MYTHICS emergent GROUP™

Total Cloud Solutions and Services

Region 4 Education Service Center (ESC)/
OMNIA Partners Public Sector

Solicitation No. 22-08
Due Date and Time: Tuesday, May 3, 2022 @
2:00 PM CST

Mythics, Inc. | Town Center of Virginia Beach | 4525 Main Street | Suite 1500 |
Virginia Beach, VA 23462

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TAB 1 – DRAFT CONTRACT AND OFFER AND CONTRACT SIGNATURE FORM (APPENDIX A)

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APPENDIX A

DRAFT CONTRACT

This Contract ("Contract") is made as of TBD *, 2022 by and between* Mythics Emergent Group, Inc. *("Contractor") and Region 4 Education Service Center ("Region 4 ESC") for the purchase of Total Cloud Solutions and Services ("the products and services").*

RECITALS

WHEREAS, Region 4 ESC issued Request for Proposals Number 22-08 ("RFP"), to which Contractor provided a response ("Proposal"); and

WHEREAS, Region 4 ESC selected Contractor's Proposal and wishes to engage Contractor in providing the services/materials described in the RFP and Proposal;

WHEREAS, both parties agree and understand the following pages will constitute the Contract between the Contractor and Region 4 ESC, having its principal place of business at 7145 West Tidwell Road, Houston, TX 77092.

WHEREAS, Contractor included, in writing, any required exceptions or deviations from these terms, conditions, and specifications; and it is further understood that, if agreed to by Region 4 ESC, said exceptions or deviations are incorporated into the Contract.

WHEREAS, this Contract consists of the provisions set forth below, including provisions of all attachments referenced herein. In the event of a conflict between the provisions set forth below and those contained in any attachment, the provisions set forth below shall control.

WHEREAS, the Contract will provide that any 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") may purchase products and services at prices indicated in the Contract upon the Public Agency's registration with OMNIA Partners.

1) Term of agreement. The term of the Contract is for a period of three (3) years unless terminated, canceled or extended as otherwise provided herein. Region 4 ESC shall have the right to renew the Contract for two (2) additional one-year periods or portions thereof. Region 4 ESC shall review the Contract prior to the renewal date and notify the Contractor of Region 4 ESC's intent renew the Contract. Contractor may elect not to renew by providing three hundred sixty-five days' (365) notice to Region 4 ESC. Notwithstanding the expiration of the initial term or any subsequent term or all renewal options, Region 4 ESC and Contractor may mutually agree to extend the term of this Agreement. Contractor acknowledges and understands Region 4 ESC is under no obligation whatsoever to extend the term of this Agreement.

2) Scope: Contractor shall perform all duties, responsibilities and obligations, set forth in this agreement, and described in the RFP, incorporated herein by reference as though fully set forth herein.

3) Form of Contract. The form of Contract shall be the RFP, the Offeror's proposal and Best and Final Offer(s).

4) Order of Precedence. In the event of a conflict in the provisions of the Contract as accepted by Region 4 ESC, the following order of precedence shall prevail:

   i. This Contract
   ii. Offeror's Best and Final Offer
   iii. Offeror's proposal
   iv. RFP and any addenda

5) Commencement of Work. The Contractor is cautioned not to commence any billable work or provide any material or service under this Contract until Contractor receives a purchase order for such work or is otherwise directed to do so in writing by Region 4 ESC.

6) Entire Agreement (Parol evidence). The Contract, as specified above, represents the final written expression of agreement. All agreements are contained herein and no other agreements or representations that materially alter it are acceptable.

7) Assignment of Contract. No assignment of Contract may be made without the prior written approval of Region 4 ESC. Contractor is required to notify Region 4 ESC when any material change in operations is made (i.e. bankruptcy, change of ownership, merger, etc.).

8) Novation. If Contractor sells or transfers all assets or the entire portion of the assets used to perform this Contract, a successor in interest must guarantee to perform all obligations under this Contract. Region 4 ESC reserves the right to accept or reject any new party. A change of name agreement will not change the contractual obligations of Contractor.

9) Contract Alterations. No alterations to the terms of this Contract shall be valid or binding unless authorized and signed by Region 4 ESC.

10) Adding Authorized Distributors/Dealers. Contractor is prohibited from authorizing additional distributors or dealers, other than those identified at the time of submitting their proposal, to sell under the Contract without notification and prior written approval from Region 4 ESC. Contractor must notify Region 4 ESC each time it wishes to add an authorized distributor or dealer. Purchase orders and payment can only be made to the Contractor unless otherwise approved by Region 4 ESC. Pricing provided to members by added distributors or dealers must also be less than or equal to the Contractor's pricing.

11) TERMINATION OF CONTRACT

   a) Cancellation for Non-Performance or Contractor Deficiency. Region 4 ESC may terminate the Contract if purchase volume is determined to be low volume in any 12-month period. Region 4 ESC reserves the right to cancel the whole or any part of this Contract due to failure by Contractor to carry out any obligation, term or condition of the contract. Region 4 ESC may issue a written deficiency notice to Contractor for acting or failing to act in any of the following:

      i. Providing material that does not meet the specifications of the Contract;
      ii. Providing work or material was not awarded under the Contract;
      iii. Failing to adequately perform the services set forth in the scope of work and specifications;
      iv. Failing to complete required work or furnish required materials within a reasonable amount of time;

v. Failing to make progress in performance of the Contract or giving Region 4 ESC reason to believe Contractor will not or cannot perform the requirements of the Contract; or
vi. Performing work or providing services under the Contract prior to receiving an authorized purchase order.

Upon receipt of a written deficiency notice, Contractor shall have ten (10) days to provide a satisfactory response to Region 4 ESC. Failure to adequately address all issues of concern may result in Contract cancellation. Upon cancellation under this paragraph, all goods, materials, work, documents, data and reports prepared by Contractor under the Contract shall immediately become the property of Region 4 ESC.

b) Termination for Cause. If, for any reason, Contractor fails to fulfill its obligation in a timely manner, or Contractor violates any of the covenants, agreements, or stipulations of this Contract Region 4 ESC reserves the right to terminate the Contract immediately and pursue all other applicable remedies afforded by law. Such termination shall be effective by delivery of notice, to the Contractor, specifying the effective date of termination. In such event, all documents, data, studies, surveys, drawings, maps, models and reports prepared by Contractor will become the property of the Region 4 ESC. If such event does occur, Contractor will be entitled to receive just and equitable compensation for the satisfactory work completed on such documents.

c) Delivery/Service Failures. Failure to deliver goods or services within the time specified, or within a reasonable time period as interpreted by the purchasing agent or failure to make replacements or corrections of rejected articles/services when so requested shall constitute grounds for the Contract to be terminated. In the event Region 4 ESC must purchase in an open market, Contractor agrees to reimburse Region 4 ESC, within a reasonable time period, for all expenses incurred.

d) Force Majeure. If by reason of Force Majeure, either party hereto shall be rendered unable wholly or in part to carry out its obligations under this Agreement then such party shall give notice and full particulars of Force Majeure in writing to the other party within a reasonable time after occurrence of the event or cause relied upon, and the obligation of the party giving such notice, so far as it is affected by such Force Majeure, shall be suspended during the continuance of the inability then claimed, except as hereinafter provided, but for no longer period, and such party shall endeavor to remove or overcome such inability with all reasonable dispatch.

The term Force Majeure as employed herein, shall mean acts of God, strikes, lockouts, or other industrial disturbances, act of public enemy, orders of any kind of government of the United States or the State of Texas or any civil or military authority; insurrections; riots; epidemics; landslides; lighting; earthquake; fires; hurricanes; storms; floods; washouts; droughts; arrests; restraint of government and people; civil disturbances; explosions, breakage or accidents to machinery, pipelines or canals, or other causes not reasonably within the control of the party claiming such inability. It is understood and agreed that the settlement of strikes and lockouts shall be entirely within the discretion of the party having the difficulty, and that the above requirement that any Force Majeure shall be remedied with all reasonable dispatch shall not require the settlement of strikes and lockouts by acceding to the demands of the opposing party or parties when such settlement is unfavorable in the judgment of the party having the difficulty.

e) Standard Cancellation. Region 4 ESC may cancel this Contract in whole or in part by providing written notice. The cancellation will take effect 30 business days after the other party receives the notice of cancellation. After the 30th business day all work will cease following completion of final purchase order.

12) Licenses. Contractor shall maintain in current status all federal, state and local licenses, bonds and permits required for the operation of the business conducted by Contractor. Contractor

shall remain fully informed of and in compliance with all ordinances and regulations pertaining to the lawful provision of services under the Contract. Region 4 ESC reserves the right to stop work and/or cancel the Contract if Contractor's license(s) expire, lapse, are suspended or terminated.

13) Survival Clause. All applicable software license agreements, warranties or service agreements that are entered into between Contractor and Region 4 ESC under the terms and conditions of the Contract shall survive the expiration or termination of the Contract. All Purchase Orders issued and accepted by Contractor shall survive expiration or termination of the Contract.

14) Delivery. Conforming product shall be shipped within 7 days of receipt of Purchase Order. If delivery is not or cannot be made within this time period, the Contractor must receive authorization for the delayed delivery. The order may be canceled if the estimated shipping time is not acceptable. All deliveries shall be freight prepaid, F.O.B. Destination and shall be included in all pricing offered unless otherwise clearly stated in writing.

15) Inspection & Acceptance. If defective or incorrect material is delivered, Region 4 ESC may make the determination to return the material to the Contractor at no cost to Region 4 ESC. The Contractor agrees to pay all shipping costs for the return shipment. Contractor shall be responsible for arranging the return of the defective or incorrect material.

16) Payments. Payment shall be made after satisfactory performance, in accordance with all provisions thereof, and upon receipt of a properly completed invoice.

17) Price Adjustments. Should it become necessary or proper during the term of this Contract to make any change in design or any alterations that will increase price, Region 4 ESC must be notified immediately. Price increases must be approved by Region 4 ESC and no payment for additional materials or services, beyond the amount stipulated in the Contract shall be paid without prior approval. All price increases must be supported by manufacturer documentation, or a formal cost justification letter. Contractor must honor previous prices for thirty (30) days after approval and written notification from Region 4 ESC. It is the Contractor's responsibility to keep all pricing up to date and on file with Region 4 ESC. All price changes must be provided to Region 4 ESC, using the same format as was provided and accepted in the Contractor's proposal.

    Price reductions may be offered at any time during Contract. Special, time-limited reductions are permissible under the following conditions: 1) reduction is available to all users equally; 2) reduction is for a specific period, normally not less than thirty (30) days; and 3) original price is not exceeded after the time-limit. Contractor shall offer Region 4 ESC any published price reduction during the Contract term.

18) Audit Rights. Contractor shall, at its sole expense, maintain appropriate due diligence of all purchases made by Region 4 ESC and any entity that utilizes this Contract. Region 4 ESC reserves the right to audit the accounting for a period of three (3) years from the time such purchases are made. This audit right shall survive termination of this Agreement for a period of one (1) year from the effective date of termination. Region 4 ESC shall have the authority to conduct random audits of Contractor's pricing at Region 4 ESC's sole cost and expense. Notwithstanding the foregoing, in the event that Region 4 ESC is made aware of any pricing being offered that is materially inconsistent with the pricing under this agreement, Region 4 ESC shall have the ability to conduct an extensive audit of Contractor's pricing at Contractor's

sole cost and expense. Region 4 ESC may conduct the audit internally or may engage a third-party auditing firm. In the event of an audit, the requested materials shall be provided in the format and at the location designated by Region 4 ESC.

19) Discontinued Products. If a product or model is discontinued by the manufacturer, Contractor may substitute a new product or model if the replacement product meets or exceeds the specifications and performance of the discontinued model and if the discount is the same or greater than the discontinued model.

20) New Products/Services. New products and/or services that meet the scope of work may be added to the Contract. Pricing shall be equivalent to the percentage discount for other products. Contractor may replace or add product lines if the line is replacing or supplementing products, is equal or superior to the original products, is discounted similarly or greater than the original discount, and if the products meet the requirements of the Contract. No products and/or services may be added to avoid competitive procurement requirements. Region 4 ESC may require additions to be submitted with documentation from Members demonstrating an interest in, or a potential requirement for, the new product or service. Region 4 ESC may reject any additions without cause.

21) Options. Optional equipment for products under Contract may be added to the Contract at the time they become available under the following conditions: 1) the option is priced at a discount similar to other options; 2) the option is an enhancement to the unit that improves performance or reliability.

22) Warranty Conditions. All supplies, equipment and services shall include manufacturer's minimum standard warranty and one (1) year labor warranty unless otherwise agreed to in writing.

23) Site Cleanup. Contractor shall clean up and remove all debris and rubbish resulting from their work as required or directed. Upon completion of the work, the premises shall be left in good repair and an orderly, neat, clean, safe and unobstructed condition.

24) Site Preparation. Contractor shall not begin a project for which the site has not been prepared, unless Contractor does the preparation work at no cost, or until Region 4 ESC includes the cost of site preparation in a purchase order. Site preparation includes, but is not limited to: moving furniture, installing wiring for networks or power, and similar pre-installation requirements.

25) Registered Sex Offender Restrictions. For work to be performed at schools, Contractor agrees no employee or employee of a subcontractor who has been adjudicated to be a registered sex offender will perform work at any time when students are or are reasonably expected to be present. Contractor agrees a violation of this condition shall be considered a material breach and may result in the cancellation of the purchase order at Region 4 ESC's discretion. Contractor must identify any additional costs associated with compliance of this term. If no costs are specified, compliance with this term will be provided at no additional charge.

26) Safety measures. Contractor shall take all reasonable precautions for the safety of employees on the worksite and shall erect and properly maintain all necessary safeguards for protection of workers and the public. Contractor shall post warning signs against all hazards created by its operation and work in progress. Proper precautions shall be taken pursuant to state law

and standard practices to protect workers, general public and existing structures from injury or damage.

27) Smoking. Persons working under the Contract shall adhere to local smoking policies. Smoking will only be permitted in posted areas or off premises.

28) Stored materials. Upon prior written agreement between the Contractor and Region 4 ESC, payment may be made for materials not incorporated in the work but delivered and suitably stored at the site or some other location, for installation at a later date. An inventory of the stored materials must be provided to Region 4 ESC prior to payment. Such materials must be stored and protected in a secure location and be insured for their full value by the Contractor against loss and damage. Contractor agrees to provide proof of coverage and additionally insured upon request. Additionally, if stored offsite, the materials must also be clearly identified as property of Region 4 ESC and be separated from other materials. Region 4 ESC must be allowed reasonable opportunity to inspect and take inventory of stored materials, on or offsite, as necessary. Until final acceptance by Region 4 ESC, it shall be the Contractor's responsibility to protect all materials and equipment. Contractor warrants and guarantees that title for all work, materials and equipment shall pass to Region 4 ESC upon final acceptance.

29) Funding Out Clause. A Contract for the acquisition, including lease, of real or personal property is a commitment of Region 4 ESC's current revenue only. Region 4 ESC retains the right to terminate the Contract at the expiration of each budget period during the term of the Contract and is conditioned on a best effort attempt by Region 4 ESC to obtain appropriate funds for payment of the contract.

30) Indemnity. Contractor shall protect, indemnify, and hold harmless both Region 4 ESC and its administrators, employees and agents against all claims, damages, losses and expenses arising out of or resulting from the actions of the Contractor, Contractor employees or subcontractors in the preparation of the solicitation and the later execution of the Contract. Any litigation involving either Region 4 ESC, its administrators and employees and agents will be in Harris County, Texas.

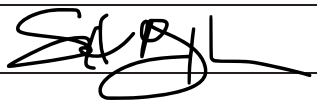
31) Marketing. Contractor agrees to allow Region 4 ESC to use their name and logo within website, marketing materials and advertisement. Any use of Region 4 ESC name and logo or any form of publicity, inclusive of press releases, regarding this Contract by Contractor must have prior approval from Region 4 ESC.

32) Certificates of Insurance. Certificates of insurance shall be delivered to the Region 4 ESC prior to commencement of work. The Contractor shall give Region 4 ESC a minimum of ten (10) days' notice prior to any modifications or cancellation of policies. The Contractor shall require all subcontractors performing any work to maintain coverage as specified.

33) Legal Obligations. It is Contractor's responsibility to be aware of and comply with all local, state, and federal laws governing the sale of products/services and shall comply with all laws while fulfilling the Contract. Applicable laws and regulation must be followed even if not specifically identified herein.

OFFER AND CONTRACT SIGNATURE FORM

The undersigned hereby offers and, if awarded, agrees to furnish goods and/or services in strict compliance with the terms, specifications and conditions at the prices proposed within response unless noted in writing.

Company Name	Mythics Emergent Group, Inc.
Address	4525 Main Street, Suite 1500
City/State/Zip	Virginia Beach, VA 23462
Telephone No.	703-732-0656
Email Address	sneedleman@mythics.com
Printed Name	Scott Needleman
Title	SVP, General Counsel
Authorized signature	

Accepted by Region 4 ESC:

Contract No. _____

Initial Contract Term _____ to _____

_____ _____

Region 4 ESC Authorized Board Member Date

_____

Print Name

_____ _____

Region 4 ESC Authorized Board Member Date

_____

Print Name

Signed Addendums 1-4

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7145 West Tidwell Road ~ Houston, Texas 77092
(713)-462-7708
www.esc4.net

NOTICE TO OFFEROR

ADDENDUM NO. 1

Solicitation Number 22-08

Request for Proposal ("RFP")
by

Region 4 Education Service Center ("ESC")

for

Total Cloud Solutions and Services

SUBMITTAL DEADLINE: Tuesday, April 26, 2022, 10:00 AM CENTRAL TIME

This Addendum No. 1 amends the Request for Proposals (RFP) for Total Cloud Solutions and Services ("Addendum"). To the extent of any discrepancy between the original RFP and this Addendum, this Addendum shall prevail.

Region 4 Education Service Center ("Region 4 ESC") requests proposals from qualified suppliers with the intent to enter into a Contract for Total Cloud Solutions and Services. Addendum No. 1 is hereby issued as follows:

1. **Deadline for Receipt of Questions via Email:** The submittal deadline for questions for this RFP is hereby changed from Wednesday, April 23, 2022, and extended as indicated below:

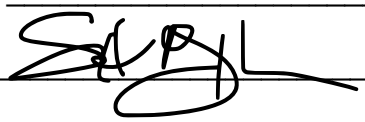
   - Thursday, April 24, 2022, EOD @ 5:00 pm Central Time

RECEIPT OF ADDENDUM NO.1 ACKNOWLEDGEMENT

Offeror shall acknowledge this addendum by signing below and include in their proposal response.

Company Name Mythics Emergent Group, Inc.

Contact Person Scott Needleman

Signature 

Date 04/30/2022

Crystal Wallace
Region 4 Education Service Center
Business Operations Specialist

7145 West Tidwell Road ~ Houston, Texas 77092
(713)-462-7708
www.esc4.net

NOTICE TO OFFEROR

ADDENDUM NO. 2

Solicitation Number 22-08

Request for Proposal ("RFP")
by

Region 4 Education Service Center ("ESC")

for

Total Cloud Solutions and Services

SUBMITTAL DEADLINE: Tuesday, April 26, 2022, 10:00 AM CENTRAL TIME

This Addendum No. 1 amends the Request for Proposals (RFP) for Total Cloud Solutions and Services ("Addendum"). To the extent of any discrepancy between the original RFP and this Addendum, this Addendum shall prevail.

Region 4 Education Service Center ("Region 4 ESC") requests proposals from qualified suppliers with the intent to enter into a Contract for Total Cloud Solutions and Services. Addendum No. 1 is hereby issued as follows:

1. **Deadline for Receipt of Questions via Email:** The submittal deadline for questions for this RFP is hereby changed from Wednesday, April 24, 2022, and extended as indicated below:

   - Thursday, **March 24, 2022**, EOD @ 5:00 pm Central Time

RECEIPT OF ADDENDUM NO.1 ACKNOWLEDGEMENT

Offeror shall acknowledge this addendum by signing below and include in their proposal response.

Company Name Mythics Emergent Group, Inc.

Contact Person Scott Needleman

Signature

Date 04/30/2022

Crystal Wallace
Region 4 Education Service Center
Business Operations Specialist

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NOTICE TO OFFEROR

ADDENDUM NO. 3

Solicitation Number 22-08

Request for Proposal ("RFP")
by

Region 4 Education Service Center ("ESC")

for

Total Cloud Solutions and Services

SUBMITTAL DEADLINE: Tuesday, May 3, 2022, 2:00 PM CENTRAL TIME

This Addendum No. 3 amends the Request for Proposals (RFP) for Total Cloud Solutions and Services ("Addendum"). To the extent of any discrepancy between the original RFP and this Addendum, this Addendum shall prevail.

Region 4 Education Service Center ("Region 4 ESC") requests proposals from qualified suppliers with the intent to enter into a Contract for Total Cloud Solutions and Services. Addendum No. 3 is hereby issued as follows:

1. **Submittal Deadline:** The submittal deadline for receipt of proposals is hereby changed from Tuesday, April 26, 2022 @ 10:00 AM and extended as indicated below and above:

   - Tuesday, May 3, 2022 @ 2:00 PM CENTRAL TIME

     Join Zoom Meeting
     https://esc4.zoom.us/j/82876182175 or 13462487799#

     Meeting ID: 828 7618 2175

RECEIPT OF ADDENDUM NO. 3 ACKNOWLEDGEMENT

Offeror shall acknowledge this addendum by signing below and include in their proposal response.

Company Name Mythics Emergent Group, Inc.

Contact Person Scott Needleman

Signature

Date 04/30/2022

Crystal Wallace
Region 4 Education Service Center
Business Operations Specialist

7145 West Tidwell Road ~ Houston, Texas 77092
(713)-462-7708
www.esc4.net

NOTICE TO OFFEROR

ADDENDUM NO. 4

Solicitation Number 22-08

Request for Proposal ("RFP")
by

Region 4 Education Service Center ("ESC")

for

Total Cloud Solutions and Services

SUBMITTAL DEADLINE: Tuesday, May 3, 2022, 2:00 PM CENTRAL TIME

This Addendum No. 4 amends the Request for Proposals (RFP) for Total Cloud Solutions and Services ("Addendum"). To the extent of any discrepancy between the original RFP and this Addendum, this Addendum shall prevail.

Region 4 Education Service Center ("Region 4 ESC") requests proposals from qualified suppliers with the intent to enter into a Contract for Total Cloud Solutions and Services. Addendum No. 4 is hereby issued as follows:

- **Exhibit H: New Jersey Compliance:** Exhibit H (DOC # 8) in the OMNIA Partners documents has been replaced in its entirety with the following page to reflect the State of New Jersey compliance guidelines updated link.

DOC #8

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
for further information.

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

Name: Scott Needleman Title: SVP, General Counsel

Signature: Date: 04/30/2022

RECEIPT OF ADDENDUM NO. 4 ACKNOWLEDGEMENT

Offeror shall acknowledge this addendum by signing below and include in their proposal response.

Company Name Mythics Emergent Group, Inc.

Contact Person Scott Needleman

Signature

Date 04/30/2022

Crystal Wallace
Region 4 Education Service Center
Business Operations Specialist

TAB 1 - A. TERMS AND CONDITIONS ACCEPTANCE FORM (APPENDIX B) (CONFIDENTIAL)

Appendix B (CONFIDENTIAL)

TERMS & CONDITIONS ACCEPTANCE FORM

Signature on the Offer and Contract Signature form certifies complete acceptance of the terms and conditions in this solicitation and draft Contract except as noted below with proposed substitute language (additional pages may be attached, if necessary). The provisions of the RFP cannot be modified without the express written approval of Region 4 ESC. If a proposal is returned with modifications to the draft Contract provisions that are not expressly approved in writing by Region 4 ESC, the Contract provisions contained in the RFP shall prevail.

Check one of the following responses:

☐ Offeror takes no exceptions to the terms and conditions of the RFP and draft Contract.

(Note: If none are listed below, it is understood that no exceptions/deviations are taken.)

☒ Offeror takes the following exceptions to the RFP and draft Contract. All exceptions must be clearly explained, reference the corresponding term to which Offeror is taking exception and clearly state any proposed modified language, proposed additional terms to the RFP and draft Contract must be included:

(*Note: Unacceptable exceptions may remove Offeror's proposal from consideration for award. Region 4 ESC shall be the sole judge on the acceptance of exceptions and modifications and the decision shall be final.*

If an offer is made with modifications to the contract provisions that are not expressly approved in writing, the contract provisions contained in the RFP shall prevail.)

Section/ Page	Term, Condition, or Specification	Exception/Proposed Modification	Accepted (For Region 4 ESC's use)
RFP Pages and Appendix A	All specified within this Appendix B	With respect to this Appendix B, the overall objective of Mythics Emergent Group (MEG) is to request changes that have been previously negotiated and mutually agreed upon for recent OMNIA Partners and US Communities awards, as well as the original TCPN Total Cloud Solutions	

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		and Oracle Solutions Master Agreements. However, in some cases the below requested changes are similar in intent and spirit, but not exact language, due to the fact that the Contract in Appendix A is not identical.	
I. Scope of Work, RFP Page 3	Customer Support	**Proposed Change:** Contractor shall provide timely and accurate technical advice and sales support to Region 4 ESC staff and Participating Agencies. Contractor shall respond to such requests within one (1) working day after receipt of the request; provided that with respect to support calls direct to a manufacturer, the response time will be in accordance with the applicable manufacturer's license agreements, service agreements, SLAs, warranty statements, etc. **Rationale:** MEG proposes this clarification, since we can commit to our response time, but the applicable manufacturer will provide support in accordance with its applicable license agreements, services agreements, SLAs, warranty statements, etc.	
III. Instructions to Offerors, RFP Page 6	4) Current Products	**Proposed Change:** Proposals shall be for new materials and equipment in current production and marketed to the general public, education and government agencies at the time the proposal is submitted.; provided that as a value-added benefit Offeror upon mutual agreement with the applicable Participating Public Agency may provide materials and/or equipment that is not new for a lesser price or in order to meet a specific delivery date. **Rationale:** MEG proposes this clarification, since some manufacturer items may also offer refurbished items as an alternative choice to new ones.	
III. Instructions to Offerors, RFP Page 7	7) Additional Agreements	**Proposed Change:** If an Offeror requires additional agreements, i.e., master service agreement, end user licensing agreement, etc. a copy of the proposed agreement must be referenced ~~included~~ within the proposal. Any additional agreements provided by the Offeror are complimentary to the terms and conditions stated herein or for the use of Participating Public Agencies and shall become part of ~~not replace~~ Appendix A as Manufacturer Terms and Conditions.	

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		Rationale: MEG proposes these changes, since we are offering many manufacturers. In addition, we propose to allow for the current version of the referenced additional agreement to be the one used for individual procurement opportunities on a case by case basis, since manufacturer license agreements, services agreements, SLAs, warranty statements, etc., will be updated from time to time and the updated versions may include changes that benefit the end customer. Additionally, MEG is contractually obligated by the applicable manufacturer to ensure all customers acquiring the manufacturer's products and services are subject to a valid agreement. Furthermore, this language shall be interpreted as having the referenced Additional Agreements deemed to be Manufacturer Terms and Conditions in accordance with the below comments for Section 4 of Appendix A.	
III. Instructions to Offerors, RFP Page 10	22) Samples	**Proposed Change:** Upon request, samples shall be furnished as mutually agreed upon by Mythics Emergent Group (MEG) and Participating Public Agencies.~~, free of cost, within seven (7) days after receiving notice of such request~~. By submitting the proposal Offeror certifies that all materials conform to all applicable requirements of this solicitation and of those required by law. ~~Offeror agrees to bear the costs for laboratory testing, if results show that the sample does not comply with solicitation. Submissions may no longer be considered for failing to submit samples as requested.~~ **Rationale:** MEG proposes these changes, because each request for sample products is unique in nature requiring different delivery times and terms and conditions. Thus, we require the ability to provide samples as mutually agreeable to MEG and Participating Agencies. Since all products provided under any resulting contract award will be commercial items, laboratory testing is not required.	
III. Instructions to Offerors, RFP Page 10	23) Formation of Contract	**Proposed Change:** Notwithstanding the above, given manufacturer license agreements, services agreements, SLAs, warranty statements, etc., are updated from time to time, to include changes that benefit the end customer, MEG will provide updated additional agreements for use on specific opportunities that will be controlling for those	

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		specific opportunities. Additionally, MEG is contractually obligated by the applicable supplier to ensure all customers acquiring the manufacturer's products and services are subject to the current version of the end user terms. **Rationale**: MEG proposes this additional, clarifying language, so that any beneficial changes will be provided to the end customer.	
Appendix A Draft Contract, Contract Page 1	Recitals (Fifth WHEREAS paragraph)	**Proposed Change:** In the event of a conflict between the provisions set forth below and those contained in any attachment, the provisions set forth below shall control; provided that mutually agreed upon changes to the Contract set forth in the Offeror's Proposal shall be added into the body of the Contract and shall not be solely contained in an attachment and that if the Order of Precedence permits an attachment to control then it shall control. **Rationale**: MEG proposes these changes in order to clarify that the Contract will be modified to include mutually agreed upon changes within the body of the Contract and that there is an Order of Precedence clause.	
Appendix A Draft Contract, Contract Page 1	1) Term of agreement.	**Proposed Change:** The term of the Contract is for a period of three (3) years unless terminated, canceled or extended as otherwise provided herein. Region 4 ESC shall have the option ~~right~~ to renew the Contract for two (2) additional one-year periods or portions thereof, if mutually agreed to by Region 4 ESC and Contractor in writing. ~~Region 4 ESC shall review the Contract prior to the renewal date and notify the Contractor of Region 4 ESC's intent renew the Contract. Contractor may elect not to renew by providing three hundred sixty-five days' (365) notice to Region 4 ESC.~~ Notwithstanding the expiration of the initial term or any subsequent term or all renewal options, Region 4 ESC and Contractor may mutually agree to extend the term of this Agreement. Contractor acknowledges and understands Region 4 ESC is under no obligation whatsoever to extend the term of this Agreement. **Rationale**: MEG requests the exercising of option years be bilateral.	

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Appendix A Draft Contract, Contract Page 2	4) Order of Precedence	**Proposed Change:** Order of Precedence. In the event of a conflict in the provisions of the Contract as accepted by Region 4 ESC, the following order of precedence shall prevail: i. This Contract, except the "Manufacturer Terms and Conditions" (as defined hereinafter) shall prevail where there is conflict. ii. Offeror's Best and Final Offer iii. Offeror's P~~p~~roposal iv. RFP and any addenda "Manufacturer Terms and Conditions" means the specific, applicable manufacturer terms and conditions, including, but not limited to license agreements, services agreements, SLAs, warranty statements, etc., which are current as of the date of the Offeror's Proposal but are subject to change. The then-current version of the applicable Manufacturer Terms and Conditions shall apply at the time of purchase and will be provided to Region 4 ESC or the applicable Participating Public Agency. **Rationale**: MEG proposes these changes, because MEG is contractually obligated by the applicable manufacturer to ensure all customers acquiring the manufacturer's products and services are subject to the manufacturer's applicable terms and conditions. Additionally, MEG is only able to comply with provisions concerning the products and services to the extent that the applicable manufacturer will comply as set forth in the applicable manufacturer's terms and conditions.	
Appendix A Draft Contract, Contract Page 2	11) Termination of Contract	**Proposed Change:** Notwithstanding the following subsections, for purposes of clarification, the termination provisions of the Manufacturer Terms and Conditions as defined above in Section 4 shall control with respect to termination rights regarding the delivery of items under this Contract, including, but not limited to any right to reimbursement. **Rationale**: MEG proposes this addition to the beginning of this Section, because MEG is contractually obligated by the applicable manufacturer to ensure all customers acquiring the manufacturer's products and services are subject to the manufacturer's applicable terms and conditions,	

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		including, but not limited to termination rights. Additionally, MEG is only able to comply with provisions concerning the use of the products and services to the extent that the applicable manufacturer will comply as set forth in the applicable manufacturer's terms and conditions.	
Appendix A Draft Contract, Contract Page 2	11) a) Cancellation for Non-Performance or Contractor Deficiency.	**Proposed Change:** ~~Region 4 ESC may terminate the Contract if purchase volume is determined to be low volume in any 12-month period.~~ Region 4 ESC reserves the right to cancel the whole or any part of this Contract due to failure by Contractor to carry out any obligation, term or condition of the contract… **Rationale**: MEG proposes this change, because as written the determination of "low volume" is vague and subjective.	
Appendix A Draft Contract, Contract Page 3	11) d) Force Majeure	**Proposed Change:** Please add "pandemics" to the definition of "Force Majeure." **Rationale**: MEG proposes this change to include events like COVID-19.	
Appendix A Draft Contract, Page 4	13) Survival Clause	**Proposed Change:** All applicable software license agreements, warranties or service agreements that are entered into between Contractor and Region 4 ESC under the terms and conditions of the Contract shall survive the expiration or termination of the Contract in accordance with the Manufacturer Terms and Conditions. All Purchase Orders issued and accepted by Contractor shall survive expiration or termination of the Contract. **Rationale**: MEG requests this clarification, since survival will be permitted in accordance with the Manufacturer Terms and Conditions.	
Appendix A Draft Contract, Contract Page 4	14) Delivery	**Proposed Change:** Conforming product shall be shipped in accordance with the delivery provision of the Manufacturer Terms and Conditions ~~within 7 days or receipt of Purchase Order~~ or as agreed with Participating Public Agency. If delivery is not or cannot be made within this time period, the Contractor must receive authorization for the delayed delivery. ~~The order may be canceled if the estimated shipping time is not acceptable.~~ All deliveries shall be freight prepaid, F.O.B.	

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		Destination and shall be included in all pricing offered unless otherwise clearly stated in writing. **Rationale**: MEG proposes these changes, because MEG is proposing many manufacturers and such manufacturers have different delivery terms depending upon the specific products and/or services ordered. Also, there may be cases where the Participating Public Agency would like to place an order well in advance of the delivery date.	
Appendix A Draft Contract, Contract Page 4	15) Inspection & Acceptance	**Proposed Change:** ~~If defective or incorrect material is delivered, Region 4 ESC may make the determination to return the material to the Contractor at no cost to Region 4 ESC. The Contractor agrees to pay all shipping costs for the return shipment. Contractor shall be responsible for arranging the return of the defective or incorrect material.~~ **Rationale**: MEG proposes the deletion of this section, because any inspection and acceptance should be in accordance with the Manufacturer Terms and Conditions.	
Appendix A Draft Contract, Contract Page 4	16) Payments	**Proposed Change:** Payment shall be made ~~after satisfactory performance,~~ in accordance with the Contractor's quote ~~all provisions thereof~~, and upon receipt of an ~~properly completed~~ invoice. **Rationale**: MEG proposes these changes, because most items being offered are consumption based, pay per use, pay as you go, etc., and "properly completed" is very subjective.	
Appendix A Draft Contract, Contract Page 4	17) Price Adjustments	**Proposed Change:** Section 17 shall be interpreted to allow for the availability of "in production" items at then-current pricing by permitting Region 4 ESC to approve and accept any updates or changes to applicable agreements, catalogs, and pricelists without seeking a formal amendment to the Contract. **Rationale**: MEG proposes this addition in order to clarify the process for such changes.	
Appendix A Draft Contract, Contract Pages 4 and 5	18) Audit Rights	**Proposed Change:** Notwithstanding the foregoing, in the event that Region 4 ESC is made aware of any pricing being offered that is materially inconsistent with the pricing under this agreement, Region 4 ESC shall have the ability to conduct an extensive audit of Contractor's pricing at	

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		Contractor's sole cost and expense; provided that for purposes of this section "materially inconsistent" shall mean pricing errors are found in more than seven percent (7%) of orders. Region 4 ESC may conduct the audit internally or may engage a third- party auditing firm, which shall be required to execute a Non-Disclosure Agreement with Contractor. In the event of an audit, the requested materials shall be provided in the format and at the time and location mutually agreed upon ~~designated~~ by Region 4 ESC and Contractor. **Rationale**: MEG proposes these changes in order to clarify what is material, as well as to protect MEG sensitive information and allow for mutual agreement in order to limit any disruption to normal business operations.	
Appendix A Draft Contract, Contract Page 5	20) New Products/ Services	**Proposed Change:** The Contract may be amended to include required MEG agreements and/or Manufacturer Terms and Conditions for new products and/or services added to the Contract. **Rationale**: MEG proposes this addition, because we are contractually obligated, under our agreements with the manufacturers, to ensure the required manufacturer agreements for new products and services are included in the contract.	
Appendix A Draft Contract, Contract Page 5	22) Warranty Conditions	**Proposed Change:** All supplies, equipment and services shall include manufacturer's minimum standard warranty ~~and one (1) year labor warranty unless otherwise agreed to inwriting.~~ **Rationale:** MEG proposes the deletion of the labor warranty, because any warranties should be in accordance with the Manufacturer Terms and Conditions.	
Appendix A Draft Contract, Contract Page 6	28) Stored Materials	**Proposed Change:** Section 28 shall be interpreted to allow for the fact that there may not be a title to pass for some of the items upon final acceptance, since some of the items are cloud items where only access is being provided. **Rationale:** MEG proposes this addition as a clarification given that certain items may not have a title to pass.	
Appendix A Draft Contract,	29) Funding Out Clause	**Proposed Change:** Unless otherwise agreed upon at the order level, Region 4 ESC retains the right to terminate the Contract at the expiration of each	

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Contract Page 6		budget period during the term of the Contract and is conditioned on a best effort attempt by Region 4 ESC to obtain appropriate funds for payment of the contract. **Rationale:** MEG proposes this addition in order to allow the customer and MEG to discuss any unique term requirements (e.g., initial term of more than one year), as well as local laws regarding funding.	
Appendix A Draft Contract, Contract Page 6	30) Indemnity	**Proposed Change:** Contractor shall protect, indemnify, and hold harmless both Region 4 ESC and its administrators, employees and agents against all claims, damages, losses and expenses arising out of or resulting from the actions of the Contractor, Contractor employees or subcontractors in the preparation of the solicitation and the later execution of the Contract; provided that with respect to the later execution of the Contract the applicable indemnification and limitation of liability provisions in the Manufacturer Terms and Conditions would apply and control. Any litigation involving either Region 4 ESC, its administrators and employees and agents will be in Harris County, Texas. **Rationale:** MEG proposes these changes, because all indemnification and limitation of liability provisions for the items provided under the Contract will be in accordance with the applicable Manufacturer Terms and Conditions.	
Offer and Contract Signature Form	First paragraph	**Proposed Change:** The undersigned hereby offers and, if awarded, agrees to furnish goods and/or services in strict compliance with the terms, specifications and conditions at the prices proposed within response unless noted in writing, and the exceptions set forth in Appendix B as negotiated and mutually agreed upon by the parties hereto. **Rationale:** MEG proposes these changes in order to capture the fact that terms may be changed as negotiated and mutually agreed upon by the parties.	

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Mythics Emergent Group (MEG) Exceptions, Deviations and Clarifications to OMNIA Partners Exhibits (CONFIDENTIAL)

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5. OMNIA Partners Exhibit A – Response for National Cooperative Contract, Section

6. OMNIA Partners Exhibit A – Response for National Cooperative Contract, Section

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~~iv. If alternative or multiple proposals are permitted, respond with pricing higher than Master~~

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TAB 2 – PRODUCTS AND SERVICES/PRICING (40 POINTS)

Introduction

We intend to offer products and services from almost 1200 Cloud Service Providers (CSPs), Hardware Original Equipment Manufacturers (OEMs), and Software Publishers (collectively referred to as Manufacturers) to Participating Public Agencies under this Master Agreement. While we are confident this portfolio represents the best of the current technologies and solutions available today, our bid further factors in the dynamically changing market. New entrants appear daily, and existing players are rapidly and constantly adding more service options to their portfolios. Add mergers and acquisitions to that dynamic, and it's easy to see why the cloud computing market is so vibrant and alive. As a result, cloud solutions and cloud-enabling technologies and services and the terms under which they are offered can change at any time. And Participating Public Agencies need a vehicle that can also.

We've based our proposal on this premise. We've responded to each Region 4 ESC and OMNIA requirement with relevant information and supporting details. We've gone a step further and included concepts, strategies, and alternatives for making purchasing under this agreement more efficient and cost-effective for Region 4 ESC, OMNIA Partners, and MEG, which will draw Participating Public Agencies and Manufacturers away from competing procurement options.

i. Pricing Discount Categories

i. Offerors shall provide pricing based on a discount or discount range from a manufacturer's price list or catalog, or fixed price, or a combination of both with indefinite quantities. Prices listed will be used to establish the extent of a manufacturer's product lines, services, warranties, etc. that are available from Offeror and the pricing per item. Multiple percentage discounts are acceptable if, where different percentage discounts apply, they different percentages are specified. Additional pricing and/or discounts may be included. Products and services proposed are to be priced separately with all ineligible items identified. For services, Offerors shall describe how professional services and technical solutions are priced, i.e., hourly, by project, etc. Offerors may elect to limit their proposals to any category or categories.

Discount Category	Discount off *then-current* MSRP
Public Cloud Service Providers (CSPs) • IaaS • PaaS • SaaS • CSP Support	 • 1% • 1% • 1% • 0%
Private Cloud Infrastructure: • OEM Hardware • Software Publisher Licenses (Perpetual) • Software Publisher License (Subscription) • Manufacturer Support	 • 2% • 2% • 0% • 0%
Cloud Application Services	• 2%
Managed Cloud Services	• 2%

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ii. Include an electronic copy of the catalog from which discount, or fixed price, is calculated

Electronic price lists must contain the following: (if applicable)

- *Manufacturer part #*
- *Offeror's Part # (if different from manufacturer part #)*
- *Description*
- *Manufacturers Suggested List Price and Net Price*
- *Net price to Region 4 ESC*

Media submitted for price list must include the Offerors' company name, name of the solicitation, and date on a Flash Drive (i.e., Pin or Jump Drives).

