract, but Cobb County is a new lead agency for the contract.

**Question:** Are you able to provide the scoring/points allocated for each category in the Evaluation Criteria in Section 6?  
**Answer:** The County does not disclose this information.

**Question:** Will this be defined as a US Communities Contract, National IPA Contract, or just an OMNIA Partners Contract?  
**Answer:** This is an OMNIA Partners contract.

**Question:** Do you have a limit on the number of contract awards?  
**Answer:** No.

**Question:** Can you please confirm Supplier Response Section 3 must be submitted with our response?  
**Answer:** Yes. The following must be submitted: Exhibits A, B, F, G. The following are examples/informational in nature: Exhibits C, D, E, H except as noted above in the General Notes section.

**Question:** Where do you want the FEMA information in the response?  
**Answer:** Complete FEMA Exhibit F and submit with your response. Include FEMA Special Conditions and any additional information here.

## **B. Questions Submitted in Writing**

**Question:** Per Page 8, Section 5.6a, we are required to include an electronic copy of the catalog from which the proposed discount is calculated. It is acceptable to include a link to our public website?  
**Answer:** A link may be provided but proposers must also include directions on where to look on the website so the County does not have to search the entire website for the information.

**Question:** Per Page 9, Section 5.7a, we are required to include our most recent, independently certified financial statement. Is it acceptable for to include a link to our Annual Report on our public website?  
**Answer:** A link may be provided but proposers must also note which pages contain the pertinent financial statement information, so the County does not have to search through large documents in search of the information.

**Question:** Do you have a timeline for when you hope to post responses to questions?  
**Answer:** Addenda will be posted as quickly as possible.

**Question:** Is there a main contact name for purchasing at Cobb County?

**Answer:** All communication regarding this solicitation shall be directed to [purchasing@cobbcounty.org](mailto:purchasing@cobbcounty.org).

**Question:** We are a private company, so our financial statements are not public. Please advise the best way to submit financials in order to maintain confidentiality.

**Answer:** In lieu of financial statements, proposers may submit the attached Financial Evaluation Ratio Spreadsheet. The County still prefers to receive the financial statements if possible (an income statement and balance sheet). All financial statements can be marked as 'confidential' or 'proprietary', and this information would not be shared with anyone other than our Finance department.

**Question:** I notice the above referenced RFP mentions a scoring system. Do you happen to have the scoring sheet that will be utilized on the evaluation?

**Answer:** The County does not disclose this information.

## PRE-BID CONFERENCE

Sealed Bid # 23-6692  
Technology Product Solutions and Related Services  
September 14, 2022

REPRESENTATIVE NAME	COMPANY NAME & COMPLETE ADDRESS	PHONE (INCLUDE AREA CODE)	E-MAIL ADDRESS
Stephanie Brice	Cobb County Purchasing	770-528-8400	<a href="mailto:purchasing@cobbcounty.org">purchasing@cobbcounty.org</a>
Christine Dorantes Amy Smith	OMNIA Partners Public Sector	615-431-8182 314-518-3974	<a href="mailto:christine.dorantes@omniapartners.com">christine.dorantes@omniapartners.com</a> <a href="mailto:amy.smith@omniapartners.com">amy.smith@omniapartners.com</a>
Amy Patterson Katie Palmer Angela Burke Mary Hanslow Destin Echols	RJ Young		<a href="mailto:katie.palmer@rjyoung.com">katie.palmer@rjyoung.com</a>
Scott Crosby Karen Gintovt	Fiscal Note	619-518-3450	<a href="mailto:scott.crosby@fiscalnote.com">scott.crosby@fiscalnote.com</a>
Andrea Altieri	Iron Bow Technologies	703-279-3000	<a href="mailto:andrea.altieri@ironbow.com">andrea.altieri@ironbow.com</a>
Joshua Richiron Robert Bush Meg McEwen	Connection	800-800-0019 x33628	<a href="mailto:joshua.richiron@connection.com">joshua.richiron@connection.com</a> <a href="mailto:robert.bush@connection.com">robert.bush@connection.com</a> <a href="mailto:meg.mcewen@connection.com">meg.mcewen@connection.com</a>
Winnie Chu	AspireHR	972-372-2815	<a href="mailto:wchu@aspirehr.com">wchu@aspirehr.com</a>
John Tebbe	DSI Tech	404-538-7425	<a href="mailto:john.tebbe@dsitech.com">john.tebbe@dsitech.com</a>

\*Please note that contact information provided to a government agency may be subject to public release as required by Georgia's open records law.