Because we anticipate constant change to the existence of Manufacturers and the availability of their products/services, we are providing a discount structure as an alternative to an electronic copy of the catalog. By doing so, we believe Region 4 ESC and OMNIA Partners will benefit by ensuring the entire scope of the contract is competitively priced and having a streamlined process for inevitable future contract modifications.

iii. Public Cloud Service Providers (CSPs)

For each CSP your company is authorized to resell please:

a) Specify the Service Model(s) and Deployment Model(s) supported as defined by SP 800, The NIST Definition of Cloud Computing

Of the more than 1200 Manufacturers we intend to offer, 337 CSPs provide cloud services that meet the Service and Deployment Models defined by SP 800, The NIST Definition of Cloud Computing. The table below lists all qualifying CSPs we intend to offer:

CSP	Description	Service Models	Deployment Models
Amazon Web Services	Amazon Web Services supplies a highly reliable, scalable, low-cost infrastructure platform in the cloud that powers hundreds of thousands of businesses in 190 countries worldwide.	All	All
Dell	From education to public safety, Dell builds and secures IT infrastructure, supports workforce transformation, enhances security, and deploys new digital services for citizens.	All	All
Google	Google Cloud provides cloud-native storage and compute infrastructure with layered security, machine learning, and analytics at the web scale. Integrated Big Data solutions can harness the power of the cloud to capture, process, store and analyze data within a single platform to allow you to draw valuable insights to fuel real mission success.	All	All
HPE	Hewlett Packard Enterprise supplies servers, storage, wired and wireless networking, converged systems, software, and cloud services.	All	All
IBM	IBM Cloud is the cloud for business with a highly-available, robust as-a-service offering chosen by startup ventures through Fortune 500 enterprises.	All	All
Microsoft	Microsoft Azure is the mission-critical cloud, delivering breakthrough innovation and security to U.S. Government customers and partners. With world-class security, protection, and compliance, agencies can confidently accelerate cloud adoption in a consistent hybrid environment designed for flexibility and scale.	All	All

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SCO Cloud	SCO Cloud provides website hosting, security, disaster recovery, and migration experience with cloud-based solutions with 99.999% uptime.	All	All
The Constant Company	The Constant Company's Vultr empowers developers and businesses by simplifying infrastructure deployment via its advanced cloud platform.	All	All
Adobe	Adobe provides products and services to consumers for creating, managing, delivering, measuring, perfecting, and engaging with compelling content and experiences across multiple operating systems, devices, and media.	PaaS and SaaS	Private, Public, and Hybrid
Red Hat	Red Hat supplies open-source innovation and is one of the most significant contributors to the community. In addition, Red Hat helps public sector IT departments deliver more value each year with a smaller budget.	IaaS, PaaS, and SaaS	Private, Public, and Hybrid
Salesforce	Salesforce.com is an enterprise cloud computing company that supplies social and mobile cloud services.	PaaS and SaaS	Private, Public, and Hybrid
VMware	VMware is the pioneer in virtualization and an innovator in cloud and business mobility.	PaaS and SaaS	Private, Public, and Hybrid
4iQ	4iQ provides intel analysts, security researchers, and criminal investigators with capabilities to unmask adversaries and prevent fraud, account takeover, and cyber espionage.	SaaS	Private, Public, and Hybrid
ABBYY	ABBYY empowers organizations to understand business processes and the content that fuels them with its Digital Intelligence platform.	SaaS	Private, Public, and Hybrid
Absolute Software	Absolute Software Corporation specializes in zero-trust security.	SaaS	Private, Public, and Hybrid
Accedian	Accedian provides performance analytics and end-user Experience solutions, dedicated to providing our customers with the ability to ensure digital infrastructure	SaaS	Private, Public, and Hybrid
Accela	The Accela Civic Platform includes solutions and mobile applications to manage critical enterprise functions cost-effectively and foster greater citizen engagement.	SaaS	Private, Public, and Hybrid
Acer	Acer eDC supplies cloud services for customers in self-owned data center infrastructure, including public cloud service, Big Data analytics service, TakenDR service, cloud smart portal, Box101 cloud storage service, and VDcooper cloud desktop service.	SaaS	Private, Public, and Hybrid
AchieveIt	AchieveIt's cloud-based software platform helps teams implement strategic initiatives instead of working on manual tasks.	SaaS	Private, Public, and Hybrid
Acquia	Acquia supplies open-source solutions that enable agencies to optimize digital government strategies and innovate to transform the business of Government.	SaaS	Private, Public, and Hybrid
Acronis	Acronis supplies innovative backup, anti-ransomware, disaster recovery, storage, and enterprise file sync and share solutions.	SaaS	Private, Public, and Hybrid
Actian	Actian offers on-premises and cloud data management solutions for seamless performance, insights, and outcomes.	SaaS	Private, Public, and Hybrid
Actiance	Actiance supplies compliance, security, archiving, and eDiscovery for all critical business communications.	SaaS	Private, Public, and Hybrid
ActivTrak	ActivTrak is a cloud-based workforce analytics software provider.	SaaS	Private, Public, and Hybrid
ADARA Networks	ADARA has created the first Intent-Based Real-Time Performance SD-WAN platform.	SaaS	Private, Public, and Hybrid
Advantech	Advantech promotes IoT hardware and software solutions with the Edge Intelligence WISE-PaaS core to assist business partners and clients in connecting their industrial chains.	SaaS	Private, Public, and Hybrid
Aerohive Networks	Aerohive's cloud managed wireless, switching, routing, and security technologies provide flexible deployment, management, and licensing.	SaaS	Private, Public, and Hybrid

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airSlate	AirSlate builds digital solutions that innovators use to unlock the full potential and execute on higher priority business goals.	SaaS	Private, Public, and Hybrid
Airwatch	AirWatch supplies technologies that help IT administrators deploy, secure, and manage mobile devices, applications, and data.	SaaS	Private, Public, and Hybrid
Akamai	Akamai supplies a globally distributed intelligent edge platform for the cloud.	SaaS	Private, Public, and Hybrid
Akumina	Akumina is an employee experience platform that helps companies increase productivity and build transformative digital workplaces.	SaaS	Private, Public, and Hybrid
Alert Logic	Alert Logic supplies a managed security platform that integrates innovative security technology, human analytics, and responsive communication.	SaaS	Private, Public, and Hybrid
Alkymi	Alkymi is an intelligent data processing and workflow automation solution designed to empower business users.	SaaS	Private, Public, and Hybrid
Alteryx	The Alteryx Analytic Process Automation (APA) Platform accelerates data-driven business outcomes across the Public Sector and Higher Education.	SaaS	Private, Public, and Hybrid
ALTR	ALTR simplifies data governance and security by cutting time-consuming installation, configuration, and maintenance.	SaaS	Private, Public, and Hybrid
Anaplan	Anaplan supplies a business modeling and planning platform in the cloud.	SaaS	Private, Public, and Hybrid
Anomali	Anomali detects and identifies adversaries by correlating threat indicators against real time network activity logs and up to a year or more of forensic log data.	SaaS	Private, Public, and Hybrid
App Dynamics	AppDynamics's platform provides business context deep into the technology stack, aligning teams around shared priorities and enabling them to act with confidence and control.	SaaS	Private, Public, and Hybrid
Appian	Appian supplies a low-code software development platform to rapidly develop powerful and unique applications and drive digital transformation and competitive differentiation.	SaaS	Private, Public, and Hybrid
Apptio	Apptio's cloud-based platform and SaaS applications enable IT leaders to analyze, optimize, and plan technology investments and benchmark financial and operational performance against peers.	SaaS	Private, Public, and Hybrid
AppViewX	The AppViewX Platform helps network operations (NetOps) adapt to technology and process demands, such as agile, DevOps, IoT, cloud, and software-defined infrastructure.	SaaS	Private, Public, and Hybrid
Aprima Medical Software	Aprima supplies electronic health record, practice management software, and revenue cycle management solutions to ambulatory care organizations.	SaaS	Private, Public, and Hybrid
Apriva	Apriva supplies secure mobile communications and omnichannel payment solutions	SaaS	Private, Public, and Hybrid
Aqua Security Software	Aqua Security is a cloud-native security company, enabling customers the freedom to innovate and accelerate digital transformations.	SaaS	Private, Public, and Hybrid
Aquera	Aquera extends identity management platforms' user provisioning and governance coverage with the Aquera Identity Fabric Platform.	SaaS	Private, Public, and Hybrid
Archibus	Archibus is a workplace management platform providing large-scale enterprises with an easy-to-use, all-in-one solution for managing and optimizing space, operations, and maintenance.	SaaS	Private, Public, and Hybrid
Arista Networks	Arista's platforms deliver availability, agility, automation, analytics, and security through CloudVision and Arista EOS, an advanced network operating system.	SaaS	Private, Public, and Hybrid
Aruba Networks	Aruba supplies secure, intelligent edge-to-cloud networking solutions that use AI to automate the network while harnessing data to drive powerful business outcomes	SaaS	Private, Public, and Hybrid
Attlasian	Atlassian products help teams organize, discuss and complete shared work.	SaaS	Private, Public, and Hybrid

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Autodesk	Autodesk makes software products and services for architecture, engineering, construction, manufacturing, media, education, and entertainment.	SaaS	Private, Public, and Hybrid
Automation Anywhere	Automation Anywhere is a developer of robotic process automation (RPA) software, which employs software bots to complete business processes	SaaS	Private, Public, and Hybrid
Autotask	Autotask PSA is an IT business management platform consisting of a service desk, project management, account management, documentation management, time tracking and billing, contracts, resource management, inventory and procurement, and reporting.	SaaS	Private, Public, and Hybrid
AvePoint	AvePoint enables public sector customers to enhance citizen engagement and services while reducing risk and lowering costs	SaaS	Private, Public, and Hybrid
AvidXchange	AvidXchange helps reduce the manual, paper-based effort needed for processing invoices and payments and allows companies to pay bills with a few simple clicks.	SaaS	Private, Public, and Hybrid
AVUITY	AVUITY equips organizations with custom tools and software to access meaningful data. Our unique data-collection devices provide the insight needed to manage space, assets, and people.	SaaS	Private, Public, and Hybrid
Awingu	Awingu is a browser-based workspace that securely accesses server-based legacy & SaaS applications, remote desktops, & files on any device.	SaaS	Private, Public, and Hybrid
Axcient	Axcient replaces legacy backup, business continuity, and disaster recovery software and hardware and reduces the amount of expensive copy data in an organization by as much as 80%	SaaS	Private, Public, and Hybrid
Axonius	Axonius supplies organizations with a comprehensive asset inventory, uncovers security solution coverage gaps, and automatically validates and enforces security policies.	SaaS	Private, Public, and Hybrid
Axway	Axway helps public sector organizations with infrastructure modernization and integration requirements, new mandates to move applications to the cloud, and bolster cyber security.	SaaS	Private, Public, and Hybrid
Azul	Azul supplies support for OpenJDK by prioritizing success, maintaining our unwavering commitment to innovation and excellence, and advancing Java through community leadership.	SaaS	Private, Public, and Hybrid
Barracuda	Barracuda supplies cloud-enabled, enterprise-grade security solutions that are easy to buy, deploy, and use to protect email, networks, data, and applications.	SaaS	Private, Public, and Hybrid
BitSight	The BitSight Security Ratings Platform helps manage security performance, mitigate 3rd-party risk, underwrite cyber insurance policies, conduct M&A due diligence, and assess aggregate risk.	SaaS	Private, Public, and Hybrid
BitTitan	BitTitan helps IT service professionals successfully deploy and manage cloud technologies through automation.	SaaS	Private, Public, and Hybrid
Blackberry	BlackBerry enables the Enterprise of Things by providing the technology that allows endpoints to trust one another, communicate securely, and maintain privacy.	SaaS	Private, Public, and Hybrid
Blackboard	Blackboard is a partner in change for corporate training and federal and municipal government.	SaaS	Private, Public, and Hybrid
BlackBox Hosting	BlackBox Hosting is a managed hosting company providing multiple services, including private, hybrid and shared cloud, managed hosting, and colocation	SaaS	Private, Public, and Hybrid
Blinkly	Blinkly supplies an email service that allows users to communicate securely without the risk of Microsoft or Google reading email, creating psychometric profiles, and selling data to third parties	SaaS	Private, Public, and Hybrid
BlueData	BlueData enables government customers to spin up containerized environments within minutes either on-premises, in the public cloud, or in a hybrid architecture.	SaaS	Private, Public, and Hybrid
Blue Medora	Blue Medora's IT monitoring integration as a service connects system health and performance data with the world's leading monitoring and analytics platforms.	SaaS	Private, Public, and Hybrid

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BMC Software	BMC's Digital Enterprise Management solutions are designed to make digital business fast, seamless, and optimized from mainframe to mobile to cloud and beyond.	SaaS	Private, Public, and Hybrid
Box	Box is a cloud content management company that helps enterprises revolutionize how they work by securely connecting people, information, and applications.	SaaS	Private, Public, and Hybrid
Bridgehead Software	BridgeHead Software helps healthcare organizations overcome challenges consolidating, storing, protecting, and sharing electronic patient information.	SaaS	Private, Public, and Hybrid
Brightcove	Birightcove supplies cloud content services and products used to publish and distribute the world's professional digital media.	SaaS	Private, Public, and Hybrid
Brightspot	Brightspot's content management platform provides citizens and government workers with a modern, consistent, user-friendly experience.	SaaS	Private, Public, and Hybrid
Broadsoft Business	BroadSoft supplies HD video, voice, messaging, screen sharing, file sharing, and conferencing in a single cloud solution.	SaaS	Private, Public, and Hybrid
Buddy Platform	Buddy Ohm is a complete resource monitoring solution for commercial, industrial, and multi-family residential buildings, consisting of Internet of Things (IoT) class hardware, the Buddy Cloud, and engaging software experiences.	SaaS	Private, Public, and Hybrid
C3.ai	C3 delivers a comprehensive and proven platform for the rapid design, development, and deployment of large-scale AI, predictive analytics, and IoT applications.	SaaS	Private, Public, and Hybrid
Carbonite	Carbonite supplies a Data Protection Platform for businesses, including backup, disaster recovery, high availability, and workload migration technology.	SaaS	Private, Public, and Hybrid
Center for Internet Security	CIS supplies cyber threat prevention, protection, response, and recovery and its Elections Infrastructure Information Sharing and Analysis Center supporting U.S. election offices' cybersecurity needs.	SaaS	Private, Public, and Hybrid
CenturyLink	CenturyLink Cloud's self-service platform supplies innovative cloud services and CenturyLink's global network, data center footprint, and managed services team to seize new market opportunities.	SaaS	Private, Public, and Hybrid
Checkmarx	Checkmarx helps optimize DevSecOps programs and supplies public sector customers a platform to effectively meet compliance regulations and embed security throughout the software development lifecycle.	SaaS	Private, Public, and Hybrid
Cisco	Cisco is the worldwide leader in IT, networking, cloud, and cybersecurity solutions.	SaaS	Private, Public, and Hybrid
Citrix	Citrix provides secure, personal workspaces that provide people with instant access to applications, desktops, data, and communications on any device, over any network and cloud.	SaaS	Private, Public, and Hybrid
Clarifai	Clarifai's platform for computer vision, natural language processing, and artificial intelligence (AI) uses sophisticated machine learning for public sector customers to model unstructured data.	SaaS	Private, Public, and Hybrid
Cloud Range Cyber	Cloud Range supplies hyper-realistic training on a network replica to simulate existing technical infrastructure and environment.	SaaS	Private, Public, and Hybrid
Cloudamize	Cloudamize is a platform that supplies high precision analytics and powerful automation to improve the ease, speed, and accuracy of moving to the cloud.	SaaS	Private, Public, and Hybrid
Cloudera	Cloudera delivers an enterprise data cloud for any data, anywhere, from the Edge to AI.	SaaS	Private, Public, and Hybrid
CloudBolt	CloudBolt's hybrid cloud management platform enables enterprise IT departments to build, deploy, and manage private and public clouds quickly and efficiently.	SaaS	Private, Public, and Hybrid
Cloud Checkr	CloudCheckr helps Government and government-related organizations increase efficiencies, strengthen security, and optimize costs as a cloud management platform.	SaaS	Private, Public, and Hybrid

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CloudGuard	CloudGuard supplies advanced threat prevention and cloud network security for public, private, and hybrid clouds, as well as unified security management of clouds and on-premises networks.	SaaS	Private, Public, and Hybrid
Cloudian	Cloudian supplies data management software for the hybrid cloud enabling users to optimize data access, meet data sovereignty requirements, and cut costs by consolidating information.	SaaS	Private, Public, and Hybrid
Cloudscann	The Cloudscann suite of mobile applications dramatically extends the reach and value of event-based monitoring and control systems.	SaaS	Private, Public, and Hybrid
CloudVelox	CloudVelox's One Hybrid Cloud automation and orchestration software securely moves and protects workloads using a unique application blueprint-based approach.	SaaS	Private, Public, and Hybrid
Cobalt Iron	Cobalt Iron is the global leader in SaaS-based enterprise data protection. Through analytics and automation, Cobalt Iron enables enterprises to transform and optimize legacy backup solutions into a simple cloud-based architecture.	SaaS	Private, Public, and Hybrid
Cofense	The Cofense Phishing Detection and Response (PDR) platform actively uses a global network of close to 30 million people to stop phishing attacks faster and stay ahead of breaches.	SaaS	Private, Public, and Hybrid
Commvault	Commvault's data protection and information management solutions provide mid- and enterprise-level organizations worldwide with a significantly better way to get value from data	SaaS	Private, Public, and Hybrid
Confluent	Confluent builds a streaming platform that enables companies to easily access data as real-time streams.	SaaS	Private, Public, and Hybrid
Connect Wise	ConnectWise has grown into a robust platform of software built for technology solutions providers to run cloud-based businesses.	SaaS	Private, Public, and Hybrid
Contrast Security	Contrast Security supplies modernized application security, embedding code analysis, and attack prevention.	SaaS	Private, Public, and Hybrid
Corent	Corent's SurPaaS Platform automates some of the most complex, time and labor-consuming Cloud migration, modernization, and management tasks.	SaaS	Private, Public, and Hybrid
Cornerstone	Cornerstone OnDemand helps organizations recruit, train, and manage people	SaaS	Private, Public, and Hybrid
Corsa	Corsa Red Armor is a network security platform to scale traffic inspection for 100% visibility and better ROI.	SaaS	Private, Public, and Hybrid
Crestron	Crestron is a global leader in workplace technologies, engineering, and transforming corporate automation and unified communication solutions for enterprise organizations	SaaS	Private, Public, and Hybrid
Curator	Curator's mission is to empower instructors by removing technological barriers and allowing them to do what they do best: teach.	SaaS	Private, Public, and Hybrid
CyberArk	CyberArk's IAM platform prevents privileged attacks.	SaaS	Private, Public, and Hybrid
Cyber Reason	Cybereason is a cyber-security company that develops and supplies a military-grade EDR and Next-gen endpoint protection platform and services.	SaaS	Private, Public, and Hybrid
D2iQ	D2iQ Kubernetes Platform (DKP) supplies a set of technologies, expert services, training, and support that delivers the promise of Kubernetes in production at scale.	SaaS	Private, Public, and Hybrid
DarkOwl	DarkOwl's platform tools allow users to parse and analyze darknet data for specific use cases.	SaaS	Private, Public, and Hybrid
Databricks	Databricks helps users focus on data by providing a fully managed, scalable, and secure cloud infrastructure that reduces operational complexity and the total cost of ownership.	SaaS	Private, Public, and Hybrid
DataLocker	DataLocker supplies a suite of hardware encrypted products, cloud encryption gateway, and central management platforms to protect sensitive data and intellectual property.	SaaS	Private, Public, and Hybrid

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Datamation	Datamation help DevOps teams avoid downtime, resolve performance issues, and ensure customers are getting the best user experience.	SaaS	Private, Public, and Hybrid
DataRobot	DataRobot platform captures the world's best data scientists' knowledge, experience, and best practices to deliver automation and ease of use for machine learning initiatives.	SaaS	Private, Public, and Hybrid
DataSafe	Data Safe identifies, categorizes, and prioritizes risks and delivers comprehensive assessment reports on security parameters, security controls, and user roles and privileges.	SaaS	Private, Public, and Hybrid
DataStax	DataStax delivers Apache Cassandra in a database platform purpose-built for the performance and availability demands for IoT, Web, and mobile applications.	SaaS	Private, Public, and Hybrid
Defendedge	DefendEdge's Employee Threat Management platform and SIEM deliver visibility into the entire ecosystem and provides the ability to act with a single click.	SaaS	Private, Public, and Hybrid
DeliverySlip	DeliverySlip is a cloud-based email security, file sharing and electronic signature solution which works inside G Suite, Office 365, Outlook, webmail accounts, and a range of other applications.	SaaS	Private, Public, and Hybrid
Demisto	Demisto is a security orchestration, automation, and response (SOAR) platform that improves the efficiency of security operations and incident response.	SaaS	Private, Public, and Hybrid
Denodo	Denodo supplies all data consumers and data-driven applications a means to access real-time, integrated views of all relevant data from one source of truth.	SaaS	Private, Public, and Hybrid
Devo	Devo is a cloud-native logging and security analytics platform that helps the public sector log, detect, investigate, hunt, and stop threats to safeguard Government and citizens.	SaaS	Private, Public, and Hybrid
Diamanti	Diamanti provides software solutions that solve the challenges of container-based hybrid clouds with the best enterprise-optimized platform for managing Kubernetes at any scale	SaaS	Private, Public, and Hybrid
Digital.ai	Digital.ai combines innovative technologies in agile planning, application protection, software delivery, and AI into a unified Value Stream Platform.	SaaS	Private, Public, and Hybrid
Diligent	HighBond streamlines collaboration across organizations, automates repetitive tasks, and delivers best practices in a seamless, award-winning interface.	SaaS	Private, Public, and Hybrid
DocuSign	DocuSign helps organizations connect and automate how they prepare, sign, act on, and manage agreements.	SaaS	Private, Public, and Hybrid
Dropbox	Dropbox supplies a file hosting service that offers secure file sharing and storage solutions to millions of users.	SaaS	Private, Public, and Hybrid
Dropsuite	Dropsuite is a cloud software platform enabling businesses and organizations to easily backup, recover and protect vital business information.	SaaS	Private, Public, and Hybrid
Druva	Druva helps protect, preserve, and discover information to increase business-critical information availability and visibility while reducing the risk, cost, and complexity of managing and protecting it.	SaaS	Private, Public, and Hybrid
Eggplant	Eggplant optimizes software applications' quality, responsiveness, and performance across different interfaces, platforms, browsers, and devices, including mobile, IoT, and desktop, in agile, DevOps, and innovative application and data environments.	SaaS	Private, Public, and Hybrid
Elastic Search	Elasticsearch is a search company that builds software for real-time, scalable search, logging, security, and analytics use cases.	SaaS	Private, Public, and Hybrid
eLearning Force	eLearningForce LMS365 is a cloud-based platform built into Microsoft 365 to enable organizations to manage learning and training.	SaaS	Private, Public, and Hybrid
eLumin	eLumin delivers a quality learning experience that drives student success.	SaaS	Private, Public, and Hybrid

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Embarcadero	Embarcadero's Advanced Software Tools help IT teams manage and optimize Database, Software App Development, and Infrastructure Performance.	SaaS	Private, Public, and Hybrid
Entrust Digital Security	Entrust enables trusted identities, payments, and data protection.	SaaS	Private, Public, and Hybrid
Ericom Software	Ericom Software's ZTEdge platform is a Secure Access Service Edge (SASE) solution developed specifically for midsize enterprises and small businesses.	SaaS	Private, Public, and Hybrid
eSentire	eSentire Managed Detection and Response platform protects the critical data and applications from known and unknown cyber threats	SaaS	Private, Public, and Hybrid
ESET	ESET provides tools for intelligent security, Internet security, NOD32 antivirus, cyber security, and endpoint protection for Windows, Linux, Mac, and Android, anti-theft, encryption, and parental control.	SaaS	Private, Public, and Hybrid
Evident.io	Evident.io offers cloud infrastructure security and compliance automation, making it easier for government agencies to secure cloud environments via the Evident Security Platform.	SaaS	Private, Public, and Hybrid
Exterro	Built on a simple concept of process optimization, Exterro helps organizations address regulatory, compliance, and litigation risks more effectively and at lower costs.	SaaS	Private, Public, and Hybrid
ExtraHop	ExtraHop supplies cloud-native network detection and response for hybrid enterprises.	SaaS	Private, Public, and Hybrid
Extreme Networks	Extreme Networks supplies machine learning, AI, analytics, and automation for end-to-end, cloud-driven networking solutions.	SaaS	Private, Public, and Hybrid
Figure Eight Federal	Figure Eight Federal works with the public sector to fuel and accelerate Federal AI initiatives and illustrate the most value from data.	SaaS	Private, Public, and Hybrid
FireEye	FireEye offers a single platform that blends innovative security technologies, nation-state-grade threat intelligence, and world-renowned Mandiant consulting.	SaaS	Private, Public, and Hybrid
Forcepoint	Forcepoint solutions adapt to risk in real-time and protect network users and cloud access, prevent confidential data from leaving the corporate network, and eliminate breaches caused by insiders.	SaaS	Private, Public, and Hybrid
ForgeRock	ForgeRock helps people safely and simply access the connected world by enabling exceptional digital experiences, no-compromise security	SaaS	Private, Public, and Hybrid
Fornetix	Fornetix is a cybersecurity platform enabling Zero Trust while delivering critical encryption automation, access controls, authorization services, and machine identity.	SaaS	Private, Public, and Hybrid
Forward Networks	Forward Networks' platform gives users a mathematically correct network digital twin, enabling perfect network visibility, full path analysis, security policy verification, and change prediction, freeing up time and saving money.	SaaS	Private, Public, and Hybrid
Foxit Software	Foxit is a leading software provider of fast, affordable, and secure PDF solutions.	SaaS	Private, Public, and Hybrid
Freshworks	Freshworks is a cloud-based software suite that streamlines customer conversations across multiple channels, including email & phone.	SaaS	Private, Public, and Hybrid
Fujitsu	Fujitsu provides both public and private cloud services, with solutions based in both our own and 3rd party data centers and on-premises at our client's facilities.	SaaS	Private, Public, and Hybrid
Genesys	Genesys cloud, digital, and AI technologies help organizations realize empathetic customer experiences at scale.	SaaS	Private, Public, and Hybrid
GitHub	GitHub is how people build software by discovering, sharing, and contributing to software—from games and experiments to popular frameworks and leading applications.	SaaS	Private, Public, and Hybrid

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GitLab	GitLab is a DevOps platform for all stages of the DevOps lifecycle enabling Product, Development, QA, Security, and Operations teams to work concurrently on the same project.	SaaS	Private, Public, and Hybrid
Global Scape	GlobalScape designs software to help businesses securely transfer files and increase collaboration and productivity.	SaaS	Private, Public, and Hybrid
GoGuardian	GoGuardian helps thousands of K-12 schools maximize the learning potential of every student by creating safe and effective digital learning environments.	SaaS	Private, Public, and Hybrid
Granicus	Granicus supplies cloud-based solutions for communications, government website design and meeting and agenda management software, records management, and digital services.	SaaS	Private, Public, and Hybrid
HashiCorp	HashiCorp supplies open-source tools and commercial products that enable developers, operators, and security professionals to provision, secure, run and connect cloud-computing infrastructure.	SaaS	Private, Public, and Hybrid
Hazelcast	Hazelcast is a fast, cloud application platform that delivers ultra-low latency, stateful and data-intensive applications.	SaaS	Private, Public, and Hybrid
HID Global	HID powers the trusted identities of the world's people, places, and things and makes it possible for people to transact safely, work productively, and travel freely.	SaaS	Private, Public, and Hybrid
Hitachi	Hitachi supplies information technology, operational technology, and a wide variety of products to advance social infrastructure systems and improve the quality of life across the world.	SaaS	Private, Public, and Hybrid
Hootsuite Media	Hootsuite is the world's most widely used social media relationship platform.	SaaS	Private, Public, and Hybrid
Hycu Software	HYCU provides true SaaS-based data backup to both on-premises and cloud-native environments	SaaS	Private, Public, and Hybrid
Hyper Science	The Hyper Science Platform helps classify, extract and package information from incoming or archival handwritten or machine-typed documents to reduce data backlog, improve citizen response times, and drive better agency outcomes.	SaaS	Private, Public, and Hybrid
iBoss	iBoss provides network security as a service focusing on following users instead of perimeters to ensure that Internet access is always secure regardless of user location.	SaaS	Private, Public, and Hybrid
Identity Automation	Identity Automation's IAM platform provides secure and agile online access.	SaaS	Private, Public, and Hybrid
IDSync	Identity Synchronizer is an IAM platform that supplies Application-Level user security, password, and access management Federation from Standard Active Directory Users and Computers to both Cloud applications (SaaS, Hosting, etc.) and other On-Premises applications.	SaaS	Private, Public, and Hybrid
iMeet	iMeet supplies a collaboration platform like other wiki-based and project-centric solutions like SharePoint and Basecamp.	SaaS	Private, Public, and Hybrid
Infloblox	Infoblox simplifies complex distributed networking and security by delivering modern, cloud-first networking and security services that automate and streamline DevSecOps and user experiences.	SaaS	Private, Public, and Hybrid
Informatica	Informatica, the Enterprise Cloud Data Management leader, accelerates data-driven digital transformation.	SaaS	Private, Public, and Hybrid
Information Builders	Information Builders supplies services in the fields of Business Intelligence, Data Integration, and Data Quality solutions	SaaS	Private, Public, and Hybrid
Infragistics	Infragistics' enterprise-ready UX and UI toolkits rapidly prototype and build applications. Indigo Design App Builder combines design and development collaboration on a single platform.	SaaS	Private, Public, and Hybrid
InQuisient	InQuisient is a strategic planning and data management solution that supplies hybrid data integration and metadata management, enterprise architecture and technology asset management, portfolio and project management, risk modeling, and process optimization.	SaaS	Private, Public, and Hybrid

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IntelePeer	IntelePeer is a Communications Platform as a Service provider of voice, messaging, automation, applications, APIs, and analytics for enterprises.	SaaS	Private, Public, and Hybrid
Intuit	Intuit is the global technology platform that helps consumers and small businesses overcome the most critical financial challenges	SaaS	Private, Public, and Hybrid
IRON SCALES	IRONSCALES solution is an email security platform powered by AI, enhanced by thousands of customer security teams, and built around detecting and removing threats in the inbox.	SaaS	Private, Public, and Hybrid
iValu8	iValu8 is a mobile and social marketing platform that connects businesses with customers through fun and engaging branded campaigns.	SaaS	Private, Public, and Hybrid
Ivanti	Ivanti offers user-centered IT solutions to increase user productivity while reducing IT security risks.	SaaS	Private, Public, and Hybrid
Jamf Software	Jamf is a global provider of organization cloud-based mobile device management (MDM) platform that allows organizations to off-load financial costs for procuring and maintaining hardware and provide a secure and scalable management environment.	SaaS	Private, Public, and Hybrid
JetBrains	JetBrains specializes in intelligent, productivity-enabling tools to help write clean, quality code across .NET, Java, Ruby, Python, PHP, JavaScript, C#, and C++ platforms.	SaaS	Private, Public, and Hybrid
Jive	Jive provides modern communication and collaboration solutions that help employees, partners, and customers work better together. by dramatically improving productivity, alignment, and innovation.	SaaS	Private, Public, and Hybrid
Keeper	Keeper provides zero-knowledge security and encryption software covering password management, dark web monitoring, digital file storage, messaging, etc.	SaaS	Private, Public, and Hybrid
Kiteworks	Kitework's platform unifies, tracks, controls, and secures sensitive content moving within, into, and out of an organization, significantly improving risk management and ensuring regulatory compliance.	SaaS	Private, Public, and Hybrid
Kokomo 24/7	Kokomo 24/7 is a cloud-based platform with Incident Management System, Emergency Operation Center, and Anonymous Tip-line Reporting System with A.I.-based prediction and analytics	SaaS	Private, Public, and Hybrid
Kony	Kony is a mobile applications development platform and omnichannel application development solution provider.	SaaS	Private, Public, and Hybrid
Kurmi	Kurmi Software supplies an operations management and migration platform for Enterprise Communications infrastructures that automates user provisioning and day-to-day administration.	SaaS	Private, Public, and Hybrid
LawToolBox	LawToolBox is a cloud-based centralized deadline management system used by attorneys and paralegals that calculates rule-based court deadlines.	SaaS	Private, Public, and Hybrid
LinkedIn	LinkedIn is a professional social networking site that enables connections with trusted contacts to exchange knowledge, ideas, and opportunities.	SaaS	Private, Public, and Hybrid
LogZilla	LogZilla's Network Event Orchestrator (NEO) platform is a scalable network event automation and orchestration platform architected to mitigate network problems for the largest enterprises automatically.	SaaS	Private, Public, and Hybrid
Lookout	Lookout is an integrated endpoint-to-cloud security company.	SaaS	Private, Public, and Hybrid
McAfee	McAfee MVISION Cloud enables enterprises to safely adopt SaaS, PaaS, and IaaS cloud services and containers while meeting security, compliance, and governance requirements.	SaaS	Private, Public, and Hybrid
Medallia	Medallia's platform uses learning-based AI technology to analyze structured and unstructured data in live time from signal fields across human, digital, and IoT interactions.	SaaS	Private, Public, and Hybrid
MediGate	MediGate is a device security platform for healthcare, providing ongoing monitoring of the connected device environment, assessing, triaging, and reporting on anomalous asset behaviors.	SaaS	Private, Public, and Hybrid

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Menlo Security	Menlo Security enables agencies to outsmart threats, eliminating attacks and fully protecting productivity with a one-of-a-kind, isolation-powered cloud security platform.	SaaS	Private, Public, and Hybrid
Micro Focus	Micro Focus is one of the world's largest enterprise software providers.	SaaS	Private, Public, and Hybrid
Micro Strategy	MicroStrategy provides the most flexible, robust, scalable, and user-friendly platforms for analytics, mobile, identity, and loyalty—offered either on-premises or in the cloud.	SaaS	Private, Public, and Hybrid
Mimecast	Mimecast's Target Threat Protections helps establish enterprise-wide resilience by targeting the number 1 threat vector: email	SaaS	Private, Public, and Hybrid
Mitel	Mitel supplies a wide range of business phone systems and unified communications platforms to businesses.	SaaS	Private, Public, and Hybrid
MobileIron	MobileIron provides a mobile-centric, zero trust platform built on the foundation of unified endpoint management (UEM) to secure access and protect data across the perimeter-less enterprise.	SaaS	Private, Public, and Hybrid
MongoDB	MongoDB helps innovators deploy applications as big as they can dream.	SaaS	Private, Public, and Hybrid
N2WS	N2WS provides backup, recovery, and disaster recovery solutions for Amazon EC2, RDS, Redshift, Aurora, and DynamoDB.	SaaS	Private, Public, and Hybrid
NetBrain	NetBrain's automation platform provides end-to-end network visibility while enabling adaptive automation across an organization's physical, virtual, and software-defined networks.	SaaS	Private, Public, and Hybrid
Net Documents	NetDocuments is enterprise content management in the cloud.	SaaS	Private, Public, and Hybrid
NetEnrich	Netenrich's Resolution Intelligence platform delivers insights and context that speed resolution, promote scale, and align operations with risk.	SaaS	Private, Public, and Hybrid
NetFoundry	NetFoundry is a micro-segmented SDN minimizing latency, packet loss, and jitter that can be overlaid on any Internet connection.	SaaS	Private, Public, and Hybrid
NetSkope	Netskope's cloud access security broker platform helps enterprises find, understand, and secure sanctioned and unsanctioned cloud applications.	SaaS	Private, Public, and Hybrid
NetWitness	The NetWitness Platform delivers visibility combined with applied threat intelligence and user behavior analytics to detect, prioritize, investigate threats, and automate response.	SaaS	Private, Public, and Hybrid
Neustar	Neustar offers marketing, risk, communications, and security solutions that responsibly connect data on people, devices, and locations, continuously corroborated through billions of transactions.	SaaS	Private, Public, and Hybrid
New Relic	New Relic's SaaS-based solution supplies a single interface for web and native mobile applications and consolidates performance monitoring data.	SaaS	Private, Public, and Hybrid
Nexsan	Nexsan provides unified storage with integrated private cloud, mobile access, enterprise sync, AutoMAID, Active Drawer Technology, file fingerprinting, FASTier, etc.	SaaS	Private, Public, and Hybrid
Nokia	Nokia provides simple to consume virtualized infrastructure as a service, replicating the significant capabilities of the public cloud.	SaaS	Private, Public, and Hybrid
NowSecure	NowSecure Platform delivers fully automated mobile app security testing with the speed, accuracy, and efficiency necessary for Agile and DevSecOps environments.	SaaS	Private, Public, and Hybrid
Ns1	NS1's intelligent DNS and traffic management platform, with its data-driven architecture and unique Filter Chain routing engine, is built for the most demanding, mission-critical applications on the Internet.	SaaS	Private, Public, and Hybrid
Nuance	Nuance Communications provides cloud-based, customized, Automatic, and Agent Assisted customer engagement solutions.	SaaS	Private, Public, and Hybrid
Nuix	Nuix creates innovative software that empowers organizations to find the truth simply and quickly from any data in a digital world.	SaaS	Private, Public, and Hybrid

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Nutanix	Nutanix's platform blends web-scale engineering and consumer-grade design to converge server, storage, virtualization, and networking natively into a resilient, software-defined solution.	SaaS	Private, Public, and Hybrid
Okta	Okta provides an On-Demand Identity as a Service (IDaaS) that enables enterprises to accelerate the secure adoption of web-based applications in the cloud and on-premises.	SaaS	Private, Public, and Hybrid
OneLogin	The OneLogin Unified Access Management (UAM) platform unlocks the applications, devices, and data that drive productivity and help collaboration.	SaaS	Private, Public, and Hybrid
OneStream	OneStream supplies a corporate performance management (CPM) solution that unifies and simplifies financial consolidation, planning, reporting, analytics, and financial data quality.	SaaS	Private, Public, and Hybrid
Orion Labs	Orion is the leader in voice-activated business communication and automation for the mobile, frontline workforce.	SaaS	Private, Public, and Hybrid
ORock	ORock is a high-performance cloud service provider focused on innovative cloud and AI solutions.	SaaS	Private, Public, and Hybrid
OSIsoft	OSIsoft is a global leader enabling operational intelligence.	SaaS	Private, Public, and Hybrid
OutSystems	OutSystems answers the challenges of digital transformation, mobile and faster delivery cycles.	SaaS	Private, Public, and Hybrid
Palo Alto Networks	Palo Alto Networks helps address security challenges with continuous innovation that seizes the latest breakthroughs in AI, analytics, automation, and orchestration	SaaS	Private, Public, and Hybrid
Parallels	Parallels provides cross-platform solutions, enabling businesses and individuals to access and use the applications and files they need on any device or operating system.	SaaS	Private, Public, and Hybrid
Parasoft	Parasoft helps organizations continuously deliver quality software with its market-proven, integrated suite of automated software testing tools supporting the embedded, enterprise, and IoT markets	SaaS	Private, Public, and Hybrid
PGI	PGI powers virtual events and meetings for customers safely and reliably, helping people, teams, and enterprises connect worldwide with advanced broadcasting and webcasting solutions.	SaaS	Private, Public, and Hybrid
Ping Identity	Ping's IAM platform provides customers, employees, and partners access to the cloud, mobile, SaaS, and on-premises applications and APIs while managing identity and profile data.	SaaS	Private, Public, and Hybrid
PITSS	PITSS is a leader in Oracle Modernization, specializing in Oracle Fusion Middleware Developer Tools (Oracle Forms, Reports, JDeveloper / ADF, APEX) and WebLogic Server.	SaaS	Private, Public, and Hybrid
Pluralsight	PluralSight's platform helps businesses and individuals benchmark expertise across roles, speed up release cycles, and build reliable, secure products.	SaaS	Private, Public, and Hybrid
Polarity	Former intelligence officers and incident responders founded Polarity to bring the first commercial memory-augmentation platform to market.	SaaS	Private, Public, and Hybrid
Privafy	Privafy's security platform integrates the functionality of traditional point solutions, such as encryption, firewall, DDoS protection, IDS/IPS and DLP technology to provide data protection as it moves between locations, clouds, mobile devices, and IoT.	SaaS	Private, Public, and Hybrid
Progress	Progress offers software for creating and deploying business applications.	SaaS	Private, Public, and Hybrid
ProModel Corporation	ProModel provides simulation-based decision-making tools and techniques for improving performance throughout the enterprise. Videos	SaaS	Private, Public, and Hybrid
ProofPoint	ProofPoint provides a cloud-based suite of people-centric compliance and security solutions that mitigate the most critical security and compliance risks.	SaaS	Private, Public, and Hybrid

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Propel GPS	Propel GPS is an organically built IoT, customer-focused asset management and sensor monitoring company that is proudly U.S. based with U.S. based partners	SaaS	Private, Public, and Hybrid
Pure Storage	Pure Storage's data solutions supplies real-time, secure data to production, DevOps, and modern analytics environments in a multi-cloud environment.	SaaS	Private, Public, and Hybrid
Qualtrics	Qualtrics's XM platform creates and distributes online surveys, performs employee evaluations, website intercepts, and other research services.	SaaS	Private, Public, and Hybrid
Qualys	The Qualys Cloud Platform helps simplify security operations and lower the cost of compliance by automating auditing, compliance, and protection for IT systems and web applications.	SaaS	Private, Public, and Hybrid
Quest	Quest provides agencies with solutions to help solve the complex technology and security problems that stand in the way of the public sector's ability to always be ready for what is next.	SaaS	Private, Public, and Hybrid
Quick Launch	QuickLaunch's IAM platform helps cloud-savvy institutions and companies manage human and device authentication, authorization, access control, and integration.	SaaS	Private, Public, and Hybrid
Qumulo	Qumulo's platform for multi-cloud environments supplies freedom, control, and real-time visibility for file data at a massive scale.	SaaS	Private, Public, and Hybrid
Rackspace	Rackspace provides multi-cloud, security, and compliance expertise, empowering the public sector to confidently design, build, manage, and optimize the cloud.	SaaS	Private, Public, and Hybrid
RackTop	RackTop Systems provides CyberConverged data security, a new market that fuses data storage with advanced security and compliance into a single platform.	SaaS	Private, Public, and Hybrid
RangeForce	RangeForce's platform enables scalable cyber readiness for various threats across experience levels and cybersecurity functions.	SaaS	Private, Public, and Hybrid
Reflexion	Reflexion.ai is a SaaS-based AI-powered Video Collaboration platform built to automate metadata extraction and ease remote collaboration.	SaaS	Private, Public, and Hybrid
Rezilion	Rezilion is an autonomous DevSecOps Platform that helps organizations take control of the actual attack surface by cutting most of the manual work required to protect applications from vulnerabilities and threats.	SaaS	Private, Public, and Hybrid
RICOH	Ricoh's cloud service aims to provide high availability, elastic, and security assured private cloud to customers.	SaaS	Private, Public, and Hybrid
RiskSense	RiskSense's platform uses a foundation of risk-based scoring and technology-accelerated pen testing to identify critical security weaknesses with corresponding remediation action plans.	SaaS	Private, Public, and Hybrid
Riverbed	The Riverbed Network and Application Performance Platform helps visualize, optimize, remediate and accelerate the performance of any network for any application and helps identify and mitigate cybersecurity threats.	SaaS	Private, Public, and Hybrid
RSA Security	RSA provides intelligence-driven data security solutions to the public sector.	SaaS	Private, Public, and Hybrid
Rubrik	Rubrik provides Zero Trust Data Protection, ransomware investigation, incident containment, sensitive data discovery, and orchestrated application recovery.	SaaS	Private, Public, and Hybrid
SafeBreach	SafeBreach offers breach and attack simulation, the most widely used continuous security validation platform.	SaaS	Private, Public, and Hybrid
SailPoint	SailPoint's cloud identity platform supplies enterprise cloud identity governance for all users, applications, and files.	SaaS	Private, Public, and Hybrid
SAP NS2	SAP provides enterprise applications in terms of software and software-related services.	SaaS	Private, Public, and Hybrid
Saviynt	Saviynt's IAM platform helps modern enterprises scale cloud initiatives and solve the most demanding security and compliance challenges.	SaaS	Private, Public, and Hybrid

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SecureID	SecurID provides complete IAM, including authentication and governance, on a single trusted identity platform.	SaaS	Private, Public, and Hybrid
Secure Works	Secureworks provides intelligence-driven information security solutions focused on protecting organizations of all sizes from cyber-attacks.	SaaS	Private, Public, and Hybrid
Securonix	The Securonix platform supplies analytics-driven next-generation SIEM, UEBA, and security data lake capabilities as a pure cloud solution, without compromise.	SaaS	Private, Public, and Hybrid
SeeBurger	SeeBurger B2B/EDI Full Service allows companies to electronically exchange files with business partners without running the required technical solutions on their systems.	SaaS	Private, Public, and Hybrid
SentinelOne	SentinelOne unifies prevention, detection, response, remediation, and forensics in a single platform powered by AI.	SaaS	Private, Public, and Hybrid
Sepio	Sepio's HAC-1 platform provides visibility, control, and mitigation to zero trust, insider threat, BYOD, IT, OT, and IoT security programs.	SaaS	Private, Public, and Hybrid
ServiceNow	ServiceNow's platform provides digital workflows that create great experiences and unlock productivity for employees and the enterprise.	SaaS	Private, Public, and Hybrid
Servicepoint 365	ServicePoint365 is an Office 365 SharePoint App that organizes content into a structure that makes sense and takes the guesswork of where information is created and stored.	SaaS	Private, Public, and Hybrid
Sherweb	Sherweb's full-fledged cloud management platform empowers IT professionals to use agile solutions paired with 5-star service by trusted experts.	SaaS	Private, Public, and Hybrid
SkyBox	SkyBox's security platform collectively visualizes and analyzes hybrid and multi-cloud networks, providing full context and understanding of the attack surface.	SaaS	Private, Public, and Hybrid
Slack	Slack offers a platform that connects teams with the applications, services, and resources they need to get work done.	SaaS	Private, Public, and Hybrid
SlickEdit	SlickEdit is a multi-language, multi-platform Code Editor/ IDE that provides software developers the tools to write better code faster.	SaaS	Private, Public, and Hybrid
Smarsh	Regulated organizations use the Smarsh portfolio of cloud-native digital communications capture, retention, and oversight solutions to help identify regulatory and reputational risks within data.	SaaS	Private, Public, and Hybrid
Smart Deploy	SmartDeploy helps companies of all sizes and industries simplify and accelerate Windows OS and application deployment to physical and virtual platforms.	SaaS	Private, Public, and Hybrid
SmartDraw	SmartDraw is the most innovative way to draw flowcharts, org charts, hierarchy charts, UML diagrams, ERDS, network diagrams, floor plans, and more.	SaaS	Private, Public, and Hybrid
Smartsheet	Smartsheet Gov provides the public sector with a Collaborative Work Management platform to increase efficiency, drive innovation, and provide real-time visibility to leadership to make better decisions faster.	SaaS	Private, Public, and Hybrid
Snyk	Snyk's Developer Security Platform automatically integrates with a developer's workflow and is purpose-built for security teams to collaborate with development teams.	SaaS	Private, Public, and Hybrid
Software AG	Software AG reimagines integration, sparks business transformation, and enables fast innovation on IoT.	SaaS	Private, Public, and Hybrid
Sonatype	Sonatype's Nexus platform combines component intelligence with real-time remediation guidance to automate and scale open-source governance across every stage of the modern DevOps pipeline.	SaaS	Private, Public, and Hybrid
Soonr	Soonr is a secure cloud service for teams to work together on shared digital content from any device, anywhere globally.	SaaS	Private, Public, and Hybrid
Sophos	The Sophos Central platform is an adaptive cybersecurity ecosystem that makes open APIs available to customers, partners, developers, and other cybersecurity vendors.	SaaS	Private, Public, and Hybrid

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Spanning Clouds	Spanning Cloud provides backup and recovery for SaaS applications	SaaS	Private, Public, and Hybrid
Sparx Systems	Sparx Systems is a global software company specializing in high-performance, visual modeling platforms for planning, designing, and constructing software-intensive systems.	SaaS	Private, Public, and Hybrid
Splunk	Splunk's platform powers enterprise observability, unified security, and limitless custom applications to help unlock innovation, enhance security, and drive resilience.	SaaS	Private, Public, and Hybrid
Stellar Cyber	Stellar Cyber's XDR is an intelligent, next-gen security operations platform that supplies high-speed, high-fidelity threat detection and response across the entire attack surface.	SaaS	Private, Public, and Hybrid
Storix	Storix's System Backup Administrator for AIX, Linux, and Solaris systems provides data backup management, emphasizing complete and flexible full system backup and recovery.	SaaS	Private, Public, and Hybrid
StorONE	The StorONE platform uses new patented storage algorithms to deliver the most efficient storage platform on the market.	SaaS	Private, Public, and Hybrid
Stratum Global	Stratum Global's TagNet platform creates advanced RFID solutions to increase visibility, improve traceability, and manage the movement of objects throughout the enterprise.	SaaS	Private, Public, and Hybrid
Sumo Logic	Sumo Logic is a secure, cloud-native, machine data analytics service that delivers real-time, continuous intelligence from structured, semi-structured, and unstructured data across the application lifecycle and stack.	SaaS	Private, Public, and Hybrid
SwiftStack	SwiftStack is a data storage and management platform for data-intensive applications and workflows, seamlessly providing access to data across the edge, core data centers, and public clouds.	SaaS	Private, Public, and Hybrid
Symantec	Symantec allows organizations, governments, and people to secure the most important data wherever it lives.	SaaS	Private, Public, and Hybrid
Sysdig	Sysdig's cloud and container security platform finds software vulnerabilities, detects, and responds to threats and anomalies, and manages cloud configurations, permissions, and compliance.	SaaS	Private, Public, and Hybrid
Tableau	Tableau produces a family of interactive data visualization products focused on business intelligence.	SaaS	Private, Public, and Hybrid
Tamr	Tamr's platform uses machine learning supplemented by human expertise to unify and prepare data across various silos to deliver previously unavailable business-changing insights.	SaaS	Private, Public, and Hybrid
Tanium	Tanium's UEM and security platform provides zero on-premises infrastructure and provide visibility, speed, and control at any scale.	SaaS	Private, Public, and Hybrid
Team Cymru	Team Cymru's Pure Signal platform is for on-demand visibility into what is happening virtually anywhere across the Internet with clarity like its own internal network telemetry.	SaaS	Private, Public, and Hybrid
Team Viewer	TeamViewer provides a connectivity platform to remotely access, control, manage, monitor, and repair devices – from laptops and mobile phones to industrial machines and robots.	SaaS	Private, Public, and Hybrid
TechGuard	TechGuard Security addresses public sector cyber-defense initiatives and critical infrastructure security.	SaaS	Private, Public, and Hybrid
Telerik	Telerik supplies software tools for web, mobile, desktop application development, tools, and subscription services for cross-platform application development	SaaS	Private, Public, and Hybrid
Tenable	Tenable's Nessus platform deeply understands assets, networks, and vulnerabilities and extends this knowledge and ability to provide live visibility into any asset on any computing platform.	SaaS	Private, Public, and Hybrid
Teradici	Teradici's PCoIP remoting protocol and Cloud Access Software enable enterprises to securely deliver graphics-intensive applications and workstations with crisp text clarity, true color accuracy, and lossless image quality to any endpoint, anywhere.	SaaS	Private, Public, and Hybrid
Terra Pixel	Terra Pixel provides Spatial Data Infrastructure (SDI) and Mobile and Sensor Web solutions based on Open Geospatial Standards.	SaaS	Private, Public, and Hybrid

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Tetrate	Tetrate's Service Bridge platform provides enterprises with a consistent, unified way to connect and secure services across an entire mesh-managed environment.	SaaS	Private, Public, and Hybrid
Thales	Thales helps organizations move past silos of encryption and crypto management solutions to reach central and uniform deployments of data protection solutions.	SaaS	Private, Public, and Hybrid
Thought Spot	ThoughtSpot is the Modern Analytics Cloud that helps build a more fact-driven world with the easiest to use analytics platform.	SaaS	Private, Public, and Hybrid
Threat Connect	ThreatConnect supplies a suite of risk quantification, threat intelligence, orchestration, and automation capabilities for security executives and threat intelligence, operations, and incident response teams.	SaaS	Private, Public, and Hybrid
Threat Quotient	ThreatQuotient's platform accelerates and simplifies investigations and collaboration within and across teams and tools.	SaaS	Private, Public, and Hybrid
Thycotic	Thycotic Software protects companies from cyber-attacks by developing technologies that secure privileged accounts across the modern enterprise.	SaaS	Private, Public, and Hybrid
TIBCO	TIBCO's platform seamlessly connects any application or data source, intelligently unifies data for greater access, trust, and control, and confidently predicts outcomes in real-time and at scale.	SaaS	Private, Public, and Hybrid
TigerGraph	TigerGraph's platform supports advanced analytics and machine learning applications such as fraud detection, anti-money laundering, entity resolution, customer 360, recommendations, knowledge graph, cybersecurity, supply chain, IoT, and network analysis.	SaaS	Private, Public, and Hybrid
TomTom	TomTom's maps for automated and autonomous driving, navigation software, and real-time traffic and travel information provide a better way forward.	SaaS	Private, Public, and Hybrid
Transitional Data Services	TDS' TransitionManager platform helps organizations orchestrate, plan, and execute data center, cloud, and hybrid IT migrations.	SaaS	Private, Public, and Hybrid
Trellix	Trellix's open and native extended detection and response (XDR) platform helps organizations gain confidence in the protection and resilience of operations.	SaaS	Private, Public, and Hybrid
TrendMicro	Trend Micro's entire focus inspired innovations that keep up with the bad guys despite a changing IT landscape, riskier user behavior, and constantly evolving threats.	SaaS	Private, Public, and Hybrid
Tricentis	The Tricentis AI-powered, continuous testing platform provides a new and fundamentally different way to perform software testing.	SaaS	Private, Public, and Hybrid
TRUCE	TRUCE supplies an MDM platform for a Field-Based Workforce.	SaaS	Private, Public, and Hybrid
Twilio	Twilio virtualizes communications infrastructure through APIs that are simple enough for any developer to use yet robust enough to power the world's most demanding applications.	SaaS	Private, Public, and Hybrid
TYCHON	The TYCHON Enterprise Endpoint Management platform breaks down the silos between IT management and security operations teams to provide real-time visibility across all enterprise endpoints.	SaaS	Private, Public, and Hybrid
Tyler	Tyler's solutions empower local, state, and federal government entities to run more efficiently and connect more transparently with constituents and with each other.	SaaS	Private, Public, and Hybrid
Ubiq	Ubiq provides a transparent, multi-patented, data-driven security and privacy platform that secures data everywhere and only enables authorized system and user access.	SaaS	Private, Public, and Hybrid
Ubiquiti	Ubiquiti develops analytics, AI, and natural language processing products that help organizations and individuals make the best use of available data resources.	SaaS	Private, Public, and Hybrid
UiPath	UiPath offers an end-to-end platform for automation, combining the leading Robotic Process Automation solution with a full suite of capabilities like AI, Process Mining, and Cloud.	SaaS	Private, Public, and Hybrid

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UNICOM	UNICOM Engineering is a leading integrator of storage, security, and communications appliances and application platforms.	SaaS	Private, Public, and Hybrid
Unitrends	Unitrends uses high-availability hardware and software engineering, cloud economics, enterprise power with consumer-grade design, and customer-obsessed support to provide all-in-one enterprise backup and continuity natively.	SaaS	Private, Public, and Hybrid
USU	USU provides of intelligent software and services for IT and customer service management.	SaaS	Private, Public, and Hybrid
VARStreet	VARStreet provides of integrated sales quoting and eCommerce software for VARs, MSPs, and other technology solution businesses.	SaaS	Private, Public, and Hybrid
Verizon	Verizon Digital Media Services improves user experience, ensures high scalability during peak load times, secures, and protects sites from denial-of-service attacks, and improves performance.	SaaS	Private, Public, and Hybrid
Viking Enterprise Solutions	Viking Enterprise Solutions designs, manufactures, and sells leading-edge off-the-shelf and customized server and storage platforms for data centers and enterprise markets.	SaaS	Private, Public, and Hybrid
Virtru Corporation	Virtru is a data-centric security company that enables enterprises to protect, control, and audit data	SaaS	Private, Public, and Hybrid
Virtualitics	Virtualitics' AI platform allows organizations to process complex data into multi-dimensional graph visualizations and predict future business outcomes with clear, explainable, no-code AI modeling.	SaaS	Private, Public, and Hybrid
Virtustream	Virtustream's xStream cloud management platform meets the security, compliance, performance, efficiency, and consumption-based billing requirements of complex production applications	SaaS	Private, Public, and Hybrid
Visuallive	VisualLive offers easy-to-use augmented reality software on Microsoft HoloLens, Android, and iOS for design, engineering, and construction companies.	SaaS	Private, Public, and Hybrid
Voyager Labs	Voyager Labs' proprietary AI technology enables investigators to quickly analyze massive amounts of open, deep, and dark web data and internal data and understand the content, human interactions, and connections.	SaaS	Private, Public, and Hybrid
Webtrends	Webtrends supplies digital analytics products and services to collect and present user behavior data for websites and mobile applications.	SaaS	Private, Public, and Hybrid
Workday	Workday is on-demand financial management, human capital management and Student information system software vendor	SaaS	Private, Public, and Hybrid
Workspot	Workspot is a SaaS platform for securely delivering Windows 10 desktops, applications, and workstations to any device.	SaaS	Private, Public, and Hybrid
XebiaLabs	The XebiaLabs DevOps Platform provides continuous delivery process helping companies create faster, safer, and better software.	SaaS	Private, Public, and Hybrid
xMatters	xMatters is a platform that helps DevOps, SREs, and operations teams automate workflows, ensure infrastructure and applications are always working, and rapidly deliver products at scale.	SaaS	Private, Public, and Hybrid
Yola Web	Yola helps create an online presence while saving time and money.	SaaS	Private, Public, and Hybrid
Zendesk	Zendesk's customer service and engagement solutions are powerful and flexible and scale to meet the needs of any business.	SaaS	Private, Public, and Hybrid
ZenHub	ZenHub provides s productivity management and collaboration platform for agile teams and organizations to scale and ship code.	SaaS	Private, Public, and Hybrid
Zentera	Zentera's Zero Trust Network Access platform is available on any service edges required by modern business operations	SaaS	Private, Public, and Hybrid
Zoom	Zoom Meetings are the software that users buy and start using right away from their computers. Zoom Rooms are physical setups to make using Zoom Meetings as seamless as possible.	SaaS	Private, Public, and Hybrid
Zscaler	Zscaler provides 100 percent cloud-delivered services built on a global, multi-tenant cloud architecture to help organizations transform into cloud-enabled operations	SaaS	Private, Public, and Hybrid

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b) Provide proof of your company's authorization to resell

For CSPs primarily engaged in delivery IaaS/PaaS, proof of authorization to resell must come for CSP

For each of the following *CSPs* primarily engage in delivery of IaaS/PaaS, please find a copy of our Authorization in Tab 7 – MEG Attachments:

- ✓ AWS
- ✓ Azure. Please note that the agreement is a click-thru document and therefore does not require signature. It is a confidential document, so we have only included the last page.
- ✓ Google
- ✓ IBM
- ✓ Workday

For CSPs primarily engaged in delivering SaaS, proof of authorization to resell may come from either the CSP or an authorized distribution channel

For CSPs primarily engaged in delivering SaaS, we have provided proof of from authorized distribution channels. For each of the following Distributors, please find a copy of our Authorization and respective Line Card in Tab 7 – MEG Attachments:

- ✓ Carahsoft
- ✓ Climb Channel Solutions
- ✓ DLT
- ✓ Ingram Micro
- ✓ TD SYNNEX

c) Copy of (or link) any current CSP Service Level Agreement (SLA) and d) Copy of (or link) for any other relevant terms and conditions that may be required by the CSP

The table below provides links to Service Level Agreements and other relevant terms and conditions that may be required by the CSP. Please note that this list is comprised of only the CSPs we intend to offer who have *also* submitted CSA STAR registries.

OEM	Cloud-related Terms
Acer	https://emea-daas.acer.com/terms-and-conditions/
Acquia	https://www.acquia.com/about-us/legal
Acronis	https://www.acronis.com/en-us/legal/
Adobe	https://www.adobe.com/legal/terms.html
Akamai	https://www.akamai.com/legal
Alert Logic	https://www.alertlogic.com/company/legal/
Amazon Web Services	https://aws.amazon.com/service-terms/
Anaplan	https://www.anaplan.com/terms-of-use/
Appian	https://appian.com/legal/terms-of-use.html
Apptio	https://d7umqicpi7263.cloudfront.net/eula/product/a7e7442c-89d2-41c1-a9bd-83072a95166c/3e56d2e3-648a-4f57-88a9-608419745b00.pdf
Arista Networks	https://www.arista.com/en/terms-of-use https://www.arista.com/assets/data/pdf/software-agreement/EndUserLicenseAgreement.pdf
Aruba Networks	https://www.arubanetworks.com/products/network-management-operations/central/terms-conditions/
Attlasian	https://www.atlassian.com/legal/cloud-terms-of-service
Automation Anywhere	https://www.dlt.com/sites/default/files/contract-attachments/2020-10/Automation-Anywhere-End-User-License-Agreement.pdf
AvePoint	https://www.avepoint.com/company/terms-of-use

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BlackBox Hosting	https://www.blackbox.global/terms-of-service
BMC Software	https://www.bmc.com/legal/agreements.html
Box	https://www.box.com/legal/termsofservice
CenturyLink	https://www.centurylink.com/aboutus/legal/terms-and-conditions.html
Checkmarx	https://www.dlt.com/sites/default/files/Checkmarx-Term-Software-License-and-Support-Agreement.pdf
Cisco	https://www.cisco.com/c/dam/en_us/about/doing_business/legal/docs/universal-cloud-agreement.pdf
Citrix	https://www.citrix.com/buy/licensing/agreements.html
Confluent	https://www.confluent.io/legal/
Cornerstone	https://www.cornerstoneondemand.com/terms-of-use/
Crestron	https://www.crestron.com/getmedia/bb2bbd40-cba4-4b40-be4d-10118022afc2/cloudware-license-agreement
CyberArk	https://www.cyberark.com/terms-service-saas/
CyberReason	https://www.cybereason.com/terms/agreements
Dell	https://www.dell.com/learn/us/en/uscorp1/cloud-services-terms
DocuSign	https://www.docusign.com/company/agreements
Dropbox	https://www.dropbox.com/terms
Entrust Digital Security	https://www.entrust.com/legal-compliance/terms-conditions
ExtraHop	https://www.extrahop.com/terms-of-use/
Extreme Networks	https://www.extremenetworks.com/company/legal/
ForgeRock	https://www.forgerock.com/terms
Freshworks	https://www.freshworks.com/terms/
Fujitsu	https://www.fujitsu.com/us/about/local/corporate/subsidiaries/fai/legal/
Genesys	https://help.mypurecloud.com/articles/global-genesys-cloud-service-terms-and-conditions/
GitHub	https://docs.github.com/en/site-policy/github-terms
GitLab	https://about.gitlab.com/terms/
Google	https://policies.google.com/terms?hl=en-US
HashiCorp	https://cloud.hashicorp.com/terms-of-service
Hazelcast	https://cloud.hazelcast.com/terms-of-service
HID Global	https://www.hidglobal.com/legal
Hootsuite Media	https://www.hootsuite.com/legal
HPE	https://www.hpe.com/us/en/about/end-user-agreement-terms.html
IBM	https://www.ibm.com/support/customer/csol/terms/
iBoss	https://www.iboss.com/terms-of-use/
Infoblox	https://www.infoblox.com/company/legal/
Informatica	https://www.informatica.com/legal.html
Ivanti	https://www.ivanti.com/company/legal
Jamf Software	https://www.jamf.com/trust-center/legal/
Jive	https://www.jivesoftware.com/legal/
Keeper	https://www.keepersecurity.com/termsofuse.html
Kony	https://www.kony.com/service-level-agreement/
Lookout	https://www.lookout.com/legal-home
McAfee	https://www.mcafee.com/en-us/consumer-support/policy/legal.html
Medallia	https://www.dlt.com/sites/default/files/documents/2020-06/Medallia-Master-Subscription-Agreement.pdf
Micro Focus	https://www.microfocus.com/en-us/legal
Microsoft	https://www.microsoft.com/en-us/useterms
MicroStrategy	https://www.microstrategy.com/en/legal/terms
Mimecast	https://www.mimecast.com/contracts/
MobileIron (Ivanti)	https://www.ivanti.com/company/legal
MongoDB	https://www.mongodb.com/cloud-terms-and-conditions
NetSkope	https://www.netskope.com/software-eula
New Relic	https://newrelic.com/termsandconditions/terms

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Nokia	https://www.westconcomstor.com/content/dam/wcgcom/Global/CorpSite/pdfs/End-User-License-Agreement-for-the-Nokia-DAC-2020-EN.pdf
Nuance Communications	https://www.nuance.com/about-us/terms-and-conditions.html
Nutanix	https://www.nutanix.com/solutions/legal
Okta	https://www.okta.com/agreements/
OneLogin	https://resources.onelogin.com/professional-services/onelogin-ssa-us.pdf
OneStream	https://onestreamsoftware.com/wp-content/uploads/2021/08/SaaS-Agreement-OneStream-Website-August-2021.pdf
OutSystems	https://www.outsystems.com/legal/master-subscription-agreement/
Palo Alto Networks	https://www.paloaltonetworks.com/legal
Ping Identity	https://www.pingidentity.com/en/legal.html
ProofPoint	https://www.proofpoint.com/us/legal/license
Qualtrics	https://www.qualtrics.com/terms-of-service/
Qualys	https://www.carahsoft.com/Eula/Qualys
Red Hat	https://www.redhat.com/en/about/agreements
RICOH	https://www.ricoh-cloud.com/files/Terms_of_Service.pdf
RSA Security	https://www.rsa.com/standard-form-agreements/
SafeBreach	https://www.safebreach.com/safebreach-as-a-service/
SailPoint	https://www.sailpoint.com/legal/customer-agreements/
Salesforce	https://www.salesforce.com/company/legal/agreements/
SAP NS2	https://www.sap.com/about/trust-center/agreements/on-premise/general-terms-and-conditions.html?sort=latest_desc
ServiceNow	https://www.servicenow.com/content/dam/servicenow-assets/public/en-us/doc-type/legal/servicenow-subcription-service-agreement-upgrade.pdf
Slack Technologies	https://slack.com/terms-of-service
Sumo Logic	https://www.sumologic.com/legal/
Symantec	https://www.broadcom.com/company/legal/licensing
Tableau	https://www.tableau.com/legal
Tanium	https://www.tanium.com/legal/
Tenable	https://cloud.tenable.com/print-eula.html
Teradici	https://docs.teradici.com/reference/eula/teradici-end-user-license-agreement
Thales	https://www.thalesgroup.com/sites/default/files/database/document/2021-04/GSTC-Thales-DIS-USA-Inc-2021.pdf
Thycotic	https://thycotic.com/company/eula/
Twilio	https://www.twilio.com/legal/tos
Verizon	https://www.verizon.com/support/cloud-legal/
Virtru Corporation	https://www.virtru.com/terms-of-service/
Virtustream	https://www.virtustream.com/legal-terms-content
VMware	https://www.vmware.com/content/dam/digitalmarketing/vmware/en/pdf/downloads/eula/vmware-cloud-services-universal-tos.pdf
Zendesk	https://www.zendesk.com/company/agreements-and-terms/
Zscaler	https://www.zscaler.com/legal/overview

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e) CSA STAR Self-Assessment

All proposed public CSPs must achieve a LEVEL ONE: CSA STAR Self- Assessment by completing a Consensus Assessments Initiative Questionnaire (CAIQ) or submitting a report documenting compliance with Cloud Controls Matrix (CCM) that is current and publicly available at the CSA Star Registry.

The table on the next page provides links to CSA STAR registries for the CSPs we intend to offer. We will work with other CSPs to become CSA STAR registrants.

CSP	Link to CSA STAR Registry
Acer	https://cloudsecurityalliance.org/star/registry/services/acer-e-enabling-data-center-inc
Acquia	https://cloudsecurityalliance.org/star/registry/acquia
Acronis	https://cloudsecurityalliance.org/star/registry/acronis-international-gmbh
Adobe	https://cloudsecurityalliance.org/star/registry/adobe
Akamai	https://cloudsecurityalliance.org/star/registry/akamai-technologies-inc
Alert Logic	https://cloudsecurityalliance.org/star/registry/alert-logic
Amazon Web Services	https://cloudsecurityalliance.org/star/registry/amazon
Anaplan	https://cloudsecurityalliance.org/star/registry/anaplan
Appian	https://cloudsecurityalliance.org/star/registry/appian
Apptio	https://cloudsecurityalliance.org/star/registry/apptio
Arista Networks	https://cloudsecurityalliance.org/star/registry/arista-networks
Aruba Networks	https://cloudsecurityalliance.org/star/registry/aruba-a-hpe-company
Attlasian	https://cloudsecurityalliance.org/star/registry/atlassian
Automation Anywhere	https://cloudsecurityalliance.org/star/registry/automation-anywhere
AvePoint	https://cloudsecurityalliance.org/star/registry/avepoint
BlackBox Hosting	https://cloudsecurityalliance.org/star/registry/blackbox-hosting
BMC Software	https://cloudsecurityalliance.org/star/registry/bmc-software
Box	https://cloudsecurityalliance.org/star/registry/box
CenturyLink	https://cloudsecurityalliance.org/star/registry/centurylink
Checkmarx	https://cloudsecurityalliance.org/star/registry/checkmarx
Cisco	https://cloudsecurityalliance.org/star/registry/cisco-systems
Citrix	https://cloudsecurityalliance.org/star/registry/citrix-sharefile
Confluent	https://cloudsecurityalliance.org/star/registry/confluent-inc
Cornerstone	https://cloudsecurityalliance.org/star/registry/cornerstone-ondemand
Crestron	https://cloudsecurityalliance.org/star/registry/crestron-electronics-inc
CyberArk	https://cloudsecurityalliance.org/star/registry/cyberark
CyberReason	https://cloudsecurityalliance.org/star/registry/cybereason-inc
Dell	https://cloudsecurityalliance.org/star/registry/dell-technologies
DocuSign	https://cloudsecurityalliance.org/star/registry/docusign-inc
Dropbox	https://cloudsecurityalliance.org/star/registry/dropbox-inc
Entrust Digital Security	https://cloudsecurityalliance.org/star/registry/entrust
ExtraHop	https://cloudsecurityalliance.org/star/registry/extrahop
Extreme Networks	https://cloudsecurityalliance.org/star/registry/extreme-networks
ForgeRock	https://cloudsecurityalliance.org/star/registry/forgerock-identity-cloud
Freshworks	https://cloudsecurityalliance.org/star/registry/freshworks-inc
Fujitsu	https://cloudsecurityalliance.org/star/registry/fujitsu-america-inc
Genesys	https://cloudsecurityalliance.org/star/registry/genesys-cloud-services
GitHub	https://cloudsecurityalliance.org/star/registry/github-inc
GitLab	https://cloudsecurityalliance.org/star/registry/gitlab
Google	https://cloudsecurityalliance.org/star/registry/google
HashiCorp	https://cloudsecurityalliance.org/star/registry/hashicorp-inc
Hazelcast	https://cloudsecurityalliance.org/star/registry/hazelcast
HID Global	https://cloudsecurityalliance.org/star/registry/hid-global
Hootsuite Media	https://cloudsecurityalliance.org/star/registry/hootsuite-media-inc
HPE	https://cloudsecurityalliance.org/star/registry/hewlett-packard-enterprise

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IBM	https://cloudsecurityalliance.org/star/registry/ibm-cloud
iBoss	https://cloudsecurityalliance.org/star/registry/iboss-inc
Infloblox	https://cloudsecurityalliance.org/star/registry/infoblox-inc
Informatica	https://cloudsecurityalliance.org/star/registry/informatica-software-italia
Ivanti	https://cloudsecurityalliance.org/star/registry/ivanti
Jamf Software	https://cloudsecurityalliance.org/star/registry/jamf
Jive	https://cloudsecurityalliance.org/star/registry/jive-software
Keeper	https://cloudsecurityalliance.org/star/registry/keeper-security-inc
Kony	https://cloudsecurityalliance.org/star/registry/kony-inc
Lookout	https://cloudsecurityalliance.org/star/registry/lookout-inc
McAfee	https://cloudsecurityalliance.org/star/registry/mcafee
Medallia	https://cloudsecurityalliance.org/star/registry/medallia-inc
Micro Focus	https://cloudsecurityalliance.org/star/registry/micro-focus-international-plc
Microsoft	https://cloudsecurityalliance.org/star/registry/microsoft
MicroStrategy	https://cloudsecurityalliance.org/star/registry/microstrategy
Mimecast	https://cloudsecurityalliance.org/star/registry/mimecast
MobileIron (Ivanti)	https://cloudsecurityalliance.org/star/registry/mobileiron-emm
MongoDB	https://cloudsecurityalliance.org/star/registry/mongodb
NetSkope	https://cloudsecurityalliance.org/star/registry/netskope
New Relic	https://cloudsecurityalliance.org/star/registry/new-relic
Nokia	https://cloudsecurityalliance.org/star/registry/nokia
Nuance	https://cloudsecurityalliance.org/star/registry/nuance-communications
Nutanix	https://cloudsecurityalliance.org/star/registry/nutanix-inc
Okta	https://cloudsecurityalliance.org/star/registry/okta-inc
OneLogin	https://cloudsecurityalliance.org/star/registry/onelogin-inc
OneStream	https://cloudsecurityalliance.org/star/registry/onestream-software
OutSystems	https://cloudsecurityalliance.org/star/registry/outsystems
Palo Alto Networks	https://cloudsecurityalliance.org/star/registry/palo-alto-networks
Ping Identity	https://cloudsecurityalliance.org/star/registry/ping-identity
ProofPoint	https://cloudsecurityalliance.org/star/registry/proofpoint-inc
Qualtrics	https://cloudsecurityalliance.org/star/registry/qualtrics
Qualys	https://cloudsecurityalliance.org/star/registry/qualys-inc
Red Hat	https://cloudsecurityalliance.org/star/registry/red-hat-openshift
RICOH	https://cloudsecurityalliance.org/star/registry/ricoh-hong-kong-limited
RSA Security	https://cloudsecurityalliance.org/star/registry/rsa-security-llc
SafeBreach	https://cloudsecurityalliance.org/star/registry/safebreach-inc
SailPoint	https://cloudsecurityalliance.org/star/registry/sailpoint-technologies
Salesforce	https://cloudsecurityalliance.org/star/registry/salesforce-com-inc
SAP NS2	https://cloudsecurityalliance.org/star/registry/sap
ServiceNow	https://cloudsecurityalliance.org/star/registry/servicenow
Slack Technologies	https://cloudsecurityalliance.org/star/registry/slack
STS International	https://cloudsecurityalliance.org/star/registry/sts-cloud
Sumo Logic	https://cloudsecurityalliance.org/star/registry/sumo-logic-inc
Symantec	https://cloudsecurityalliance.org/star/registry/symantec
Tableau	https://cloudsecurityalliance.org/star/registry/tableau-software
Tanium	https://cloudsecurityalliance.org/star/registry/tanium-inc
Tenable	https://cloudsecurityalliance.org/star/registry/tenable-inc
Teradici	https://cloudsecurityalliance.org/star/registry/teradici-corporation
Thales	https://cloudsecurityalliance.org/star/registry/thales-dis-cpl-canada-inc
Thycotic	https://cloudsecurityalliance.org/star/registry/thycotic-software
Twilio	https://cloudsecurityalliance.org/star/registry/twilio
Verizon	https://cloudsecurityalliance.org/star/registry/verizon-digital-media-services
Virtru Corporation	https://cloudsecurityalliance.org/star/registry/virtru
Virtustream	https://cloudsecurityalliance.org/star/registry/virtustream-inc
VMware	https://cloudsecurityalliance.org/star/registry/vmware-inc
Zendesk	https://cloudsecurityalliance.org/star/registry/zendesk
Zscaler	https://cloudsecurityalliance.org/star/registry/zscaler

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Private Cloud Infrastructure

Describe your capability and approach to providing private cloud environments to your Customers

MEG's Capability of Providing Private Cloud Infrastructure

We maintain a wide variety of skilled and experienced technologists who implement private cloud infrastructures. Our team has earned hundreds of certifications from Manufacturers such as AWS, Azure, Google, IBM, Oracle, Red Hat, and Adobe, to name a few. Per our Manufacturer's resale requirements, we must obtain these certifications to further our knowledge and capabilities of the products and maintain our rights to sell the products. In addition, we bring this knowledge and ability to our customer engagements.

Tenets of Private Cloud Infrastructure

Most private clouds are built on a virtualized infrastructure, but virtualization does not equate to a cloud. The critical aspects in developing a private cloud infrastructure include one or all the following components:

- **Virtualization.** The foundation of most clouds is a virtualized infrastructure. Virtualization has been in the data centers for several years, and virtualization provides the building blocks for the cloud environment.
- **Automation.** Reducing manual processes through automation allows IT organizations to become more nimble and agile. For example, allocating staff and resources to tasks that provide higher business value while automating routine and repeatable tasks.
- **Orchestration.** After achieving automation, orchestration takes agility to the next level by arranging and coordinating automated tasks into a consolidated process or workflow without requiring human intervention.
- **Self-Service Catalog.** Promoting infrastructure capabilities to business owners and application developers helps the enterprise recognize the benefits the cloud will provide the business. In addition, exposing the automation and orchestration tasks developed for the line of business and application owners in a user-friendly and easily accessible manner helps provide the ROI and realization of the cloud benefits.

We also promote using an Infrastructure as Code (IAC) which simplifies the adoption of a hybrid cloud when appropriate and reduces dependence on brand-name hardware or software. We employ infrastructure engineers capable of designing, installing, and managing data centers. IAC makes integrating 3rd--parties seamless, if necessary or required by a contract. Additionally, monitoring and maintaining the environment's configuration is significantly easier when standardized and automated with code. This enables us to manage thousands of servers remotely, exerting no more effort than managing one.

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MEG's Approach to Providing Private Cloud Infrastructure

Maximizing the value of private cloud infrastructure starts with recognizing the benefits of unifying IT and the business it supports. We not only tackle the technical elements (hardware, virtualization, automation, and orchestration) but also the business impacts.

Because customers may engage with us at any point in their cloud journey, our approach is flexible and agile. Our cloud framework starts with a cloud assessment. Then, we work with business stakeholders to understand their key drivers, evaluate the current IT state, and evaluate the organization's capacity to implement the foundational technologies of a private cloud. After the assessment, we better understand where our customer fits within our approach framework.

Our private cloud infrastructure approach consists of the following phases:

Phase 1: Develop or Refine Cloud Strategy. A cloud strategy clearly articulates the benefits, approach, and outcomes. During this phase, we seek to understand where the customer is in implementing their strategy and assist in moving it forward. In general, when helping customers develop or refine a private cloud strategy, we examine:

- **High-Level Business Case**. Have they described the benefits of the private cloud to the IT department and lines of business and the expected return on investment?
- **Cloud Architecture.** Has the customer defined cloud architecture, including PaaS, IaaS, and SaaS components? Have they identified and described security, backup, and disaster recovery requirements?
- **Technology Selection.** Have they defined the technology needed to implement the private cloud, such as converged infrastructure, automation tools, configuration tools, etc?
- **Monitoring and Management.** Has the customer determined how they will manage the private cloud and monitor its health and performance?.

Phase 2: Manage Business Process Change. Business process changes are expected and desired in a private cloud implementation. Has the customer managed and communicated this change across the organization?

Phase 3: Implement Private Cloud. Building a private cloud requires the right technology. Therefore, it is critical to set technology priorities based on an implementation plan and cloud strategy. We work with the customer during this phase to select and implement the right technologies to achieve their cloud objectives. At a general level, these technologies include:

- **Hardware, Security, and Storage.** Converged systems or commodity hardware? The right hardware, security, and storage platforms sets the foundation of a successful private cloud.
- **Virtualization Technology.** Whether OVM, VMware, or Red Hat, we work with the customer to select and implement the appropriate virtualization technology.
- **Automation Tools.** Implementing automation and orchestration tools such as Puppet, Chef, and Ansible to automate and orchestrate the various workflow processes.
- **Self-Service Provisioning Tools.** Implementing and using self-service tools for service catalogs and monitoring.

Phase 4: Manage Private Cloud. Monitoring a private cloud environment's end-to-end health and performance is essential for proper private cloud management. Without data collection and analytics, our customers will not have the information needed to measure the efficiencies or their success effectively. Therefore, an essential part of our approach is building a monitoring framework and implementing the necessary dashboards and reporting so that the IT department can view the performance and operation of the cloud.

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How Our Hardware OEMs and Software Publishers Are Relevant To Private Cloud Infrastructure

For each CIP your company is authorized to sell, please:

a) Specify how its solutions are relevant to private cloud infrastructure

The table below summarizes the depth and breadth of 283 private cloud infrastructure hardware OEMs and software publishers we are proposing.

Hardware OEM or Software Publisher	Description
Accelerated Concepts	Accelerated Concepts is a provider of secure, enterprise-grade cellular networking solutions
AccessData	AccessData develops digital forensics software for law enforcement and government agencies, including the Forensic Toolkit (FTK) Product.
AddOn Networks	AddOn Networks supplies optical connectivity solutions to financial, web 2.0/cloud, SMB, healthcare, and government customers.
Adesso	Adesso manufacturers optical transceivers and high-speed cabling.
ADLINK Technology	ADLINK builds and deploys Edge AI solutions to faster connect people, places, and things.
Agari	Agari protects brands and people from devastating phishing and socially engineered attacks.
Alfresco	Alfresco helps the public sector do more with less by phasing out paper, streamlining business processes, and leveraging the power of open source and cloud technologies.
AlienVault	AlienVault Open-Source Security Information and Event Management is an open-source security information and event management (SIEM) product.
Allied Telesis	Allied Telesis supplies IT networking equipment for enterprise customers and educational and government segments.
Allot	Allot supplies network intelligence and security solutions for communications service providers and enterprises
Allround Automations	Allround's PL/SQL Developer is an integrated development environment targeted at the development of stored program units for Oracle Databases
Altova	Altova XMLSpy is the world's best-selling JSON and XML editor for modeling, editing, transforming, and debugging related technologies.
Amer Networks	Amer is a manufacturer and global distributor of networking and security products.
Amulet Hotkey	Amulet Hotkey supplies best-in-class power, agility, and security for mission-critical and data-intensive workloads.
Anchore	Anchore develops open-source image inspection and scanning tools and complete container workflow solutions for highly regulated industries.
Antsle	Antsle enables developer-driven companies to deploy turnkey private cloud solutions.
Appgate	Appgate enables digital transformation with a security strategy that reduces risk, removes complexity, and instills confidence in a future-proofed security posture.
Apposite	Apposite's supplies network emulation solutions.
Apricorn	Apricorn develops secure storage innovations for data at rest.
Arbor Networks	Arbor Networks develops network security and network monitoring software.
Archer	Archer helps manage IT security risks by understanding asset criticality to business operations and combining those insights with actionable threat intelligence, vulnerability assessment results, and comprehensive workflows.
Arcserve	Arcserve is a provider of data protection, replication, and recovery solutions.
Arctic Wolf	Arctic Wolf provides security monitoring to detect and respond to cyber threats.
Area 1	Area 1 provides performance-based protection to stop phishing attacks.
Armis	Armis helps discover and secure managed, unmanaged, and IoT devices, including medical devices and industrial control systems.

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Array Networks	Array supplies application delivery and security solutions to maximize productivity, ensure always-on availability, optimize the end-user experience, and guard business infrastructure against attacks and data leakage.
Artisight	Artisight is an IoT sensor network that helps to improve organizational operations and financial performance.
Attivo	Attivo's ADAssessor provides continuous visibility to Active Directory vulnerabilities.
ATTO Technology	ATTO specializes in storage and network connectivity and infrastructure solutions for the most data-intensive computing environments.
Avaya	Avaya specializes in cloud communications and workstream collaboration solutions.
Avenu Insights & Analytics	Avenu helps public sector agencies establish better relationships with their communities making it easier for them to drive results for the citizens they serve.
AVG Technologies	AVG develops desktop and mobile cybersecurity, privacy, performance, and utility software applications.
Avocent	Avocent provides high performance, agility, and security and enables automation, management, monitoring, and control of devices.
Awareness Technologies	Awareness Technologies supplies security, monitoring, forensic, data loss prevention, productivity, and analytics solutions.
Axis	Axis enables a more intelligent and safer world by creating network solutions to improve security and find new ways of doing business.
Bamboo	Bamboo is a continuous integration server used to automate the release management for software applications, creating a continuous delivery pipeline.
Bastille	Bastille provides full visibility of mobile, wireless, and Internet of Things (IoT) devices inside an enterprise's corporate airspace.
Bayshore Networks	Bayshore Networks offers real-time protection solutions for IT, OT, and IoT networks and industrial control systems.
Beyond Trust	BeyondTrust solutions protect identities, stop threats, and deliver dynamic access to empower and secure a work-from-anywhere world.
Binary Defense	Binary Defense protects businesses through managed detection and response, security information and event management, threat hunting, and counterintelligence.
Bitdefender	Bitdefender develops threat prevention, detection, and response solutions.
Blancco	Blancco develops secure, compliant, and automated solutions that accelerate the transition to the circular economy.
Bluebeam	Bluebeam Revu supplies markup and collaboration technology that saves design and construction teams time and money.
BlueCat	BlueCat's Adaptive DNS is a dynamic, open, secure, scalable, and automated resource that helps adopt hybrid cloud and rapid application development.
CA Technologies	CA Technologies provides development, management, and security solutions.
Canonical	Canonical publishes Ubuntu, provides commercial services and solutions for Ubuntu
Canvas GFX	Canvas Envision is a visual communication and collaboration solution that uses 3D models to share and understand essential product information with speed, ease, and precision.
Catalogic Software	Catalogic provides intelligent data protection solutions for backup and recovery with ransomware data protection and recovery.
Cellebrite	Cellebrite helps public sector agencies to collect, review, analyze and manage digital data.
Centrify	Centrify provides privileged access management solutions that secure critical data, devices, code, and cloud infrastructure to help reduce risk, ensure compliance, and simplify security.
CertiPath	CertiPath enables high assurance credentials supporting role identities in network security.
Check Point Software	Check Point's solutions protect customers from 5th generation cyber-attacks with an industry leading catch rate of malware, ransomware, and advanced targeted threats.
Chef	Chef is a configuration management solution that automates infrastructure provisioning.
CipherTrace	CipherTrace delivers cryptocurrency AML compliance solutions.
CloudBees	The CloudBees Suite builds on emerging DevOps practices and continuous integration and delivery automation by adding a layer of governance, visibility, and insights necessary to achieve optimum efficiency and control new risks.

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CloudSaver	CloudSaver is a technology-enabled, managed service provider helping organizations understand and optimize their cloud infrastructure costs.
Cohesity	Cohesity simplifies how public sector organizations back up, manage, protect, and extract value from their data in the data center, at the edge, and in the cloud.
Cornelis Networks	Cornelis Networks provides fabrics for High-Performance Computing (HPC), High-Performance Data Analytics (HPDA), and AI.
Cortado	Cortado supplies a mobile device management solution, Cortado MDM, balancing user acceptance and security.
Cribl	Cribl provides visibility and control while maximizing value from existing tools, with consumption pricing accessible by all.
CrowdStrike	CrowdStrike provides endpoint protection using machine learning, behavioral analytics, and proactive threat hunting to stop all attack types while helping meet compliance requirements.
CTERA Networks	CTERA Networks combines NAS devices with cloud storage services to create a new class of storage solutions.
Cyxtera Cybersecurity	Cyxtera supplies cloud and hybrid cloud security and analytics products and services
DataCore Software	DataCore Software develops software-defined storage solutions.
Datadobi	Datadobi StorageMAP and DobiMigrate solutions manage heterogeneous unstructured storage and hybrid-cloud environments.
Dataguise	Dataguise supplies data privacy protection and compliance intelligence for sensitive data assets stored in Big Data and traditional repositories.
DataStor	DataStor is the leading specialist for holistic datacenter and cloud solutions and integrated cyber security technologies
DataWalk	DataWalk enables agencies to fuse, transform, access, visualize, analyze, and report on data quickly across many data silos, including structured and unstructured content, in a single enterprise solution.
Deluxe Marketing Suite	Deluxe Marketing Suite develops business applications and marketing tools to make it easy to create a website, get a custom domain and business email, launch social and email marketing campaigns, track analytics, and more.
Digital Guardian	Digital Guardian produces products designed to detect and stop malicious actions by users and malware on endpoints in corporate networks, servers, databases, and the cloud.
dinCloud	dinCloud helps organizations rapidly migrate their IT infrastructure to the cloud.
Dropmysite	Dropmysite is a cloud-based website backup and monitoring service that schedules automatic backups, monitors website uptime, etc.
Dtex	Dtex Systems uses user behavior intelligence to help enterprises detect cybersecurity threats without compromising privacy.
Dynatrace	Dynatrace helps optimize customer experiences, innovate faster and modernize IT operations with confidence.
Eclypsium	Eclypsium protects devices and supply chains by identifying, verifying, and fortifying firmware code throughout the enterprise.
EnterpriseDB	Delivered on-premises, in containers, and in the cloud, EDB provides PostgreSQL, products, services, and support that DevSecOps managers need to enable a wide range of applications.
Exabeam	Exabeam is a global cybersecurity leader that adds intelligence to every IT and security stack.
Exacq Technologies	Exacq develops and manufactures open architecture network video recording solutions for security surveillance applications.
ExaGrid	ExaGrid provides tiered backup storage with a unique disk-cache Landing Zone, long-term retention repository, and scale-out architecture.
Exinda	Exinda controls unsanctioned applications and ensures that sanctioned applications like Skype for Business, Office 365, and SharePoint perform reliably and consistently.
F5 Networks	F5 powers and secures applications through their entire lifecycle, ensuring that they are fast, available, and secure across any on-premises or multi-cloud environment
FalconStor Software	FalconStor secures, migrates, and protects data while reducing data storage and long-term retention costs.

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Famatech	Famatech's Remote Control Technology enables technicians to quickly provide optimal network management, remote support, and helpdesk services.
Fidelis	Fidelis helps protect the most sensitive data by offering deep session inspections, incident response services, network analysis, and endpoint detection and response.
Finisar	Finisar Corporation supplies high-speed voice, video, and data communications and fiber optic subsystems and components for networking, storage, wireless, and cable TV applications.
FireMon	FireMon delivers visibility and control across the entire IT landscape to automate policy changes, meet compliance standards, and minimize policy-related risk
Flashpoint	Flashpoint helps mitigate cybersecurity, fraud, insider, corporate, and physical security threats, executive protection, and 3rd-party risk.
Flexera Software	Flexera Software provides application usage management solutions
Fluidmesh Networks	Fluidmesh Networks is a hardware and software manufacturer of wireless point-to-point, wireless point-to-multipoint, and wireless mesh networks.
Fluke Electronics	Fluke Electronics supplies electronic test tools and software for measuring and condition monitoring.
Forescout	Forescout actively defends the Enterprise of Things by identifying, segmenting, and enforcing compliance of every connected thing.
Fortanix	Fortanix decouples security from infrastructure to secure sensitive data, wherever it may be found, across its entire life cycle, whether at rest, in motion, or in use.
Fortinet	Fortinet provides network and content security and secure access products that share intelligence and work together to form a cooperative fabric.
Freewave	FreeWave's products connect, control, and optimize remote machines and processes to impact intelligent decision-making, improve operational efficiencies and drive cost savings.
Garland Technology	Garland Technology supplies IT and OT network solutions.
GFI Software USA	GFI Software develops network management and performance, security, and collaboration applications.
Gigamon	Gigamon delivers unified network visibility and analytics on all data-in-transit.
Glasswall Solutions	Glasswall's d-FIRST provides organizations and government agencies protection against evasive, sophisticated cyber threats in files and documents.
Goldfinger Holdings	Goldfinger Holdings software solutions maximize the potential of teams working in Agile and DevSecOps-driven environments.
Grandstream	Grandstream Networks is a manufacturer of IP voice and video communications equipment, video surveillance, gateways and analog telephone adapters, and Asterisk-based IP-PBX appliances.
GroundWork	GroundWork combines the best-of-breed open-source tools and proprietary development to provide a unified IT monitoring solution.
Hillstone Networks Corp	Hillstone Networks' solutions provide visibility and intelligence to see comprehensively, thoroughly understand, and rapidly act against multilayer, multistage cyberthreats.
Idaptive	Idaptive develops and hosts access management solutions that integrate single-sign-on, multi-factor authentication, enterprise mobility management, and user behavior analytics.
Identiv	Identiv protects identities from malicious attacks, secures intellectual property, and drives IoT innovation.
IDERA	IDERA provides B2B database administration, application development, and test management software.
IGEL Software	IGEL provides an endpoint operating system designed for VDI, DaaS, and cloud workspaces.
Ilantus	Ilantus provides password management, single sign-on, user lifecycle management, and access governance software.
Illumio	Illumio provides visibility, segmentation, and control of all network communications across any data center or cloud.
Image API	Image API helps organizations simplify their complex paper-based processes.
Imperva	Imperva supplies security solutions that protect the information in the cloud and on-premises.
Indeni	Indeni's Cloudrail helps companies manage infrastructure-as-code security.

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Infor	Infor cloud team builds upon the world-class security provided by AWS, using best-practice protocols and practical safeguards that protect data.
Information Security Corp.	ISC designs standards-conforming conventional and public-key encryption and authentication software.
InfoSec Institute	InfoSec Institute supplies certification-based security awareness and phishing training.
Inseego	Inseego develops innovative device-to-cloud solutions enabling broader 5G coverage, multi-gigabit data speeds, low latency, and strong security.
Integra Optics	Integra Optics helps network engineers, designers and managers worldwide build out new fiber-optic networks, extend the value of their existing networks and maintain uptime.
Intel	Intel develops the microprocessors found in most of the world's personal computers.
IntelliFlash by DDN	DDN IntelliFlash flash storage provides a full-service intelligent storage infrastructure that autonomously optimizes SSD-to-HDD ratios and delivers scalable performance.
IntelliSite	IntelliSite brings the world together through AI-enabled IoT devices, DeepInsights visualization and analytics dashboards, and 5G and wireless connectivity, all supported by IntelliCare 24/7 event response and system health monitoring.
Intenda	Intenda provides a complete end-to-end data fabric to maximize the value of underlying data assets via a single virtual database.
Intermedia	Intermedia supplies unified communications, business email, VoIP, web/ video/ content sharing, identity, and security services.
Invicti Security	Invicti enables organizations to scan and secure web applications and APIs continuously.
Io-Tahoe	Data Automation by Io-Tahoe is AI-enabled software that executes repetitive data processes in an audited, controlled manner.
iOLAP	iOLAP is a big-data and advanced analytics consultancy.
IP Trade	IP Trade supplies unified communications and collaboration solutions for trading floor environments and command-and-control dispatch centers.
IronNet	IronNet's solutions use behavioral analytics, machine learning, and artificial intelligence techniques to help critical infrastructure detect unknown threats.
iTernity	iTernity develops software solutions for the protection of business-critical data.
Jama Software	Jama Software helps manage requirements, achieve complete traceability, and streamline business processes while meeting internal and external compliance needs.
Janes	Janes is an open-source intelligence organization focused on supplying the highest levels of foundational intelligence, operational data, and tactical knowledge.
Juniper Networks	Juniper develops and markets networking products, including routers, switches, network management software, network security products, and software-defined networking technology.
Kanguru Solutions	Kanguru Solutions supplies secure, encrypted USB solutions and portable data storage and duplicators.
Kemp Technologies	Kemp's MyInvenio provides a process mining solution to help organizations use AI-powered automation to streamline business processes.
Kerio Technologies	Kerio provides collaboration software and unified threat management.
Kion	Kion delivers visibility and control across all cloud environments to provision accounts, maintain financial management, and ensure compliance with security regulations.
Komprise	Komprise Intelligent Data Management manages growth across multi-vendor storage and clouds and unlocks data value.
Kubecost	Kubecost helps monitor and reduce Kubernetes costs while balancing cost, performance, and reliability.
Kudelski Security	Kudelski Security supplies intelligent, tailored cybersecurity solutions.
Liqid	Liqid's software disaggregates the server components in the datacenter—CPU, GPU, FPGA, NVMe, Optane, and NICs—and places them into resource pools.
Liquibase	Liquibase solutions make developers' lives better and deliver the automation capabilities technology executives need to remove database deployments as a barrier to delivering new application innovation.
Live VHD	Live Virtual Help Desk offers integrated service desk and server support services globally

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LiveVault	LiveVault delivers fully automated, turnkey backup over the Internet or a private network connection for uninterrupted remote data protection.
LogRhythm	LogRhythm, a leader in NextGen SIEM, empowers organizations to measurably reduce risk by rapidly detecting, responding to, and neutralizing cyber threats.
Loop1 Systems	Loop1 provides IT operations management specializing in the SolarWinds ITOM product offering and complementary solutions.
Macrium Software	Macrium Reflect provides comprehensive backup and DR solutions to protect valuable data and operating systems.
MadCap Software	MadCap Software is used for single-source, multi-channel authoring and publishing solutions, including multimedia and translation management.
Mandiant	Mandiant provides early threat insights through intelligence and response expertise for the highest-profile incidents.
Mellanox	Mellanox supplies Ethernet and InfiniBand network adapters, switches, and cables for servers and storage in cloud and enterprise data centers.
Milestone Systems	Milestone XProtect develops video management software.
MindPoint Group	MindPoint Group brings baseline modernization to commercial and public sector customers through certified and tested Ansible content.
Mirantis	Mirantis helps organizations ship code faster on public and private clouds.
Modius	Modius develops software that manages data center infrastructure and enables IT and facilities to manage mission-critical infrastructure as a single, dynamic system collaboratively.
Molex	Molex manufactures electronic, electrical, and fiber optic connectivity systems.
Monalytic	Monalytic delivers easily accessible, real-time IT operations and performance insights to businesses that do not have the internal technical staff or resources to do so
Monnit	Monnit is the leader in IoT remote monitoring solutions and wireless sensors.
Mosyle Corporation	Mosyle develops modern mobile device management solutions for Apple enterprise and education customers.
Motorola	Motorola Solutions is a global leader in public safety and enterprise security.
myDevices	myDevices helps deploy finished IoT plug-and-play solutions.
myInvenio	MyInvenio provides customers with a process mining solution to help organizations use AI-powered automation to streamline business processes.
N-able Technologies	N-able offers a full-featured tech stack with integrated monitoring, management, security, and ticketing.
NComputing	NComputing is a desktop virtualization company that manufactures hardware and software to create virtual desktops.
NEC	NEC is a multinational information technology and electronics corporation
Nerdio	Nerdio Manager automatically creates the necessary network connections, images, and provisioning policies based on the current AVD configuration.
NetAlly	NetAlly develops handheld network testing tools.
NetApp	NetApp is a hybrid cloud data services and data management company.
Netelligent (InterVision)	InterVision supplies IT solutions, infrastructure, and services for the private, hybrid, and public clouds.
NetFortris	NetFortris is an end-to-end managed services provider that offers fully managed network, cloud communications, and security solutions for businesses of all sizes and industries.
NETGEAR	NETGEAR provides networking, storage, and security solutions.
NetIQ	NetIQ is a software company offering proven solutions for identity, access, security, and data center management.
NETSCOUT	NETSCOUT's adaptive service intelligence technology continuously monitors the service delivery environment to identify performance issues and provide insight into network-based security threats.
NetX	NetX is an easy-to-use digital asset management system with a modern UI and hands-on onboarding services.

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New Day at Workspace	Workspace 365 allows you to use multiple applications with different underlying technologies inside a single user interface.
Nexenta	Nexenta develops open software-defined storage software solutions for hybrid and multi-cloud enterprise environments
Nexiona	Nexiona IOT software helps achieve operational and maintenance excellence.
Nitro Software	Nitro Pro is an application used to create, edit, sign, and secure Portable Document Format (PDF) files and digital documents.
Nlyte Software	Nlyte Software helps with planning, managing, and optimizing data centers.
Nomadesk	Nomadesk develops cloud software for sharing and synchronizing digital documents.
Novatel Wireless	Novatel delivers intelligent wireless solutions that simplify the Internet of Things (IoT).
Nyotron	Nyotron's PARANOID, the industry's first OS-Centric Positive Security, is a game-changing endpoint protection solution.
Omnitron Systems	Omnitron Systems designs and manufactures fiber optic connectivity products that enable the delivery of next-generation network services.
One Identity by Quest	One Identity helps organizations establish an identity-centric security strategy with identity governance and administration, AD account lifecycle management, and privileged access management solutions.
Opengear	Opengear offers network monitoring, data center, and IT infrastructure management solutions for secure remote access to critical systems.
OPSWAT	OPSWAT protects critical infrastructure by eliminating malware and zero-day attacks.
Overland-Tandberg	Overland-Tandberg supplies data storage and archive solutions.
Paessler AG	Paessler AG's PRTG is a network monitoring tool that helps ensure that computer systems are running smoothly and that no outages occur.
Panduit	Panduit Corporation manufactures cabinets, racks, cable ties, copper systems, fiber optic systems, grounding systems, identification and labeling systems, and installation tools.
Perch Security	Perch Security offers cybersecurity solutions focusing on detecting threat activity without costly equipment or analyst hours.
Perle Systems	Perle Systems develops and manufactures serial to Ethernet, fiber to Ethernet, I/O connectivity, and device networking equipment.
Piriform	Piriform develops cleaning and optimization tools for Microsoft Windows, macOS, and Android operating systems, including CCleaner, CCleaner Browser, Defraggler, Recuva, and Speccy.
Pivot 3	Pivot3 software simplifies the deployment and management of video infrastructure of any size or complexity.
Polycom	Polycom develops video, voice, and content collaboration and communication technology.
Polyverse	Polyverse develops technology to build diversity and uniqueness across multiple system dimensions, increasing the complexity and cost for attackers and stopping cybersecurity attacks before they start.
PremiumSoft CyberTech	PremiumSoft's Navicat is a fast, reliable, and affordable database administration tool that simplifies database management and reduces administration costs.
Promise Technology	Promise Technology develops high-performance storage solutions for the IoT, cloud, IT, video surveillance, and media markets.
Puppet	Puppet's products help discover, manage, and deliver applications and infrastructure.
QTS Datacenters	QTS supplies secure, compliant data center solutions, hybrid cloud, and fully managed services.
Quantum	Quantum delivers solutions that integrate disk, tape, replication, and encryption.
RackForce Networks	RackForce delivers cloud virtual machines, virtual data centers, cloud storage, and cloud backup.
Rackmount.IT	Rackmount.IT develops custom rack mount kits for desktop security appliances.
RadiantLogic	RadiantLogic's solution creates a solid identity foundation that speeds the success of initiatives, including single sign-on, M&A integrations, identity governance and administration, cloud directory deployments, hybrid and multi-cloud environments, customer identity, and access management, and more.

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Rapid7	Rapid7 supports DevSecOps by delivering shared visibility, analytics, and automation so that security, IT, and Development teams can work together more effectively.
Recorded Future	Recorded Future provides intelligence for enterprise security by combining persistent and pervasive automated data collection and analytics with human analysis.
Redgate	Redgate Software develops software solutions for compliant database DevSecOps.
Redis Labs	Redis sponsors an open-source in-memory NoSQL database of the same name and is the provider of Redis Enterprise software, cloud services, and tools for global companies.
Relayr	Relayr delivers IoT solutions for a risk-free digital transformation and supports equipment as a Service.
Resec Technologies	Resec provides a Zero Trust Prevention solution that eliminates all known and unknown file-based malware threats without compromising usability.
Retrospect	Retrospect supplies reliable backup and recovery tools.
RF Industries	RF Industries manufactures innovative interconnect products and complex cable assemblies across diversified, high-growth markets.
RingCentral	RingCentral provides business cloud communications and contact center solutions
Rockport Networks	Rockport's switchless networking is a power-efficient direct interconnect architecture that scales performance, improves security, and radically reduces costs.
Sangoma	Sangoma supplies value-based unified communications and UC-as-a-Service solutions.
SANS	SANS develops, maintains, and makes available, at no cost, the most extensive collection of research documents about various aspects of information security. In addition, it runs the Internet's early warning system, the Internet Storm Center.
Scale Computing	Scale Computing provides edge, virtualization, and hyper-converged computing.
Scooter Software	Scooter Software develops and markets Beyond Compare, a software utility for quickly and easily comparing files and folders.
Seagate	Seagate creates precision-engineered data storage technologies that deliver superior capacity, speed, safety, and performance.
Security Scorecard	Security Scorecard is the only provider of instant risk ratings that automatically map to vendor cybersecurity questionnaire responses, providing an accurate 360-degree view of risk.
SEH Technology	SEH is a manufacturer of high-quality network solutions.
Senetas	Senetas provides enterprise-wide security for remote workers and long-term protection of network transmitted data.
SEP Software	SEP offers a high-performance hybrid backup and disaster recovery solution.
ShoreTel	ShoreTel supplies unified communication products and services
SimpliVity	SimpliVity is an integrated system that has compute, storage, networking, and other data center services in a hyper-converged stack
SmartBear	SmartBear streamlines DevSecOps processes.
SmartOptics	SmartOptics supplies cost-effective, scalable optical networking solutions that are easy to manage for the new era of optical networking
Solarflare	Solarflare provides a comprehensive, integrated set of technologies for distributed, ultra-scale, software-defined datacenters.
SolarWinds	SolarWinds provides powerful and affordable IT management software to monitor and manage IT services, infrastructures, and applications, whether on-premises, in the cloud, or both.
Solodev	Solodev Cloud Services is an ecosystem of cloud and digital experience technologies – from containers to crypto, content to AI.
SonicWall	SonicWall provides a range of internet appliances directed at content control and network security.
Sotero	Sotero's data security platform secures data by encrypting data at rest, in motion, and in-use with virtually no latency or impact on user experience.
Spectrum	Spectrum supplies unified communication products and services.
StackRox	StackRox provides a Kubernetes-native container security solution to build, deploy, and run cloud-native applications securely.