**\*\*PLEASE PRINT LEGIBLY\*\***

## PRE-BID CONFERENCE

Sealed Bid # 23-6692  
Technology Product Solutions and Related Services  
September 14, 2022

REPRESENTATIVE NAME	COMPANY NAME & COMPLETE ADDRESS	PHONE (INCLUDE AREA CODE)	E-MAIL ADDRESS
Cara Vermillion Sabrina (Reider) Marquez Chad LeBree	Carbyne	303-957-7097	<a href="mailto:carava@carbyne.com">carava@carbyne.com</a>
Harvey Green III	XenTegra-GOV	704-912-5158	<a href="mailto:harvey.green@xentegra-gov.com">harvey.green@xentegra-gov.com</a> <a href="mailto:bids@xentegra-gov.com">bids@xentegra-gov.com</a>
Cheryl Burckhard	Audio Enhancement, Inc.	800-383-9362	<a href="mailto:cheryl.burckhard@audioenhancement.com">cheryl.burckhard@audioenhancement.com</a>
Erica Falchetti Jennifer Brickhill Penny Musser	Insight	480-333-3071	<a href="mailto:erica.falchetti@insight.com">erica.falchetti@insight.com</a>
David Jones	OpenGov	703-609-4411	<a href="mailto:djones@opengov.com">djones@opengov.com</a>
Anne Marie Strickland Albert Blackmon Lee McFadden Dennis Sullivan	SAS Institute Inc.		<a href="mailto:anne.strickland@sas.com">anne.strickland@sas.com</a> <a href="mailto:albert.blackmon@sas.com">albert.blackmon@sas.com</a> <a href="mailto:lee.mcfadden@sas.com">lee.mcfadden@sas.com</a> <a href="mailto:dennis.sullivan@sas.com">dennis.sullivan@sas.com</a>
Chris Casula	Benchmark Analytics	312-795-0558	<a href="mailto:chris.casula@benchmarkanalytics.com">chris.casula@benchmarkanalytics.com</a>
Megan Behr Catherine L. Stephenson	UNICOM Government, Inc.	703-502-2125	<a href="mailto:catherine.stephenson@unicomgov.com">catherine.stephenson@unicomgov.com</a>
Anna Decker Ashley Willilams	Emergent, LLC	757-226-7713	<a href="mailto:adecker@emergent360.com">adecker@emergent360.com</a> <a href="mailto:awilliams@emergent360.com">awilliams@emergent360.com</a>

\*Please note that contact information provided to a government agency may be subject to public release as required by Georgia's open records law.

**\*\*PLEASE PRINT LEGIBLY\*\***





**COBB COUNTY**  
**Purchasing Department**

122 Waddell Street NE  
Marietta, Georgia 30060  
(770) 528-8400 • fax: (770) 528-8428  
purchasing@cobbcounty.org

Roger Ball  
Purchasing Director

**ADDENDUM No. 2**

**Sealed Bid # 23-6692**  
**Request for Proposals**  
**Technology Product Solutions and Related Services**  
**Cobb County Purchasing Department**

**Date: September 30, 2022**

Page 1 of 5

The following addendum hereby amends and/or modifies the Proposal Documents and specifications as originally issued for this project. All proposers are subject to the provisions of this Addendum.

This Addendum consists of:

- **Questions Submitted in Writing**

---

Receipt of addendum **MUST** be acknowledged in the submitted proposal. It is the Proposer's ultimate responsibility to ensure that they have all applicable addenda prior to bid submittal.

**This acknowledgment form must be signed, dated, and included with your submitted proposal**

Iron Bow Technologies, LLC

Company Name

10/05/2022

Date

*William Bentley*

Signature

William Bentley

Please Print Name

**All bids must be received before 12:00 (noon) by the Bid Opening date. Bids shall be delivered to Cobb County Purchasing Department, 122 Waddell Street NE, Marietta, GA 30060.**



**COBB COUNTY**  
**Purchasing Department**

122 Waddell Street NE  
Marietta, Georgia 30060  
(770) 528-8400 • fax: (770) 528-8428  
purchasing@cobbcounty.org

Roger Ball  
Purchasing Director

**ADDENDUM No. 3**

**Sealed Bid # 23-6692**  
**Request for Proposals**  
**Technology Product Solutions and Related Services**  
**Cobb County Purchasing Department**

**Date: October 5, 2022**

Page 1 of 5

The following addendum hereby amends and/or modifies the Proposal Documents and specifications as originally issued for this project. All proposers are subject to the provisions of this Addendum.