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StarWind Software	StarWind Virtual SAN eliminates any need for shared physical storage by mirroring internal hard disks and flash between hypervisor servers.
StealthBits	StealthBits provides cybersecurity software that protects an organization's sensitive data and the credentials attackers use to steal that data.
SteelCloud	SteelCloud develops STIG & CIS policy remediation solutions for public sector customers and the systems integrators, consultants, and technology companies that support them.
StorageCraft Technology	StorageCraft Technology supplies backup, disaster recovery, and business continuity solutions for servers, desktops, and laptops.
SuperMicro	SuperMicro produces server, AI, storage, IoT, and switch systems, software, and advanced high-volume motherboard, power, and chassis products
SUSE	SUSE is a global leader in innovative, reliable, and enterprise-grade open-source solutions
Tailscale	Tailscale is a VPN service that makes devices and applications accessible anywhere, securely, and effortlessly.
Talari Networks	Talari Networks supplies software-defined WAN technology to centralize control and improve application performance
Tarmin	Tarmin provides data-defined storage solutions for consistent data management, storage, retention, security, search, and analytics across cloud and traditional storage infrastructure.
TechSmith	TechSmith solutions create and share images and videos for better training, tutorials, lessons, and everyday communication.
Telos	Telos provides cyber, cloud, and enterprise security to the public sector and other regulated markets.
Telovations	Telovations is a managed cloud service provider, offering hosted PBX, mobility, call center, and call analytics.
Tempered Networks	Tempered Networks' Airwall provides a more secure, easier to manage network infrastructure based on a zero-trust model or software-defined perimeter.
Tenda Technology	Tenda technology is a recognized leading supplier of networking devices and equipment.
ThreatLocker	ThreatLocker's Control Suite combines application whitelisting, ringfencing, storage control, and elevation control solutions to make security simple.
ThreatSTOP	ThreatSTOP provides cloud-based automated threat intelligence and protective DNS, converting threat data into enforcement policies and updating devices to prevent attacks.
TidalScale	TidalScale's software right-sizes servers on the fly to fit any data set or workload.
Tintri	Tintri supplies all-flash storage and software for virtualized workloads, so databases, virtual desktops, and DevOps workloads perform flawlessly.
TippingPoint	TippingPoint provides intrusion prevention to protect against a full range of threats.
TITUS	TITUS develops solutions that help organizations meet data identification, classification, and protection needs.
Tobias International	Tobias provides SolarWinds implementation, design, optimization services, and training.
Topaz Systems	Topaz Systems supplies electronic signature solutions.
Total Defense	Total Defense provides robust protection from evolving online threats.
Transition Networks	Transition Networks supplies scalable network integration solutions.
Trend Networks	Trend Networks develops test equipment, including cable certifiers, data cable testers, cable verifiers, cable qualifiers, fiber cable testers, active network testers, network transmission testers, PoE testers, CCTV testers, bandwidth testers, industrial ethernet testers, etc.
Tripp Lite	Tripp Lite supplies power protection and connects electrical devices.
Tripwire	Tripwire helps manage unauthorized changes, vulnerabilities, weaknesses, and drifts outside an organization's security policy.
Trustwave	Trustwave develops managed security services and managed detection and response.
Tufin	Tufin Orchestration Suite reduces the attack surface and meets the need for greater visibility into secure and reliable application connectivity.
Turbonomic	Turbonomic develops software to assure application performance and governance by dynamically resourcing applications across hybrid and multi-cloud environments.
Ubiqube	UBiqube streamlines system integration and process automation for digital infrastructure.

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Uptake	Uptake builds technology that equips people with actionable insights, empowering them to solve challenging problems and create a world that works for everyone.
UVnetworks	UVnetworks provides simple solutions that help IT administrators identify, track, and troubleshoot their IT infrastructure.
Vandyke Software	VanDyke Software creates exceptional value by blending innovative software development methods, close customer relationships, and expert customer service.
Veeam	Veeam develops backup, disaster recovery, and modern data protection software for virtual, physical, and multi-cloud infrastructures.
Venafi	Venafi helps find, fix and manage machine identities wherever they exist to provide security across the extended enterprise network.
VeraCode	VeraCode is a leading AppSec partner for creating secure software, reducing security breach risk, and increasing the productivity of security and development teams.
Veritas	Veritas storage and resiliency solutions manage and protect applications and information in a multi-vendor, hybrid cloud.
Viavi	VIAVI provides network performance monitoring and diagnostics that measure, quantify, and report on relevant metrics related to all IT resources.
Violin	VIOLIN produces flash array storage.
VIPRE Security	VIPRE develops cybersecurity products focused on endpoint and email security and advanced threat intelligence applications.
Virtual Iron Software	Virtual Iron develops enterprise-class software solutions for server virtualization and virtual infrastructure management.
VXL	VXL manufacturers thin-, zero- and cloud-client devices.
Wasabi Technologies	Wasabi hot cloud storage supplies fast to write, low-cost, and reliable cloud storage.
WatchGuard	WatchGuard Technologies provides network security, endpoint security, secure Wi-Fi, multi-factor authentication, and network intelligence solutions.
Waterfall	Waterfall Security's patented Unidirectional Security Gateway enables safe and reliable IT/OT integration, data sharing, cloud services, and required connectivity.
Webroot	Webroot provides endpoint protection, network protection, and security awareness training solutions.
West Tech Solutions	Wes Tech is an MSP helping businesses navigate today's intricate IT landscape safely and securely.
Western Digital	Western Digital creates precision-engineered data storage technologies that deliver superior capacity, speed, safety, and performance.
White Canyon Software	White Canyon's WipeDrive permanently and securely erases data from hard drives, removable media, and mobile devices in a cost-effective, secure, and socially responsible way.
Yubico	Yubico's YubiKey is a hardware authentication device protecting access to computers, networks, and online services.
Zerospam Security	Zerospam helps organizations automatically detect harmful links and quarantine email messages for future reference.
Zeva	Zeva develops Identity Management and PKI Data Encryption software.
Zyxel	Zyxel is a manufacturer of networking devices.

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Proof of Authorization to Resell Private Cloud Infrastructure

For each CIP your company is authorized to sell, please:

b) Provide proof of your company's authorization to resell

- *Proof of authorization to resell may come from either the CIP or an authorized distribution channel*

Please find a copy of our Distributor's Authorizations and Line Cards in Tab 7 – MEG Attachments. Line Cards represent the full line of products and services we intend to make available to Participating Public Agencies.

Cloud Application – Describe your capability and approach to:

Describe your capability and approach to:

a) Modernizing and migrating legacy applications to run on Customer clouds

Organizations of all sizes are coping with the complexity, cost, and risk around virtualization permutations of cloud computing layers. As choices increase across layers in the stack—applications, management, virtualization, containerization, servers, storage, networking—the complexity of planning, implementation, and management increases exponentially. In addition, application modernization, transition, hosting, and related security requirements further increase complexity. As a result, organizations have a variety of ways to simplify, standardize, increase efficiency, and reduce risk when expanding a cloud computing model. Techniques range from standardizing on components of a layered stack, moving to a converged infrastructure, or simply asking the CSP to keep things in check against their needs and requirements.

But while there many approaches to moving to the cloud, *adopting* it requires more than just revising IT policies and procedures and moving workloads to a new location. So to help facilitate our customers' *adoption* of the cloud, we:

- Employ a **Cloud Maturity Continuum** to assess our customers' cloud desire and readiness.
- Provide **Cloud Adoption Perspectives** on the fundamental changes cloud computing places on people, processes, and plans—both inside and outside IT.
- Develop **High-Level Cloud Migration Strategies** using our **Cloud Modernization Model** to evaluate cloud use cases and prioritize application and project portfolios.
- Evaluate migration options (aka *6Rs*) for individual applications when **Modernizing and Migrating Legacy Applications to the Cloud.**
- Follow an **Agile Methodology for Migrating, Deploying, or Developing Applications** to improve quality and increase visibility while reducing risks and costs.
- Integrate our delivery practices into our customers' **DevSecOps** methodologies to produce rapid, frequent, and more reliable solutions without disrupting other services.
- Leverage automation and orchestration tools like Dockers, Puppet, Ansible, Chef, and Terraform.

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MEG's Cloud Maturity Continuum

To provide cloud solutions that produce the best outcomes for our customers, we pinpoint where an organization sits in our cloud maturity continuum. This model helps organizations develop an effective strategy for their cloud adoption based on their cloud maturity. The continuum defines characteristics that determine the stage of maturity, isolates transformation activities that must be completed to move to the next stage, and outcomes achieved across four stages of organizational maturity, including project, foundation, migration, and optimization. By assessing the customer's cloud appetite and readiness, we understand our customers' challenges in adopting or furthering their use of cloud solutions. The whole organization must transform and adopt it to fully benefit from the cloud. Because this transformation can be complicated, we can assist organizations in maturing their use of cloud services through various organizational perspectives.

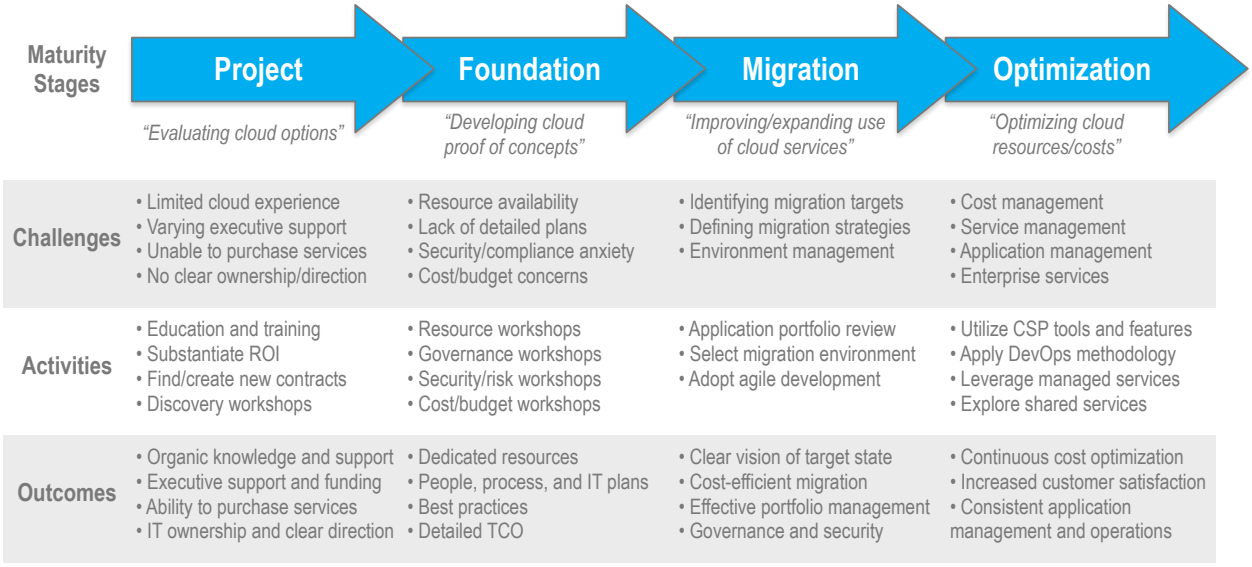

Figure 1 – MEG's Cloud Maturity Continuum.

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MEG's Cloud Adoption Perspectives

Cloud computing promises increased flexibility, business agility, and potentially lowers costs. However, adopting the cloud changes how organizations obtain, use, and manage IT and how they budget and pay for technology services. To realize its benefits, organizations must identify and address gaps in their processes and staff—and apply governance and structure to maximize business value and minimize business risks. To successfully incorporate cloud computing, we help our customers tackle the fundamental changes necessary to processes and staff competency—both inside and outside of IT—by assessing the areas described below.

Perspective	Description of What We Do
Business Evaluation	Help to ensure IT is aligned with business needs and that IT investments can be traced to demonstrable results. This includes considering the new cloud services consumption model, accurately quantifying, and evaluating the benefits of IT investments, and identifying and eliminating preconceived financial and technical constraints on business agility.
Roles and Responsibilities	Update staff skills and organizational processes to optimize and maintain the workforce. This includes projecting personnel needs to ensure competencies are in place at the right time, appropriately incentivizing employees, developing realistic and obtainable career paths, ensuring knowledge and skills align to organizational policies, and managing the impact of business and cultural change related to cloud adoption.
Cloud Governance	Align IT strategy and goals with those of the organization. Help decide cloud-eligibility for workloads and prioritizing the move to cloud services, assessing capability to manage related projects and complete them on time and budget. Identifying, adding, and mapping cloud-centric KPIs to successful business outcomes. Making changes to the procurement, distribution, and management IT systems, services, and software licenses and support.
Platform, Architecture and Applications	Update the staff skills and organizational processes necessary to deliver and optimize cloud solutions and services. This includes understanding and communicating the structure and design of all types of cloud architectures—to correctly provision compute, network, storage, and database services and develop architecture standards and the capability to integrate and deploy applications continuously.
Security	Selecting and implementing security controls, including, but not limited to, identity and access management, logging and auditing, infrastructure protection, data security, incident response, compliance with regulatory requirements and industry standards (i.e., ISO, FedRAMP, SOC, HIPAA, FERPA, GLBA, IRS 1075, etc.)
Operations	Ensuring overall system health and reliability, including monitoring service and application performance, provisioning/de-provisioning services, managing system changes and releases, reporting and analytics, business continuity and disaster recovery, and defining and managing internal service level agreements.

MEG's High-Level Cloud Migration Strategy

Migrating legacy workloads to or developing new applications in the cloud isn't new—justifying the benefits of the new systems, assessing gaps in the existing systems, planning, coding, testing, deploying, etc. Nevertheless, the enormity of change required can prove intimidating.

We help our customers navigate migration complexity by evaluating their opportunities and prioritizing workload portfolios. Whether because of a compelling condition or simple gut instinct, successful migration begins when its value is quantified, qualified, and communicated to all stakeholders. In this early phase, we help organizations justify the migration's projected business and financial value. Then, as migration targets are justified, they are placed into a portfolio and evaluated against technical dynamics such as legacy architectures, relationships, dependencies, target environments, licensing requirements (and constraints), and other factors to determine where target workloads are found on a migration complexity/risk continuum.

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With various CSPs available in the marketplace, finding the best fit for workloads can be difficult. We can supply cloud brokering services that present the business and technical pros and cons of various providers and make a recommendation for the optimum location.

Once completed, migration efforts move to the application level.

Migration Strategies: The 6Rs

In June 2011, Gartner identified five ways to migrate applications to the cloud: *rehost, refactor, revise, rebuild, and replace*. Since then, a sixth migration option, *retain,* was brought into the cloud lexicon and is now commonly referred to as the *6Rs* described below. We can support all these migration paths and integrate various ones for a complete enterprise IT modernization that takes advantage of the power of a hybrid cloud environment.

Migration Choice	Description of What We Do
Retire	In some cases, after inventorying an organization's IT portfolio, specific applications are found to have extended past their useful life and are decommissioned.
Retain	After analyzing an organization's IT portfolio, there may be reasons to keep an application where it is—perhaps it has been upgraded recently, or the ROI for migration isn't as great as other available priorities.
Rehosting	Known as *lift-and-shift*, rehosting efforts focus on redeploying an application from its legacy hardware environment to a similar cloud-based environment—changing only the application's infrastructure configuration. Rehosting is the most common migration strategy because an application can be migrated quickly. However, the primary advantage of IaaS—migrating systems rapidly without modifying their architecture—can be a disadvantage as the scalability and automation of IaaS might not be realized.
Replatforming	Perhaps better described as *lift, alter, and shift*, replatforming is like rehosting tries to take advantage of as-a-service solutions. For example, reducing costs associated with managing and purchasing a database by replacing it with a PaaS service that takes on administrative functions like backing up and patching allows administrators to focus on business functionality. Similarly, legacy analytics software can be replaced by cloud-based analytics.
Repurchasing	Focuses on replacing one or more existing applications with a commercial SaaS solution. For instance, replacing a proprietary, in-house CRM system with Salesforce.com or NetSuite CRM. While this option avoids investing in a full-scale development team and lays, in some cases, more desirable responsibility at the feet of business units, the resulting system can, if not carefully implemented, be prone to inconsistent data, unfamiliar semantics, data access issues, and CSP lock-in.
Refactoring	Efforts focus on rethinking how an application is architected and developed using proprietary CSP features, motivated by a need to add features, stability, scalability, or performance absent from the current environment. Advantages include reusing the investments in software, frameworks, containers, and strategic code, although capabilities may be missed and CSP lock-in presents a risk. Refactoring efforts range from the simple (increasing performance, scalability through cloud services) to the complex (re-architecting for a specific CSP or a total application rewrite integrating multiple clouds).

Our path for migrating and deploying applications to the cloud combines an application of the cloud maturity continuum, cloud modernization model, and the *6Rs* to our customer's deployment pipeline. The illustration below shows our decision tree for planning application migration and deployments—whether the targets are legacy or *off-the-shelf* applications.

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MEG's Cloud Modernization Model

We are confident cloud adoption occurs across the entire cloud modernization lifecycle. Illustrated below, our cloud modernization model balances the complexity of choice with best-in-class standard tools from our trusted Manufacturers. This normalized method joins our strong partnerships, our experience with process and technology, and public sector, K-12, and higher education customer history. We take a full life cycle approach to assist with cloud adoption, including workload assessment, security requirements, documentation, modernization, virtualization, technical engineering, migration scheduling, business process alignment, data preparation, interface transition planning, training, service transition planning, and full migration planning and support (cutover, back out, and go-live).

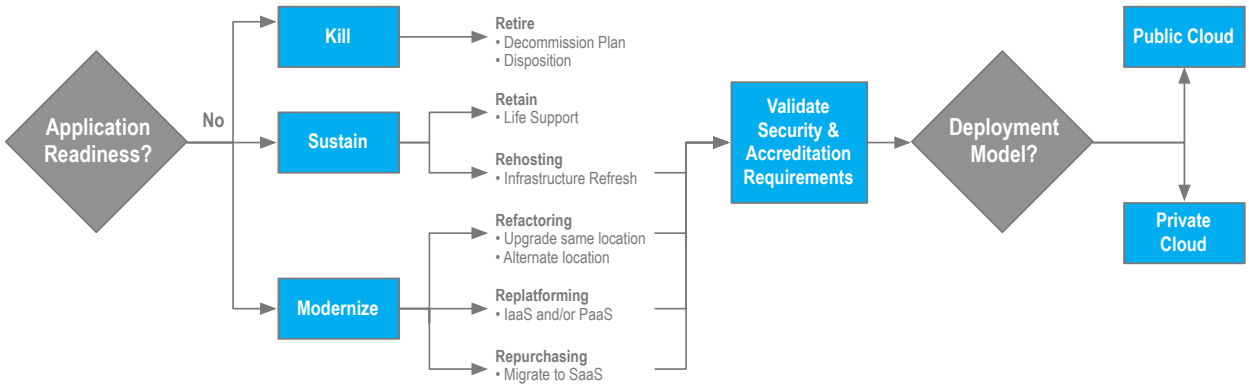

Figure 2 – MEG's Application Migration Decision Tree

As CSPs continue to roll out innovative tools to make cloud computing more economically viable, organizations must still align the correct solution for the specific use case. In complex environments, upgrades and changes can have unforeseen implications through the entire computing stack—especially when migrating on-premise solutions to the cloud. Modernization projects in complex, business-critical environments require expert planning and consideration of all related components.

As organizations migrate legacy applications to the cloud, it is crucial to determine which cloud model best supports the application. In some cases, it makes sense to use a private cloud deployment and public cloud or hybrid cloud deployment models. It also makes sense to pick the right cloud service for its initiatives. Sometimes a niche SaaS solution provides the best overall value. Other times a robust and proven IaaS proves a better choice. As a result, many of our customers are finding a handful of CSPs offering integrated solutions up and down the service layers, from cloud storage in IaaS to analytics and middleware in PaaS to Human Capital Management (HCM), Customer Experience (CX), Enterprise Performance Management (EPM), Supply Chain Management (SCM), and Enterprise Resource Planning (ERP) in the SaaS layer.

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We help customers determine which applications are suited for replacement with SaaS offering, which may require re-architecting or recoding in a PaaS model, or a *lift and shift* of a mission-critical legacy application to IaaS. Additionally, we identify and mitigate potential risk areas to ensure business continuity during and after the modernization and avoid interoperability issues.

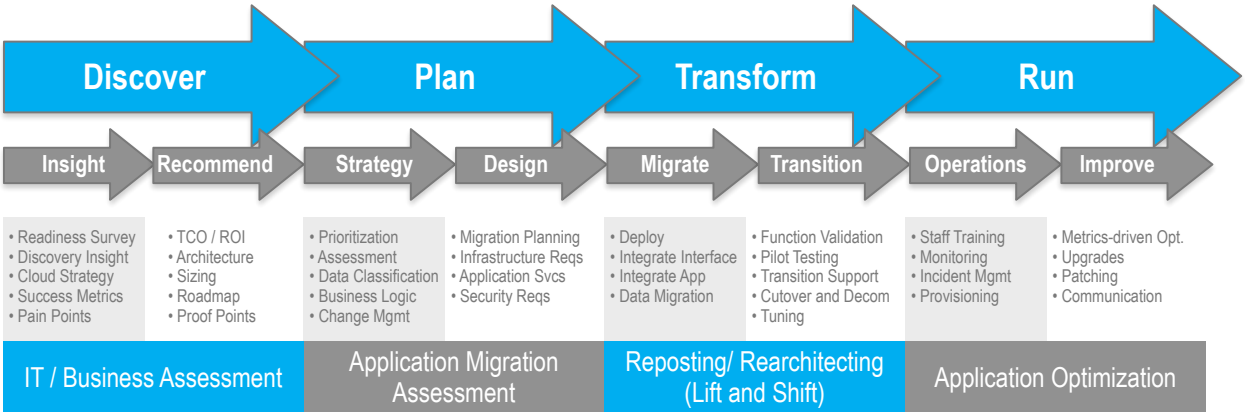

Figure 3 – MEG's Cloud Modernization Model.

To better help organizations, we employ MEG's Cloud Modernization Model to walk customers through analyzing current business and IT environments to derive a cloud strategy in direct alignment with business objectives. Through this, an organization can gain:

- A profound analysis of the cloud modernization project's potential implications and options.
- Guidance on the optimal approach to achieve their goals.
- Accelerated adoption of their unique cloud strategy.

While the power of the cloud can eliminate many challenges, we understand that cloud migration can be intimidating at the same time. Therefore, our implementation and support services help organizations navigate which cloud deployment model best fits each application and organization's modernization effort.

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Agile Methodology for Migrating, Deploying, or Developing Applications

Describe your capability and approach to:

b) Developing and deploying new applications to run on Customer clouds

We have adopted an Agile approach incorporating the principles of *Scrum* and *Kanban* to support the fast-paced and dynamic nature of our public sector customers' IT initiatives.

- **Scrum.** A team approach adheres to the core values of agile project management, emphasizing continuous improvement, scope flexibility, team input, and delivering quality products.
- **Kanban.** A lean, visual-based work management technique identifies the amount of unfinished work in progress—including bottlenecks and queues—to analyze and improve the quality and flow of work.

The Agile approach differs significantly from the traditional, undeviating waterfall methodology. Agile treats these phases as continuous activities rather than complete discrete analysis, design, coding, and testing phases in a linear fashion. The benefits of our agile approach are significant:

- ✓ **Improved quality.** Testing begins on day one.
- ✓ **Increased visibility.** Project features are released continuously.
- ✓ **Reduced risk.** Feedback is provided early and often.
- ✓ **Reduced costs.** Changes can be incorporated at any time.

The central element of our process is the Scrum Team, a small group usually of fewer than ten people. Our project manager (or ScrumMaster) ensures the team abides by our agile principles, follows our processes, and removes impediments to facilitate team productivity. All our agile projects share the same eight core principles described below.

Agile Principle	Description
Customer Collaboration	Partnering with customers to identify and deliver what matters most
Adapting to Change	A core tenant of the Agile *movement*, planning for, and responding to, changes based on priority and value
Lean Thinking	Focus on the big picture, minimizing waste and amplifying learning
Transparency	Integrating stakeholders into the process with open and proactive communication across organizational boundaries minimizes surprises
Continuous Improvement	Evolving the product and process as part of iterative planning and delivery.
Results-oriented	Early and frequent delivery of tangible benefits
Execution Excellence	Investing time in quality and architecture to avoid rework and technical debt
Security and Reliability	Building integrity into IT systems and safeguarding customer data and intellectual property.

Scrum Process

Our Scrum process ensures we develop the right solutions for our customers' requirements within their budgets and timelines. Our resources are highly-trained and certified Project Management Professionals (PMPs), ScrumMasters, and technology experts—experienced in applying agile methods for success in wide-ranging scenarios and environments.

Assigned to the Scrum Team is the Product Owner, the person who represents the interest of the customer's Stakeholders—the ones who have the requirements and for whom the team is developing software—and provides the vision, direction, and prioritization of the work product being delivered by the team.

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As illustrated on the next page, a prioritized list of features, requirements, and other deliverables called a Product Backlog governs our Scrum Team's work. The Product Backlog helps the team break down the product into smaller, more manageable pieces and build it incrementally in a series of short periods (typically 1-4 weeks) called Sprints. Sprints are planned by the team, pulling a small chunk of items from the top of the Product Backlog to create a Sprint Backlog, and then deciding how to complete those items during the upcoming Sprint.

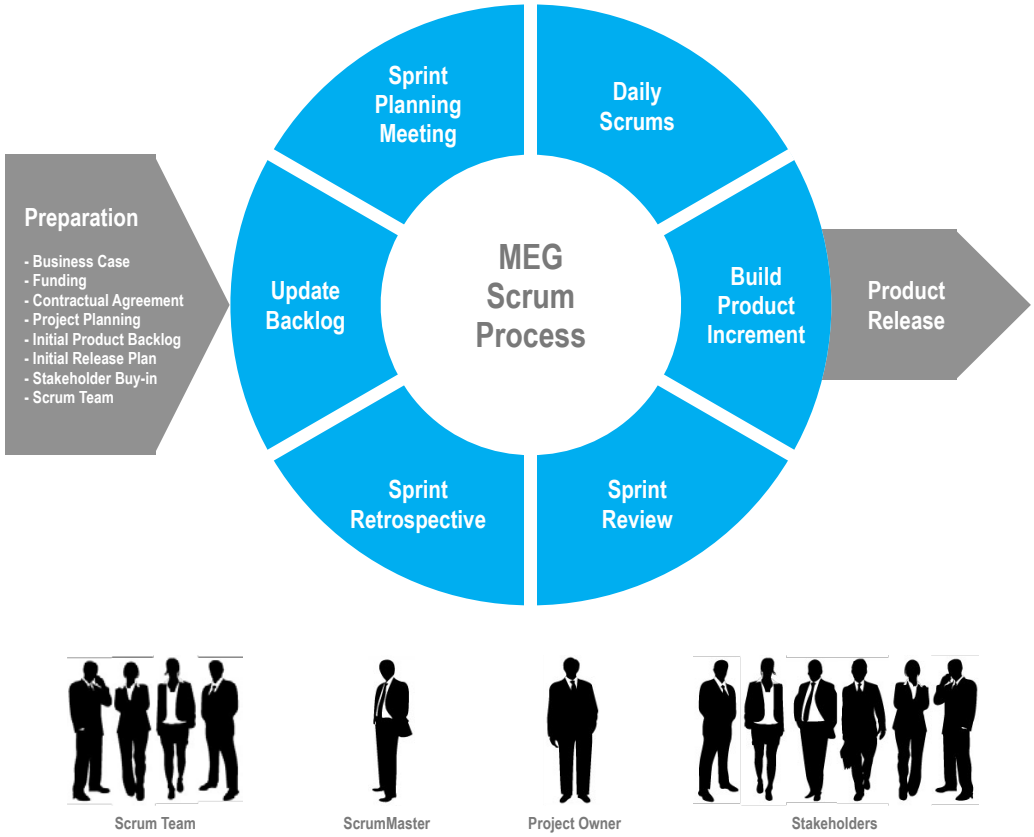

Figure 4 – MEG's Scrum Process

During a Sprint, the team meets in a Daily Scrum to assess progress and make necessary adjustments. Towards the end of a Sprint, the Scrum Team delivers the product to the customer. Sprints conclude with a Sprint Review and a Sprint Retrospective of the team's work process, relationships, tools, and overall performance. If necessary, the Product Backlog is updated based on the Sprint Retrospective and any changes deemed necessary by the Stakeholders. Once the Sprint is complete, the team chooses another chunk from the Product Backlog, and another Sprint is planned and executed.

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DevSecOps

DevSecOps (**Dev**elopment, **Sec**urity, and **Op**eration**s**) is an application lifecycle management approach where an agile and collaborative relationship between software developers and IT operations staff produces rapid, frequent, and more reliable and secure software releases without disrupting other services. In many organizations, quality assurance, security, and even compliance and regulatory oversight teams are more tightly integrated with development and operations and throughout the application lifecycle.

However, there is no single DevSecOps topology that fits all organizations. Factors such as the organization's product set, environment, and managerial structure—even the strength and effectiveness of leadership and the business culture—all impact how and how well an organization implements DevSecOps. For instance, one organization may have the strength of leadership and culture to ensure collaboration between software developers and IT operations staff, while another may have a single group that shares both development and operational responsibilities. Early adopters of cloud computing may have even adopted IaaS or outsourced its IT operations.

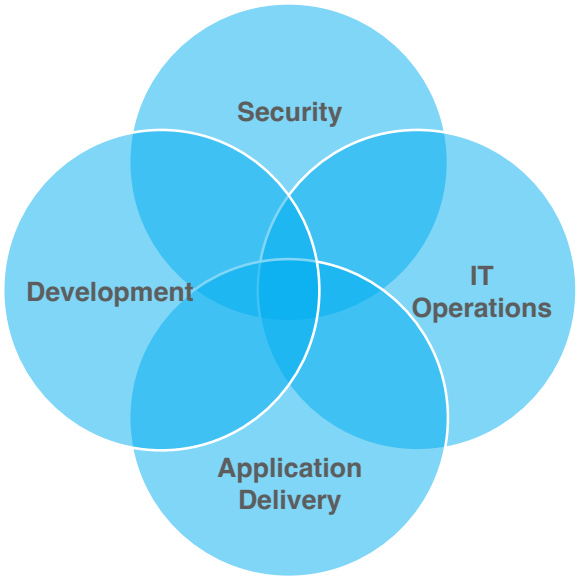

Figure 5 – DevSecOps. An approach to culture, automation, and platform design integrates security as a shared responsibility throughout the entire IT lifecycle for delivering applications.

Often, an organization's developers are ready to implement a more agile methodology well before the operations teams are prepared to meet the development release cycles. In these cases, we can provide the training and resources necessary to transform the delivery part of the equation and release the power of a true DevSecOps solution.

We integrate our delivery practices into our customers' DevSecOps methodologies to support their objectives of increasing the frequency and accuracy of new releases and driving down associated costs. A critical factor in meeting these objectives is employing tools—offered natively through the CSPs and by 3rd-party software publishers such as Red Hat, HashiCorp, Docker, and others—to manage the complexity of operations. We employ such tools to provision infrastructure automatically, manage configurations, mechanically deploy new releases, manage logs, secure the environment, and monitor and optimize overall performance for our customers.

Breaking monolithic applications into *microservices* is a best practice for DevSecOps teams, where teams of 6-8 developers each focus on a different aspect of the overall solution. We can provide project management to ensure security and data integrity governance and manage the infrastructure each microservice is deployed to. This embodies the quality assurance, management, and administration aspects of DevSecOps that are not usually planned for as organizations seek more of a continuous delivery paradigm. We can coordinate and deliver on the complete DevSecOps lifecycle.

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Managed Cloud Services

Describe your capability and approach to managing cloud services to Customer running solutions on public and/or private clouds

The promise of the cloud—being able to run workloads where it makes the most sense from a cost, performance, or functionality perspective—has become something of an oxymoron in today's multi-cloud environments. In practice, IT teams deal with even more complexity in managing costs, governance, portability, interoperability, performance, security, compliance, availability and reliability, and data sovereignty.

A managed cloud services provider can help with that—by having a team of experts who will update, upgrade, monitor, manage, and protect systems around the clock—ensuring that IT teams get what they expect from their chosen cloud solutions. In addition, IT teams can focus more resources on aligning IT solutions to business objectives by outsourcing activities prioritizing business continuity, minimal downtime, or simply addressing technical shortcomings.

Capabilities and Approach to Managing Cloud Services

Our approach is simple; we offer a comprehensive set of managed cloud services our customers want, delivered reliably and predictably, so they can forecast operational capabilities and costs months in advance. The table below summarizes our managed cloud services offered to customers running public, private, or hybrid cloud environments.

Managed Cloud Service	Description
Core Service Management	Supplying around-the-clock patch, upgrade, and incident management and resolution while adhering to standard or customer-defined service levels.
Infrastructure and Performance Management	Planning, designing, provisioning, and proactively managing and enhancing cloud connectivity and computing environments.
Cybersecurity and Business Continuity	Proactive threat avoidance by planning, designing, and deploying security configurations, processes, and policies and implementing disaster recovery plans.
Application Platform Management Services	Planning, designing, provisioning, and proactively managing frameworks to build, test, deploy, and scale applications such as operating systems, databases, middleware, analytics, and development platforms.
Application Automation and DevSecOps	Rapidly deploying solutions to solve customers' dynamic business needs.
Optimization and Transparency	Providing a holistic view into the customer's cloud environment, including usage statistics to optimize consumption and forecast future spend.

Services - Describe any additional cloud services

Additional Cloud Services: Managing Service Delivery

Agile and DevSecOps work together to eliminate silos, promoting collaboration and teamwork, and providing better, faster delivery when developing technical solutions. To ensure overall customer engagement success, we have developed a quality program that embraces an industry-standard delivery methodology and a globally recognized quality management system to deploy and manage our technical resources.

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MEG's Approach to Overall Customer Engagement Success

- **Individual Certifications.** Our customers expect our cloud resources to have Vendor certifications from AWS, Microsoft, IBM, Google, Oracle, and Red Hat, among many others. In addition, nearly all our consultants hold additional, non-technical certifications relevant to their roles—CISSP, CompTIA Security +, Scrum, CISA, CEGIT, CMM, CMII, CMMI, BPM, ITIL v3, and Six Sigma, among many others.
- **Professional Services Delivery Methodology.** We assign a PMP-certified Project Manager (PM) to every professional or managed services engagement to ensure we deliver projects on time, within budget, and following the best practices as codified by the Project Management Institute's (PMI) *A Guide to the Project Management Body of Knowledge (PMBOK® Guide)*
- **Quality Management System.** We do not deliver projects any other way because the entire scope of our PMBOK-based delivery methodology adheres to our independently audited Quality Management System—which is registered to the ISO 9001:2015 standard.
- **Managed Services Delivery Methodology**. We design, develop, and deliver our managed services using the Information Technology Infrastructure Library (ITIL) framework. ITIL is a set of detailed practices for IT activities such as service management and IT asset management, focusing on aligning IT services with the needs of our customers. Our framework adheres to ISO/IEC 20000-1 requirements and will be audited and certified to the standard in early May 2022.

Delivery Methodology (Project Management Body of Knowledge)

PMI states *"global standards provide guidelines, rules, and characteristics for project, program and portfolio management. These standards are widely accepted. When consistently applied, they help you and your organization achieve professional excellence."* PMI structures project management using knowledge areas (what PMs need to *know*) and Process Groups (what PMs *do*).

The PMBOK Knowledge Areas are establish project management practices—comprised of 47 different processes organized into ten by separate and distinct capacities described below.

Knowledge Area	Description
Integration Management	Processes and activities to identify, define, combine, unify, and coordinate various processes and project management activities within the process groups.
Scope Management	Processes required to ensure that the project includes all the work required, and only the work required, to complete the project successfully.
Time Management	Processes required to manage the timely completion of the project.
Cost Management	Processes involved in planning, estimating, budgeting, financing, funding, managing, and controlling costs to complete the project within the approved budget.
Quality Management	Processes and activities of the organization that determine quality policies, objectives, and responsibilities so the project will satisfy the needs for which it was undertaken.
Resource Management	Processes that organize, manage, and lead the project team.
Communications Management	Processes that are required to ensure timely and appropriate planning, collection, creation, distribution, storage, retrieval, management, control, monitoring, and the ultimate disposition of project information.
Risk Management	Processes of conducting risk management planning, identification, analysis, response planning, and controlling risk on a project.
Procurement Management	Processes to purchase or acquire products, services, or results needed from outside the project team. Processes include Procurement Planning, Solicitation Planning, Solicitation, Source Selection, Contract Administration, and Contract Closeout.
Stakeholder Management	Processes are required to identify all people or organizations impacted by the project, analyze stakeholder expectations and impact, and develop appropriate management strategies for effectively engaging stakeholders in project decisions and execution.

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The PMBOK Process Groups allow PMs to perform project management work using the same general steps on any project type and industry described below.

Process Group	Description
Initiating	Processes that help define new work—either an entirely new project or just a phase about to begin—to ensure PMs have authority to proceed.
Planning	Processes that help define objectives and scope out the—encompassing all planning and scheduling tasks.
Executing	Processes used as the project team carries out project tasks. This is the 'delivery' part of project management, where the main activity happens, and the project team creates the products.
Monitoring and Controlling	These processes enable PMs to track work being done and review and report on it. They also govern what happens when the project is not following the agreed-upon plan, so change management falls into this Process Group.
Closing	Finally, these processes let PMs finalize all the tasks in the other Groups as the project or phase nears completion.

Quality Management System (ISO 9001:2015)

Our quality management certification demonstrates our organization's commitment to quality assurance, control, and management. Our Quality Management System (QMS) was designed around widely-recognized industry standards and covers all aspects of our services organization—from properly scoping and responding to opportunities to the management and execution of programs, and continues through project close-out and reporting activities. Because we are audited annually, it also confirms that we follow defined and proven processes to deliver high-quality solutions to our public sector customers.

As required on individual programs, we provide a project-specific Quality Control Plan (QCP) for skilled professionals to deliver timely, high-quality solutions and deliverables. We identify in the QCP the applicable QMS processes and metrics used to guide our performance. In addition, we adhere to sound prospecting and engineering processes based on industry standards/best practices to enhance the quality and ensure our work is performed following the contract requirements and our QMS (and, more specifically, our project QCP). We have successfully implemented these best practices with critical projects at State and Local government organizations such as the Fire Department of the City of New York, Maryland-Administrative Office of the Courts, City of Virginia Beach, Hampton City Schools, and many others.

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iv. Is pricing available for all products and services?

Please see our response to *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.*

v. Describe your unique offerings or attributes of your company and/or cloud solutions offering as compared to your competition and how its differentiators provide additional value to Region 4 and OMNIA Partners members

We are uniquely capable of helping Region 4 ESC and OMNIA Partners make the Total Cloud Solutions and Services contract the most successful cooperative purchasing program of its kind. We fuse our ability to source a wide range of cloud and cloud-enabling products and services with the capability to advise, design, integrate, and sustain them at scale. Then we offer this to our long-standing customers through premier public sector contracts. Few of our competitors have the ability or willingness to match us in all of the following disciplines:

- ✓ **We offer the top commercial CSPs.** Including, but not limited to, the four most popular IaaS and PaaS providers and over 300 more of the leading SaaS brands. We have appropriate supply chain risk management policies in place to efficiently and competently onboard CSPs and the capability, capacity, and *willingness* to expand our cloud services portfolio. Few, if any, of our competitors offer AWS, Microsoft, IBM, *and* Google cloud solutions to the public sector (and we can bring the 5th, Oracle, if necessary). Please see more details about the wide range of IaaS, PaaS, *and* SaaS CSPs we offer in response to *iii. Public Cloud Service Providers (CSPs).*
- ✓ **We design, source, build, and support private cloud infrastructure.** We continuously onboard hardware OEMs and software publishers, adding to our leading private cloud infrastructure solutions portfolio. Not only do we sell the products to build private cloud infrastructure, but we also perform the onsite professional services to *build* it. Then we migrate legacy hardware, software licenses, and applications to the new cloud paradigm. Some of our competitors only scope and design a private cloud—and many of them must outsource *all* private cloud integration and migration services. Even fewer provide support services beyond standard OEM maintenance and warranty support. We offer more. Please see how we build private cloud infrastructure in our response to *Private Cloud Infrastructure.*
- ✓ **We migrate and deploy applications to our customer's public and private clouds.** We help customers identify suitable public, private, or hybrid cloud environments when migrating legacy applications or deploying new ones. We follow an Agile development methodology and incorporate our customer's DevSecOps procedures into our delivery practice. Many of our competitors migrate or deploy applications to *only* the platforms they resell. For more details, please see our response to *Cloud Application.*
- ✓ **We provide managed services for our customer's cloud environments.** We offer a host of value-added managed and sustainment services to enhance our customers' cloud experience—from maintaining customer-tailored commercial IaaS, PaaS, and SaaS environments to augmenting staff to improving data security. Many of our competitors provide managed service—but for *only* the platforms they resell. Please see how we help sustain our customer's cloud environments in our response to *Managed Cloud Services.*
- ✓ **We have significant experience selling through cooperative purchasing programs.** Since 2000, eligible agencies have purchased products and services via our GSA contracts. In addition, we have held or currently hold 4 OMNIA Partners contracts since 2014. Few of our

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competitors can compare to us in terms of how long they have been selling via cooperative purchasing *and* how much they have sold.

- ✓ **We have a substantial national sales and service delivery footprint.** In the previous three fiscal years, we processed over **12,000 purchase orders** from agencies eligible for cooperative purchasing **in all 50 States**, valued at over **$1.3B**. During that same time, our consulting organization's 157 highly skilled and certified sales and delivery resources delivered hundreds of projects to agencies eligible for cooperative purchasing in almost all 50 States. For more details on our ability to deliver products and services nationally, please see our response to ***Error! Reference source not found.***
- ✓ **We develop strong personal relationships with our vendors and customers.** Our national sales teams are broken into geographic regions. Combined with an industry-leading retention rate well over 90%, we've developed a culture that promotes relationship continuity necessary for our account representatives to become experts at what our customers need, rather than just another face processing their orders. Please see our response to 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.

Please also see the table differentiating us from specific competitors in our response to *I. Describe how supplier differentiates itself from its competitors.*

vii. Provide pricing for warranties on all products and services.

We are contractually obligated by each of our Manufacturers to ensure all customers acquiring products and services are subject to the Manufacturer's valid supplier agreement, which include any applicable commercial warranties and required support. Most, if not all Manufacturers offer warranties on their products and services at no additional costs.

For certain products and services, and primarily for hardware, extended warranties or premier support services may be available from the Manufacturer or other 3rd-party at additional cost. These extended warranties or premier services vary widely among Manufacturers. Therefore, we have included a discount category for Extended Support, which is inclusive of extended warranties or premier support offered beyond that of Manufacturers' standard commercial warranty.

viii. Describe any additional discounts or rebates available. Additional discounts or rebates may be offered for large quantity orders, single ship to location, growth, annual spend, guaranteed quantity, etc.

We work on behalf of our customers to seek deeper discounts from our Manufacturers. It's one of our core *value-adds*. Many customers are unaware of the leverage that drives better pricing. We help develop business cases on behalf of our customers to get better deals, requesting our Manufacturers consider the customer's business context, desired products, guaranteed quantity, annual spend, account growth potential, restructuring licensing programs, trade-ins, and competitive take outs. On occasion, deeper discounts may also become available due to Manufacturer-specific special offers, value-adds, bundles, and rebates and which we market to our customers.

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ix. Describe how customers verify they are receiving Contract pricing.

Please see our response to *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.*

x. Describe payment methods offered.

We process orders received by fax, email, or regular mail as a purchase order or procurement card. We accept payment for products and services by check, ACH, wire, major credit cards, and government procurement cards affiliated with VISA, MasterCard, and American Express. We also offer financing through ePlus.

Standard payment terms are Net 30—payment 30 days after the invoice date.

xi. Propose the frequency of updates to the Offeror's pricing structure. Describe any proposed indices to guide price adjustments. If offering a catalog contract with discounts by category, while changes in individual pricing may change, the category discounts should not change over the term of the Contract.

Given the number of Manufacturers we intend to offer and the ever-accelerating pace at which these Manufacturers introduce and enhance their offerings, we expect catalog changes will occur often. For example, we submit technology refreshments to two of our most significant federal contracts on a *daily* basis. Like the Master Agreement, we are obligated to add Manufacturers to these contracts with discounts by category.

We don't envision submitting daily catalog changes to Region 4 ESC and OMNIA Partners, nor believe it is necessary. It is why we have proposed the discount structure above, whereby changes in individual pricing may change, and our proposed category discounts should not change over the term of the contract.

Please see our suggested improvements and alternatives that will make the contract more effective and efficient to use in *xiii. Provide any additional information relevant to this section.*

xii. Describe how future product introductions will be priced and align with Contract pricing proposed.

We based our proposed category discounts on applicable discounts provided to us by the Manufacturers we represent. We intend to offer all future products and services proportionate to our proposed contract discounts, including instances whereby we add Manufacturers at a discount lower than a "catch-all" category. However, per our reseller agreements, discounts are subject to change. Therefore, should a Manufacturer already approved on contract change the discount provided to us that adversely affects our ability to honor contract pricing, we will notify Region 4 ESC and OMNIA Partners of the Manufacturer's pricing methodology immediately. In such an instance, all contracts we own (and those of our competitors) would be affected. And given recent events, we believe it is reasonable to expect that both situations may occur over the term of the contract.

The following sections add some flavor to what goes on before introducing future product introductions.

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Evaluating and Onboarding Additional Manufacturers

We have three teams dedicated to identifying and evaluating new technology and how our customers may benefit from it, as well as establishing authorized resale relationships:

- **Emerging Markets Team.** Our team analyzes commercial IT trends and examines innovative hardware and software products and cloud services our industry has in development. We attend OEM, CSP, and industry conferences, perform online research and subscribe to periodicals, journals, and other research services while earning and maintaining OEM technical certifications through hands-on experience. As we become familiar with new technologies, we identify the significant providers and how they differentiate themselves. We also examine the degree to which the commercial market has adopted the technology and the best practices used to deploy it. Finally, we study product roadmaps and the Manufacturer's overall plans for the technology and how it integrates into existing product lines.
- **Business Development Team.** We track broad public sector IT initiatives and policies, investigate buying issues and value considerations, engage Chief Information Officers (CIOs) and Chief Technology Officers (CTOs), and attend industry events. We find out how each technology can positively impact public sector initiatives such as cloud, mobility, continuous monitoring, open data, and assistive and energy conservation requirements. WE examine the technology's ability to produce real productivity gains, lower the total cost of ownership, and spur innovation. Finally, we investigate procurement considerations, from the technology Manufacturer's record of meeting uniquely governmental security standards.
- **Vendor Onboarding Team.** We obtain authorized relationships with OEMs and CSPs. As promising technologies are identified and understood, we engage OEMs and CSPs to represent their products in the public sector market through our onboarding process. Our team efficiently resolved issues found in reseller agreements and SLAs during this process.

Once a reseller agreement is signed, we collect product pricing and technical specifications to make the technology available to our customers. We accurately store the information required to represent the technology on our contract vehicles in our system databases, including marketing plans, *public sector-friendly* terms and conditions, Manufacturer certifications, reseller agreements, Distributor authorizations, Manufacturer catalogs, pricing, and warranty support information, and technical specifications.

xiii. Provide any additional information relevant to this section.

Suggested Improvements and Alternatives That Will Make Purchasing Under the Master Agreement More Cost-Effective for Region 4 ESC, OMNIA Partners, MEG and Participating Public Agencies

We are confident that by incorporating the framework described below, purchasing cloud and cloud-enabling products and services under the Master Agreement will be more cost-effective for all parties.

- Participating Public Agencies can fulfill their cloud requirements by procuring solutions from an always-up-to-date catalog of cloud products and services.
- The Master Agreement will attract Manufacturers because they can offer available products and services under their applicable and *then-current* terms and conditions.
- Region 4 ESC resources are unburdened by the expected level of effort necessary to keep the contract catalog up to date.

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Availability and Pricing of "Then-Current" Products and Services

CSPs introduce new services on a weekly basis. Hardware OEMs and software publishers are accelerating the release of IaaS, PaaS, and SaaS offerings as alternatives to their products. At the same time, list pricing for these products and services may change-up or down.

Assuring "Then-Current" Pricing

To ensure the availability and pricing of *then-current* products and services (and pricing) to Participating Public Agencies, we propose Region 4 ESC grant the authority to approve and accept any updates to product and services catalogs, price lists, and related special terms and conditions (including, but not limited to, each available Manufacturer's applicable license agreements, service agreements, SLAs, warranty statements, etc.) without seeking formal amendment to the Contract. We would accept the responsibility of maintaining such catalogs, pricelists, and special terms and conditions for new or updated products and services to ensure compliance. For instance, so we can demonstrate to a Participating Public Agency that they received a quote for products and services that are available and offered at better than or equal discounts against the *then-current* price.

Incorporating "Then-current" Manufacturer Terms and Conditions

Because new products and services under the scope of the contemplated Master Agreement are constantly in development and other factors, applicable Manufacturer terms and conditions are subject to change. In the case of CSPs, many are negotiating (or drafting) state-specific terms and conditions based on state laws and regulations (especially concerning increasingly dynamic—and state-specific—data privacy and information security legislation)

We propose, unless explicitly agreed to in writing between the Participating Public Agency and MEG, any member be bound by any applicable and *then-current* terms and conditions incorporated into the Master Agreement as allowed in Section 4.8 of the General Terms and Conditions. These then-current terms and conditions include, but are not limited to, the relevant CSP terms and conditions and CSP Service Level Agreements identified in our proposal, as well as license agreements and warranty statements—and, potentially, service agreements—associated with hardware OEMs, software publishers, or other 3rd-party product-enabling services.

Not to Exceed Pricing

Not to Exceed Pricing. Region 4 ESC requests pricing be submitted as not to exceed pricing. Unlike fixed pricing, the Contractor can adjust submitted pricing lower if needed but, cannot exceed original pricing submitted. Contractor must allow for lower pricing to be available for similar product and service purchases. Cost plus pricing as a primary pricing structure is not acceptable.

Proposed discounts are a minimum offered from then-current Manufacturer commercial pricelists and represent the maximum allowable price. MEG will take into consideration further discounts based on the customer's business context, desired products, quantity, annual spend, and other pertinent factors.

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TAB 3 – PERFORMANCE CAPABILITY (30 POINTS)

i. Include a detailed response to Appendix D, Exhibit A, OMNIA Partners Response for National Cooperative Contract. Responses should highlight experience, demonstrate a strong national presence, describe how Offeror 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 reported to OMNIA Partners.

3.1 Company

A. Brief history and description of Supplier to include experience providing similar products and services.

Mythics Emergent Group (MEG)

Mythics Emergent Group, Inc. is a Virginia Corporation formed **on May 5, 2017**. It became the parent company of two wholly-owned subsidiaries, Mythics, Inc., and Emergent, LLC, maintaining their separate corporate status. We are headquarters in Virginia Beach, VA.

The same owners privately hold Mythics Emergent Group, Inc. as Mythics, Inc. and its sole member Emergent, LLC. Under the new structure, the owners of Mythics pledged their stock to the new parent. As a result, MEG is now the sole shareholder of Mythics, Inc. and the sole member of Emergent, LLC. This structure enables MEG to supply products and product-enabling services from hundreds of leading OEMs and CSPs, leveraging the distinct qualifications of both subsidiaries' employees and subcontracts, and utilize each subsidiaries' contract vehicles and past performance as a combined entity.

Our shift in affiliation aligns the subsidiary companies' resources better as we continue our move to become the premier cloud solution integrator for the subsidiary companies' customers, where:

- **Mythics, Inc.** Founded in 2000, Mythics is a privately held Oracle Platinum Partner focused exclusively on supplying Oracle products and product-enabling services to more than 4,000 public sector and commercial customers in the previous three calendar years. We employ 87 sales and marketing resources dedicated to activities supporting the entire lifecycle of our customers' Oracle investments. Since forming in 2000, Mythics has become one of Oracle's largest and most qualified and experienced solution providers, possessing the rights to resell almost the entire Oracle portfolio.
- **Emergent, LLC.** Founded in 2006, Emergent continues to expand its relationships with leading CSPs and Cybersecurity, Private Cloud Infrastructure, Application Development and Lifecycle Management (ADLM), and other cloud-enabling Manufacturers. We employ 53 sales and marketing resources supporting our customer's investments in cloud solutions.
- **MEG Professional and Managed Services and Delivery.** Our combined professional and managed services organizations are comprised of 133 highly skilled and certified MEG sales (17) and delivery resources (116). This group will continue developing and providing transformational public and private cloud strategy, assessment, migration, implementation, and sustainment services to meet our customers' information technology (IT) needs.

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- **MEG Operational Support Organizations.** MEG employs 73 corporate resources to support our license sales, marketing, and delivery organizations in critical areas such as finance, accounting, legal, contracts, contract vehicle administration, human resources, and information technology, among other administrative and operational functions.

MEG Future

As our public sector customers turn to the cloud to modernize their IT platforms and achieve more flexibility and efficiency in the way they work, the threat environment only grows more sophisticated. To combat these threats, we are committed to mitigating risks inherent in reselling and servicing information technology in the public sector by:

- Ensuring compliance with Manufacturer's agreements, programs, and terms and conditions
- Managing risk, exposure, threats, and vulnerabilities throughout the supply chain
- Safeguarding data and continuously improving our information security practices

MEG Corporate Compliance Program

We have developed and initiated a corporate compliance program to achieve the necessary certifications, attestations, and audit reports that demonstrate compliance with our industry's standards and regulations, including:

- ✓ **ISO 9001:2015 (audited and certified since 2008)** A set of standards helps us ensure we meet customer and other stakeholder needs within statutory and regulatory requirements related to the products and services we offer.
- ✓ **CMMI Maturity Level 3 (audited and appraised in December 2021)** A capability improvement framework that provides us with the essential elements of effective processes that improve our overall capability and performance
- ✓ **ISO/IEC 27001 (audited and certified in March 2022)** Details requirements for establishing, implementing, maintaining, and continually improving an information security management system (ISMS) – the aim of which help us hold information assets more securely.
- **ISO/IEC 20000-1 (passed Stage 1 audit on April 22, 2022, expected certification on May 3, 2022)** Specifies a service management system (SMS that supports the management of the service lifecycle of our managed services offerings, including the planning, design, transition, delivery, and improvement of services that deliver value for our customers.
- **ISO/IEC 20243:2015 (expected certification in late summer 2022)** Specifies organizational practices that assure against maliciously tainted and counterfeit products throughout the Commercial-Off-The-Shelf (COTS) IT product lifecycle.
- **ISO/IEC 27017 (expected certification in Fall 2022)** Security standard developed for CSPs and users to make a safer cloud-based environment and reduce the risk of security problems.
- **ISO/IEC 27018 (expected certification in Fall 2022)** Code of practice for protecting personally identifiable information (PII) in public clouds acting as PII processors.

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B. Total number and location of salespersons employed by Supplier.

Location	Technical and Support Sales	Presales and Service Delivery	Operational Support	Executive Management
Virginia Beach Office	115	8	49	7
California		3		
Colorado	1	1		
Connecticut	1			
Delaware		1		
District of Columbia		5	1	
Florida	3	4		2
Georgia	1	6	3	1
Illinois		6		1
Louisiana		1		
Maryland	1	11	2	2
Massachusetts		2		1
Michigan		3		
Minnesota		2		
Missouri		2		
New Hampshire	1			
New Jersey		3		
New York	1	1	1	
North Carolina	5	7	6	
Ohio	1	2		1
Oklahoma		1		
Pennsylvania	3	4		1
Rhode Island	1			
South Carolina	1			
South Dakota		1		
Tennessee		4		
Texas	1	9		
Virginia (Remote)	20	30	11	6
Washington	1	2		
Total	*157*	*116*	*73*	*22*

C. Number and location of support centers (if applicable) and location of corporate office.

MEG occupies a single location in Virginia Beach, VA as our Corporate Headquarters. The address is:

Town Center of Virginia Beach
4525 Main Street, Suite 1500
Virginia Beach, VA 23462

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

MEG Annual Sales

Consolidated MEG Revenue	FY19	FY20	FY21
Federal	$726,118,968.26	$898,510,513.76	$788,478,004.10
Commercial and Health Care	$24,195,337.06	$26,818,664.46	$23,666,082.45
Higher Education	$50,993,230.08	$58,417,222.53	$68,599,385.06
State & Local	$300,142,874.58	$343,691,844.79	$436,817,147.78
All Sectors	*$1,101,450,409.98*	*$1,327,438,245.54*	*$1,317,560,619.39*

FEIN and Dunn & Bradstreet Report

Mythics Emergent Group Subsidiaries	FEIN	DUNS
Mythics, Inc.	54-1987871	013358002
Emergent, LLC	22-3930184	781797712

Please find the Mythics and Emergent's Dunn & Bradstreet Reports in Tab 7 – MEG Attachments.

E. Describe any green or environmental initiatives or policies.

Our GREEN program is our commitment to giving back to society, our communities, and the environment. We understand, educate, practice, and strive to be leaders by:

- Tracking our energy consumption and mapping ways to reduce it.
- Purchasing only environmentally friendly products for our offices, being mindful not to buy virgin, hard-to-recycle, or non-recyclable products.
- Helping our employees to understand the global environment and identify how they can better their own communities through "GREEN Training".
- Involving all our employees in our charity choices so that all will feel empowered by our causes.
- Providing a flexible workspace to facilitate remote work to help our employees lead happier, healthy lives.

Electricity Consumption

Our goal is to reduce our electricity usage over time effectively. Therefore, we strive to stay below plan, gradually reducing our goal to maximize our energy savings. Achievements include:

- Installing partial indirect and LED lighting throughout the Virginia Beach office.
- Using ecobee Smart Thermostats to maximize our energy efficiency and allow remote control access to help achieve optimal energy conservation.
- Installing motion sensors so our conference rooms and offices will not consume electricity when the spaces are not in use.
- Replacing old appliances with fully compliant ENERGY STAR appliances throughout the building.
- Setting all electronics to 'energy savings' mode to maximize our conservation efforts.

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Water Consumption

We actively work to reduce our water consumption to lower our goals as we strive for water conservation continually. We challenge ourselves to further reduce our water usage by tapering back our goal.

Waste Reduction

Our goal is to maximize our recycled waste and, by doing so, reduce our landfill waste. We are well beyond our initial goal of 50% recycled waste each month. Improvements include:

- Increasing the size of our recycling containers by four cubic feet and increasing the number of recycling stations on-premise allows for more space for recyclable products.
- Sending all applicable non-recyclable or hard-to-recycle materials to TerraCycle to reduce our waste. TerraCycle then re-purposes, reuses, and recycles our donated items. In turn, we earn money in a points system that will fund our environmental and social charity choices.
- All used batteries are sent to Battery Solutions, Inc. to be safely recycled and repurposed.

LEED-certified Headquarters

In December 2017, we relocated our Virginia Beach headquarters to the Town Center of Virginia Beach, located at 4525 Main Street. In 2020, we sublet our Northern Virginia office and moved Emergent's headquarters to the same location. The building achieved LEED certification for implementing practical and measurable strategies and solutions to achieve high performance in sustainable site development, water savings, energy efficiency, materials selection, and indoor environmental quality. Some of the sustainable choices implemented included the following strategies and components:

- Over 40% of building materials are sourced regionally (within a 500-mile radius).
- Over 75% of construction waste is diverted from landfills by recycling or reuse.
- Over 20% of the base building is made of recycled content. The lobby's heart pine walls were reclaimed from an old cordage factory and an old dock.
- 39% water use reduction over the baseline case using efficient plumbing fixtures.
- 19% energy cost savings over the ANSI standard.
- 35 preferred parking spaces for low-emitting and fuel-efficient vehicles.
- Bicycle storage and changing rooms with showers for tenant use.
- A roof that utilizes high reflection material to reduce the heat island effect.

The office tower excelled on the LEED scorecard was its community connectivity and public transportation access. Its prime location in the dynamic Town Center environment provides pedestrian-friendly access within a half-mile radius to essential services such as banks, pharmacies, grocery stores, schools, restaurants, a fitness center, and many more.

Working Remote

Road vehicle emissions are a significant source of our exposure to air pollution. By downsizing our offices and moving into "green" buildings, 189 of our 368 employees now permanently work remotely, significantly reducing our impact on and our employees' exposure to commuter pollution.

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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.

We have a strong history of engaging small businesses and disadvantaged organizations in various regions to provide our mutual customers with hardware, software, cloud solutions, and services. To augment our wide range of capabilities, we have a dedicated Partnerships and Systems Integrator Development Manager (Partner Manager) to manage our subcontractor portfolio. Our Partner Manager evaluates and selects subcontractors who match our standards for experience level and technical and commercial skills to ensure customer satisfaction and superior delivery across all our professional and managed services engagements. How we evaluate and select Partners include:

- **Nomination.** We opt for an organic approach to subcontractor relationships focused on quality and excellent results. Candidate referrals come from a variety of sources—including Manufacturers, customers, employees, cold calls, etc.—to initiate the vetting process
- **Culture Fit.** We take pride in ensuring customer satisfaction and are often praised for going the extra mile in solving technically complex problems with innovative or custom solutions. During the first vetting call, the Partner Manager determines whether the candidate shares our values and if there is a culture fit between the parties. Next, the Partner Manager schedules technical and sales screening calls if there is a fit.
- **Technical Fit.** Appropriate members of our technical staff evaluate the candidate's technical ability. This may include questions about their past or current engagements, delivery approach, remediation policies, and how they might solve a technically difficult scenario.
- **Sales Fit.** Our consulting sales executives validate the candidate's relationships with past and current customers. This call also focuses on determining the subcontractor's scoping methodology, comfort levels with Time and Materials (T&M) and Firm Fixed Price (FFP) pricing, remediation plans, response speeds, and overall customer satisfaction.
- **Data Capture.** If a subcontractor is selected, we solicit and store relevant data (technological capabilities, past performance, and business classification) in our Implementation Partner System for future reference, where we manage subcontractor data and performance metrics.

Diversity Alliances Performance

Over our past three fiscal years, we have delivered hundreds of professional and managed services engagements—and we continue to utilize subcontractors on more than 50% of our projects. More importantly, over 80% of utilized subcontractors are small or disadvantaged businesses, substantiating our commitment to identifying and partnering with diverse companies owned by minorities, women, service-disabled veterans, and other small business enterprises that provide additional value to eligible entities.

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Diversity Partner Contact Information

The table on the next page provides a representative list from our diversity alliances portfolio and their point of contact information and primary business classification. Additionally, most companies' classifications can be validated on SAM.GOV.

Company Name	Point of Contact	Business Classification
22 Century Technology Inc	Sandeep Singh (703) 436-4597 Sandeeps@Tscti.com	Small Business Minority-Owned
AEGIS.net, Inc.	Monica Holzle (703) 893-6020 Monica.Holzle@Aegis.net	Small Business
Ampliflex Inc	Jitendra Kothari (201) 290-3537 Kotharij@Gmail.com	Small Business
Anchor Group LLC	Cable Schmitz (608) 553-1983 Cschmitz@Anchorgroup.tech	Small Business
Applications Technology Group	Paul Duong (678) 644-9939 Paulduong@Yahoo.com	Small Business
APTONEK LLC	Ahmed Gaid (321) 258-5416 Aygaid@Gmail.com	Small Business
Astute Business Solutions LLC	Arvind Rajan 925.963.5735 Arvind@Beastute.com	Small Business Minority-Owned
Buchanan & Edwards	Sean Gleason (703) 535-5511 X153 Sean.Gleason@Buchanan-Edwards.com	Small Business
Ciber Global, LLC	Jaison Correya (248) 786-2500 Jcorreya@Ciber.com	Small Business Minority-Owned
Cloud and Things	Kishor Bagul (518) 336-5511 Kishor@Cloudandthings.com	Small Business Veteran-Owned Minority-Owned
Concept Plus	Andrea Snader 267.614.2542 Asnader@Conceptplusllc.com	Small Business Minority-Owned
Creoal Consulting LLC	Tom Simkiss (301) 233-6418 Tom.Beck@Creoal.com	Small Business
DCG Solutions, Inc.	Kevin Dawson (719) 694-9450 Kevin@Dcgsolutions.bix	Small Business Woman-Owned
Definitive Logic Corporation	Dedric Rogers (703) 955-4186 Drogers@Definitivelogic.com	Small Business
Definitive Results LLC	Adam Schrager (703) 615-1450 adam@definitive-results.com	Small Business SDVOSB HUBZone
DigiDoc (PS2G)	Kevin Collins 17036283804 Kcollins@Ps2g.us	Small Business Minority-Owned
Drivestream, Inc.	Scott Spencer (703) 715-0150 Scott.Spencer@Drivestream.com	Small Business

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Company Name	Point of Contact	Business Classification
Elire	Alex Hintz (612) 235-3210 Alex.Hintz@Elire.com	Small Business Minority-Owned
Exor Solutions, Inc.	Farid Nooristani (703) 346-4961 Farid.Nooristani@Exor-Solutions.com	Small Business Minority-Owned HUBZone
G2SF	Sean T. Fromm (571) 397-5161 Sfromm@g2sf.com	Small Business
GNC Consulting	Brian Burkett 815-342-5770 Brian.Burkett@Gnc-Consulting.com	Small Business Veteran-Owned Minority-Owned
Heuristics Informatics Private Limited	Murali Mohan Mantravadi (301) 591-9627 Murali@Samara-Tech.com	Small Business Minority-Owned
Highstreet IT Solutions LLC	Henry Tran (818) 430-5289 Henry.Tran@Highstreetit.com	Small Business Minority-Owned
Houston and Associates	Aaron Houston 210-294-3236 Aaron.Houston@Houstontechnology.net	Small Business Woman-Owned Minority-Owned
Innofin Solutions LLC	Kim Champion (720) 252-6539 Kim.Champion@Innofinsolutions.com	Small Business Woman-Owned
JSM Security Consulting LLC	Joshua Kuebel (585) 732-0860 Jkuebel@Jsmconsultingllc.com	Small Business Woman-Owned
KMC, Inc.	Jason Cai (202) 241-1779 Cai@Kmccorp.com	Small Business Minority-Owned
Leverage Solutions Consulting, Inc.	Pete J. Angstadt (800) 636-0920 Pete@Leveragesc.com	Small Business
M&S Consulting	Tina Mascaro (304) 319-1701 Tina.Mascaro@Mandsconsulting.com	Small Business Woman-Owned Minority-Owned HUBZone
Magnasoft Technology, Inc.	Praveen Gattu (303)880-7455 Pgattu@Gmail.com	Small Business Minority-Owned HUBZone
Martiny Inc DBA LiveTalent	Ryan Martiny (678) 536-9846 Ryan.Martiny@Livetalent.com	Small Business
MIPRO Consulting	Craig Oliver (248) 684-1900 Craig.Oliver@Miproconsulting.com	Small Business
mLogica	Ameer Jafri (714) 630-2500 X 4226 Ameer.Jafri@Mlogica.com	Small Business Minority-Owned
Neoage Services LLC	Yash Havalimane (713) 478-2963 Yash@Neoageservices.com	Small Business
Peer Consulting Resources, Inc.	Vivek Philar (732) 491-6558 Vivek@Peer-Consulting.com	Small Business Woman-Owned Minority-Owned

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Company Name	Point of Contact	Business Classification
Project Partners	Andrew Kraft (856) 264-7534 Akraft@Projectp.com	Small Business Minority-Owned
QnA Technology	Carl Superina (646) 453-7119 Csuperina@Qnatech.com	Small Business Minority-Owned
Samaratech LLC	Murali Mohan Mantravadi (301) 591-9627 Murali@Samara-Tech.com	Small Business Minority-Owned
Siri Infosolutions, Inc.	Yadu Vamsi Contracts@Siriinfo.com	Small Business Woman-Owned
ST Tech	Srini Ravuri 919-601-3518 Sravuri@Sttechinc.com	Small Business Minority-Owned
TekStream Solutions	Judd Robins (678) 362-5833 Judd.Robins@Tekstream.com	Small Business
Vector CSP LLC	Jane Ann Hejmanowski (252) 338-2264 Jahejmanowski@Vectorcsp.com	Small Business
Vlamis Software Solutions, Inc.	Dan Vlamis (816) 781-2880 Dvlamis@Vlamis.com	Small Business

We will continue to expand the number of Partners we work with nationally to generate additional revenue through the Master Agreement through our marketing and sales efforts. For example, for large systems integrators, we would be able to promote a comprehensive and complete contract to respond to large RFPs. In addition, we can increase our marketing and sales efforts for smaller regional Partners by leveraging their experience and local relationships. In addition to increased exposure for the Master Agreement, we know many regional Partners offering niche solutions without access to cloud-focused contract vehicles.

Corporate Diversity Programs

We are fully committed to the concept and practice of equal opportunity and affirmative action in all aspects of employment. Accordingly, we have developed an Affirmative Action Plan (AAP) in strict reliance upon the Guidelines on Affirmative Action issued by the Equal Employment Opportunity Commission (EEOC) (29 CFR Part 1608). While we firmly believe in the wide dissemination of our affirmative action policies and equal employment opportunity practices, our AAP contains certain proprietary information relating to Company's business that must be kept confidential.

Our AAP Year, January 1, 2021 - December 31, 2021, shows a continued commitment to equal employment opportunity and affirmative action and has robust plans to ensure corporate and employee success. The policies contained within our AAP include:

- **Comparison of Incumbency and Availability (In accordance with 41 CFR 60-2.15)**. We compare our representation of minorities and women with a representation among those identified in availability analysis as available for employment.

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- **Placement Goals (In accordance with 41 CFR 60-2.16)**. If a placement goal is set, we develop action-oriented steps to increase the recruitment and training of minorities or women.
- **Identification of Problem Areas by Organizational Unit and Job Group (In accordance with 41 CFR 60-2.17(b)).** We conduct in-depth analyses of our total employment process, including the workforce by organizational unit and job group, personnel activity, compensation, and other personnel procedures to determine whether and where impediments to equal employment opportunity may exist. Our analysis of the technical phases of compliance reveals that we fully comply with all the technical phases of our affirmative action obligations.
- **Development and Implementation of Action-Oriented Programs (In accordance with 41 CFR 60-2.17)**. We have developed and executed action-oriented programs to correct any problem areas, demonstrating our good faith efforts to remove barriers, expand employment opportunities, and produce measurable results.
- **Internal Audit and Reporting System (In accordance with 41 CFR 60-2.17)**. We have developed and implemented an auditing system that periodically measures the effectiveness of our total AAP.
- **Policy of Affirmative Action Letter**. We provide a letter to outreach and placement professionals informing them of our commitment to the principles of equal employment opportunity, especially as a government contractor bound by Executive Order 11246.

At the close of our most recent AAP Year, we began an analysis of the composition of our workforce. The workforce was analyzed by job group and by department to determine the employment of minorities and women and identify if placement goals are indicated compared to the appropriate available workforce. We expect to continue our successful outreach efforts and ensure that all applicants and employees are treated fairly, based on job-related criteria, and without regard to race, color, religion, sex, age, disability, veteran status, national origin, or any other characteristic protected by applicable law.

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

MEG, nor any of its affiliates hold MWBE, SBE, DBE, HUB, or HUBZone certifications. In some cases, depending on customer requirements or definitions, we do qualify as a small business concern.

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.

MEG, nor any of its affiliates hold MWBE, SBE, DBE, HUB, or HUBZone certifications. In some cases, depending on customer requirements or definitions, we do qualify as a small business concern.

Please see our representative list of subcontractors that may perform services as subcontractors to MEG in response to *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*

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diversity programs, provide a list of diversity alliances and a copy of their certifications, specifically **Diversity Partner Contact Information**.

Please also see the benefits of allowing us to add sales agents to the contract our response to Tab 5 Value Add, specifically **Sales Agent Model.**

I. Describe how supplier differentiates itself from its competitors

Stated earlier in Tab 1, we are confident we possess the attributes and offerings that make us uniquely capable of making the Master Agreement the most successful cooperative purchasing program of its kind because we:

- ✓ Offer the top commercial CSPs
- ✓ Design, source, build, and support private cloud infrastructure
- ✓ Migrate and deploy applications to our customer's public and private clouds
- ✓ Provide managed services for our customer's cloud environments.
- ✓ Have significant experience selling through cooperative purchasing programs
- ✓ Have a substantial national sales and service delivery footprint
- ✓ Develop strong personal relationships with our vendors and customers

The table below summarizes how our attributes and offerings differentiate us from our competitors, who are, ironically, also some of our best partners.

Criterion	MEG	CDW-G	SHI	DLT	Carahsoft
Ability to resell the 5 leading CSPs: AWS, Azure, Google, IBM, and Oracle cloud solutions?	AWS, Azure, Google, IBM, and Oracle	AWS, Azure, Google, IBM, and Oracle (limited)	AWS, Azure, Google, IBM, and Oracle (limited)	AWS, Azure, IBM, and Oracle	AWS, Azure, Google, and IBM
Ability to resell leading SaaS solutions?	Significant	Significant	Moderate	Significant	Significant
Design, source, build, and support private cloud infrastructure?	Significant	Moderate	Limited	No	No
Migrate legacy applications/ deploy new applications to the cloud	Significant	No	No	No	No
Provide managed cloud services	Significant	Moderate	Limited	Limited	No
Cooperative purchasing experience	Significant	Significant	Significant	Moderate	Moderate
National sales and service delivery footprint	Significant	Significant	Significant	Moderate	Moderate

J. Describe any present or past litigation, bankruptcy or reorganization involving supplier.

Emergent is one of three plaintiffs in a collections matter with a Federal agency (*Emergent, LLC ET AL v. United States*. United States Court of Federal Claims. Case No. 21-1360C). As the prime contractor in the contract in question, Emergent is working with the other plaintiffs to assist in the resolution of the collections dispute. The nature of the dispute involves financing obligations versus the ability of the customer to not exercise an option year.

MEG is not involved in any bankruptcy proceedings, nor has it been. Our reorganization was not as a result of any litigation or financial issue as described in our response to *A. Brief history and description of Supplier to include experience providing similar products and services.*

K. Felony Conviction Notice: Indicate if the supplier

MEG is not owned or operated by anyone who has been convicted of a felony.

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L. Describe any debarment or suspension actions taken against supplier

No debarment or suspension actions have been taken against MEG or any of its subsidiaries.

3.2 Distribution, Logistics

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.

Please find a copy of our Distributor's Authorizations and Line Cards in Tab 7 – MEG Attachments. Line Cards represent the full line of products and services we intend to make available to Participating Public Agencies.

We intend to offer products and services from over 300 SaaS, PaaS, and/or IaaS CSPs, almost 300 Private Cloud Infrastructure providers, and over 600 other suppliers of other items end users need at their desks or in their data centers categorized in the table below:

Category	Subcategories	
Application Security	• ADLM • Cloud Migration	• DevSecOps
Cloud Security	• Authentication • Cloud Access Security Brokers (CASBs)	• Identity and Access Management
Endpoint Security	• Data Encryption • Endpoint Protection • Endpoint Detection	• Threat Response • IoT • Mobile Device Management
Enterprise Business Functionality	• Business Intelligence (BI) • Business Process Management (BPM) • Marketing Automation (MA) • SCM	• CRM • ERP • HCM
Infrastructure	• Edge Computing • High-Performance Computing • Hyperconverged Infrastructure • Networking Equipment	• Power and Power Management • Server and Storage Equipment • Unified Communications and Telephony
Internet Security	• DNS-layer Protection • Email security	• URL Filtering
Network Security	• Firewalls • Intrusion Detection	• Threat Protection • VPNs
Peripherals and Accessories	• Audio/Visual • Mobility • Point software	• Print and Print Management • WiFi • Workstations
Technology Platforms	• Analytics • Artificial Intelligence • Collaboration • Data Management • Database • Document Management	• Machine Learning • Network Management • Operating Systems • Virtualization • Web Application and Hosting

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.

We distribute products and services nationwide per our reseller and distribution agreements. In general, the Distributors we fulfill orders with are determined by our negotiated reseller and distribution agreements. However, in many cases, we have the flexibility to choose among the Distributors we work with or fulfill directly with Manufacturers.

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We intend to offer all products and services to all eligible Participating Public Agencies.

- **Software.** We fulfill software through multiple Distributors, including Carahsoft, DLT, Climb Channel Solutions, Ingram Micro, and TD SYNNEX. In general, customers download software directly from the software publisher's website.
- **Hardware.** We fulfill hardware through Ingram Micro and TD SYNNEX, which ship directly to customer-designated locations.
- **Cloud Services.** We fulfill software through multiple Distributors, including Carahsoft, DLT, Climb Channel Solutions, Ingram Micro, and TD SYNNEX.
- **Technical, Maintenance, and Warranty Support Services.** Most, if not all, Manufacturers offer basic technical, maintenance, and warranty support as part of any initial purchase. For certain products and services, and primarily for hardware, extended or premier support services may be available from the CSP, OEM, publisher, or other 3rd-party at additional costs. Extended or premier services vary among CSPs, OEMs, and software publishers.
- **Professional and Managed Services**. Professional and Managed Services. Some Manufacturers may offer product-enabling professional and managed services at additional costs. In addition, we provide similar professional and managed services to augment, or even as an alternative to, CSPs, OEMs, and software publishers' services.
  Depending on technologies and customer requirements, we fulfill services through our resources or 3rd-party subcontractors (or both) and as defined and agreed upon with customers at the task-order level. Services may be provided on or offsite, or a combination of both. Additionally, we place project managers in charge of each service delivery engagement to ensure customer success in all instances.
- **Training.** Customers can choose from various mediums, from instructor-led in-person training, web-based virtual events, obtaining self-paced materials, etc.

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.

We make practical and effective use of NetSuite's ERP and CRM functionality to manage the complete customer lifecycle from the first point of contact to billing and ongoing customer support. We have also designed and built PLM to track Manufacturer price lists and resulting contract modifications through the entire life cycle.

PLM manages and propagates Manufacturer price lists across all our contract vehicles. PLM applies contract discounts, prepares catalog updates, and ingests contracting officer (CO) approvals so that our contract offerings reflect the most current line item information at the agreed-upon discounts. In addition, PLM's auditing and logging capabilities feed our quoting system the information necessary for customers to ensure items contained in customer quotes and delivery orders are on contract and offered at, or below, the contract price.

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PLM Features	PLM Benefits
Import and Analysis of Vendor Price Lists	Imports and analyzes Manufacturer price lists to find deltas with existing contract line items and associated pricing.
Contract Modifications	Applies contract rules, including agreed-upon discounts, to determine allowable modifications, then: ✓ Generates contract modifications for submission. ✓ Accepts contract modification approvals. ✓ Tracks status of contract modifications.
Logging and Auditing	Maintains complete historical auditing of each Manufacturer price list, contract line item, and contract modification.
Quoting	Feeds catalog and pricing information to the quoting system to: ✓ Ensure quotes only contain in-scope, approved, and *then-current* products and services ✓ Apply applicable contract discounts to *then-current* product and service pricing

Ensuring Customers Receive the Master Agreement Pricing

We integrated our PLM, CRM, and ERP systems to ensure we only produce customer quotes for products and services on contract and offered at or below the contract price. Our quotes contain up-to-date information, including the *then-current* item descriptions and list price, contract price, the applicable discount percentage, and the net cost to the customer. In addition, we may offer deeper discounts due to special offers, value-adds, bundles, and quantities, among many other factors. Our quotes will also include applicable CSP, OEM, or software publisher terms and conditions.

Before issuing a quote, we obtain a cost quote from one or more of our Distributors (or, in some cases, from the Manufacturer). Our contracts team reviews each cost quote to confirm each item aligns with PLM's contract-specific catalog and pricing information and *then-current* terms and conditions do not conflict with the Master Agreement to streamline the fulfillment of any resulting customer order.

How Participating Agencies Can Verify and Audit Pricing to Ensure Compliance with the Master Agreement.

Over the terms of our previous and existing OMNIA Partners contracts, we have had very few customer inquiries to verify contract pricing. However, when customers have asked OMNIA Partners to confirm that they are receiving contract pricing, we have demonstrated that they received better than or equal to contract pricing on the original quote.

If a Participating Public Agency wants to verify and audit pricing to ensure compliance, we ask that they first contact OMNIA Partners. We will work with OMNIA Partners to provide the necessary information, most likely in the form of a dated Manufacturer or Distributor price list or possibly a redacted Manufacturer or Distributor cost quote, that validates and represents the list price for the item(s) in question at the time of quote. We will also provide a copy of the quote and resulting purchase order to validate that the item(s) were offered at or below the Master Agreement price.

Supply Chain Risk Management

Our corporate Supply Chain Risk Management (SCRM) policies support the priorities of our public sector customers when identifying and adding new Manufacturers to the contract. They also improve service to constituents through innovation, increasing return on IT investments, and securing sensitive information. Whether strategic, tactical, or opportunistic, our relationships

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ensure accurate information flow, enabling intelligent, cost-effective, secure procurements. We can form secure relationships and add technology enhancements to the contract in as little as a day, continuously refreshing the availability and competitiveness of products over the contract term.

We designed our SCRM policies to identify, evaluate, and minimize supply chain risks before formalizing teaming relationships. Our processes produce the essential elements of a secure supply chain, including signed Manufacturer reseller agreements, Partner teaming arrangements, Distributor contracts, and transparent supply chain policies. Terms and conditions found in each Supplier contract include specific warranties, representations, certifications, requirements, and commitments regarding the authenticity, veracity, condition, and merchantability of distributed products. In addition, we disclose the Manufacturer's standards and certifications that mitigate, reduce, or eliminate supply chain and related security issues if applicable. If we have not previously identified ourselves as an authorized reseller, we will identify the item as coming from a third party, an unknown source, or provide item-level information on the provenance or product level authorization that mitigates supply chain risk.

Our SCRM policies reduce risk by specifically:

- Determining our internal risk tolerance to reduce the risk we introduce into the supply chain
- Limiting customer vulnerabilities through a transparent supply chain
- Recovering associated costs through efficiencies rather than passing costs to customers

Our SCRM policies are dynamic, incorporating changes made to industry standards, working environment, Partner base, and customer requirements as they occur. As new contracts come online, we amend Supplier agreements with contract flow downs. Our SCRM policies establish:

- An enterprise approach to managing risks and vulnerabilities backed by corporate leadership
- Processes supporting our customers while requiring Manufacturer and Supplier participation
- Information security assurances to protect against cyber attacks
- Logistics assurances to foster an environment that prevents internal threats
- Defined Manufacturer, Vendor, and Supplier onboarding process
- Employee responsibility and awareness through constant reinforcement
- Introducing customers to our approach to reducing the risk of counterfeiting, tainting, and product substitution, among other hazards

Our policies communicate our SCRM compliance level to employees, customers, and Partners, described on the next page.

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Policy	Description
Internal SCRM Compliance	This policy establishes internal supply chain standards and compliance guidelines for our employees. Elements of this document also serve as the baseline for responding to customer SCRM requirements. In addition, this document describes required employee background checks, drug screenings, and our corporate leadership's financial standing and foreign ownership disclosures. The policy covers: • Physical security requirements, such as badging and visitor verification, are described, and cybersecurity requirements include firewall and anti-virus updates and password expiration dates. • Product marking, packaging, and distribution requirements for physical and logical delivery for each Manufacturer, Vendor, or Supplier. • Based on our published policies, customer satisfaction surveys are delivered to inquire into customer satisfaction around a product, interactions with our employees, and security assurance.
Partner SCRM Compliance	This policy contributes to a flowing supply chain by normalizing receiving activities to reduce variability, controlling visibility into Partner activity, and enabling continuous process improvement. This document memorializes each of our Partner's corporate SCRM policies, procedures, and activities specifically related to counterfeiting, tainting, product substitution, and other risks related to supply chain management. In addition, the document describes: • Relationships between parties, including authorized Manufacturer reseller, Distributors, and other authorized parties. • Additional information similar to our internal compliance document, including employee confidence and corporate leadership, physical and cyber security, business continuity, product marking, packaging and distribution, and participation in SCRM activities.
Security Compliance	Describes the proprietary measures we take to secure and protect our facilities, equipment, resources, and IT systems from threats.

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

We have agreements in place with the following Distributors:

- Carahsoft
- Climb Channel Solutions
- DLT
- Ingram Micro
- TD SYNNEX

Any of these Distributors, as well as Manufacturers, may be involved in processing, handling, or shipping the products and services to Participating Public Agencies.

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

MEG does not own, lease, or require distribution facilities, warehouses, or retail networks to conduct its business. Instead, we occupy a single location in Virginia Beach, VA as our Corporate Headquarters.

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3.3 Marketing and Sales

Almost every organization has adopted cloud computing, and nearly all of them are taking a hybrid approach by combining public and private clouds. And while many organizations may have successfully implemented software-as-a-service (SaaS) solutions or embraced cloud-first strategies to develop new applications, many have yet to realize the total value of moving their enterprise systems to the cloud. Simply "lifting and shifting" legacy systems does not automatically produce the benefits cloud computing can provide. Even worse, some organizations are discovering that by doing so, the results may be more difficult and expensive while less manageable and secure than before. To realize the full benefit of the cloud, organizations are developing more holistic digital transformation strategies.

By competitively establishing a cooperative purchasing contract with such a comprehensive scope, Region 4 ESC and OMNIA Partners will save Participating Public Agencies time and money through greater efficiency and economy in acquiring any cloud technology and related services—compliant with procurement regulations and offered at nationally leveraged pricing.

Opportunity

We are confident this contract has the potential to be the most attractive platform for Participating Public Agencies to fulfill their cloud requirements. And by awarding to us, Region 4 ESC and OMNIA Partners will have a nationally-recognized partner—with extensive cooperative purchasing experience and a broad portfolio of cloud-enabling capabilities.

Execution

Zebulon Mellet will lead our Region 4 ESC and OMNIA Partners Total Cloud Solutions and Services Program Management Office (MEG OMNIA Cloud PMO) to drive the success of the contract and increase market share. Empowering Mr. Mellet is our MEG Executive Advisory Board, a group comprised of senior executives who will have high visibility into the program to ensure we achieve our goals, objectives, and commitments.

Our MEG OMNIA Cloud PMO is described in full in response to *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 set-up, timely contract administration, etc*

Please see a more detailed description of how we will transition new *and* existing Participating Public Agencies to the Master Agreement in our response to *xi. Describe Offeror's contract implementation/customer transition plan*

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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:

The truth is, the Master Agreement will be open for business minutes after signature. Once we enter it into our CRM system, it becomes an available contract. So we could theoretically quote a customer in the morning and process their order by the end of the day.

We expect a streamlined negotiation before signature due to recent experience with the OMNIA Partners and US Communities awards and the original TCPN Total Cloud Solutions and Oracle Solutions Master Agreements. Most terms and conditions are identical, and we are taking similar yet fewer exceptions both parties have agreed to in the past.

However, such as our nature, we are implementing several improvements and strategies for our existing OMNIA Master Agreement. We want to share our results with OMNIA Partners, obtain feedback, and collaboratively develop even better go-to-market plans.

In reality, the Master Agreement will be operational immediately, and the Ninety-Day Plan outlined below will be significantly compressed, subject only to OMNIA Partners' availability.

Executive Leadership Endorsement and Sponsorship

Our executive leadership has already identified this contract as a critical component to becoming the premier cloud solution integrator in the State, Local, and Education market. Within the first 10 days of the contract award, our National Account Manager, Mr. Mellet, and the Executive Advisory Board will review expectations of the overall program and finalize our Master Agreement Implementation Plan.

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Ninety-Day Plan

We will follow a contract rollout strategy similar to those that have led to the successful launch of MEG's previous Region 4 ESC and OMNIA Partners contracts.

Tasks and Activities	Participants	Time Frame (from award date)
Final Negotiation and Contract Signature • Review contract requirements • Complete final contract negotiations • Sign contract	• MEG Executive Advisory Board • Region 4 ESC • OMNIA Partners	Immediately upon award
Create and Distribute Co-branded Press Release • Internal Development • Publish	• MEG Executive Advisory Board • Region 4 ESC • OMNIA Partners	Immediately after contract signature
Executive Leadership Endorsement and Sponsorship • Review expectations of the overall program • Review and finalize Master Agreement Implementation Plan	• MEG Executive Advisory Board • Region 4 ESC • OMNIA Partners	10 business days
Internal Endorsement and Sponsorship Review expectations of the overall program: • MEG Executive Advisory Board (Corporate commitments) • Sales (Training, Customer Transition) • Marketing (Website, Collateral) • Contract Administration (Catalog Maintenance, Sales Reporting, Fee Payment) • Legal (Contract Adherence, Ethical Standards)	• MEG Executive Advisory Board • MEG OMNIA Cloud PMO	15 business days
Kickoff Meeting	• MEG OMNIA Cloud PMO • OMNIA Partners	30 business days
National Sales Force Training • Internal Training • Joint Training	• MEG OMNIA Cloud PMO • OMNIA Partners	15 business days 30 business days
Publish Website • Dedicated webpage • OMNIA Partners dedicated page	• MEG OMNIA Cloud PMO • OMNIA Partners	15 business days 30 business days
Publish Co-branded Marketing Materials • Internal Development • Publish to Websites	• MEG OMNIA Cloud PMO • OMNIA Partners	15 business days 30 business days
Schedule Event Attendance and Participation • Trade Shows and Conferences • Meetings • NIGP Forum	• MEG OMNIA Cloud PMO • OMNIA Partners	30 business days
Identify Top 10 Region Targets	• MEG OMNIA Cloud PMO • OMNIA Partners	45 business days
Contract Review I • Marketing (Website, contract guide, collateral) • Sales (Lead generation, quoting) • Operations (Contract admin, order processing)	• MEG OMNIA Cloud PMO • OMNIA Partners	45 business days
Improvement Rollout I	• MEG OMNIA Cloud PMO • OMNIA Partners	45 business days
Contract Review II	• MEG OMNIA Cloud PMO • OMNIA Partners	90 business days
Improvement Rollout II	• MEG OMNIA Cloud PMO • OMNIA Partners	90 business days
Contract Reviews • Topics TBD	• MEG OMNIA Cloud PMO • OMNIA Partners	Quarterly
Improvement Rollouts • Initiatives TBD	• MEG OMNIA Cloud PMO • OMNIA Partners	Quarterly

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National Sales Force Training and Education

We will employ the same approach to educate our national sales force we've developed for previous Region 4 ESC and OMNIA Partners contracts. In addition, within the first 90 days, our National Account Manager and Executive Advisory Board will work alongside the OMNIA Partners team to develop *"Contract Enablement"* training. This training will ensure we align the features of the Master Agreement to the needs of eligible agencies and persuasively communicate its value and how and where to best position it for maximum use. Specific tools used to educate the national sales force include:

- **Sales Enablement Contract Training.** We will produce and host contract training webinars to cover best practices that drive more sales through the contract. Particular focus will be:
  - How to identify and transfer existing, recurring Participating Public Agency spend from lesser vehicles to the Master Agreement
  - How to position the Master Agreement with Participating Public Agencies as a more attractive solution to multiple standalone procurements
- **Sales Enablement Contract Collateral.** We will develop clear, compelling, and consistent content appropriate for each medium—brochures, templates, briefs, and other co-branded collateral. Collateral will always include Region 4 ESC and OMNIA Partners logo placements and highlight the features of the contract and its benefits. In addition, we will develop collateral targeted to procurement staff, end-users, and C-level executives.

Selling Technology Solutions

Selling technology solutions—hardware, software, and cloud services—requires a combination of sales and engineering skills. Our sales teams are staffed by account managers and supported by certified pre-sales engineers—creating a team approach to selling. Our account managers' core responsibility is to maintain customer relationships and sell what we offer. At the same time, our pre-sales engineers make sure the products and services we offer are relevant and effective to meet the customer's needs. We confirm customer requirements through the pre-sales efforts, design a solution to meet the requirements, promote the solution stakeholders, and adjust the solution as necessary.

We train our sales team to sell and our technical staff to engineer solutions. We also educate our sales and pre-sales engineers to identify if they need additional support, who should be engaged, what the issue is, and when and how they should engage. We cover finance/accounting, contracts, legal, contract vehicles, and operations. We go into greater detail where and when necessary. For example, if a sales team is focused on using a single contract vehicle in a single market (federal versus SLED), etc.

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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:

Similar to the reasons above, we expect to streamline the work and compress the time it takes to complete the following requirements of our Ninety-Day Plan.

Requirement	Tasks and Activities
Creation and Distribution of a Co-branded Press Release to Trade Publications	✓ Once the contract is signed, our marketing team will co-author a formal press release with Region 4 ESC and OMNIA Partners. We will release it to the US News one newswire via PR Newswire and archive a copy on our web properties to promote the new contract. The press release will be like the one announcing previous awards, located at: https://www.mythics.com/news/mythics-awarded-omnia-partners-contract-to-provide-oracle-cloud-solutions ✓ We will share announcement of the award via Social Media platforms.
Announcement, Master Agreement Details and Contact Information Published on the Supplier's Website Within First 90 Days	✓ In addition to releasing and posting an award announcement on our website, our marketing team will immediately dedicate space to our web properties that contain contract details and contact information. The webpage will be like the one used on our previous contract, located at: https://www.mythics.com/contracts/omnia-partners-region4-national-ipa
Design, Publication and Distribution of Co-Branded Marketing Materials within First 90 Days	✓ Within 30 days, marketing staff supporting the MEG OMNIA Cloud PMO will update the collateral used to successfully market the previous contract to highlight the features of the new contract and its benefits.
Commitment to Attendance and Participation with Omnia Partners at National, Regional, and Supplier-Specific Trade Shows, Conferences and Meetings Throughout the Term of the Master Agreement	✓ We commit MEG OMNIA Cloud PMO staff to attend and participate alongside OMNIA Partners at national, regional, and MEG-specific trade shows, conferences, and meetings throughout the term of the Master Agreement.
Commitment to Attend, Exhibit and Participate at The NIGP Annual Forum in an Area Reserved by Omnia Partners for Partner Suppliers	✓ We commit MEG OMNIA Cloud PMO staff to attend, exhibit, and participate at the NIGP Annual Forum in an area reserved by OMNIA Partners for partner suppliers. MEG will purchased and staffed booth space. ✓ In addition, we commit to providing reasonable assistance to the overall promotion and marketing efforts for the NIGP Annual Forum, as directed by OMNIA Partners.
Design and Publication of National and Regional Advertising in Trade Publications Throughout the Term of the Master Agreement	✓ Marketing staff supporting the MEG OMNIA Cloud PMO will communicate the value of the Master Agreement by placing advertisements in regional or national publications
Ongoing Marketing and Promotion of the Master Agreement Throughout its Term	✓ Marketing staff supporting the MEG OMNIA Cloud PMO will communicate the value of the contract by implementing direct mail and call campaigns, creatively using social media, participating in trade shows, and hosting technology-focused webinars, among other activities.
Dedicated Omnia Partners Internet Web-Based Homepage on Supplier's Website	Within 30 days, we will update our existing webpage to include the following: ✓ OMNIA Partners standard logo ✓ Copy of original Request for Proposal ✓ Copy of contract and amendments between Region 4 ESC and MEG ✓ Summary of Products and pricing ✓ Marketing Materials ✓ An electronic link to OMNIA Partners' website, including the online registration page ✓ A dedicated toll-free number and email address for OMNIA Partners

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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.

Contract Implementation and Customer Transition Plan

Our Contract Implementation and Customer Transition Plan is made up of three components:

- Establish shared **Goals, Objectives, and Commitments** for the Master Agreement.
- Determine the **Benefits of the Master Agreement** and develop messaging that resonates with end-users and procurement personnel alike.
- Execute the plan for **Transitioning Customers to the Master Agreement.**

Please see a more detailed description of how we will transition new *and* existing Participating Public Agencies to the Master Agreement in our response to *xi. Describe Offeror's contract implementation/customer transition plan*

Other Cooperative Contracts Held by MEG and its Affiliates

The table below lists our current cooperative contracts (regional and national) and describes how the Master Agreement will be positioned among the other cooperative agreements.