This Addendum consists of:

- **Questions Submitted in Writing**

---

Receipt of addendum **MUST** be acknowledged in the submitted proposal. It is the Proposer's ultimate responsibility to ensure that they have all applicable addenda prior to bid submittal.

**This acknowledgment form must be signed, dated, and included with your submitted proposal**

Iron Bow Technologies, LLC

Company Name

10/5/2022

Date

*William Bentley*

Signature

William Bentley

Please Print Name

**All bids must be received before 12:00 (noon) by the Bid Opening date. Bids shall be delivered to Cobb County Purchasing Department, 122 Waddell Street NE, Marietta, GA 30060.**

### **ADDENDUM No. 3**

**Sealed Bid #23-6692  
Request for Proposals  
Technology Product Solutions and Related Services  
Cobb County Purchasing Department**

**Date: October 5, 2022**

#### **A. Questions Submitted in Writing**

**Question:** Will electronic signatures be permitted for the subject RFP response? Our company is still working 100% remotely, with many of our officers and signature authorities living in different states. Will printed, electronically signed documents be sufficient proof of signature for this response?

**Answer:** Yes.

**Question:** Suppliers are nationally recognized and qualified are expected to propose a broad section of tractors, mowers, implements and related equipment and services that they offer commercially. Confirming that this is a mistake and should be a broad range of solutions, products and services within Information Technology and Physical Security?

**Answer:** Correct. This RFP is for Technology Product Solutions and Related Services.

**Question:** Prices shall remain fixed for the first twelve (12) months of the Master Agreement term. Reasonable price changes based on market conditions and price/cost analysis may be made after the initial twelve (12) months. The Contractor shall supply documentation satisfactory to Cobb County, such as: documented changed to Producers Price Indexes; Consumer Price Indexes; or a manufacturer's published notification of price change(s). The County states that "Prices shall remain fixed for 12 months". If the proposal pricing structure is based on discounts from List, will the County accept that "discounts from List Price will remain fixed for 12 months? Please note in this unprecedented time after COVID-19 pandemic and major industry product constraints, most original equipment manufacturers are not guaranteeing List Prices for specific products, but they are committing to discount structures.

**Answer:** The County understands that manufacturer pricing can change and does change on a regular basis (whether that be annually, bi-annually, etc.) but the discount shall remain the same.

**Question:** Include a list of the five (5) most relevant or comparable contracts completed by your firm during the past five (5) years with a public entity. Will the County confirm what it means by "Completed"? For example, if our Firm has held an OMNIA contract (previously US Communities that was novated to OMNIA) for over 19 years and it's expiring in April 2023, would that past performance be acceptable since the previous contract ended longer than 5 years ago?

**Answer:** The contracts must have been active within the past five (5) years and must have been in effect for a minimum of five (5) years.

**Question:** Suppliers shall provide pricing based on a discount from a manufacturer's price list or catalog. Prices listed will be used to establish the extent of a manufacturer's product lines, services, warranties, etc. that are available from Supplier and the pricing per item. Multiple percentage discounts are acceptable, if where different percentage discounts apply, different percentages are specified. Additional pricing and/or discounts may be included. Will the County allow discounts per Manufacturer or per Manufacturer Product Line?

**Answer:** The County would prefer that discounts be per manufacturer if multiple discounts are proposed.

**Question:** Include an electronic copy of the catalog from which discount is calculated. Will the County require OEM list price catalogs for all OEMs offered? Many of these catalogs are extremely large and could cause storage issues.

**Answer:** Proposers may provide a link to the catalog, or a website, may be provided with the proposal response but proposers must also include directions on where to look on the website, so the County does not have to search the entire website for the information.

**Question:** Suppliers are required to pay an Administrative Fee of 3% of the greater of contract Sales under the Master Agreement and the Guaranteed Contract Sales under this Request for Proposal. Supplier will be required to execute the OMNIA Partners Administration Agreement (Exhibit B). Is the annual guaranteed sales number calculated into a monthly number or is it applied annually at the end of the year?

**Answer:** Suppliers are required to pay the administrative fee. Guaranteed contract sales are calculated annually however guaranteed contract sales are not required.