Cooperative Contracts	How MEG will Position the Master Contract
MEG OMNIA Partners Total Cloud Solutions (Region 4 ESC)	We will position the Master Agreement as the successor to the existing Region 4 ESC Total Cloud Solutions contract and transition all existing customers to the new contract.
Mythics OMNIA Partners Oracle Products and Services (Region 4 ESC)	We will position the Master Agreement as an alternative, or for use in conjunction with the Oracle contract, for procuring cloud services, per Oracle approval, if customers desire cloud services from Oracle and additional Manufacturers.
Mythics OMNIA Partners Oracle Products and Services (Maricopa County)	We will position the Master Agreement as an alternative, or for use in conjunction with the Oracle contract, for procuring cloud services, per Oracle approval, if customers desire cloud services from Oracle and additional Manufacturers.
Mythics HESS/E&I ERP/Student Cloud	HESS/E&I has a specific scope (ERP/Student Cloud) with an emphasis on private higher education institutions, which Oracle expressly excluded from the scope of any OMNIA Partners Master Agreements.
Emergent NASPO Cloud Solutions (State of Utah)	Emergent's NASPO Cloud Solutions contract has only a handful of Manufacturers available with terms and conditions unfavorable to Manufacturers. By promoting the benefits of the Master Agreement's terms and conditions and a much broader portfolio of Manufacturers (as proposed by MEG), we believe it will be far more attractive to Participating Public Agencies to acquire cloud solutions and services.

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.

We agree to provide our logos to OMNIA Partners and agree to grant permission for the reproduction of such logos in marketing communications and promotions. We also acknowledge that using the OMNIA Partners logo will require permission for reproduction.

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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:

We will be proactive in the direct sales of the Master Agreement's products and services to Public Agencies nationwide and provide timely follow-up to leads established by OMNIA Partners. All our sales materials will use the OMNIA Partners logo. At a minimum, our sales initiatives will communicate that the Master Agreement:

- Was competitively solicited and publicly awarded by a Principal Procurement Agency
- Provides the best government pricing
- Requires no cost to participate
- Is a non-exclusive contract

F. Confirm Supplier will train its national sales force on the Master Agreement. At a minimum, sales training should include:

Our Master Agreement sales training will include, at a minimum:

- Key features and benefits of Master Agreement for each end user type (technical, procurement, C-Level, etc.)
- Working knowledge of the solicitation process used for the Master Agreement
- How to identify if Participating Public Agencies can utilize the Master Agreement, and how to initiate membership if they can't.
- Knowledge of benefits of using cooperative contracts and how to position the Master Agreement.

G. Provide the name, title, email and phone number for the person(s), who will be responsible for:

Area of Responsibility	Point of Contact Information
Executive Support	Shane Smutz, Sector President, Mythics Emergent Group SSmutz@Emergent360.com (O) 703-862-8877
Marketing	Amanda Noon, Director, Marketing ANoon@Emergent360.com (O) 757-748-3984
Sales	Zebulon Mellet, Vice President, State, Local, and Higher Ed Sales ZMellet@Emergent360.com (O) 703-350-5852
Sales Support	Matt Frazee, Director, Sales Operations MFrazee@Emergent360.com (O) 206-714-0569
Financial Reporting	Lorie Parker, MEG Division Controller LParker@Mythics.com (O) 703-628-1920
Accounts Payable	Jeremiah Jandreau, Accountant, Accounts Payable JJandreau@Emergent360.com (O) 757-416-6537
Contract Administration	Cheryl Burns, Senior Director, Vehicle Management CBurns@Emergent360.com (O) 757-226-7704

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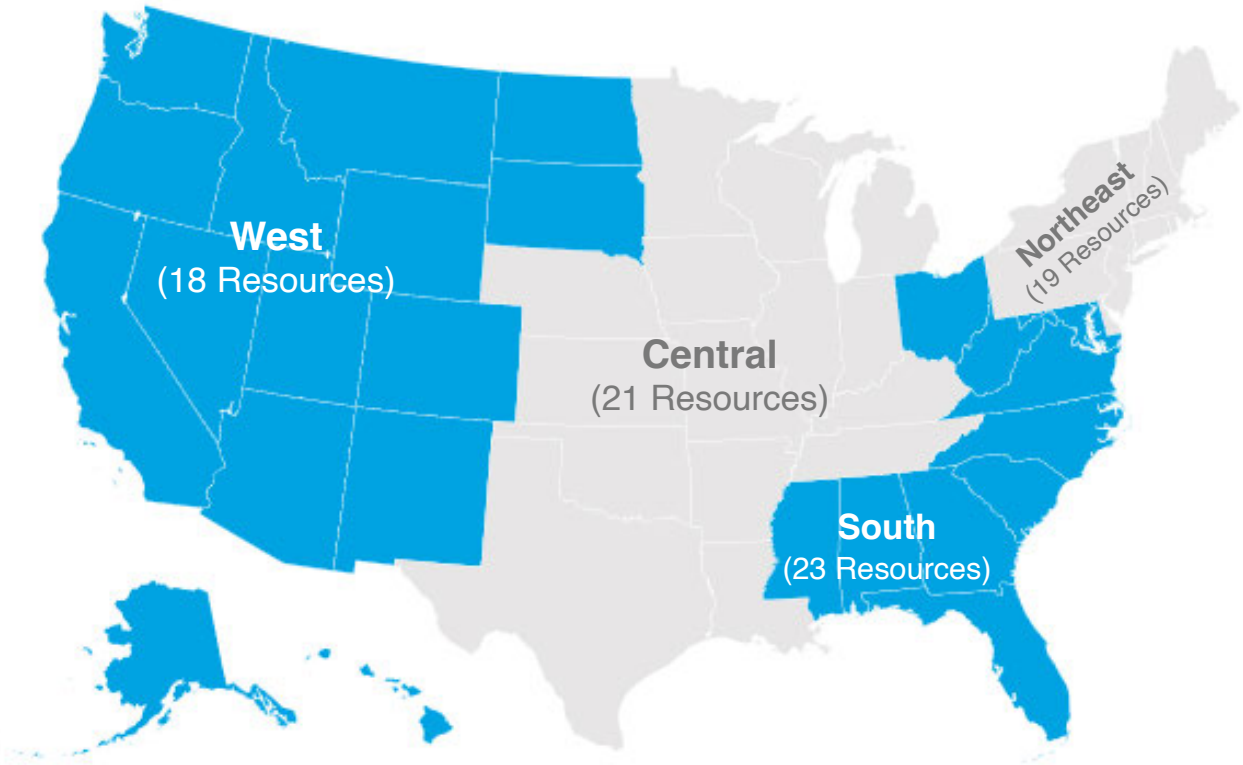
H. Describe in detail how Supplier's national sales force is structured, including contact information for the highest-level executive in charge of the sales team.

MEG's National Sales Coverage



We have **81** SLED presales, sales, support, training, implementation, and industry specialists to support the missions and objectives of *multiple entities at the same time and throughout the life of the Master Agreement.* In the previous three fiscal years, we processed over **12,000 purchase orders** from agencies eligible for cooperative purchasing **in all 50 States**, valued at over **$1.3B**.

MEG's National Professional and Managed Services Coverage

During that same time, our consulting organization's 157 highly skilled and certified sales and delivery resources **delivered 538 projects** to agencies eligible for cooperative purchasing in **42** States. These resources are located across 24 states, from New Hampshire to Florida, Minnesota to Louisiana, and from the Rockies to California—and everywhere in between. And our Professional and Managed Services organizations are unlike others. For example, we deploy most of our technical resources on project-based activities—shorter engagements (e.g., days, weeks, maybe months) versus the more common staff augmentation opportunities.

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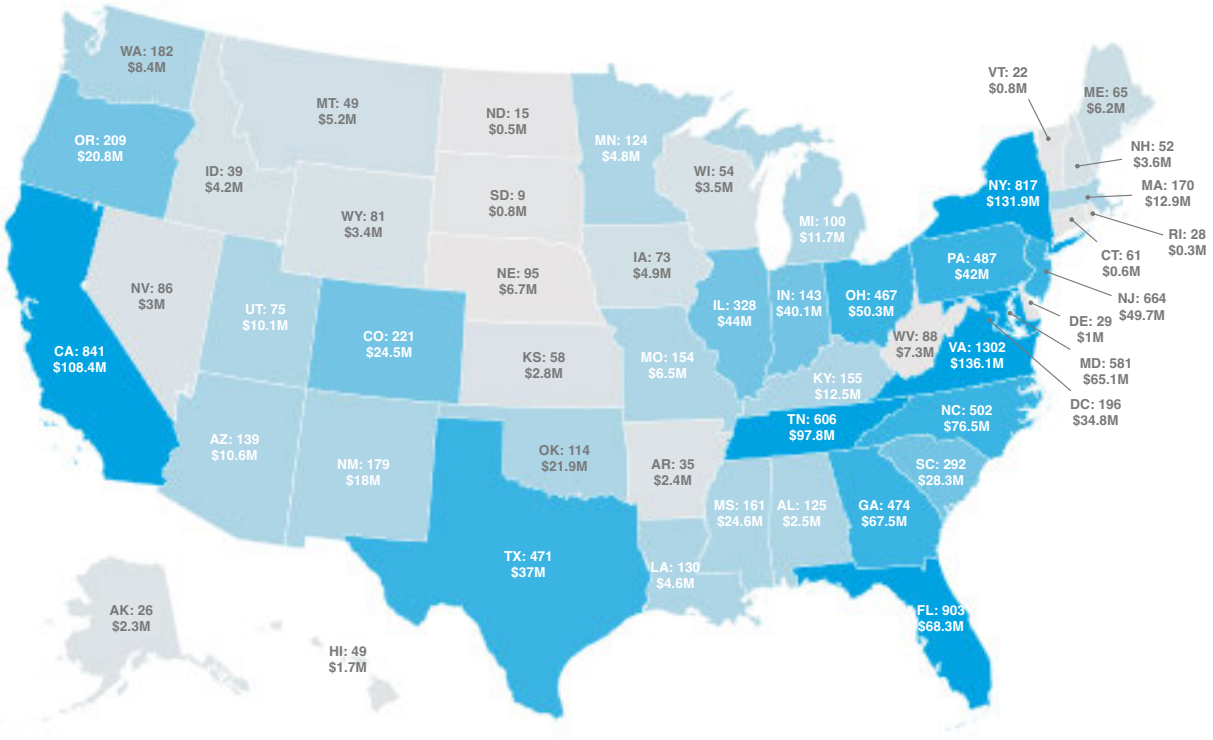
MEG's National Sales Performance

The map on the next page validates our national performance by identifying the total number of purchase orders and revenue for each state over the previous three fiscal years.



Highest Level Executive in Charge of MEG's National Sales Team

Figure 6 – MEG's National Account Manager. "Zeb" Mellet is an experienced sales professional with deep knowledge working in all aspects of cloud and cloud-enabling services.

Zebulon Mellet, our National Account Manager, will lead our MEG OMNIA Cloud PMO to drive the success of the contract and increase market share. Mr. Mellet has served many roles at Mythics and Emergent since joining in 2006. Mr. Mellet is an experienced IT sales and contract management professional working with and supporting cloud, software, hardware, support, and professional and managed services in various roles focused on the State and Local government market. MEG has recently promoted Mr. Mellet to focus exclusively on driving cloud solutions throughout MEG's portfolio of contract vehicles, with special incentives on this Master Agreement.

Mr. Mellet serves as Vice President of our State, Local, and Higher Ed sales organizations. He handles overall program performance, customer satisfaction, and ensuring that Mythics always supports its commitments. Mr. Mellet directs all our administrative and operational functions and will serve as the primary point of contact between Region 4 ESC, OMNIA Partners, and MEG. Overseeing our quality assurance program, he will implement,

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maintain, and promote awareness of all quality initiatives and continuously measure, evaluate, and improve performance.

Please find Mr. Mellet's contact information in response to *G. Provide the name, title, email and phone number for the person(s), who will be responsible for.*

Our MEG OMNIA Cloud PMO is described in full in response to *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 set-up, timely contract administration, etc*

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

Over the years, we have developed strong relationships within the OMNIA Partners salesforce. We have had remarkable success working with OMNIA's Partner Development team, regularly meeting to discuss business development, marketing, and sales strategies to promote the use of all our OMNIA Partners contracts. Our national sales force interacts with the OMNIA Partners salesforce daily. We collaborate with them to ensure our shared customers understand the features and benefits of the contract—and, most importantly, how to transact business against it.

Selling cloud is complex. We offer a wide range of solutions that cater to IT professionals and functional users alike. We invest significant resources in understanding our customers' IT initiatives and the possibilities of applying cloud and cloud-enabling products and services to resolve their needs within their budget constraints. Once we qualify an opportunity with technical and business users, we have found the OMNIA salesforce invaluable in quickly moving it through procurement.

Strategic Sourcing Through the Master Agreement

Joining the Executive Advisory Board is James Flint, Vice President of Corporate Development. Mr. Flint will focus on transitioning existing Participating Public Agency spend from non-MEG-held contracts. In this role, he will help Participating Public Agencies better understand their buying needs, evaluate options, and co-develop consolidated, streamlined cloud-sourcing strategies using the Master Agreement. These strategies will save the Participating Public Agency money, simplify ordering, invoicing, and payment processing, and provide a single point of contact to resolve problems.

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 set-up, timely contract administration, etc

As stated earlier, our National Account Manager, Mr. Mellet, will lead our MEG OMNIA Cloud PMO to drive the success of the contract and increase market share. Mr. Mellet will report directly to the MEG Executive Advisory Board.

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MEG OMNIA Cloud PMO: Structure

The MEG OMNIA Cloud PMO is the principal support office for the contract and serves as the central interface to Region 4 ESC, OMNIA Partners, and Participating Public Agencies. The MEG Executive Advisory Board will support Mr. Mellet to ensure high visibility and maintain the necessary continuity of support for a contract of this magnitude. In addition, Mr. Mellet and the MEG Executive Advisory Board will assess program and staffing plans through quarterly reviews and analysis of program performance (such as sales, delivery, reporting, customer satisfaction, contract adherence, and information distribution) against our goals, objectives, and commitments to performing program functions described on the next page.

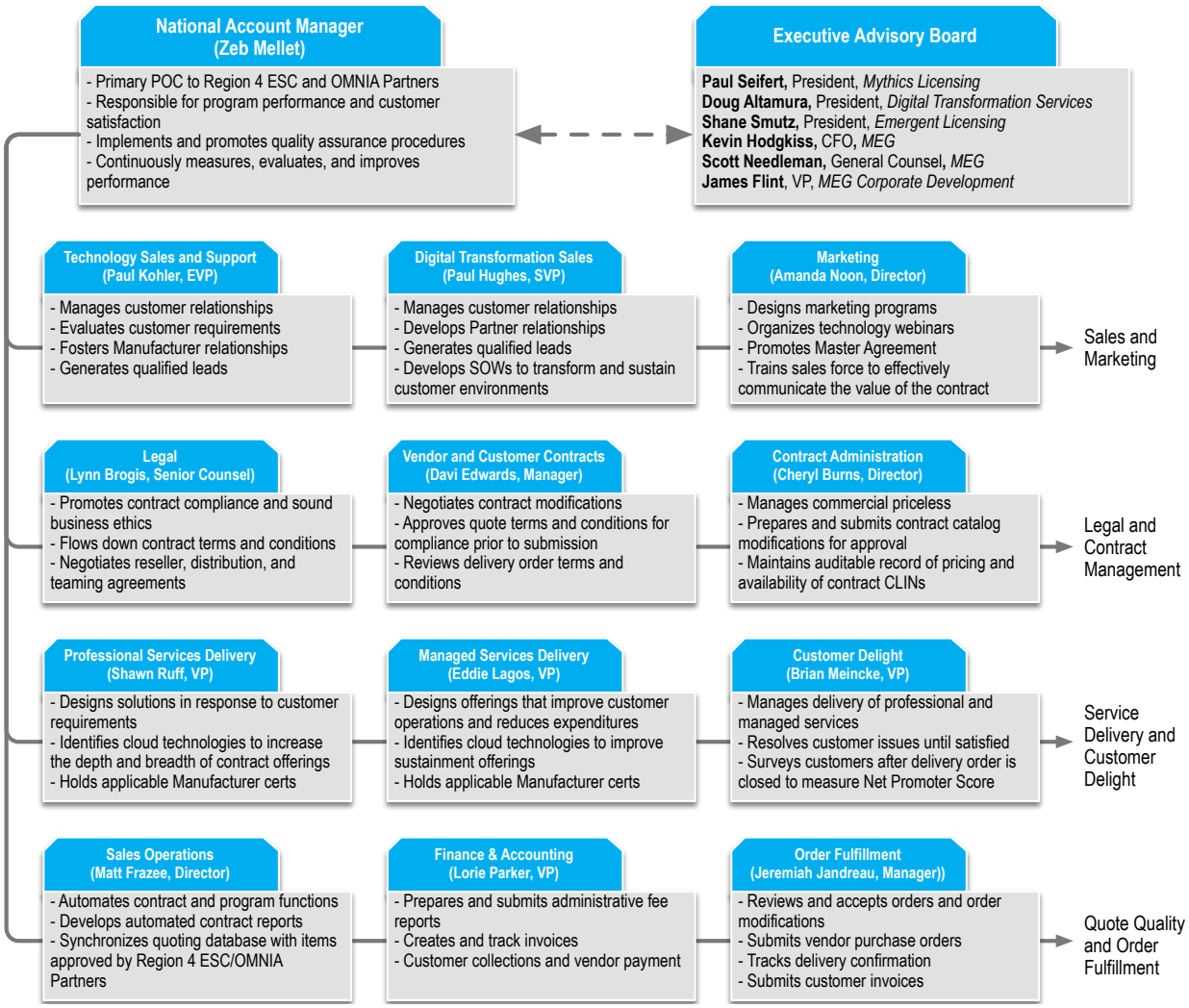

Figure 7 - MEG OMNIA Cloud PMO. We have developed a comprehensive structure to support and drive success in all aspects of the Master Agreement.

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MEG OMNIA Cloud PMO: National Account Manager

As described in the preceding sections, Mr. Mellet will serve as our National Account Manager, managing the tactical execution of sales programs and operations. Mr. Mellet's sole responsibility is driving pipeline growth and closing deals under the Master Agreement.

MEG OMNIA Cloud PMO: Executive Advisory Board

The Executive Advisory Board will provide broad, strategic guidance to Mr. Mellet and ensure the Master Agreement is promoted inside MEG and externally to our customers as MEG's go-to cloud contract. In addition, Mr. Flint will focus on helping Participating move away from outdated multiple sourcing strategies to leverage their purchasing power to find better value by consolidating their cloud purchasing strategy to meet business goals.

MEG OMNIA Cloud PMO: Sales and Marketing

Supporting Mr. Mellet with sales and marketing activities is Paul Kohler, Paul Hughes, and Amanda Noon.

- Mr. Kohler oversees all non-Oracle cloud and cloud-enabling product sales in the public sector (Federal and SLED).
- Mr. Hughes leads MEG's Digital Transformation Sales division, developing customer and partner relationships to maintain and expand our portfolio of cloud-enabling services.
- Ms. Noon will co-develop marketing strategies with Mr. Mellet, Mr. Kohler, and Mr. Hughes to brand and promote awareness of the Master Agreement.

MEG OMNIA Cloud PMO: Legal and Contract Management

Lynn Brogis, Davi Edwards, and Cheryl Burns lead the legal, contracts, and vehicle management teams supporting the Master Agreement.

- Ms. Brogis has over 20 years' experience negotiating manufacturing terms and conditions for contract vehicles. She also ensures corporate policies and quality assurance procedures adhere to contract requirements and promote high ethical standards. Additionally, Ms. Brogis negotiates SCRM policies and other contract clauses into reseller and teaming agreements.
- Ms. Edwards is the primary point of contact for contractual issues related to contract change management. She will provide contract visibility, awareness, and interpretation to all relevant parties in the organization. Additionally, Ms. Edwards will ensure we comply with Manufacturer agreements and maintain contractual records and documentation.
- Ms. Burns has managed public sector contract vehicles for over 25 years. She will ensure Manufacturer offerings are available on contract by submitting regular catalog updates to Region 4 ESC and OMNIA Partners for approval. In addition, Ms. Burns handles overall compliance with contract terms and conditions and negotiating contract modifications. She also provides all required contract-level reports.

MEG OMNIA Cloud PMO: Service Delivery and Customer Delight

Shawn Ruff, Eddie Lagos, and Brian Meincke lead our professional and managed service and delivery teams.

- Mr. Ruff is a senior technology leader with over 20 years of experience specializing in Cloud Modernization and Migration, Enterprise Infrastructure Architecture, Engineering and Management, Project Management, Service Oriented Architecture, Systems Design and

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Engineering, Database/Data Warehouse Architecture and Administration, Middleware Technologies, Enterprise Virtualization, UNIX/Linux System Administration and Storage Area Network Administration. Mr. Ruff manages a team of technical delivery professionals who work with our customers to define requirements and develop project Statements of Work for customers to order under the Master Agreement. In addition, he will assign qualified resources to perform implementation services.

- Mr. Lagos leads our rapidly expanding IaaS, PaaS, and managed services practice. He has over 20 years of experience in solution sales, design, project planning, cost and schedule management, requirements analysis, government program management and budgeting process, project leadership and best practices, and group facilitation. In addition, Mr. Lagos has led our effort to achieve ISO 20000-1 certification (expected May 3, 2022), the ITIL-based global standard for service management.
- Mr. Meincke oversees our Program Management Organization and Quality group dedicated to customer support, quality control, tracking, reporting, and overall delivery quality for our customers. Mr. Meincke's organization reports directly to our senior executive management to ensure the necessary resources are available to support our customers to the best of our ability. In addition, Mr. Meincke will enforce our commitment to quality improvement and ensure our services consistently meet our customers' requirements.

MEG OMNIA Cloud PMO: Quote Quality and Order Fulfillment

Matt Frazee, Lorie Parker, and Jeremiah Jandreau lead our quote, order, and accounting teams.

- Mr. Frazee analyzes and enhances quality procedures and systems to perform contract and program functions more efficiently. He develops automated and properly formatted contract reports, including administrative contract fee reports. Additionally, Mr. Frazee configures workflows within our CRM and ERP systems to facilitate requests for new contract items, quote approvals, assignment and tracking of new orders/modifications, order status updates, invoicing, and collection, as well as customer incidents, warranty calls, and other requests.
- Ms. Parker handles all financial and accounting functions related to resale activities, including general ledger, accounts receivable, accounts payable and financial reporting. Ms. Caton will reconcile and remit Administrative Fees on time.
- Mr. Jandreau's team reviews all orders and order modifications for compliance with our contract and quote terms and conditions. Once accepted, his team creates and submits vendor purchase orders and tracks orders until fulfillment. Finally, his team creates and sends invoices so we can pay our vendors.

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.

MEG's Public Agency Sales for the Previous Three Fiscal Years

Consolidated MEG Revenue	FY19	FY20	FY21
Federal	$726,118,968.26	$898,510,513.76	$788,478,004.10
Commercial and Health Care	$24,195,337.06	$26,818,664.46	$23,666,082.45
Higher Education	$50,993,230.08	$58,417,222.53	$68,599,385.06
State & Local	$300,142,874.58	$343,691,844.79	$436,817,147.78
All Sectors	*$1,101,450,409.98*	*$1,327,438,245.54*	*$1,317,560,619.39*

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MEG's Top 10 Public Agency Customers, Contacts, and Total Sales for the Previous Three Fiscal Years (in terms of revenue)

Public Agency Customer	Contact Information	Total Sales
State of New Jersey, New Jersey Office of Information Technology	Steve Cheetham SteveCheetham@oit.state.nj.us	$36,353,072.41
State of Tennessee, Tennessee TennCare	Max L Arnold Max.Arnold@tn.gov	$34,422,117.81
State of Indiana, Office of Information Technology	Ben Hogsed BHogsed@iot.in.gov	$33,989,413.94
State of Missouri, Missouri Office of Administration	Danielle Sweeney Danielle.Sweeney@oa.mo.gov	$29,194,338.08
New York City, New York City Fire Department	Danny Lok danny.lok@fdny.nyc.com	$27,229,622.75
New York City, New York City DOITT	Stew Fleisig sfleisig@doitt.nyc.gov	$25,619,971.75
State of North Carolina	Kim Mitchell Kim.Mitchell@nc.gov	$25,515,654.39
State of Oklahoma, Oklahoma Office of Management and Enterprise Services	Kelly Thompson Kelly.Thompson@omes.ok.gov	$23,537,149.43
City of Miami	Ramon Berges rberges@ci.miami.fl.us	$22,962,153.83
New York City, New York City Financial Information Services Agency	Michele Perez mperez@fisa.nyc.gov	$21,973,191.21

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.

Stated earlier, we employ NetSuite's ERP and CRM applications to manage the complete customer lifecycle from the first point of contact to billing and ongoing customer support. We have also designed and built our PLM system to track Manufacturer price lists and resulting contract modifications through the entire life cycle.

- **NetSuite ERP and CRM.** NetSuite ERP runs all our critical back-office operations and financial business processes, including accounting, inventory, supply chain, and order management. NetSuite CRM provides complete customer lifecycle management from marketing automation, opportunity management, order management, and customer service. Because NetSuite is our lifeblood, we implement the necessary safeguards and incentives to ensure the data we collect is up to date, correct, and always available. In addition, using NetSuite's ad-hoc reporting capabilities, we generate project-specific and comprehensive performance reports required by the Master Agreement.
- **MEG Price List Management System (PLM).** We integrate PLM, CRM, and ERP systems to ensure we only quote products and services on the Master Agreement and at, or below, the contract price. Our quotes contain up-to-date information, including the list price, the discount percentage offered, and the net cost to the customer. In addition, PLM prepares properly formatted contract catalog updates and ingests CO approvals so that our contract offerings reflect the most current line item information.
- **Order Management.** We believe investing the necessary resources into providing our customers accurate and timely quotes compliant with our Manufacturer's *then-current* terms and conditions helps streamline the fulfillment of orders by reducing the number of order modifications. Nevertheless, we employ the same diligence in our Order Management processes described in the table on the next page.

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Procedure	Activities
Accepting Customer Purchase Order	• Sales Representative (Sales) receives and confirms receipt of a Customer Purchase Order (PO) • Sales reviews the Customer PO. Sales notifies the Customer and receives updated Customer PO if changes are required. • Sales creates Sales Order (SO) and updates opportunity status in NetSuite • Accounting Representative (Accounting) is notified of pending SO in NetSuite • Accounting quality checks SO and accompanying paperwork. Accounting informs Sales and receives updated Customer PO if changes are required. • Accounting accepts Mythics SO
Submitting Vendor Purchase Order	• Accounting creates a Vendor Purchase Order (PO) package • Sales receives a notification of pending Vendor PO package in NetSuite for approval • Sales reviews the Vendor PO package. Sales notifies Accounting and receives updated Vendor PO package if changes are required. • The sales Manager reviews the Vendor PO package. Sales Manager notifies Sales and receives an updated Vendor PO package if changes are required. • Contract Representative (Contracts) notified of Vendor PO package in NetSuite for approval • Contracts review the Vendor PO package against Vendor approval, if necessary. In addition, Contracts notifies Sales and receives an updated Vendor PO package if changes are required. • Accounting receives the notification of the approved Vendor PO package and releases it to the Vendor.
Tracking Delivery Confirmation and Submitting Invoices	After the Vendor PO package is sent to the Vendor, Accounting submits a Customer Invoice: • In most cases, licenses are immediately invoiced because the customer can download the software instantly. • Services are invoiced upon Project Manager approval. Billing terms are dependent upon Customer Acceptance Terms in the contract. • Cloud services are invoiced monthly upon validation of consumption. • Hardware is invoiced upon confirmation of Customer Delivery. • Internal Hardware Tacking Team performs daily updates for all outstanding hardware shipments. • Because partial deliveries may take place, partial invoices may be submitted. • Hardware and License Support is invoiced after the Vendor processes the Vendor PO package and provides customer tracking identification unless other billing terms are required. • Upon receipt, Sales submits customer tracking identification to Customer. • Training credits are invoiced immediately. Other Training is invoiced according to billing terms.
Collections and Payment	• Customers may request estimated payments before the invoice due date. • Collections calls are made within one week after an invoice is past due. • Application of Customer Payment in NetSuite closes the open invoice. • We provide closeout assistance upon customer request, provided purchase requirements have been fulfilled, and all payment obligations have been met.

Custom Reporting

As described above, we use NetSuite as a single integrated ERP and CRM solution allowing us to quickly and easily provide management reports for each eligible agency. We track customer purchases at the line-item level, capturing product and service names, metrics, quantities, terms, units, and extended costs. This detail allows us to quickly and easily runs reports by region, state, and individual customer or eligible agency. We also track procurement information, including the type of purchase made, i.e., purchase order, procurement card, or other procurement options, and provide customized billing reports.

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Contract Sales Reporting

We will submit Contract Sales Reports for each calendar month to OMNIA Partners by the 10th day of the following month in the prescribed format.

Project Reporting

In addition, we leverage various industry-standard tools and techniques to manage and deliver our professional and managed services projects.

Tool	Description
Timekeeping	We enter and track all time against projects on a weekly basis in our NetSuite accounting system. This system is also used to manage project financials and invoice payments
Schedule	We utilize Microsoft Project to develop and track project schedules.
Risk Management	We manage risk on the project utilizing a standard risk register.
Project Communication	On certain projects, we stand up a web based project site utilizing Confluence. All pertinent documents and communication around the project are stored and maintained within the Confluence site. We only provide access to the Confluence site to required internal and customer-identified staff.
Travel and ODCs	We utilize Concur for travel and other expense reporting.
Cloud Consumption	We utilize both proprietary (CSP-specific) and non-proprietary solutions (such as CloudCheckr) to consolidate and optimize cloud service spend.
Issue Tracking	We use JIRA for tracking and managing project issues from inception to resolution. If the preferred, we will can access to JIRA to specified customer personnel.
Office Automation	We utilize standard office automation (Microsoft Word, Excel PowerPoint) for the creation and management of documents and collateral pertinent to the project in versions acceptable to the authorized user.

L. Provide the Contract Sales (as defined in Section 12 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").

We are confident this contract can be the most attractive platform for Participating Public Agencies to fulfill their cloud requirements. And we agree with OMNIA that there is potential for use with several Participating Public Agencies and tremendous growth in many others.

We also consider the contract's benefits, performing activities described in this proposal, and incorporating our suggested improvements and exceptions critical to increasing market share.

However, because MEG does not guarantee minimum sales, we agree to pay administration fees based on actual sales against the Master Agreement.

Please see our response to item #5 in Tab 1 - a. Terms and Conditions Acceptance Form (Appendix B) (CONFIDENTIAL).

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.

Please see our response to item #6 in Tab 1 - a. Terms and Conditions Acceptance Form (Appendix B) (CONFIDENTIAL).

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iv. Describe how Offeror responds to emergency orders.

Manufacturers have varying policies for fulfilling emergency orders. However, due to the nature of this contract, most emergency needs can be fulfilled at once after the Manufacturer accepts a purchase order. For instance, after we receive and accept an order, the customer performs the provisioning of cloud services. Nevertheless, we will work with customers to provide a solution as quickly as possible, notifying all parties of the urgency associated with any emergency order and working to expedite any necessary shipment (e.g., hardware).

v. What is Offeror's average Fill Rate?

Like with emergency orders, fill rates vary because customers have control over when they download software or provision cloud services after a purchase order is received and accepted. In the case of hardware, products are either purchased in a general configuration, which is subject to availability, or custom-built to customer specifications. Our average time to accept, review, and process customer delivery orders is one business day. Once completed, we submit the purchase order to the Distributor for fulfillment.

In all cases, we can provide our customers with an estimate of how long it will take to deliver products or provision cloud services.

vi. What is Offeror's average on time delivery rate? Describe Offeror's history of meeting the shipping and delivery timelines.

Similar to the preceding responses, the average on-time delivery rate varies due to the various Manufacturers' individual delivery methods. Consider that as soon as possible, but not later than the day we send the purchase order to a Distributor, we review each order to determine the timing of invoicing based on the following guidelines:

- **Licenses.** Because customers can download the software immediately, the delivery time is based on the customer.
- **Support.** It takes us one day to process a support order and send it to the Distributor. Distributors average between 3 and 5 days to process a support order.
- **Hardware.** Because customers buy hardware products as standard configurations or custom-built to their specifications, the average delivery time varies considerably—whether the order is for a simple server to a much more complex engineered system. As with support, it takes us one day to process a hardware order and submit it to the Distributor. The average processing and shipment time for standard configurations is 1 to 2 days, depending on availability. For custom configurations, Distributors again average between 3 and 5 days to process an order and provide an estimated build time and shipment date. Partial deliveries may take place based on customer preference.
- **Cloud Services.** It takes us one day to process an order and submit it to the Distributor. Once the Distributor processes the order, the customer controls the delivery time.

vii. Describe Offeror's return and restocking policy.

Return and restocking policies vary among Manufacturers and can be found in the terms and conditions accompanying our quotes.

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viii. Describe Offeror's ability to meet service and warranty needs.

Because our business model combines two distinct activities—reselling 3rd-party products and services *and* providing professional and managed services—our approach to meeting service and warranty needs and support of members is multi-dimensional.

Manufacturer Warranties

We are bound by our reseller agreements to offer only applicable Manufacturer commercial warranties and any required support. Because of this, and for our customer's awareness, all our quotes include Manufacturer *then-current* terms and conditions, which contain their respective warranty and support policies. Additionally, for technical questions, most issues are resolved per the terms dictated by the applicable Manufacturer's standard warranty, support, and service level agreements accompanying each purchase order.

However, we encourage our customers to speak directly with us about overall account support. Our sales representatives have access to the customers' support agreements in our NetSuite ERP and CRM systems to resolve any issues should the Manufacturer's documentation be unclear. We also employ and make available our certified, in-house technical staff to augment our Manufacturers' coverage. In addition, pre-sales technical discussions are offered at no extra charge, as are some "lighter" post-award issues.

Extended Warranty or Enhanced Support via MEG Managed Cloud Services

Our Managed Services organization provides custom-tailored sustainment and support services for our customers to augment Manufacturer warranties and technical support.

For more information on the types of managed services and sustainment services we provide, please see our response to **Managed Cloud Services.**

ix. Describe Offeror's customer service/problem resolution process. Include hours of operation, number of services, etc.

We value our customers, so we do not have a centralized customer service routing system. Instead, we assign dedicated account managers to each of our customers to service them—depending on the products and services they buy. We have Vendor-specific teams staffed to constantly contact our customers purchasing hardware, software, and cloud services. Our project managers follow our quality management system to ensure customer satisfaction for customers for whom we are performing professional and managed services.

Supporting Customer via 3rd-party Products and Services

We resell 3rd-party hardware, software, and cloud services, including provider-supplied maintenance, warranty, and support. Per our reseller agreements, we are obligated to offer all applicable Manufacturer commercial warranties and required support. In terms of overall account support, we encourage our customers to speak directly with their account managers who access the support documentation in our CRM system to engage the appropriate resource to resolve any issues. For technical questions, most issues are resolved per the terms dictated by the applicable 3rd-party's standard warranty, support, and SLAs accompanying each purchase order.

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Standard or Customized Managed Cloud Service SLAs

We also employ and make available our certified, in-house technical staff to augment our Manufacturers' coverage. For instance, we offer several Core Service Management offerings that supply around-the-clock patch, upgrade, and incident management and resolution while adhering to standard or customer-defined service levels.

Managed Cloud Services Customer Excellence Team

Our Customer Excellence Team resolves customer complaints, issues, and challenges by evaluating each incident and assigning a severity level to streamline its review, response, and resolution. We categorize incidents into three severity levels described below.

Severity Level	Description
Severity Level 1: Critical Impact	Critical service impact or extreme level of dissatisfaction. • Notify customer issue has been received immediately via electronic response and a follow-up phone call. • Executive Team and Executive Sales Management are notified of the issue and, in most cases, directly contact the customer to discuss it personally. • Assigned Customer Excellence resource resolves via executive team, sales manager, or account manager within 24 hours. • Customer Excellence resource notifies the customer and the executive team that the issue is resolved and archives the incident for Customer Excellence monthly reporting.
Severity Level 2: Moderate Impact	Potential service impact or restrained level of dissatisfaction. • Notify customer issue has been received immediately via electronic response and a follow-up phone call within 4 hours. • Assigned Customer Excellence resource resolves via sales manager or account manager within 24 hours. • Customer Excellence resource notifies the customer that the issue is resolved and archives the incident for Customer Excellence monthly reporting.
Severity Level 3: No Service Impact	Non-critical issue, general questions, or documentation request. • Notify the customer that the issue has been received immediately via electronic response and a follow-up phone call within 8 hours, ideally with the information requested. • Assigned Customer Excellence resource resolves via account manager within 48 hours. • Customer Excellence resource notifies the customer that the issue is resolved and archives the incident for Customer Excellence monthly reporting.

MEG Customer Advocate Program

Inspired by *"patient advocate"* programs at top hospitals, we provide our customers with another avenue to periodically discuss and provide feedback on the overall quality care of our customers in a more personal manner. Topics are not limited to a specific project, usually touching on broader aspects of our engagements, including training needs, invoicing questions, and licensing options, etc. Our customer advocate team works closely with our project teams and customer POCs to adjust the frequency and depth of interactions to tailor the experience for each customer. The goal is to provide the right level of interaction based on each customer's individual needs.

Independent Customer Surveys and Net Promoter Score

Please see how our customers actively promote us to other buyers in our response to ii. Describe Offeror's reputation in the marketplace.

Managing Delivery of Professional and Managed Services

Please see how we manage overall customer engagement success in our response to **Services**

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x. Describe Offeror's invoicing process. Include payment terms and acceptable methods of payments. Offerors shall describe any associated fees pertaining to credit cards/p-cards.

We use and customize NetSuite CRM to create customer account information from the first point of customer contact. As we find and qualify leads, our sales teams capture customer contact information, requirements, and general information about the account, including specifics about the customer's existing IT environment and projects. As a transaction progresses from a lead to an opportunity, we produce itemized quotes for products and services, pricing, and Administrative Fees.

Customer Fulfillment Process

When we receive a customer purchase order, our sales team uploads all relevant documents related to the opportunity, including the customer purchase order, customer quote, and any necessary information, such as our justification for, and Manufacturer approval of, lower pricing and customer-specific terms and conditions. Once completed, our sales team creates a sales order that initiates automated process flows in our ERP system, notifying our accounting/finance department to process the customer purchase order.

Our Accounting Department reviews and validates all sales order documentation, then creates and submits an order package for the sales manager, our Contract Team, and any other pertinent business unit to review for accuracy and contract compliance. After all required teams have reviewed and approved the order package, our Finance and Accounting Team sends the order to the relevant Manufacturer or Distributor for processing and fulfillment.

Once completed, our ERP triggers a notification to our Accounts Receivable and Payable Teams to create the required invoices based on the agreed-upon payment and acceptance terms and track the receipt of Manufacturer or Distributor invoices to be paid as customer invoices are collected. Using this single system for all phases of ordering, processing, delivery, and billing, we can effectively and efficiently manage our customers' requirements and resolve any issues on an ongoing basis. This also allows us to create contract reports promptly and efficiently due to the information we capture throughout the entire sales cycle.

Payment Methods and Terms

We process orders received by fax, email, or regular mail as a purchase order or procurement card. We accept payment for products and services by check, ACH, wire, major credit cards, and government procurement cards affiliated with VISA, MasterCard, and American Express. We also offer special financing options through ePlus and other institutions.

Standard payment terms are Net 30—payment 30 days after the invoice date. If customers have specific requirements, we will negotiate mutually agreeable terms.

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xi. Describe Offeror's contract implementation/customer transition plan

Stated earlier, our Contract Implementation and Customer Transition Plan will:

- Establish shared **Goals, Objectives, and Commitments** for the Master Agreement.
- Determine the **Benefits of the Master Agreement** and develop messaging that resonates with end-users and procurement personnel alike.
- Execute the plan for **Transitioning Customers to the Master Agreement**

The following sections describe each component of the plan in more detail, with an understanding and desire to refine each upon contract award with input from OMNIA Partners.

In addition to the following sections, please also see how the MEG OMNIA Cloud PMO will support and drive success in all aspects of the Master Agreement in our response to **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 set-up, timely contract administration, etc.**

Goals, Objectives, and Commitments

We've identified the goals and objectives we believe will drive overall success of the contract and increase market share.

Goals	Objectives
Establish the Master Agreement as the premier choice for Participating Public Agencies to acquire all cloud services	✓ Drive customer adoption of the contract by communicating its benefits over other procurement options as a more effective and efficient alternative to the costs associated with such bids and solicitations ✓ Persuade CSPs to prefer the contract over comparable alternatives ✓ Continuously onboard a wide range of Manufacturers to make high-quality and innovative cloud solutions available to all eligible agencies
Commitment to the Master Agreement	✓ Properly train and incentivize internal resources and Manufacturers to lead with the contract ✓ Direct "open market" opportunities to the contract and, where beneficial to eligible agencies, present the contract as our preferred vehicle ✓ Obtain approvals from our Manufacturers to extend potentially deeper discounts through the contract
Preserve the integrity of the Master Agreement	✓ Communicate and operate within the terms and conditions of the contract ✓ Offer only in-scope products and services found on the contract at, or below, the contract price ✓ Participate in regular program reviews with Region 4 ESC and OMNIA Partners to assess and improve performance ✓ Accurately report and remit Administrative Fees on time

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Demonstrating the Benefits of the Master Agreement

We will promote the Master Agreement's features and benefits to Participating Public Agencies, described in the table below. In addition, we will work with Region 4 ESC and OMNIA Partners to continuously refine the messaging for how the Master Agreement's features benefit Participating Public Agencies and update our marketing plans accordingly.

Features of the Master Agreement	Benefit to Procurement Staff	Benefit to End Users
Aggregating requirements from the combined economies of scale of multiple organizations…	✓ Nationally leveraged pricing ✓ Streamlined acquisition cycles	✓ Availability of cloud products and enabling services ✓ Faster deployments
Competitively solicited contract employing lead agency model…	✓ Compliance with procurement requirements	✓ Adherence to Manufacturer reseller and distribution agreements and accompanying terms and conditions
Comprehensive scope…	✓ Simplified acquisition ✓ Contract utility	✓ Choice of a wide range of leading cloud products and enabling services
Frequently updated catalog…	✓ *Then-current* pricing, terms, and conditions	✓ *Then-current* offerings
Ability to enhance the scope over time…	✓ Streamlined acquisition cycles ✓ Contract utility	✓ Additional offerings as technology evolves

Marketing Programs

Our marketing programs will consist of outbound call campaigns, direct marketing initiatives, use of social media, advertisements in regional and national publications, participation in trade shows, and technology-focused webinars, among other activities, with clear, compelling, and consistent content. In addition to any purpose-built messaging, our brochures, templates, briefs, and other collateral will always highlight the features of the Master Agreement and its benefits.

Transitioning Customers to the Master Agreement

Our sales and marketing teams will take a proactive, multifaceted approach to market the contract as our primary offering to eligible public entities. By analyzing our current customer base and OMNIA Partners Participating Public Agencies, we will organize customers into four groups depicted on the next page and tailor marketing programs for each.

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Group 1: Transition. We will contact MEG customers who are also OMNIA Partners Participating Public Agencies to discuss how we can *easily transition them to the contract for their cloud computing requirements*.

Group 2: Solution. For existing Participating Public Agencies who are not MEG or Manufacturer customers, we will inform them about the recent award, its benefits, and available cloud technologies. Because this group is already familiar with OMNIA Partners, our primary focus will be on *finding customers with requirements within the scope of the Master Agreement.*

Group 3: Procurement. For existing MEG and Manufacturer customers who are not yet Participating Public Agencies, we will inform them about the recent award, its benefits, and the available cloud technologies. Because this group is already familiar with MEG or one of our Manufacturers, we will focus on *influencing POCs to participate in the OMNIA Partners program as a Participating Public Agency.*

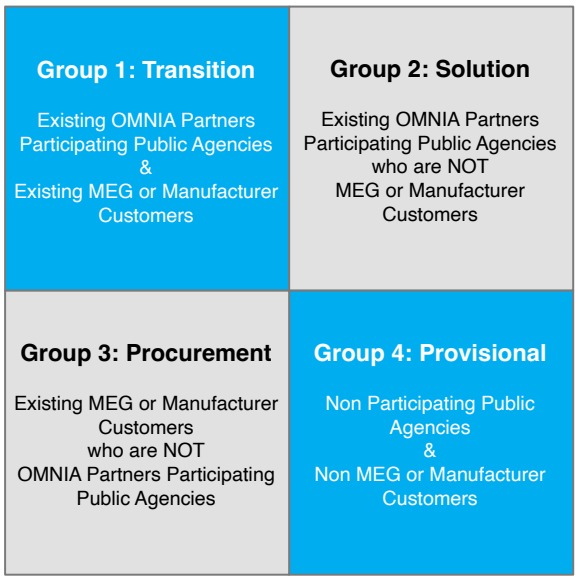

Figure 8 – Target Customer Groups. We will tailor marketing programs to customers based upon their familiarity with MEG, OMNIA Partners—and cloud services

Group 4: Provisional. When engaging new MEG or Manufacturers customers who are not yet Participating Public Agencies, we will combine the elements of our Solution and Procurement strategies. This involves *finding in-scope customer requirements and influencing POCs to participate in the OMNIA Partners program as a Participating Public Agency.*

xii. Describe the financial condition of Offeror.

We have been in business and remained profitable for 22 straight years. Our financial condition remains healthy with continued demonstration of growth on both the income statement and the balance sheet. We maintain a $50 million line of credit with Wells Fargo, continually meeting all covenant and reporting requirements. Through evidence of independent audit, the financial statements are in accordance with all GAAP requirements, in both form and content.

xiii. Provide a website link in order to review website ease of use, availability, and capabilities related to ordering, returns and reporting. Describe the website's capabilities and functionality.

Due to the complexities of buying cloud services and cloud-enabling solutions, we do not offer an online *"punch-out"* catalog typically offered by resellers of commodity items such as end-user hardware, software, and peripherals. In addition, many "cloud-native" CSPs have moved away from this model to maintain more control over the use of their services. There are several reasons for this, including the protection of IP, limiting exposure to security risks, as well as ensuring customers purchase options suitable to their needs.

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Using the scope of this contract to illustrate the complexities:

- **Public CSPs.** Customer typically provision IaaS and PaaS solutions using the provider's proprietary portal. Enterprise SaaS solutions usually require more information such as user counts and selecting from various plans or modules, which alter the pricing and terms and conditions, prior to purchase. Purchasing through online catalogs forces public sector users to accept commercial terms and conditions that may not be favorable or even legal. Furthermore, provisioned services must match the purchase order to prevent violation of procurement laws (i.e., ensuring appropriate use of funds).
- **Private Cloud Infrastructure.** Typical solutions require design and architecture assistance to provide the most desirable solutions—and many solutions are purchased along with custom implementation services.
- **Legacy Application Migration and New Application Development.** These services are almost entirely specific to customer requirements and require a high level of interaction to produce detailed specifications.
- **Managed Cloud Services.** Most managed services are custom-tailored to customer needs like application migration and development. Even *"productized"* solutions require several customer interactions before purchase.

xiv. Describe the Offeror's safety record.

Our safety record is notable—we have had only one serious incident where an employee tripped on a sidewalk after leaving a work-related dinner event, injuring their knee and ankle.

General Safety Policies

While our Human Resources Department maintains responsibility for ensuring safety, we ask every MEG employee to maintain a healthy and safe work environment. We invite each employee to practice safety awareness by thinking defensively, anticipating risky situations, and reporting unsafe conditions immediately. Our general safety precautions are as follows:

- If an employee believes that they or another person is in imminent danger (e.g., accidents, medical situations, bomb threats, other threats of violence, and the smell or sign of fire), they should call 911. Otherwise, they should notify their immediate supervisor of any emergency not involving imminent danger.
- If an employee is injured or becomes sick at work, they must inform their supervisor no matter how slight.
- Employees are to report all safety hazards and occupational illnesses or injuries to our HR Department immediately and complete an occupational illness or injury form as needed.
- Only trained and qualified employees may use, adjust, and repair machines and equipment.
- We encourage employees to know the proper lifting procedures and to get help when lifting or pushing heavy objects.
- We expect our employees to understand their job thoroughly and follow instructions. If they are not sure of the safe procedure, they should ask their immediate supervisor.
- We train employees about the locations, contents, and use of first aid and firefighting equipment.
- A violation of a safety precaution is an unsafe act. A violation may lead to disciplinary action, up to and including discharge.

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Additional Precautions

Our location and company culture contribute to additional precautions, including:

- **Severe Weather and Natural Disasters.** Although Virginia has not had a hurricane come ashore since 1851, we occasionally experience hurricane and tropical storm conditions. Because of our geography, we have several policies to manage severe weather and natural disasters, specifically floods, hurricanes, and fires.
- **Drug-free Workplace.** In compliance with the federal Drug-Free Workplace Act of 1988, we have adopted a drug-free workplace policy that must be adhered to as a condition of employment.
- **Nonsmoking Policy.** Ours is a tobacco-free company. We are concerned about the health effects of tobacco and second-hand smoke inhalation on our employees and clients. Therefore, smoking, vaping, or the use of any tobacco product, including chewing tobacco and tobacco-like products, are not permitted on our property at any time.
- **Policy Against Violence.** The safety and security of our employees, Partners, customers, and neighbors are of essential importance. We do not tolerate threats or acts of violence made by an employee against another person's life, health, well-being, family, or property. Any intimidation, the threat of violence, or violent act committed against any person on company time or property is prohibited.
- **Concealed Weapons.** Possession, use, or sale of deadly weapons, firearms, prohibited knives (as legally defined), or explosives on work premises, while operating company equipment or vehicles for work-related purposes, or while engaged in company business off-premises is forbidden by the company. This policy applies to all employees, including those with a valid permit to carry a firearm.

xv. Provide any additional information relevant to this section.