**Question:** For the annual guaranteed sales number, would it be possible to have flexibility for the first 6 months of the contract? Our concern is with product lead times and constraints, this impacts our ability to provide products and solutions in a short period of time. As a new contract, most likely a ramp up time to book and deliver products, services and solutions would be needed. Would the County be open to a true-up process at the end of the contract year?

**Answer:** Guaranteed contract sales are calculated annually however guaranteed contract sales are not required.

**Question:** Will the County provide a pricing template and format to be included in submissions?

**Answer:** No. Proposers shall submit pricing as detailed in the RFP and subsequent addenda but may submit the information in any format they choose as long as it is clearly labeled and identified.

**Question:** Will the County provide a list of products/manufacturers to be priced and included for competitive evaluation?

**Answer:** No. The County is not looking for a specific list of manufacturers that proposers offer. The County is interested in contracting with a vendor for its entire offering, not specific manufacturers.

**Question:** Will the County consider providing an extension on the submission date?

**Answer:** No extension will be granted.

**Question:** Regarding signatures required within the bid proposal, are docusign signatures acceptable? Many authorized signers in different departments are remote and not based out of HQ.

**Answer:** Yes.

**Question:** I have a question regarding the review of proposers financial ratio evaluation, in lieu of financial statements. Will you please confirm that the financial ratio review completed by a signed and certified public accountant against financial statements is sufficient?

**Answer:** Yes, as long the financials were audited or reviewed by a third party independent auditor or certified public accountant.

**Question:** Will Cobb County be willing to notify proposers once a sealed bid package is received in mail, due to electronic submissions not being accepted?

**Answer:** Proposers may reach out to the County to confirm receipt but the County will not reach out.

**Question:** Page 21 – XXXVI. Project Team – Is there a preferred location for this information to be provided in the proposal contents listed on page 6-9?

**Answer:** Include in the Company Background/Profile section.

**Question:** Page 44 – Marketing and Sales 3.3 L. – Just as Cobb County and OMNIA Partners can not guarantee a minimum volume of sales to the supplier, the supplier cannot guarantee a minimum of contract sales. Supplier request this term be removed from contract.

**Answer:** Suppliers are not required to guarantee a minimum of contract sales however both the County and OMNIA are interested in what suppliers believe projected sales could be under this contract.

**Question:** Page 44 – Marketing and Sales 3.3 M. – Do these terms only apply to Public Agencies that are members of OMNIA? Supplier requests the condition to provide higher pricing to other solicitations be removed from contract.

**Answer:** Supplier may include any exceptions or modifications in their response for consideration.

**Question:** On page 5 of the Overview, Additional Agreements are discussed. Can we include EULAs or TOS via links?

**Answer:** Proposers may provide a link to any agreements but proposers must also include directions on where to look on the websites, for the particular agreements, so the County does not have to search the entire website for the information.

**Question:** In Section 1 on page 1 and Section 5.5 on page 8 of the RFP, it states that a broad selection of tractors, mowers, implements, and related equipment and services must be proposed. Is this correct given the definition of Products and Services on page 2 of the Overview? Please advise.

**Answer:** That is a typo from a previous solicitation. This RFP is for Technology Product Solutions and Related Services.

**Question:** Is a wet signature required under Section I of the Cobb County General Instructions for Proposers, Terms and Conditions on page 10?

**Answer:** Digital signatures are allowed.

**Question:** Per the RFP requirements, Master Agreement Overview (page 2): “Pricing for complete product and services offering will be determine by a percentage discount off the Supplier’s retail list price.” However, the RFP, Technology Product Solutions and Related Services 4. Pricing (page 7) states: Pricing shall remain fixed for the first twelve (12) months of the Master Agreement term... Please clarify.

**Answer:** The County is looking for a percentage discount and that discount shall remain fixed for the first twelve (12) months of the Master Agreement term.

**Question:** The Request for Proposal (RFP) Form mirrors the Bid Submittal Form. Is the RFP Form also required for submission, or was it just for the Pre-bid conference?

**Answer:** Both forms must be submitted.

**Question:** It is understood that Cobb County is the lead agency and the resultant Master Omnia contract is extended to other participating public agencies within the US. However, would Cobb County consider a direct contract that does not include the OMNIA Terms and Conditions?

**Answer:** As it states in the solicitation, “Cobb County, GA reserves the right to award the contract locally and/or nationally in the aggregate, by section, multiple award, primary, secondary, and tertiary, whichever is in the best interest of the County and Participating Public Agencies as a result of this solicitation.”