Shared Responsibility Model

Illustrated in the figure on the following page, the concept of the *Shared Responsibility Model,* is essential to evaluating the security of any CSP solution that customers understand and distinguish between *security **of** the cloud* versus *security **in** the cloud:*

- *Security **of** the cloud* refers to the security measures a **CSP** implements and operates.
- *Security **in** the cloud* means the security measures that the ***customer*** implements and operates related to the security of customer content and applications that make use of CSP services or customer-supplied software (usually as *bring your own license or BYOL*).

Customers retain control of what security they choose to implement to protect their content, platform, applications, systems, and networks, no differently than they would for applications in an on-site data center.

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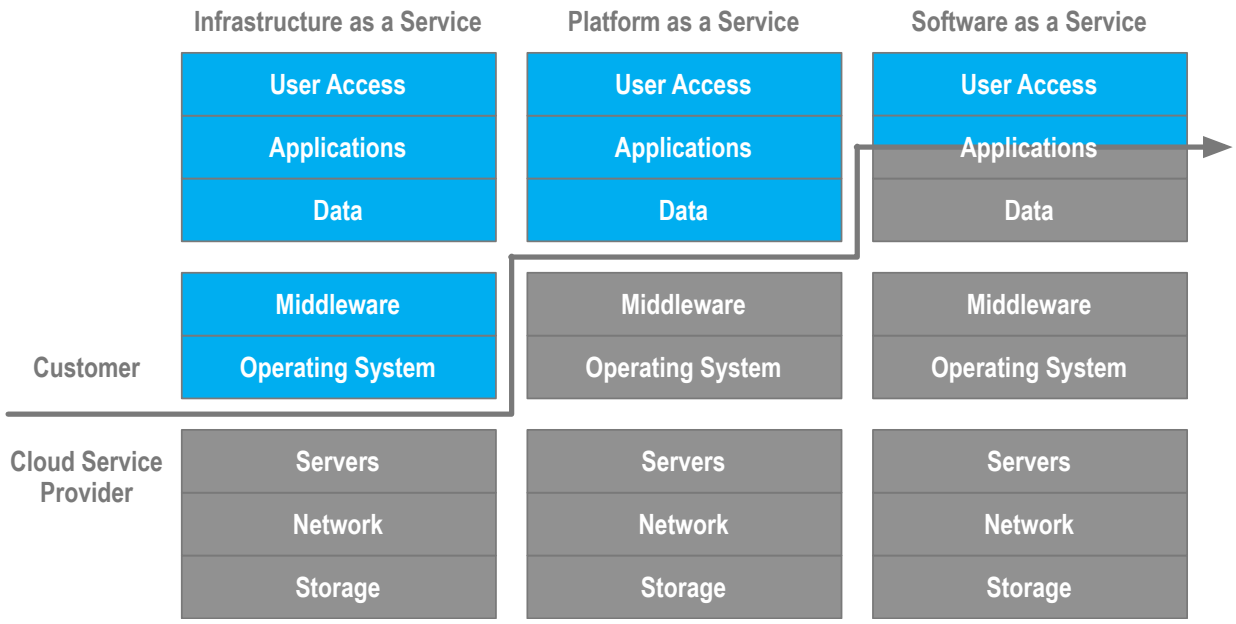

*Figure 9 - **Shared Responsibility Model.** Understanding the obligations of a CSP (gray) and its customers (blue) is critical to ensuring accountability for different security aspects and must work together to ensure complete coverage.*

Security Of the Cloud

Because responsibilities differ depending on the cloud service model and CSP, there is no standard shared responsibility model. Instead, all CSP terms and conditions contain language that designates areas of responsibility— especially concerning data protection and information security—and each CSP has its position and interpretations. To recognize cloud security responsibilities, customers must understand the service-level agreements they have with CSPs—and the more CSPs they do business with, the interrelationships become increasingly complex.

The same is true for customers, as most, if not all, states have passed laws regulating the collection and use of personal data; some have introduced (or even passed) legislation related to data breaches. In addition, several federal privacy laws exist regulating the collection and use of personal information in the financial, health, and electronic communications industries and activities in other sectors that store personally identifiable information (PII). As a result, there is a piecemeal system of federal and state laws and regulations that can sometimes contradict.

In the absence of a single, comprehensive national law regulating the collection and use of personal data, most CSPs have adopted best practices in self-regulatory guidelines, industry certifications and attestations, and other frameworks. Some best practices have accountability and enforcement components that are increasingly relied upon by progressive regulators, such as:

- CSA STAR Consensus Assessments Initiative Questionnaire (CAIQ)
- Federal Risk and Authorization Management Program (FedRAMP)
- Family Educational Rights and Privacy Act (FERPA)
- Federal Information Processing Standard (FIPS) PUB 140-2
- Federal Information Security Management Act (FISMA)
- Health Insurance Portability and Accountability Act (HIPAA)
- ISO 9001, 27001, 27017, 27018

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Because situations and conditions may change during the contract, we recommend Region 4 ESC and OMNIA Partners avoid unnecessary issues introduced by other cloud contracts, specifically incorporating specific regulatory requirements and industry standards into the master contract. This is due to the industry's dynamic nature, where new requirements and standards are introduced frequently over time. In addition, our proposed solution takes advantage of the continuing efforts of CSPs to negotiate state-level agreements for other contracts. This will ensure *then-current* and applicable special terms and conditions are provided at the time of sale.

Security In the Cloud

Gartner has predicted that 95% of cloud security failures will be the customer's fault, stating that *"only a small percentage of the security incidents impacting enterprises using the cloud have been due to vulnerabilities that were the provider's fault."* And this has proven to be accurate, as poor governance and a lack of training and education have contributed to poorly securing cloud services under the customer's control. Gartner concluded that most cloud users *"will use cloud access security broker products to monitor and manage their use of SaaS and other forms of public cloud, reflecting the growing recognition that although clouds are usually secure, the secure use of public clouds requires explicit effort on the part of the cloud customer."*

The portfolio CSPs we intend to offer contains a significant number of cybersecurity offerings to address security issues, which supplements our ability to secure customer environments in the most popular public clouds.

Practical and Current Example of Share Responsibility

*UpGuard…**discovered the open database of 198 million voters on June 12, and it was secured on June 14**...About 1.1 terabytes of **data was available to download and not password protected**… Some of the exposed information, like voter registration, is public record, but **states have different ways of letting people access it and rules on how it can be used**... Deep Root's **database on the open Amazon S3 storage server** highlights the years-long effort by companies to stockpile data about American voters.*[1]

*In what is the largest known data exposure of its kind…**a misconfigured database containing the sensitive personal details** of over 198 million American voters **was left exposed to the internet** by a firm working on behalf of the Republican National Committee (RNC)...The data, **which was stored in a publicly accessible cloud server** owned by Deep Root Analytics, included 1.1 terabytes of **entirely unsecured personal information** compiled by DRA…In total, the personal information of potentially near all of America's 200 million registered voters was exposed, including names, dates of birth, home addresses, phone numbers, and voter registration details, as well as data described as "modeled" voter ethnicities and religions.*[2]

[1] http://money.cnn.com/2017/06/19/technology/voter-data-leaked-online-gop/index.html

[2] https://www.upguard.com/breaches/the-rnc-files

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TAB 3 - A. OMNIA PARTNERS DOCUMENTS (APPENDIX D)

ii. The successful Offeror will be required to sign Appendix D, Exhibit B, OMNIA Partners Administration Agreement prior to Contract award. Offerors should have any reviews required to sign the document prior to submitting a response. Offeror's response should include any proposed exceptions to OMNIA Partners Administration Agreement on Appendix B, Terms and Conditions Acceptance Form.

iii. Include completed Appendix D, Exhibits F. Federal Funds Certifications and G. New Jersey Business Compliance.

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Appendix D, Exhibit F Federal Funds Certification Form

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Exhibit F
Federal Funds Certifications

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

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.

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.

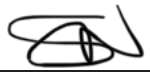
The following certifications and provisions may be required and apply when Participating Agency expends federal funds for any purchase resulting from this procurement process. Pursuant to 2 C.F.R. § 200.326, all contracts, including small purchases, awarded by the Participating Agency and the Participating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

Appendix II to Part 200, as applicable.

APPENDIX II TO 2 CFR PART 200

(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  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 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 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 SN 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 SN 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 SN 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 SN 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 SN Initials of Authorized Representative of offeror

(l) 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 (l) 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 SN Initials of Authorized Representative of offeror

RECORD RETENTION REQUIREMENTS FOR CONTRACTS INVOLVING FEDERAL FUNDS

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 SN Initials of Authorized Representative of offeror

CERTIFICATION OF COMPLIANCE WITH THE ENERGY POLICY AND CONSERVATION ACT

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 SN Initials of Authorized Representative of offeror

CERTIFICATION OF COMPLIANCE WITH BUY AMERICA PROVISIONS

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 SN Initials of Authorized Representative of offeror

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

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 SN Initials of Authorized Representative of offeror

CERTIFICATION OF APPLICABILITY TO SUBCONTRACTORS

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

Does offeror agree? YES SN Initials of Authorized Representative of offeror

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: Mythics Emergent Group, Inc.

Address, City, State, and Zip Code: 4525 Main Street, Suite 1500, Virginia Beach, VA 23462

Phone Number: (757) 412-4362 Fax Number: (757) 412-1060

Printed Name and Title of Authorized Representative: Scott Needleman, SVP, General Counsel

Email Address: sneedleman@mythics.com

Signature of Authorized Representative: Date: April 30, 2022

FEMA SPECIAL CONDITIONS

Awarded Supplier(s) may need to respond to events and losses where products and services are needed for the immediate and initial response to emergency situations such as, but not limited to, water damage, fire damage, vandalism cleanup, biohazard cleanup, sewage decontamination, deodorization, and/or wind damage during a disaster or emergency situation. By submitting a proposal, the Supplier is accepted these FEMA Special Conditions required by the Federal Emergency Management Agency (FEMA).

"Contract" in the below pages under FEMA SPECIAL CONDITIONS is also referred to and defined as the "Master Agreement".

"Contractor" in the below pages under FEMA SPECIAL CONDITIONS is also referred to and defined as "Supplier" or "Awarded Supplier".

Conflicts of Interest

No employee, officer, or agent may participate in the selection, award, or administration of a contract supported by a FEMA award if he or she has a real or apparent conflict of interest. Such a conflict would arise when the employee, officer, or agent, any member of his or her immediate family, his or her partner, or an organization which employs or is about to employ any of these parties, has a financial or other interest in or a tangible personal benefit from a firm considered for award. 2 C.F.R. § 200.318(c)(1); See also Standard Form 424D, ¶ 7; Standard Form 424B, ¶ 3. i. FEMA considers a "financial interest" to be the potential for gain or loss to the employee, officer, or agent, any member of his or her immediate family, his or her partner, or an organization which employs or is about to employ any of these parties as a result of the particular procurement. The prohibited financial interest may arise from ownership of certain financial instruments or investments such as stock, bonds, or real estate, or from a salary, indebtedness, job offer, or similar interest that might be affected by the particular procurement. ii. FEMA considers an "apparent" conflict of interest to exist where an actual conflict does not exist, but where a reasonable person with knowledge of the relevant facts would question the impartiality of the employee, officer, or agent participating in the procurement. c. Gifts. The officers, employees, and agents of the Participating Public Agency nor the Participating Public Agency ("NFE") must neither solicit nor accept gratuities, favors, or anything of monetary value from contractors or parties to subcontracts. However, NFE's may set standards for situations in which the financial interest is de minimus, not substantial, or the gift is an unsolicited item of nominal value. 2 C.F.R. § 200.318(c)(1). d. Violations. The NFE's written standards of conduct must provide for disciplinary actions to be applied for violations of such standards by officers, employees, or agents of the NFE. 2 C.F.R. § 200.318(c)(1). For example, the penalty for a NFE's employee may be dismissal, and the penalty for a contractor might be the termination of the contract.

Contractor Integrity

A contractor must have a satisfactory record of integrity and business ethics. Contractors that are debarred or suspended, as described in and subject to the debarment and suspension regulations implementing Executive Order 12549, *Debarment and Suspension* (1986) and Executive Order 12689, *Debarment and Suspension* (1989) at 2 C.F.R. Part 180 and the Department of Homeland Security's regulations at 2 C.F.R. Part 3000 (Non-procurement Debarment and Suspension), must be rejected and cannot receive contract awards at any level.

Public Policy

A contractor must comply with the public policies of the Federal Government and state, local government, or tribal government. This includes, among other things, past and current compliance with the:

a. Equal opportunity and nondiscrimination laws

b. Five affirmative steps described at 2 C.F.R. § 200.321(b) for all subcontracting under contracts supported by FEMA financial assistance; and FEMA Procurement Guidance June 21, 2016 Page IV- 7

c. Applicable prevailing wage laws, regulations, and executive orders

Affirmative Steps

For any subcontracting opportunities, Contractor must take the following Affirmative steps:

1. Placing qualified small and minority businesses and women's business enterprises on solicitation lists;
2. Assuring that small and minority businesses, and women's business enterprises are solicited whenever they are potential sources;
3. Dividing total requirements, when economically feasible, into smaller tasks or quantities to permit maximum participation by small and minority businesses, and women's business enterprises;
4. Establishing delivery schedules, where the requirement permits, which encourage participation by small and minority businesses, and women's business enterprises; and
5. Using the services and assistance, as appropriate, of such organizations as the Small Business Administration and the Minority Business Development Agency of the Department of Commerce.

Prevailing Wage Requirements

When applicable, the awarded Contractor (s) and any and all subcontractor(s) agree to comply with all laws regarding prevailing wage rates including the Davis-Bacon Act, applicable to this solicitation and/or Participating Public Agencies. The Participating Public Agency shall notify the Contractor of the applicable pricing/prevailing wage rates and must apply any local wage rates requested. The Contractor and any subcontractor(s) shall comply with the prevailing wage rates set by the Participating Public Agency.

Federal Requirements

If products and services are issued in response to an emergency or disaster recovery the items below, located in this FEMA Special Conditions section of the Federal Funds Certifications, are activated and required when federal funding may be utilized.

2 C.F.R. § 200.326 and 2 C.F.R. Part 200, Appendix II, Required Contract Clauses

1. REMEDIES

a. Standard. Contracts for more than the simplified acquisition threshold, currently set at $250,000, 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. See 2 C.F.R. Part 200, Appendix II(A).

b. Applicability. This requirement applies to all FEMA grant and cooperative agreement programs.

2. TERMINATION FOR CAUSE AND CONVENIENCE

a. Standard. All contracts in excess of $10,000 must address termination for cause and for convenience by the non-Federal entity, including the manner by which it will be effected and the basis for settlement. See 2 C.F.R. Part 200, Appendix II(B).

b. Applicability. This requirement applies to all FEMA grant and cooperative agreement programs.

3. EQUAL EMPLOYMENT OPPORTUNITY

When applicable:

a. Standard. Except as otherwise provided under 41 C.F.R. Part 60, all contracts that meet the definition of “federally assisted construction contract” in 41 C.F.R.

§ 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. § 60- 1.4(b), in accordance with Executive Order 11246, *Equal Employment Opportunity* (30 Fed. Reg. 12319, 12935, 3 C.F.R. 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 C.F.R. Part 60 (Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor). See 2 C.F.R. Part 200, Appendix II(C).

b. Key Definitions.

i. Federally Assisted Construction Contract. The regulation at 41 C.F.R. § 60-1.3 defines a "federally assisted construction contract" as any agreement or modification thereof between any applicant and a person for construction work which is paid for in whole or in part with funds obtained from the Government or borrowed on the credit of the Government pursuant to any Federal program involving a grant, contract, loan, insurance, or guarantee, or undertaken pursuant to any Federal program involving such grant, contract, loan, insurance, or guarantee, or any application or modification thereof approved by the Government for a grant, contract, loan, insurance, or guarantee under which the applicant itself participates in the construction work.

ii. Construction Work. The regulation at 41 C.F.R. § 60-1.3 defines "construction work" as the construction, rehabilitation, alteration, conversion, extension, demolition or repair of buildings, highways, or other changes or improvements to real property, including facilities providing utility services. The term also includes the supervision, inspection, and other onsite functions incidental to the actual construction.

c. Applicability. This requirement applies to all FEMA grant and cooperative agreement programs.

d. Required Language. The regulation at 41 C.F.R. Part 60-1.4(b) requires the insertion of the following contract clause.

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

(1) The contractor will not discriminate against any employee or applicant for employment because of race, color, religion, sex, sexual orientation, gender identity, or national origin. The contractor will take affirmative action to ensure that applicants are employed, and that employees are treated during employment without regard to their race, color, religion, sex, sexual orientation, gender identity, or national origin. 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 setting forth the provisions of this nondiscrimination clause.

(2) The contractor will, in all solicitations or advertisements for employees placed by or on behalf of the contractor, state that all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, or national origin.

(3) The contractor will not discharge or in any other manner discriminate against any employee or applicant for employment because such employee or applicant has inquired about, discussed, or disclosed the compensation of the employee or applicant or another employee or applicant. This provision shall not apply to instances in which an employee who has access to the compensation information of other employees or applicants as a part of such employee's essential job functions discloses the compensation of such other employees or applicants to individuals who do not otherwise have access to such information, unless such disclosure is in response to a formal complaint or charge, in furtherance of an investigation, proceeding, hearing, or action, including an investigation conducted by the employer, or is consistent with the contractor's legal duty to furnish information.

(4) The contractor will send to each labor union or representative of workers with which he has a collective bargaining agreement or other contract or understanding, a notice to be provided advising the said labor union or workers' representatives of the contractor's commitments under this section and shall post copies of the notice in conspicuous places available to employees and applicants for employment.

(5) The contractor will comply with all provisions of Executive Order 11246 of September 24, 1965, and of the rules, regulations, and relevant orders of the Secretary of Labor.

(6) The contractor will furnish all information and reports required by Executive Order 11246 of September 24, 1965, and by rules, regulations, and orders of the Secretary of Labor, or pursuant thereto, and will permit access to his books, records, and accounts by the administering agency and the Secretary of Labor for purposes of investigation to ascertain compliance with such rules, regulations, and orders.

(7) In the event of the contractor's noncompliance with the nondiscrimination clauses of this contract or with any of the said rules, regulations, or orders, this contract may be canceled, terminated, or suspended in whole or in part and the contractor may be declared ineligible for further Government contracts or federally assisted construction contracts in accordance with procedures authorized in Executive Order 11246 of September 24, 1965, and such other sanctions may be imposed and remedies invoked as provided in Executive Order 11246 of September 24, 1965, or by rule, regulation, or order of the Secretary of Labor, or as otherwise provided by law.

(8) The contractor will include the portion of the sentence immediately preceding paragraph (1) and the provisions of paragraphs (1) through (8) in every subcontract or purchase order unless exempted by rules, regulations, or orders of the Secretary of Labor issued pursuant to section 204 of Executive Order 11246 of September 24, 1965, so that such provisions will be binding upon each subcontractor or vendor. The contractor will take such action with respect to any subcontract or purchase order as the administering agency may direct as a means of enforcing such provisions, including sanctions for noncompliance:

Provided, however, that in the event a contractor becomes involved in, or is threatened with, litigation with a subcontractor or vendor as a result of such direction by the administering agency, the contractor may request the United States to enter into such litigation to protect the interests of the United States.

The applicant further agrees that it will be bound by the above equal opportunity clause with respect to its own employment practices when it participates in federally assisted construction work: *Provided,* That if the applicant so participating is a State or local government, the above equal opportunity clause is not applicable to any agency, instrumentality or subdivision of such government which does not participate in work on or under the contract.

The applicant agrees that it will assist and cooperate actively with the administering agency and the Secretary of Labor in obtaining the compliance of contractors and subcontractors with the equal opportunity clause and the rules, regulations, and relevant orders of the Secretary of Labor, that it will furnish the administering agency and the Secretary of Labor such information as they may require for the supervision of such compliance, and that it will otherwise assist the administering agency in the discharge of the agency's primary responsibility for securing compliance.

The applicant further agrees that it will refrain from entering into any contract or contract modification subject to Executive Order 11246 of September 24, 1965, with a contractor debarred from, or who has not demonstrated eligibility for, Government contracts and federally assisted construction contracts pursuant to the Executive Order and will carry out such sanctions and penalties for violation of the equal opportunity clause as may be imposed upon contractors and subcontractors by the administering agency or the Secretary of Labor pursuant to Part II, Subpart D of the Executive Order. In addition, the applicant agrees that if it fails or refuses to comply with these undertakings, the administering agency may take any or all of the following actions: Cancel, terminate, or suspend in whole or in part this grant (contract, loan, insurance, guarantee); refrain from extending any further assistance to the applicant under the program with respect to which the failure or refund occurred until satisfactory assurance of future compliance has been received from such applicant; and refer the case to the Department of Justice for appropriate legal proceedings.

4. DAVIS-BACON ACT

a. Standard. 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 at 29 C.F.R. Part 5 (Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction). See 2 C.F.R. Part 200, Appendix II(D). 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.

b. Applicability. The Davis-Bacon Act applies to the Emergency Management Preparedness Grant Program, Homeland Security Grant Program, Nonprofit Security Grant Program, Tribal Homeland Security Grant Program, Port Security Grant Program, and Transit Security Grant Program.

c. Requirements. If applicable, the non-federal entity must do the following:

i. 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.

ii. Additionally, pursuant 2 C.F.R. Part 200, Appendix II(D), contracts subject to the Davis-Bacon Act, 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 at 29 C.F.R. 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 Copeland Anti- Kickback 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 FEMA.

iii. 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").

Suggested Language. The following provides a sample contract clause:

Compliance with the Davis-Bacon Act.

a. All transactions regarding this contract shall be done in compliance with the Davis-Bacon Act (40 U.S.C. 3141- 3144, and 3146-3148) and the requirements of 29 C.F.R. pt. 5 as may be applicable. The contractor shall comply with 40 U.S.C. 3141-3144, and 3146-3148 and the requirements of 29 C.F.R. pt. 5 as applicable.

b. Contractors are 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.

c. Additionally, contractors are required to pay wages not less than once a week.

5. COPELAND ANTI-KICKBACK ACT

a. Standard. Recipient and subrecipient contracts must 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").

b. Applicability. This requirement applies to all contracts for construction or repair work above $2,000 in situations where the Davis-Bacon Act also applies. It DOES NOT apply to the FEMA Public Assistance Program.

c. Requirements. If applicable, the non-federal entity must include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations at 29 C.F.R. 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). 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 FEMA. Additionally, in accordance with the regulation, each contractor and subcontractor must furnish each week a statement with respect to the wages paid each of its employees engaged in work covered by the Copeland Anti-Kickback Act and the Davis Bacon Act during the preceding weekly payroll period. The report shall be delivered by the contractor or subcontractor, within seven days after the regular payment date of the payroll period, to a representative of a Federal or State agency in charge at the site of the building or work.

Sample Language. The following provides a sample contract clause:

Compliance with the Copeland "Anti-Kickback" Act.

a. Contractor. The contractor shall comply with 18 U.S.C. §874, 40 U.S.C. § 3145, and the requirements of 29 C.F.R. pt. 3 as may be applicable, which are incorporated by reference into this contract.

b. Subcontracts. The contractor or subcontractor shall insert in any subcontracts the clause above and such other clauses as FEMA may by appropriate instructions require, and also a clause requiring the subcontractors to include these clauses in any lower tier subcontracts. The prime contractor shall be responsible for the compliance by any subcontractor or lower tier subcontractor with all of these contract clauses.

c. Breach. A breach of the contract clauses above may be grounds for termination of the contract, and for debarment as a contractor and subcontractor as provided in 29 C.F.R. §5.12."

6. CONTRACT WORK HOURS AND SAFETY STANDARDS ACT

a. Standard. Where applicable (see 40 U.S.C. §§ 3701-3708), 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 at 29 C.F.R. Part 5. See 2 C.F.R. Part 200, Appendix II(E). Under 40 U.S.C. § 3702, 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. Further, no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous, or dangerous.

b. Applicability. This requirement applies to all FEMA contracts awarded by the non- federal entity in excess of $100,000 under grant and cooperative agreement programs that involve the employment of mechanics or laborers. It is applicable to construction work. These requirements do not apply to the purchase of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

c. Suggested Language. The regulation at 29 C.F.R. § 5.5(b) provides contract clause language concerning compliance with the Contract Work Hours and Safety Standards Act. FEMA suggests including the following contract clause:

Compliance with the Contract Work Hours and Safety Standards Act.

(1) *Overtime requirements.* No contractor or subcontractor contracting for any part of the contract work which may require or involve the employment of laborers or mechanics shall require or permit any such laborer or mechanic in any workweek in which he or she is employed on such work to work in excess of forty hours in such workweek unless such laborer or mechanic receives compensation at a rate not less than one and one-half times the basic rate of pay for all hours worked in excess of forty hours in such workweek.

(2) *Violation; liability for unpaid wages; liquidated damages.* In the event of any violation

of the clause set forth in paragraph (b)(1) of this section the contractor and any subcontractor responsible therefor shall be liable for the unpaid wages. In addition, such contractor and subcontractor shall be liable to the United States (in the case of work done under contract for the District of Columbia or a territory, to such District or to such territory), for liquidated damages. Such liquidated damages shall be computed with respect to each individual laborer or mechanic, including watchmen and guards, employed in violation of the clause set forth in paragraph (b)(1) of this section, in the sum of
$27 for each calendar day on which such individual was required or permitted to work in excess of the standard workweek of forty hours without payment of the overtime wages required by the clause set forth in paragraph (b)(1) of this section.

(3) *Withholding for unpaid wages and liquidated damages.* The Federal agency or loan/grant recipient shall upon its own action or upon written request of an authorized representative of the Department of Labor withhold or cause to be withheld, from any moneys payable on account of work performed by the contractor or subcontractor under any such contract or any other Federal contract with the same prime contractor, or any other federally-assisted contract subject to the Contract Work Hours and Safety Standards Act, which is held by the same prime contractor, such sums as may be determined to be necessary to satisfy any liabilities of such contractor or subcontractor for unpaid wages and liquidated damages as provided in the clause set forth in paragraph (b)(2) of this section.

(4) *Subcontracts.* The contractor or subcontractor shall insert in any subcontracts the clauses set forth in paragraph (b)(1) through (4) of this section and also a clause requiring the subcontractors to include these clauses in any lower tier subcontracts. The prime contractor shall be responsible for compliance by any subcontractor or lower tier subcontractor with the clauses set forth in paragraphs (b)(1) through (4) of this section.

7. RIGHTS TO INVENTIONS MADE UNDER A CONTRACT OR AGREEMENT

a. Standard. If the FEMA award meets the definition of "funding agreement" under 37 C.F.R. § 401.2(a) and the non-Federal entity 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 non- Federal entity must comply with the requirements of 37 C.F.R. 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 FEMA. See 2 C.F.R. Part 200, Appendix II(F).

b. Applicability. This requirement applies to "*funding agreements*," but it DOES NOT apply to the Public Assistance, Hazard Mitigation Grant Program, Fire Management Assistance Grant Program, Crisis Counseling Assistance and Training Grant Program, Disaster Case Management Grant Program, and Federal Assistance to Individuals and Households – Other Needs Assistance Grant Program, as FEMA awards under these programs do not meet the definition of "funding agreement."

c. Funding Agreements Definition. The regulation at 37 C.F.R. § 401.2(a) defines "funding agreement" as any contract, grant, or cooperative agreement entered into between any Federal agency, other than the Tennessee Valley Authority, and any contractor for the performance of experimental, developmental, or research work funded in whole or in part by the Federal government. This term also includes any assignment, substitution of parties, or subcontract of any type entered into for the performance of experimental, developmental, or research work under a funding agreement as defined in the first sentence of this paragraph.

8. CLEAN AIR ACT AND THE FEDERAL WATER POLLUTION CONTROL ACT

a. Standard. If applicable, contracts must contain a provision that requires the contractor 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 FEMA and the Regional Office of the Environmental Protection Agency. See 2 C.F.R. Part 200, Appendix II(G).

b. Applicability. This requirement applies to contracts awarded by a non-federal entity of amounts in excess of $150,000 under a federal grant.

c. Suggested Language. The following provides a sample contract clause.

Clean Air Act

1. The contractor agrees to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act, as amended, 42 U.S.C. § 7401 et seq.

2. The contractor agrees to report each violation to the Participating Public Agency and understands and agrees that the Participating Public Agency will, in turn, report each violation as required to assure notification to the Federal Emergency Management Agency, and the appropriate Environmental Protection Agency Regional Office.

3. The contractor agrees to include these requirements in each subcontract exceeding $150,000 financed in whole or in part with Federal assistance provided by FEMA.

Federal Water Pollution Control Act

1. The contractor agrees to comply with all applicable standards, orders, or regulations issued pursuant to the Federal Water Pollution Control Act, as amended, 33 U.S.C. 1251 et seq.

2. The contractor agrees to report each violation to the Participating Public Agency and understands and agrees that the Participating Public Agency will, in turn, report each violation as required to assure notification to the Federal Emergency Management Agency, and the appropriate Environmental Protection Agency Regional Office.

3. The contractor agrees to include these requirements in each subcontract exceeding $150,000 financed in whole or in part with Federal assistance provided by FEMA.

9. DEBARMENT AND SUSPENSION

a. Standard. Non-Federal entities and contractors are subject to the debarment and suspension regulations implementing Executive Order 12549, *Debarment and*

Suspension (1986) and Executive Order 12689, *Debarment and Suspension* (1989) at 2 C.F.R. Part 180 and the Department of Homeland Security's regulations at 2 C.F.R. Part 3000 (Non-procurement Debarment and Suspension).

b. Applicability. This requirement applies to all FEMA grant and cooperative agreement programs.

c. Requirements.

i. These regulations restrict awards, subawards, and contracts with certain parties that are debarred, suspended, or otherwise excluded from or ineligible for participation in Federal assistance programs and activities. See 2 C.F.R. Part 200, Appendix II(H); and 2 C.F.R. § 200.213. A contract award must not be made to parties listed in the SAM Exclusions. SAM Exclusions is the list maintained by the General Services Administration that 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. SAM exclusions can be accessed at www.sam.gov. See 2 C.F.R. § 180.530.

ii. In general, an "excluded" party cannot receive a Federal grant award or a contract within the meaning of a "covered transaction," to include subawards and subcontracts. This includes parties that receive Federal funding indirectly, such as contractors to recipients and subrecipients. The key to the exclusion is whether there is a "covered transaction," which is any non-procurement transaction (unless excepted) at either a "primary" or "secondary" tier. Although "covered transactions" do not include contracts awarded by the Federal Government for purposes of the non-procurement common rule and DHS's implementing regulations, it does include some contracts awarded by recipients and subrecipients.

iii. Specifically, a covered transaction includes the following contracts for goods or services:

1. The contract is awarded by a recipient or subrecipient in the amount of at least $25,000.

2. The contract requires the approval of FEMA, regardless of amount.

3. The contract is for federally-required audit services.

4. A subcontract is also a covered transaction if it is awarded by the contractor of a recipient or subrecipient and requires either the approval of FEMA or is in excess of $25,000.

d. Suggested Language. The following provides a debarment and suspension clause. It incorporates an optional method of verifying that contractors are not excluded or disqualified.

Suspension and Debarment

(1) This contract is a covered transaction for purposes of 2 C.F.R. pt. 180 and 2 C.F.R. pt. 3000. As such, the contractor is required to verify that none of the contractor's principals (defined at 2 C.F.R. § 180.995) or its affiliates (defined at 2 C.F.R. § 180.905) are excluded (defined at 2 C.F.R. § 180.940) or disqualified (defined at 2

C.F.R. § 180.935).

(2) The contractor must comply with 2 C.F.R. pt. 180, subpart C and2 C.F.R. pt. 3000, subpart C, and must include a requirement to comply with these regulations in any lower tier covered transaction it enters into.

(3) This certification is a material representation of fact relied upon by the Participating Public Agency. If it is later determined that the contractor did not comply with 2 C.F.R. pt. 180, subpart C and 2 C.F.R. pt. 3000, subpart C, in addition to remedies available to the Participating Public Agency, the Federal Government may pursue available remedies, including but not limited to suspension and/or debarment.

(4) The bidder or proposer agrees to comply with the requirements of 2 C.F.R. pt. 180, subpart C and 2 C.F.R. pt. 3000, subpart C while this offer is valid and throughout the period of any contract that may arise from this offer. The bidder or proposer further agrees to include a provision requiring such compliance in its lower tier covered transactions.

10. BYRD ANTI-LOBBYING AMENDMENT

a. Standard. 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. FEMA's regulation at 44 C.F.R. Part 18 implements the requirements of 31 U.S.C. § 1352 and provides, in Appendix A to Part 18, a copy of the certification that is required to be completed by each entity as described in 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 Federal awarding agency.

b. Applicability. This requirement applies to all FEMA grant and cooperative agreement programs. Contractors that apply or bid for a contract of $100,000 or more under a federal grant must file the required certification. See 2 C.F.R. Part 200, Appendix II(I); 31 U.S.C. § 1352; and 44 C.F.R. Part 18.

c. Suggested Language.

Byrd Anti-Lobbying Amendment, 31 U.S.C. § 1352 (as amended)

Contractors who apply or bid for an award of $100,000 or more shall 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 shall 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 recipient who in turn will forward the certification(s) to the awarding agency.

d. Required Certification. If applicable, contractors must sign and submit to the non-federal entity the following certification.

APPENDIX A, 44 C.F.R. PART 18 – CERTIFICATION REGARDING LOBBYING

Certification for Contracts, Grants, Loans, and Cooperative Agreements

The undersigned certifies, to the best of his or her knowledge and belief, that:

1. No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of an 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 any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any 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 contract, grant, loan, 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 subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than $10,000 and not more than $100,000 for each such failure.

The Contractor, Mythics Emergent Group, certifies or affirms the truthfulness and accuracy of each statement of its certification and disclosure, if any. In addition, the Contractor understands and agrees that the provisions of 31 U.S.C. Chap. 38, Administrative Remedies for False Claims and Statements, apply to this certification and disclosure, if any.

Signature of Contractor's Authorized Official

Scott Needleman, SVP, General Counsel

Name and Title of Contractor's Authorized Official

April 30, 2022

Date

11. PROCUREMENT OF RECOVERED MATERIALS

a. Standard. A non-Federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. See 2 C.F.R. Part 200, Appendix II(J); and 2 C.F.R. §200.322.

b. Applicability. This requirement applies to all contracts awarded by a non- federal entity under FEMA grant and cooperative agreement programs.

c. Requirements. The requirements of Section 6002 include procuring only items designated in guidelines of the EPA at 40 C.F.R. Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds $10,000 or the value of the quantity acquired by the preceding fiscal year exceeded $10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

d. Suggested Language.

i. In the performance of this contract, the Contractor shall make maximum use of products containing recovered materials that are EPA-designated items unless the product cannot be acquired—

1. Competitively within a timeframe providing for compliance with the contract performance schedule;
2. Meeting contract performance requirements; or
3. At a reasonable price.

ii. Information about this requirement, along with the list of EPA- designated items, is available at EPA's Comprehensive Procurement Guidelines web site, https://www.epa.gov/smm/comprehensive-procurement-guideline-cpg-program.

iii. The Contractor also agrees to comply with all other applicable requirements of Section 6002 of the Solid Waste Disposal Act."

12. ACCESS TO RECORDS

a. Standard. All recipients, subrecipients, successors, transferees, and assignees must acknowledge and agree to comply with applicable provisions governing DHS access to records, accounts, documents, information, facilities, and staff. Recipients must give DHS/FEMA access to, and the right to examine and copy, records, accounts, and other documents and sources of information related to the federal financial assistance award and permit access to facilities, personnel, and other individuals and information as may be necessary, as required by DHS regulations *and* other applicable laws or program guidance. See DHS Standard Terms and Conditions: Version 8.1 (2018). Additionally, Section 1225 of the Disaster Recovery Reform Act of 2018 prohibits FEMA from providing reimbursement to any state, local, tribal, or territorial government, or private non-profit for activities made pursuant to a contract that purports to prohibit audits or internal reviews by the FEMA administrator or Comptroller General.

Access to Records. The following access to records requirements apply to this contract:

i. The Contractor agrees to provide Participating Public Agency, the FEMA Administrator, the Comptroller General of the United States, or any of their authorized representatives access to any books, documents, papers, and records of the Contractor which are directly pertinent to this contract for the purposes of making audits, examinations, excerpts, and transcriptions.

ii. The Contractor agrees to permit any of the foregoing parties to reproduce by any means whatsoever or to copy excerpts and transcriptions as reasonably needed.

iii. The Contractor agrees to provide the FEMA Administrator or his authorized representatives access to construction or other work sites pertaining to the work being completed under the contract.

iv. In compliance with the Disaster Recovery Act of 2018, the Participating Public Agency and the Contractor acknowledge and agree that no language in this contract is intended to prohibit audits or internal reviews by the FEMA Administrator or the Comptroller General of the United States.

13. CHANGES

a. Standard. To be eligible for FEMA assistance under the non-Federal entity's FEMA grant or cooperative agreement, the cost of the change, modification, change order, or constructive change must be allowable, allocable, within the scope of its grant or cooperative agreement, and reasonable for the completion of project scope.

b. Applicability. FEMA recommends, therefore, that a non-Federal entity include a changes clause in its contract that describes how, if at all, changes can be made by either party to alter the method, price, or schedule of the work without breaching the contract. The language of the clause may differ depending on the nature of the contract and the end-item procured.

14. DHS SEAL, LOGO, AND FLAGS

a. Standard. Recipients must obtain permission prior to using the DHS seal(s), logos, crests, or reproductions of flags or likenesses of DHS agency officials. See DHS Standard Terms and Conditions: Version 8.1 (2018).

b. Applicability. FEMA recommends that all non-Federal entities place in their contracts a provision that a contractor shall not use the DHS seal(s), logos, crests, or reproductions of flags or likenesses of DHS agency officials without specific FEMA pre-approval.

c. "The contractor shall not use the DHS seal(s), logos, crests, or reproductions of flags or likenesses of DHS agency officials without specific FEMA pre-approval.

15. COMPLIANCE WITH FEDERAL LAW, REGULATIONS, AND EXECUTIVE ORDERS

a. Standard. The recipient and its contractors are required to comply with all Federal laws, regulations, and executive orders.

b. Applicability. FEMA recommends that all non-Federal entities place into their contracts an acknowledgement that FEMA financial assistance will be used to fund the contract along with the requirement that the contractor will comply with all applicable Federal law, regulations, executive orders, and FEMA policies, procedures, and directives.

c. "This is an acknowledgement that FEMA financial assistance will be used to fund all or a portion of the contract. The contractor will comply with all applicable Federal law, regulations, executive orders, FEMA policies, procedures, and directives."

16. NO OBLIGATION BY FEDERAL GOVERNMENT

a. Standard. FEMA is not a party to any transaction between the recipient and its contractor. FEMA is not subject to any obligations or liable to any party for any matter relating to the contract.

b. Applicability. FEMA recommends that the non-Federal entity include a provision in its contract that states that the Federal Government is not a party to the contract and is not subject to any obligations or liabilities to the non-Federal entity, contractor, or any other party pertaining to any matter resulting from the contract.

c. "The Federal Government is not a party to this contract and is not subject to any obligations or liabilities to the non-Federal entity, contractor, or any other party pertaining to any matter resulting from the contract."

17. PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS

a. Standard. Recipients must comply with the requirements of The False Claims Act (31 U.S.C. §§ 3729-3733) which prohibits the submission of false or

fraudulent claims for payment to the federal government. See DHS Standard Terms and Conditions: Version 8.1 (2018); and 31 U.S.C. §§ 3801-3812, which details the administrative remedies for false claims and statements made. The non-Federal entity must include a provision in its contract that the contractor acknowledges that 31 U.S.C. Chap. 38 (Administrative Remedies for False Claims and Statements) applies to its actions pertaining to the contract.

b. Applicability. FEMA recommends that the non-Federal entity include a provision in its contract that the contractor acknowledges that 31 U.S.C. Chap. 38 (Administrative Remedies for False Claims and Statements) applies to its actions pertaining to the contract.

c. "The Contractor acknowledges that 31 U.S.C. Chap. 38 (Administrative Remedies for False Claims and Statements) applies to the Contractor's actions pertaining to this contract."

Offeror agrees to comply with all terms and conditions outlined in the FEMA Special Conditions section of this solicitation.

Offeror's Name: Mythics Emergent Group, Inc.

Address, City, State, and Zip Code: 4525 Main Street, Suite 1500, Virginia Beach, VA 23462

Phone Number: (757) 412-4362 Fax Number: (757) 412-1060

Printed Name and Title of Authorized Representative: Scott Needleman, SVP, General Counsel

Email Address: sneedleman@mythics.com

Signature of Authorized Representative:

Date: April 30, 2022

Appendix D, Exhibit G New Jersey Business Compliance (CONFIDENTIAL)

NOTE: The link to the Certification of Non-Involvement in Prohibited Activities in Iran set forth in Doc 6 leads to the following message on the NJ.gov website:

"404 Error - That page doesn't exist!"

Given this, we are unable to fill out the certification. However, once a valid link is provided, we will fill out the certification, since we wish to do business in New Jersey. Furthermore, we certify that neither it, nor any of its parents, subsidiaries, and/or affiliates, is listed on the Department of the Treasury's List of Persons or Entities Engaging in Prohibited Investment Activities in Iran.

Use or disclosure of data contained on this page is subject to the restriction on the cover sheet of this document.

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: Mythics Emergent Group, Inc.

Organization Address: 4525 Main Street, Suite 1500, Virginia Beach, VA 23462

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
Michael Hillier	4525 Main Street, Suite 1500, Virginia Beach, VA 23462
R. Scott LaRose	4525 Main Street, Suite 1500, Virginia Beach, VA 23462

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):	Scott Needleman	Title:	SVP, General Counsel
Signature:		Date:	4/30/2022

DOC #2

NON-COLLUSION AFFIDAVIT

STANDARD BID DOCUMENT REFERENCE	
	Reference: VII-H
Name of Form:	**NON-COLLUSION AFFIDAVIT**
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~~ Virginia
~~County of~~ City of Virginia Beach ss:

I, Scott Needleman (name of affiant) residing in City of Virginia Beach (name of municipality)
in the County of N/A and State of Virginia of full age, being duly sworn according to law on my oath depose and say that:

I am SVP, General Counsel (title or position) of the firm of Mythics Emergent Group, Inc. (name of firm)

_____ the bidder making this Proposal for the bid

entitled 22-08 Total Cloud Solutions and Services (title of bid proposal), and that I executed the said proposal with 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 Region 4 Education Service Center (name of contracting unit) relies upon the truth of the statements contained in said Proposal 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 Mythics Emergent Group, Inc..

Subscribed and sworn to

before me this day

Signature

April 30th, 2022

Scott Needleman
(Type or print name of affiant under signature)

Mekessia T. Brown
Notary public of

My Commission expires September 30, 2023

(Seal)

DOC #3

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

Company Name: Mythics Emergent Group, Inc.

Street: 4525 Main Street, Suite 1500

City, State, Zip Code: Virginia Beach, VA 23462

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 photo copy of their Federal Letter of Affirmative Action Plan Approval

   OR

2. A photo copy of their Certificate of Employee Information Report

   OR

3. A complete Affirmative Action Employee Information Report (AA302) _____

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 upon receipt from the

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.

4/30/2022 — SVP, General Counsel

Date — ***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 it 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).

_____

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). 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). 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:	Mythics Emergent Group, Inc.		
Address:	4525 Main Street, Suite 1500,		
City:	Virginia Beach	State: VA	Zip: 23462

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.

Signature	Scott Needleman Printed Name	SVP, General Counsel 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	N/A		$

☐ 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 Clerk	Sheriff
{County Executive}	Surrogate	

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.

DOC #5

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: Michael Hillier Address: 4525 Main Street, Suite 1500 Virginia Beach, VA 23462	Name: R. Scott LaRose Address: 4525 Main Street, Suite 1500 Virginia Beach, VA 23462
Name: Home Address:	Name: Home Address:
Name: Home Address:	Name: Home Address:

Subscribed and sworn before me this 30th day of April, 2022

(Notary Public) Mekessia T. Brown

My Commission expires: September 30, 2023

Mekessia T. Brown

(Affiant)

Scott Needleman SVP, General Counsel
(Print name & title of affiant)

(Corporate Seal)

STATE OF NEW JERSEY
BUSINESS REGISTRATION CERTI

Taxpayer Name:	MYTHICS, INC.
Trade Name:	
Address:	4525 MAIN STREET STE 1500 VIRGINIA BEACH, VA 23462
Certificate Number:	1098318
Effective Date:	May 14, 2012
Date of Issuance:	February 20, 2019

For Office Use Only:

20190220104051388

DOC #8

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
for further information.

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

Name: Scott Needleman Title: SVP, General Counsel

Signature: Date: 04/30/2022

[redacted]

[redacted]

[redacted]

[redacted]

[redacted]

[redacted]

DOC #9

MCBRIDE-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 #: RFP # 22-08 **VENDOR/BIDDER:** Mythics Emergent Group, Inc.

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

[X] 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.

Signature

04/30/2022
Date

Scott Needleman SVP, General Counsel
Print Name and Title

TAB 4 – QUALIFICATION AND EXPERIENCE (20 POINTS)

i. Provide a brief history of the Offeror, including year it was established and corporate office location.

Mythics Emergent Group (MEG)

Mythics Emergent Group, Inc. is a Virginia Corporation formed **on May 5, 2017**. It became the parent company of two wholly-owned subsidiaries, Mythics, Inc., and Emergent, LLC, maintaining their separate corporate status. Our corporate headquarters is located in Virginia Beach, VA.

The same owners privately hold Mythics Emergent Group, Inc. as Mythics, Inc. and its sole member Emergent, LLC. Under the new structure, the owners of Mythics pledged their stock to the new parent. As a result, MEG is now the sole shareholder of Mythics, Inc. and the sole member of Emergent, LLC. This structure enables MEG to supply products and product-enabling services from hundreds of leading OEMs and CSPs, leveraging the distinct qualifications of both subsidiaries' employees and subcontracts, and utilize each subsidiaries' contract vehicles and past performance as a combined entity.

Our shift in affiliation aligns the subsidiary companies' resources better as we continue our move to become the premier cloud solution integrator for the subsidiary companies' customers, where:

- **Mythics, Inc.** Founded in 2000, Mythics is a privately held Oracle Platinum Partner focused exclusively on supplying Oracle products and product-enabling services to more than 4,000 public sector and commercial customers in the previous three calendar years. We employ 87 sales and marketing resources dedicated to activities supporting the entire lifecycle of our customers' Oracle investments. Since forming in 2000, Mythics has become one of Oracle's largest and most qualified and experienced solution providers, possessing the rights to resell almost the entire Oracle portfolio.
- **Emergent, LLC.** Founded in 2006, Emergent continues to expand its relationships with leading CSPs and Cybersecurity, Private Cloud Infrastructure, Application Development and Lifecycle Management (ADLM), and other cloud-enabling Manufacturers. We employ 53 sales and marketing resources supporting our customer's investments in cloud solutions.
- **MEG Professional and Managed Services and Delivery.** Our combined professional and managed services organizations are comprised of 133 highly skilled and certified MEG sales (17) and delivery resources (116). This group will continue developing and providing transformational public and private cloud strategy, assessment, migration, implementation, and sustainment services to meet our customers' information technology (IT) needs.
- **MEG Operational Support Organizations.** MEG employs 73 corporate resources to support our license sales, marketing, and delivery organizations in critical areas such as finance, accounting, legal, contracts, contract vehicle administration, human resources, and information technology, among other administrative and operational functions.

Use or disclosure of data contained on this page is subject to the restriction on the cover sheet of this document.

ii. Describe Offeror's reputation in the marketplace.

Nothing speaks better to our approach to customer service than our results. We retain an independent, 3rd-party contractor to conduct semi-annual quality surveys for our professional and managed services portfolio. They survey our customers and aggregate their feedback and ratings into an overall quality score for our organization—monitored and reviewed by our executive team to ensure we continue to provide the highest quality service to our customers.

This overall quality score is called the Net Promoter Score--an index ranging from -100 to 100 measuring the willingness of customers to recommend a company's products or services to others. It serves as a proxy for us to determine the customer's overall satisfaction with our product or service and their loyalty to us.

MEG Net Promoter Score

Any NPS score above 0 is *good*. It means customers are more loyal than not. Anything above 20 is considered *favorable*. Bain & Co, the source of the NPS system, suggests that above 50 is *excellent*, and above 80 is *world-class*.

We consistently see positive results, with our most recent survey yielding a 95 NPS. This score is consistent with our previous surveys, ranging between 92 and 100.

As part of the survey, our contractor asks our customers: *"On a scale of 0 to 10, how likely are you to recommend this company's product or service to a friend or a colleague?"* Based on their rating, customers are classified into three categories:

- **Promoters.** Answer 9 or 10. They love the company's products and services. They are typically repeat buyers—enthusiastic evangelists who recommend the company to other potential buyers.
- **Passives.** Give a score of 7 or 8. They are somewhat satisfied but could easily switch to a competitor's offering if given the opportunity. They probably wouldn't spread any negative word-of-mouth but are not enthusiastic enough about its products or services to promote them.
- **Detractors.** Give a score lower or equal to 6. They are not particularly thrilled by the product or the service. They will not purchase again from the company and could potentially damage the company's reputation through negative word of mouth.

The Net Promoter Score (NPS) is determined by subtracting the percentage of customers who are detractors from the rate who are promoters. This generates a score between -100 and 100.

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iii. Describe Offeror's reputation of products and services in the marketplace.

We have partnered with the leading distributors that provide information technology to the public sector. By combining the Line Cards from Carahsoft, DLT, Climb Channel Solutions, Ingram Micro, and TD SYNNEX, we have the most robust portfolio of leading CSPs and Private Cloud Infrastructure Manufacturers. The voice of a well-respected and independent 3rd-party is generally the best way to substantiate claims.

- **Access Management.** We offer all providers named in Gartner's Magic Quadrant (Okta, Microsoft, Ping Identity, OneLogin, ForgeRock, CyberArk, IBM, Micro Focus, Oracle, Ilantus, and Thales)
- **Analytics and BI Platforms.** We offer most of the providers named in Gartner's Magic Quadrant (AWS, Tableau, Microsoft, Google, ThoughtSpot, Oracle, Infor, SAP, IBM, TIBCO, MicroStrategy, and Information Builders).
- **Application Development Lifecycle Management (ADLM).** We offer most of the providers named in Gartner's Magic Quadrant (Atlassian, IBM, Microsoft, HP, Parasoft, and Micro Focus).
- **Application Performance Monitoring.** We offer most of the providers named in Gartner's Magic Quadrant (Dynatrace, Cisco, New Relic, Microsoft, Oracle, IBM, Splunk, Elastic, and SolarWinds)
- **Application Release Orchestration.** We offer most of the providers named in Gartner's Magic Quadrant (CA, IBM, Red Hat, Puppet, Chef, GitLab, and Micro Focus).
- **Application Security Testing.** We offer most of the providers named in Gartner's Magic Quadrant (Checkmarx, Veracode, Micro Focus, Rapid7, GitLab, Invicti, GitHub, Snyk, and Contrast Security).
- **Cloud Access Security Brokers (CASB).** We offer almost all of the providers named in Gartner's Magic Quadrant (Microsoft, McAfee, NetSkope, Symantec, CipherCloud, Proofpoint, Forcepoint, and Palo Alto).
- **Cloud BPM Suites.** We offer many of the providers named in Gartner's Magic Quadrant (Appian, IBM, Oracle, Red Hat, Kofax, TIBCO, Software and AG).
- **Cloud ERP Suites.** We offer all Leaders, among others, named in Gartner's Magic Quadrant (Microsoft, Oracle, Infor, and SAP).
- **Cloud HCM Suites.** We offer all Leaders, among others, named in Gartner's Magic Quadrant (Workday, Oracle, SAP, Infor, and Cornerstone).
- **Cloud Infrastructure (IaaS) and Platform (PaaS) Services.** We offer all five Gartner Magic Quadrant Leaders and Niche Players available to the public sector (AWS, Azure, Google, Oracle, and IBM).
- **Cloud SCM Suites.** We offer several of the providers named in Gartner's Magic Quadrant (SAP, Oracle Anaplan, and Infor).
- **Data Center and Cloud Networking.** We offer almost all of the providers named in Gartner's Magic Quadrant (Cisco, Arista Networks, Juniper Networks, VMware, Dell EMC, HPE, Extreme, and Mellanox).
- **Distributed File Systems and Object Storage.** We offer almost all of the providers named in Gartner's Magic Quadrant (Dell, IBM, Hitachi, Quantum, Red Hat, DDN, Cloudian, Pure Storage, and Qumulo).
- **Endpoint Management Tools.** We offer most of the providers named in Gartner's Magic Quadrant (VMware, Microsoft, Ivanti, IBM, BlackBerry, and Citrix)

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- **Endpoint Protection Platforms.** We offer almost all of the providers named in Gartner's Magic Quadrant (CrowdStrike, Microsoft, TrendMicro, SentinelOne, McAfee, Sophos, VMware, Cisco, Broadcom, ESET, FireEye, Bitdefender, BlackBerry, Fortinet, and Check Point).
- **Enterprise Backup and Security.** We offer almost all of the providers named in Gartner's Magic Quadrant (Veeam, Commvault, Cohesity, Dell, IBM, Arcserve, Veritas, Rubrik, Acronis, Unitrends, Micro Focus, and Druva).
- **Enterprise Information Archiving.** We offer most of the providers named in Gartner's Magic Quadrant (Smarsh, Microsoft, Proofpoint, Mimecast, Veritas, Micro Focus, and Barracuda)
- **Hyperconverged Infrastructure.** We offer all Leaders, among others, named in Gartner's Magic Quadrant (Nutanix, VMware, Microsoft, Scale Computing, and Quantum)
- **Industrial IoT Platforms.** We offer all Leaders named in Gartner's Magic Quadrant (Microsoft, Hitachi, Software AG, and AWS).
- **IT Service Management.** We offer almost all of the providers named in Gartner's Magic Quadrant (ServiceNow, BMC, Ivanti, Freshworks, Micro Focus, and USU)
- **Meeting Solutions.** We offer all the Leaders, among others, named in Gartner's Magic Quadrant (Microsoft, Zoom, Cisco, Bluejeans, Google, Adobe, and Avaya).
- **Network Firewalls.** We offer almost all of the providers named in Gartner's Magic Quadrant (Palo Alto, Fortinet, Check Point, Cisco, Microsoft, Juniper, AWS, WatchGuard, SonicWall, Sophos, Forcepoint, Barracuda, and Hillstone Networks).
- **Primary Storage.** We offer almost all of the providers named in Gartner's Magic Quadrant (Dell, NetApp, HPE, IBM, Hitachi, Lenovo, Fujitsu, Infinidat, and DDN).
- **Robotic Process Automation.** We offer most of the providers named in Gartner's Magic Quadrant (UiPath, Automation Anywhere, Appian, IBM, SAP, and Microsoft).
- **Security Incident and Event Management.** We offer almost all of the providers named in Gartner's Magic Quadrant (Splunk, IBM, Exabeam, Securonix, LogRhythm, Rapid7, RSA, FireEye, McAfee, Fortinet, SolarWinds, and Micro Focus).
- **Security Service Edge.** We offer almost all of the providers named in Gartner's Magic Quadrant (Zscaler, NetSkope, McAfee, Palo Alto, Cisco, Forcepoint, iBoss, Broadcom, and Lookout).
- **Unified Endpoint Management.** We offer almost all of the providers named in Gartner's Magic Quadrant (Microsoft, VMware, Ivanti, IBM, BlackBerry, Citrix).

Please find a copy of our Distributor's Authorizations and Line Cards in Tab 7 – MEG Attachments. Line Cards represent the full line of products and services we intend to make available to Participating Public Agencies.

Use or disclosure of data contained on this page is subject to the restriction on the cover sheet of this document.

iv. Describe the experience and qualification of key employees.

We have designated the following employees as **Key Personnel** and have provided brief summaries of their experience and qualifications below.

Zebulon Mellet, Vice President SLED Sales and National Account Manager

✓ Years at MEG: 16 ✓ Designated as Key Personnel ✓ Time devoted to PMO: 100%	• ZMellet@Emergent360.com • ZMellet@Mythics.com • (O) 703-350-5852
Education • Washington and Lee University, BA Broadcast Journalism (1999)	
Background IT sales consultant with over 13 years of experience in solution sales, design, project planning, cost and schedule management, requirements analysis, government program management and budgeting process, project leadership and best practices, and group facilitation.	
Experience • Vice President, Mythics Emergent Group SLED CSP Practices (June 2021 - current) • Director, Mythics SLED Consulting, (June 2013 – June 2021) • Applications Sales Manager, Mythics (June 2011 – May 2013) • DHS and NYC Program Manager, Mythics (June 2009 – May 2010) • Regional Manager, Mythics (June 2008 – May 2008) • Account Executive, Mythics (June 2006 - May 2008)	

Shane Smutz, Sector President and Executive Sponsor

✓ Years at MEG: 19 ✓ Designated as Key Personnel ✓ Time devoted to PMO: 20%	• SSmutz@Emergent360.com • (O) 703-862-8877
Education • University of Richmond, BA Economics (1995)	
Background Executive with over 25 years of experience in IT. Wide ranging responsibilities have included the creation and management of sales, operations, delivery, quality, PMO, and innovation teams. Accountable for vision, planning, and execution of a sustainable, successful consulting services practice.	
Experience • Sector President, Mythics Emergent Group (2018-present) • Executive Vice President, Mythics Consulting (2013-2018) • Vice President, Mythics Consulting Sales (2003-2013) • Account Manager, Oracle (2000-2003) • Account Manager, InforMax (1999-2000) • Area District Manager, ADP (1997-1999)	

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James Flint, Vice President Corporate Development as Business Development

✓ Years at MEG: 12 ✓ Designated as Key Personnel ✓ Time devoted to PMO: 50%	• JFlint@Emergent360.com • JFlint@Mythics.com • (O) 703-732-0656
Education • George Mason University, School of Business, MBA Entrepreneurship (2009) • American University, MS Information Systems Management (1998) • College of William and Mary, BS Computer Science (1991)	
Background An executive with over 30 years of experience successfully managing and delivering various complex projects within the public sector. Strategic thinker with strong business development and comprehensive contract negotiation skills. Loyal and committed team builder and motivator with excellent communication and interpersonal skills.	
Experience • Vice President, Corporate Development, Mythics Emergent Group (2010-present) • Capture Manager, immixGroup (2006-2010) • Capture Manager, GTSI (2003-2006) • Project Manager, Impact Innovations (1999-2003)	

Paul Kohler, Executive Vice President, Technology Sales

✓ Years at MEG: 16 ✓ Designated as Key Personnel ✓ Time devoted to PMO: 50%	• PKohler@Emergent360.com • (O) 301-466-5900
Education • University of Maryland, BS Finance (1989)	
Background An executive with over 20 years of experience managing successful sales organizations. Has tremendous energy and very keen business instincts. Understands all aspects of complex sales, demand generation, growing a business, and competing. Develops great relationships with his customers and manages these relationships with the highest integrity.	
Experience • Executive Vice President, Emergent (2006-present) • Account Manager, Oracle (1995-2006)	

Amanda Noon, Marketing

✓ Years at MEG: 3 ✓ Designated as Key Personnel ✓ Time devoted to PMO: 50%	• ANoon@Emergent360.com • ANoon@Mythics.com • (O) 757-748-3984
Education • Regent University, MBA Marketing (2015) • James Madison University, BA Marketing (2009)	
Background Experienced marketing professional with a demonstrated history of working in the higher education industry. Skilled in sales management, marketing strategy, digital marketing, media buying, event planning and management.	
Experience • Marketing Director, Mythics Emergent Group (2019-present) • Adjunct Professor, Business and Marketing, Regent University (2016-2019) • Marketing Manager, Regent University (2010-2019) • Healthcare Recruiter, Maxim Healthcare Services (2009-2010)	

Use or disclosure of data contained on this page is subject to the restriction on the cover sheet of this document.

v. Describe Offeror's experience working with the government sector.

Constraints placed upon the public sector produce a highly regulated and tedious procurement environment. While profit and loss motivate the private sector, mission objectives drive public sector agencies who are typically inhibited by their budgets. And because the public sector is accountable to its taxpayers, procurement laws exist to promote fair competition, transparency, socioeconomic goals, and security. These differences lead to policies and incentives that stress avoiding negative outcomes—sometimes at the expense of emphasizing the pursuit of positive ones.

Experience Working with the Public Sector

Those serving the public sector must have the capability and capacity to operate in this unique market. This is where we excel.

Our founders created MEG because they saw a need for a more competent and loyal public sector partner—one that helps them achieve positive outcomes. We have remained 100% dedicated to selling, implementing, and supporting information technology—and our *entire* business model focuses on selling it to the public sector. Consider the results:

- We are the prime contract holder for 71 *current* public sector vehicles and buying agreements, (see table below).
- We have sold to over 4,000 public sector agencies in the previous 3 fiscal years.
- We have processed over 12,000 public sector orders in the previous 3 fiscal years.
- We have processed over 1,300 public sector orders for cloud products or services in the previous 3 fiscal years.
- Our public sector customers *promote us to other public sector buyers*. Please see how we can make this claim in our response to ***ii. Describe Offeror's reputation in the marketplace*.**

All our resources have contributed to this success. While a highly skilled and motivated sales organization is critical to our success, so are the support resources we employ to help navigate the complexities of selling in the public sector. Each day, our attorneys negotiate terms and conditions with public sector agencies, knowing which ones are inconsistent with local laws. Our Contract Vehicle Team ensures we refresh our catalogs, adhere to pricing requirements, and provide sales reports and other administrative functions. Our Sales Operations Team ensure our quotes contain items found on the Master Agreement and offered at or below the contract price. Our Partner Contracts Team makes sure that we have met all of Manufacturer's requirements to have the necessary authorizations to sell to the public sector. Finally, our accountants submit invoices and remit Administrative Fees.

These are only a few of the nuances we face each day selling to the public sector. It is why we staffed our MEG OMNIA Cloud PMO with sales and marketing resources and the support resources we believe are critical to the success of the Master Agreement.

Current Public Sector Contract Vehicles

We hold and successfully manage some of the best and most significant public sector IT contract vehicles. In terms of revenue, Mythics has consistently been a top GSA contract holder, and Emergent is a top-ten contributor to two of the federal government's premier Government-wide Acquisition Contracts (SEWP V and CIO-CS). In addition, MEG holds OMNIA Partner's Total Cloud Solutions Master Agreement, Mythics holds both of OMNIA Partner's Oracle Master Agreements, Emergent holds NASPO's Cloud contract. Complimenting these overarching and

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sector-wide vehicles are scores of Federal Blanket Purchase Agreements (BPAs) and other state-wide purchasing contracts.

Prime Contractor	Contract Type	Customer/Awarded Agency	Contract Name
MEG	National Cooperative Purchasing (CoOp)	Region 4 Education Service Center (ESC)	OMNIA Partners Total Cloud Solutions
Mythics	Federal BPA/ Agency Catalog (AC)	US Navy	ESI (GSA)
	Federal BPA/AC	Export-Import Bank of the United States	EXIM
	Federal IDIQ	Dept. of Homeland Security	EFiMs
	Federal GWAC	US General Services Administration (GSA) Multiple Award Schedule (MAS)	GSA MAS
	Federal GWAC	GSA	GSA MAS
	Federal IDIQ	US Navy	SeaPort-NxG
	National CoOp	HESS/E&I	ERP Software, Systems, and Services
	National CoOp	Maricopa County, AZ	US Communities Oracle
	National CoOp	Region 4 ESC	OMNIA Partners Oracle
	SLED	Lake Havasu City, Arizona	US Communities PA
	SLED	California Multiple Award Schedule (CMAS)	3-22-02-1020
	SLED	CMAS	3-17-00-0510A
	SLED	California Public Employees Retirement System (CalPERS)	CalPERS Vendor Pool Agreement
	SLED	Central Susquehanna Intermediate Unit	PEPPM PA
	SLED	City and County of San Francisco	CS-1090
	SLED	City and County of San Francisco	1000020990
	SLED	City of Charlotte	US Communities PA
	SLED	Commonwealth of Kentucky	US Communities PA
	SLED	County of Henrico, Virginia	OMNIA Partners PA
	SLED	Fire Dept. of the City of New York (FDNY)	FDNY On-Call Consulting Services
	SLED	Georgia Dept. of Administrative Services	GA DOAS
	SLED	Georgia Technology Authority (GTA)	98000-GTA-000000112-62015MYT
	SLED	Housing Authority of the City of Los Angeles	US Communities PA
	SLED	Illinois Dept. of Innovation and Technology	CMT1116440
	SLED	Indiana Dept. of Administration	US Communities PA
	SLED	Indiana Public Retirement System	US Communities PA
	SLED	Kern County Superintendent of Schools	PEPPM CA
	SLED	Lake Havasu City, Arizona	US Communities PA
	SLED	Los Angeles World Airports	US Communities PA
	SLED	Maryland Dept. of IT (DoIT)	MD CATS+
	SLED	MD DOIT	MD COTS Hardware
	SLED	MD DOIT	MD COTS Software
	SLED	Metropolitan Nashville and Davidson County	428699
	SLED	Minneapolis Public Housing Authority	US Communities PA
	SLED	New York City Dept. of IT and Telecommunications	NYC DoITT
	SLED	State of California Dept. of General Services (CA DGS)	CA DGS Statewide Cloud FedRAMP Moderate IaaS & PaaS
	SLED	CA DGS Software Licensing Program (SLP)	CA SLP
	SLED	State of Kansas, Dept. of Administration	48188
	SLED	State of Louisiana	US Communities PA

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	SLED	State of Maine	OMNIA Partners PA
	SLED	State of Missouri	US Communities PA
	SLED	State of Nevada	US Communities PA
	SLED	State of New Jersey	22-T3121-MYT01
	SLED	State of New Mexico	US Communities PA
	SLED	State of New York Office of General Services	NYS OGS
	SLED	State of North Carolina Dept. of IT	NC DIT
	SLED	State of Ohio, Dept. of Administrative Services	OH STS
	SLED	State of Oklahoma	OK OMES
	SLED	State of South Carolina	Statewide Term
	SLED	State of Tennessee, Dept. of General Services	TN SWC 3027
	SLED	Virginia Information Technologies Agency	VA-170130-MYTH
Emergent	Federal BPA/AC	Dept. of Commerce	DOC Adobe (SEWP)
	Federal BPA/AC	DHS	DHA Oracle (SEWP)
	Federal BPA/AC	Dept. of Justice	DOJ Adobe (SEWP)
	Federal BPA/AC	Dept. of State	DOS Oracle (SEWP)
	Federal BPA/AC	DHS	DHS Adobe (GSA)
	Federal BPA/AC	DISA	Adobe JELA III (SEWP)
	Federal BPA/AC	DISA/DITCO	Red Hat (ESI)
	Federal BPA/AC	Internal Revenue Service	IRS Red Hat (GSA)
	Federal BPA/AC	Social Security Administration	SSA Red Hat (GSA)
	Federal GWAC	GSA	GSA MAS
	Federal GWAC	NASA	NASA SEWP V
	Federal GWAC	NASA	NASA SEWP V
	Federal GWAC	NIH	CIO-CS
	CoOp	NASPO	NASPO Cloud
	SLED	Florida Dept. of Management Services	NASPO PA
	SLED	MD DOIT	MD COTS Hardware
	SLED	MD DOIT	MD COTS Software
	SLED	Northeast Ohio Regional Sewer District	NASPO PA
	SLED	State of Missouri	NASPO
	SLED	State of New York OGS	NYS OGS

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vi. Describe how your company will assist in educating customers on the distinct difference of IaaS, PaaS and SaaS offerings and responsibilities.

When describing cloud computing, most tend to forget that cloud is a usage model, not a technology. This is why NIST's *Special Publication 800-145 The NIST Definition of Cloud Computing* is the considered the best and most reliable definition of cloud computing:

"Cloud computing is a model for enabling ubiquitous, convenient, on-demand network access to a shared pool of configurable computing resources that can be rapidly provisioned and released with minimal management effort or service provider interaction."

NIST Definition of Cloud Computing

The essential characteristics, service models, and deployments models described in the table below are important elements in the NIST definition.

NIST Definition of Cloud Computing	Description
Essential Characteristics	• **On-demand self-service.** A consumer can unilaterally provision computing capabilities, such as server time and network storage, as needed automatically without requiring human interaction with each service provider. • **Broad network access.** Capabilities are available over the network and accessed through standard mechanisms that promote use by heterogeneous thin or thick client platforms (e.g., mobile phones, tablets, laptops, and workstations). • **Resource pooling.** The provider's computing resources are pooled to serve multiple consumers using a multi-tenant model, with different physical and virtual resources dynamically assigned and reassigned according to consumer demand. There is a sense of location independence in that the customer generally has no control or knowledge over the exact location of the provided resources but may be able to specify location at a higher level of abstraction (e.g., country, state, or datacenter). Examples of resources include storage, processing, memory, and network bandwidth. • **Rapid elasticity.** Capabilities can be elastically provisioned and released, in some cases automatically, to scale rapidly outward and inward commensurate with demand. To the consumer, the capabilities available for provisioning often appear to be unlimited and can be appropriated in any quantity at any time. • **Measured service.** Cloud systems automatically control and optimize resource use by leveraging a metering capability at some level of abstraction appropriate to the type of service (e.g., storage, processing, bandwidth, and active user accounts). As a result, resource usage can be monitored, controlled, and reported, providing transparency for both providers and consumers.
Service Models	• **Software as a Service (SaaS).** The capability provided to the consumer is to use the provider's applications running on a cloud infrastructure2. The applications are accessible from various client devices through either a thin client interface, such as a web browser (e.g., web-based email), or a program interface. The consumer does not manage or control the underlying cloud infrastructure, including network, servers, operating systems, storage, or even individual application capabilities, with the possible exception of limited user-specific application configuration settings. • **Platform as a Service (PaaS).** The capability provided to the consumer is to deploy onto the cloud infrastructure consumer-created or acquired applications created using programming languages, libraries, services, and tools supported by the provider.3 The consumer does not manage or control the underlying cloud infrastructure, including network, servers, operating systems, or storage, but has control over the deployed applications and possibly configuration settings for the application-hosting environment. • **Infrastructure as a Service (IaaS).** The capability provided to the consumer is to provision processing, storage, networks, and other fundamental computing resources where the consumer can deploy and run arbitrary software, including operating systems and applications. The consumer does not manage or control the underlying cloud

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	infrastructure but has control over operating systems, storage, deployed applications, and possibly limited control of select networking components (e.g., host firewalls).
Deployment Models	• **Private cloud.** The cloud infrastructure is provisioned exclusively by a single organization comprising multiple consumers (e.g., business units). It may be owned, managed, and operated by the organization, a third party, or some combination of them, and it may exist on or off-premises. • **Community cloud.** The cloud infrastructure is provisioned for exclusive use by a specific community of consumers from organizations with shared concerns (e.g., mission, security requirements, policy, and compliance considerations). It may be owned, managed, and operated by one or more of the organizations in the community, a third party, or some combination of them, and it may exist on or off-premises. • **Public cloud.** The cloud infrastructure is provisioned for open use by the general public. It may be owned, managed, and operated by a business, academic, or government organization, or some combination of them. It exists on the premises of the cloud provider. • **Hybrid cloud.** The cloud infrastructure is a composition of two or more distinct cloud infrastructures (private, community, or public) that remain unique entities but are bound together by standardized or proprietary technology that enables data and application portability (e.g., cloud bursting for load-balancing between clouds).

Educating Customers: Service Models

Many CSPs have perverted NIST's notion of Service Models—where it might be difficult to recognize. Take, for instance, the following permutations of *as-a-service* models:

- Analytics as a Service (AaaS)
- Backup as a Service (BaaS)
- Business Intelligence as a Service (BIaaS)
- Communication as a Service (CaaS)
- Content as a Service (CaaS)
- Database as a Service (DBaaS)
- Desktop as a Service (DaaS)
- Disaster Recovery as a Service (DRaaS)
- Information as Service (IaaS)
- Integration as a Service (IaaS)
- Monitoring as a Service (MaaS)
- Network as a Service (NaaS)
- Security as a Service (SaaS)
- Storage as a Service (SaaS)
- Testing as a Service (TaaS)

Not understanding what Service Model is in use is confusing. It could be serious as many cloud contracts have limited scope (IaaS/PaaS, no SaaS), budgets may be allocated to a subset of Service Models, etc. So we help our customers understand our CSP's service models—and know precisely what they are consuming.

Educating Customers: Deployment Models

NIST defines that any Service Model can be deployed in four ways. There is a serious risk of counterfeit or tainted products in private clouds. In 2008, the FBI famously announced that fake Cisco equipment was sold to the Navy, Marine Corps, Air Force, and even the FBI.

This is one reason why we have taken such opportunities to invest resources into ensuring we have a secure supply chain.

Please see subsection **Supply Chain Risk Management** in our response to *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*

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Educating Customers: Service/Deployment Models

Many factors help determine what Service Model and Deployment Model a customer will implement—available CSPs, customer technical prowess, business requirements, etc. Further complicating matters is the notion of where CSP and customer responsibilities lie. Therefore, we educate our customers on the differences between each contemplated CSP's terms and conditions and SLAs. As part of that discussion, we will always review the concept of shared responsibility (who secures what in the cloud) described in more detail in response We help our customers understand their responsibilities versus the CSP's responsibilities by discussing concepts and education on legal terms.

Please see subsection **Shared Responsibility Model** in our response to *xv. Provide any additional information relevant to this section.*

vii. Describe past litigation, bankruptcy, reorganization, state investigations of entity or current officers and directors.

Emergent is one of three plaintiffs in a collections matter with a Federal agency (*Emergent, LLC ET AL v. United States*. United States Court of Federal Claims. Case No. 21-1360C). As the prime contractor in the contract in question, Emergent is working with the other plaintiffs to assist in the resolution of the collections dispute. The nature of the dispute involves financing obligations versus the ability of the customer to not exercise an option year.

MEG is not involved in any bankruptcy proceedings, nor has it been. Our reorganization was not as a result of any litigation or financial issue as described in our response to *i. Provide a brief history of the Offeror, including year it was established and corporate office location.*

ix. Provide any additional information relevant to this section.

Over the past few years, public sector organizations have accelerated their adoption of cloud computing. Many of our customers are experimenting with, if not fully utilizing, several public clouds. Some have even deployed their own private clouds. Our experience echoes that of industry observers and research firms—integrating one or more public and private clouds (hybrid cloud) is the preferred strategy. But regardless of how they arrived at this destination—having established an enterprise cloud-first policy or a simple, opportunistic cloud experiment gone viral.

CSPs evolve quickly and release increasingly complex (and quite different) services. Integrating a CSP's services into an organization's IT environment requires an appropriate cloud governance model—the decision-making processes, criteria, and policies with respect to planning, architecting, acquiring, deploying, and managing cloud services. Integrating into a hybrid cloud environment only increases the complexity.

This is where we come in. We not only provide cloud services, but we also help our customers overcome cloud computing challenges and support their cloud initiatives. The following best practices detail how.

Overcoming Cloud Computing Challenges (Best Practices)

On August 9, 2006, Google CEO Eric Schmidt first used the term *cloud computing* in its modern context at an industry conference. Since that time, cloud adopters have faced many challenges, from the initial anxieties of CSP reliability, predictability, and business continuity; scaling resources quickly and autonomously; and transfer bottlenecks to CSP lock in and lack of

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education, as well as the omnipresent issues of data privacy and information security. As cloud computing has left the confines of the IT department, so have the challenges facing our customers. The section below lists and describes the significant cloud computing challenges our customers face and what we do to help solve them.

Lack of Resources and Experience

Lacking cloud resources and expertise introduce risk, such as overpaying for services where cheaper alternatives exist, increasing the chance of a security incident, or prolonging the return on cloud investments. We offer our skilled cloud resources to customers—some as part of pre-sales efforts and others as paid professional or managed services. Since we have relationships with all the major IaaS/PaaS CSPs, we can reach back to the providers themselves to help architect solutions and resolve problems. We also provide training and education to our customers.

Data Privacy and Information Security

Gartner predicted has predicted 95% of cloud security failures will be the customer's fault. Our CSPs are ISO 27001 certified, and so are we, meaning we have policies and procedures in place for systematically managing an organization's sensitive data. A critical tenet of ISO 27001 is plan-do-check-act (PDCA), an iterative process improvement methodology. In the shared responsibility model, we help our customers plan security processes ahead of time, do the difficult work of integrating these processes, check they are being followed, and act quickly in cases of non-compliance.

Managing Cloud Spend

Cloud spend is difficult to budget, manage, and can grow out of control without the proper checks and balances. We provide our customers visibility into their cloud costs, allowing them to forecast and account for their cloud spend accurately.

In general, the CSPs we intend to offer have billing and cost management tools to its customers as the first step in managing cloud spend. In addition, there are hundreds of proprietary third-party solutions that promise to provide insight into cloud spend by analyzing utilization logs. We help customers choose the right mix of CSP-provide tools and third-party solutions appropriate for their environments.

Compliance with Regulatory Requirements

In response to federal privacy laws regulating the collection and use of personal information, the CSPs we intend to offer have established assurance programs for healthcare, finance, and government. Unfortunately, each CSP's implementation may be quite different from another. We help our customers navigate the differences between CSPs—where their terms and conditions and SLAs may contrast—so that our customers better understand their rights, remedies, and exposure in hybrid environments.

Cloud Governance

Cloud governance is a set of organizational policies or principles to secure cloud-based applications and data. Ideally, cloud governance supplements or is integrated into an existing IT governance system.

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Like the issue of compliance with regulatory requirements, each CSP implements security differently and, as a result, has vastly different terms and conditions relating to application and data security. Therefore, we engage with our customers early to better understand their existing IT governance policies so we can recommend CSPs best suited for their requirements—not just from a purely technical perspective.

Managing Multiple Cloud Services

SLAs differ by CSP and managed cloud service provider. Integrating a variety of CSPs into a hybrid environment supplemented by a hodgepodge of managed CSPs leads to a nightmare scenario determining rights, remedies, and exposure in all situations. We provide managed services that normalize the various SLAs into a single offering—where there is one throat to choke.

Complexity of Building and Integrating Private Cloud

Private clouds differ from traditional data centers in that many of the underlying details of the infrastructure are abstracted through virtualization, and different, duplicate services are replaced by shared services. As a result, building a private cloud requires a more disciplined approach. In addition, it introduces unforeseen issues—organizational control of IT resources, determining a common architecture to satisfy all parties, and even changes to software licensing models.

We help our customers build successful private clouds by understanding their requirements of the business—including operational, security, and regulatory concerns. We determine the anticipated organizational workloads to identify and select the proper hardware, software, and networking—and adopt proprietary or open standards. A private cloud design also requires a well-thought-out security plan, specifically identity and access management. Aside from technical architecture design, we help customers define their governance processes and environment management practices. Once determined, we build, test, and support the resulting solution.

Supporting Cloud Initiatives (Best Practices)

The section below lists and describes our customers' common cloud initiatives.

Optimizing Existing Cloud Use

Major CSPs offer different pricing models, discounting options (reserved instances, committed use, etc.), and regular price cuts. Figuring out which provider has the most cost-effective services is a daunting task. While several 3rd-party solutions can automate some decision-making, it is essential to understand where costs are accumulated.

We help customers model their cloud server, storage, and database environments and compare alternatives, so they choose the right resources and budget cloud costs accordingly. Once operational, we monitor server running hours, read/write requests, storage, archival usage, data transfer costs, and other transactions to provide feedback on best optimizing their cloud usage.

Moving More Workloads to the Cloud

As organizations become more comfortable with cloud infrastructure services, they inevitably accelerate application migration and delivery by moving their workloads to the cloud.

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We help our customers navigate the complexities of cloud computing, from the overarching business strategies affecting people, processes, and plans to the eventual movement of applications. Our methodologies incorporate industry standards and best practices (PMP, ISO, 6Rs, Agile development (Scrum), and DevSecOps.

Please also see our response in section *Cloud Application* for details.

Expanding the Use of Public Clouds

Expanding the use of public clouds introduces complexities on many levels—service functionality, pricing practices, SLAs, etc. The IaaS and PaaS CSPs we intend to offer provide a broad range of cloud services: compute, raw storage, database, networking and delivery, analytics, security and identity management, mobile services, application services, Internet of Things, business productivity, along with both proprietary and open developer and management tools.

When expanding the use of public clouds, we help our customers choose whether to go *deeper* with an existing provider or *wider* by integrating other CSPs. In addition, because we represent all the top brands, we also streamline the procurement of these resources.

Supporting a Cloud First Strategy

A cloud-first strategy is a simple concept: As an organization updates or develops new applications, it should ask, "*will this work in the cloud?*" It is hard to imagine organizations planning, designing, and implementing any cloud infrastructure other than a hybrid environment. We offer a range of hardware, software, and services (CSP plus our professional and managed services) to support our customer's cloud-first strategies—at both the business and technical levels.

Expanding the Use of Containers

The concept of *virtualizing* computing resources enables multiple operating systems and multiple applications to run on the same server simultaneously. It is the enabling technology for cloud computing—maximizing and allocating the use of infrastructure. The concept of *containerization* is the next step in the evolution of cloud computing. In lay terms, a container is a software bucket comprising everything necessary to run software virtually anywhere. The benefit of containerization is portability—where organizations can deploy and seamlessly shift workloads to any cloud. We help our customers incorporate the use of containers when we migrate legacy applications and deploy new applications to their clouds.

Adopting DevSecOps

DevSecOps is an application lifecycle management approach where an agile and collaborative relationship between software developers and IT operations staff produces rapid, frequent, and more reliable software releases without disrupting other services.

Please find more details on how we incorporate DevSecOps into our delivery methodology in our response to *Cloud Application Modernization and Development.*

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Hosting Private Clouds

A private cloud is IT infrastructure entirely dedicated to a single tenant. Private clouds are generally hosted on-site or in a 3rd-party hosting center. Organizations are drawn to public clouds due to disadvantages associated with public clouds—lack of total security, data transfer fees, and performance. For instance, organizations facing regulatory requirements—such as HIPAA, HITECH, FERPA, GLBA, and IRS 1075—may choose to have greater control over their computing environments. Disadvantages do exist with private clouds—primarily the costs associated with initial outlays (hardware, software, support, training). However, many organizations have found private clouds to be a more cost-effective option in the long run.

Please see the details on our approach and capabilities to building private clouds in our response to **Private Cloud Infrastructure.**

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TAB 4 – A. REFERENCES

viii. Provide a minimum of 5 customer references relating to the products and services within this RFP within the past three (3) years. References should include at least one customer who is:

a) Using a Microsoft Azure Solution

San Diego International Airport	
Contact Name and Title	Mukund Varadarajan Senior Manager, Information &Technology Services
Contact Phone and Email	(619) 400-2490 mvaradar@san.org
City and State	San Diego, CA
Years Serviced	2019-2022
Description of Services	Integration of Oracle IAM and Microsoft Azure AD Public Cloud PaaS solutions: • Providing Professional services • Supplying PaaS Cloud services
Total Volume (prior 3 FYs)	$55,525.00

b) Using an Amazon Web Solution (AWS) Solution

Harvard Business School	
Contact Name and Title	Mark Hayford Associate Director, Financial Management Systems
Contact Phone and Email	(617) 384-9241 Mark_Hayford@harvard.edu
City and State	Cambridge, MA
Years Serviced	2021-2022
Description of Services	Integrated hybrid Oracle Private Cloud Infrastructure with Oracle and AWS Public Cloud IaaS and PaaS solutions. Integrated several enterprise-level SaaS solutions. Automated Infrastructure-as-code using Agile and DevOps methodologies to accelerate lift-and-shift migrations. Enforcement of Zero Trust policies: • Provided Professional Services • Supplying IaaS and PaaS Cloud infrastructure and services • Providing Managed Cloud Services
Total Volume (prior 3 FYs)	$9,098,114.61

c) Academic/education leveraging a cloud solution

Liberty University	
Contact Name and Title	Steven Crowder Project Manager
Contact Phone and Email	(434) 592-4817 sdcrowder@liberty.edu
City and State	Lynchburg, VA
Years Serviced	2010-2022
Description of Services	Designed, deployed, and modernized Oracle Private Cloud Hyperconverged Infrastructure. Integrated several an enterprise-level Oracle, Sonatype, and Nexus Cloud SaaS and PaaS solutions: • Provided Professional Services • Supplying SaaS, PaaS, and IaaS Public Cloud services • Providing Managed Cloud Services
Total Volume (prior 3 FYs)	$13,841,018.45

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d) Using a PaaS solution

State of Oklahoma, Department of Human Services	
Contact Name and Title	Ayana Wilkins Project Manager
Contact Phone and Email	(405) 521-4625 Ayana.Wilkins@omes.ok.gov
City and State	Oklahoma City, OK
Years Serviced	2019-2022
Description of Services	Migrated legacy applications to enterprise-level HCM, IAM, and SMC Public Cloud SaaS and PaaS solutions: • Provided Professional Services • Supplying SaaS, PaaS Public Cloud services • Providing Managed Cloud Services
Total Volume (prior 3 FYs)	$23,788,875.43

e) Has purchased an IaaS solution

City of Jackson	
Contact Name and Title	Mike Secor COJ Program Manager
Contact Phone and Email	(214) 557-4577 msecor@city.jackson.ms.us
City and State	Jackson, MS
Years Serviced	2019-2022
Description of Services	Migrated legacy applications to enterprise-level Customer Self-Service, Customer Care and Billing, and BI Public Cloud SaaS, PaaS, and IaaS solutions: • Provided Professional Services • Supplying SaaS, PaaS, and IaaS Public Cloud services • Providing Managed Cloud Services
Total Volume (prior 3 FYs)	$14,390,406.55

f) Provide any other significant information about your company that is relevant to demonstrating your experience in the cloud marketplace

We have offered additional references to validate our point that many customers are turning to partners who provide "total cloud solutions"—from whom they:

1. Can source almost any CSP service or private cloud infrastructure product.
2. Engage with our customers to help design and build their hybrid clouds.
3. Deploy and manage teams that will migrate and modernize their legacy applications.
4. Provide the managed cloud services necessary to help sustain the new environment.

SaaS

Boone County	
Contact Name and Title	Jason Gamble Information Systems Director
Contact Phone and Email	(859) 334-2116 jgamble@boonecountyky.org
City and State	Boone County, KY
Years Serviced	2021-2022
Description of Services	Implemented enterprise-level Public Compliance and Regulation Public Cloud SaaS solution: • Provided Professional Services • Supplying SaaS Public Cloud services • Providing Managed Cloud Services
Total Volume (prior 3 FYs)	$458,711.32

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Camden County, Educational Services Commission	
Contact Name and Title	Patrick Madden Business Administrator
Contact Phone and Email	(856) 784-2100 pmadden@camdenesc.org
City and State	Clementon, NJ
Years Serviced	2012-2022
Description of Services	Implemented enterprise-level ERP Public Cloud SaaS solutions: • Provided Professional Services • Supplying SaaS Public Cloud services
Total Volume (prior 3 FYs)	$457,267.20

City of Memphis	
Contact Name and Title	Janardhan Reddy Applications Technical Lead
Contact Phone and Email	(910) 636-6689 Janardhan.Reddy@memphistn.gov
City and State	Memphis, TN
Years Serviced	2012-2022
Description of Services	Migrated legacy applications to enterprise-level EPM Public Cloud SaaS solutions: • Provided Professional Services • Supplying SaaS Public Cloud services • Providing Managed Cloud Services
Total Volume (prior 3 FYs)	$6,945,799.65

Fayetteville Public Works Commission	
Contact Name and Title	Mark Lawler Chief Information Officer
Contact Phone and Email	(910) 223-4321 Mark.Lawler@faypwc.com
City and State	Fayetteville, NC
Years Serviced	2012-2022
Description of Services	Migrated legacy applications to enterprise-level HCM Public Cloud SaaS solutions: • Provided Professional Services • Supplying SaaS Public Cloud services
Total Volume (prior 3 FYs)	$8,615,458.28

Lake County	
Contact Name and Title	Ryan Pinter IT Management Analyst
Contact Phone and Email	(847) 377-2727 RPinter@lakecountyil.gov
City and State	Lake County, IL
Years Serviced	2012-2022
Description of Services	Migrated legacy applications to Oracle Public Cloud. Migrated legacy EPM system to an enterprise-level EPM Public Cloud SaaS solution: • Provided Professional Services • Supplying SaaS Public Cloud services
Total Volume (prior 3 FYs)	$2,084,400.00

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Lake Havasu City	
Contact Name and Title	Jonathan Baskette Manager, Information Technology/GIS
Contact Phone and Email	(928) 854-0743 BasketteJ@lhcaz.gov
City and State	Lake Havasu City, AZ
Years Serviced	2021-2022
Description of Services	Migrated legacy applications to enterprise-level HCM and ERP Public Cloud SaaS solutions: • Provided Professional Services • Supplying SaaS Public Cloud services • Providing Managed Cloud Services
Total Volume (prior 3 FYs)	$587,228.94

Hybrid

Massachusetts Bay Transportation Authority (MBTA)	
Contact Name and Title	Ray Wise Senior Director, Procurement Operations
Contact Phone and Email	(857) 206-0436 rwise@mbta.com
City and State	Boston, MA
Years Serviced	2015-2022
Description of Services	Modernized hybrid Oracle Private Cloud Infrastructure and AWS Public Cloud: • Provided Professional Services • Supplying PaaS Public Cloud infrastructure and services • Providing Managed Cloud Services
Total Volume (prior 3 FYs)	$1,293,418.06

North Dakota University System (NDUS)	
Contact Name and Title	Dirk Hugget Assistant CIO, Administration
Contact Phone and Email	(701) 792-6255 Dirk.Hugget@ndus.edu
City and State	Grand Forks, ND
Years Serviced	2017-2022
Description of Services	Designed, deployed, and modernized a Private Cloud Hyperconverged Infrastructure. Deployed several enterprise-level Data Warehousing and Campus Solutions Public Cloud SaaS solutions: • Provided Professional Services • Supplying SaaS, PaaS, and IaaS Public Cloud infrastructure and services
Total Volume (prior 3 FYs)	$1,988,858.82

Spring Arbor University	
Contact Name and Title	Randall Melton Chief Information Officer
Contact Phone and Email	(517) 750-6406 Randall.Melton@arbor.edu
City and State	Spring Arbor, MI
Years Serviced	2012-2022
Description of Services	Migrated legacy applications to enterprise-level EPM, CX, Financial Management, and Student Management SaaS solutions: • Provided Professional Services • Supplying SaaS and PaaS Public Cloud services
Total Volume (prior 3 FYs)	$1,614,776.84

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Washington State Board for Community and Technical Colleges (SBCTC)	
Contact Name and Title	Christy Campbell Chief Technology Officer
Contact Phone and Email	(510) 385-4144 ccampbell@sbctc.edu
City and State	Olympia, WA
Years Serviced	2013-2022
Description of Services	Modernized and integrated hybrid Oracle Private Cloud Infrastructure and AWS IaaS and PaaS Public Cloud. Integrated several enterprise-level Data Warehousing, EPM, and Analytics Public Cloud SaaS solutions: • Provided Professional Services • Supplied SaaS, PaaS, and IaaS Public Cloud infrastructure and services
Total Volume (prior 3 FYs)	$532,974.83

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TAB 5 – VALUE ADD (10 POINTS)

i. Provide any additional information related to products and services Offeror proposes to enhance and add value to the Contract.

Total Cloud Enablement

The expiring Total Cloud Solutions Master Agreement was ahead of its time. Five years ago, customers were steadfast in their lanes procuring cloud in a mutually exclusive fashion—they either bought CSP services, private cloud infrastructure, cloud applications services, OR managed services. Fast forward to the present day, and they are looking for single sources to help analyze their existing cloud landscape; architect, source, deploy and manage a portion of or its entire IT infrastructure, software, and resources in a hybrid cloud environment.

We believe a key value-add that will bring to the Agreement is the *totality* of what we responded to in Tab 2:

1. We can source all leading CSP services or private cloud infrastructure products.
2. We engage with our customers to help design and build their hybrid clouds.
3. We deploy and manage teams that will migrate and modernize their legacy applications.
4. We provide the managed cloud services necessary to help sustain the new environment.
5. We involve local partners who bring keen insight to their local Participating Public Agency customers.

This capability breeds loyal customers who promote us to other customers. We are seeing this happen now. Over the past 12 months, our Oracle practice has seen this change in customer behavior. And we're delivering what we promised above for Oracle technologies through our Oracle-only OMNIA Master Agreements. Our customers are asking for help outside of Oracle, and the contemplated Master Agreement will make it a reality.

Zero Cost Technical PreSales

Over 30% of our employees hold technical certifications from various Manufacturers. In addition, many of them have other niche certifications specific to an industry, delivery, compliance, or some other specialty. Collectively, they have 1000s of years' experience. Much of our presales working done at no cost to the customer; we have found a low to no cost effort in the presales process helps our customers understand the features and benefits of various technologies and helps them design solutions to meet their needs which leads to the smooth delivery of what is desired and high customer satisfaction. And where we may have gaps, we have the necessary relationships with our Distributors and Manufacturers to augment the solutioning process. Finally, we have the fortitude to remain agnostic to ensure we only bring in solutions we are confident will fit into our customers' unique environments.

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Zero Cost License Migration and Compliance

When customers migrate workloads to the cloud, they can often substantially reduce costs by using their existing software licenses. However, this is not as simple as reallocating existing on-premises licenses to the cloud. And because software audits and true-ups have become increasingly routine, customers must be diligent and remain compliant with their license agreements. Not doing so can be a costly mistake.

MEG helps customers avoid these mistakes. In many cases, we have helped customers reclaim budgets (or earn credits) to maximize savings by developing software asset management strategies as they move to the cloud, including:

- Establishing baseline inventories by cataloging licenses
- Performing contract analysis to identify potential risks
- Determining actual usage and forecasting future needs

Zero Cost Asset Management Tools

Many of our customers have complex IT asset management requirements and demands. So we developed a web-based proprietary platform called License Orchestrator to manage, track and report hardware and software license inventories, spare pools, support contracts, and other asset management requirements. It's a free tool we provide to our customers; the same one used by the United States Department of Homeland Security and the United States Air Force to manage their enterprise-wide procurement and deployment of software licenses, hardware, hardware, cloud subscriptions, support streams and consulting services through a single, easy-to-use portal.

Zero Cost Education and Training Curriculum Design

Helping our customers realize the full benefit and maximize the potential of the technologies they buy requires knowing how to best use and deploy them. MEG helps our customers design solutions for Manufacturer products and services to meet their specific training and education goals. We also provide roadmaps and options to our customers' technical resources so they can obtain Manufacturer certifications. MEG can also develop customer-centric course curriculums from official Manufacturers or more economical 3rd-Party offerings, or both. In some cases, we can obtain education credits directly from the Manufacturer or through Distribution, potentially at no cost to the customer.

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Sales Agent Model

We see significant value from involving local businesses in driving sales and assisting in delivering high-quality solutions to public sector agencies. We can directly involve local businesses in transactions under the Master Agreement by allowing sales agents on our contract. While we remain responsible under the contract, the local economy participates in the procurement by partnering with local experts. The public sector agencies benefit from the knowledge and understanding of local needs that cannot be achieved without a local presence's insight. The suggested model is currently in place under our GSA Participating Dealer Program and requires our authorized agents to sign our Sales Agent Agreements (SAAs). SAAs permit agents to quote customers, receive orders, and collect payment on our behalf under the terms and pricing awarded under the Master Agreement.

Our SAAs cover:

- Compliance with terms and conditions of the subject contract, including those concerning agent programs
- Obtaining quotes and approval from MEG before quoting customers
- Fulfilling customer purchases orders through MEG
- Customer invoicing and Agent payment procedures
- Collecting and remitting Administrative Fees
- Reporting sales
- Regular sales reviews and maintenance audits

Given that we remain liable for our agent's actions, we do not intend to exploit such a model by signing up agents in hopes they might drive incremental business to the Master Agreement, nor will we tolerate non-compliance with the SAA. However, we see tremendous value in partnering with local experts, where beneficial to all, and seek flexibility in the Master Agreement to permit local partners to participate in transactions when opportunities present themselves. In this manner, and by engaging and seeking approval from Region 4 ESC and OMNIA Partners only when necessary, we will minimize the administrative burden on all parties.

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TAB 6 – ADDITIONAL REQUIRED DOCUMENTS (APPENDIX C)

Use or disclosure of data contained on this page is subject to the restriction on the cover sheet of this document.

TAB 6 - A. APPENDIX C, ACKNOWLEDGMENT AND ACCEPTANCE OF REGION 4 ESC'S OPEN RECORDS POLICY

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Appendix C, Doc #1

ACKNOWLEDGMENT AND ACCEPTANCE
OF REGION 4 ESC's OPEN RECORDS POLICY

OPEN RECORDS POLICY

All proposals, information and documents submitted are subject to the Public Information Act requirements governed by the State of Texas once a Contract(s) is executed. If an Offeror believes its response, or parts of its response, may be exempted from disclosure, the Offeror must specify page-by-page and line-by-line the parts of the response, which it believes, are exempt and include detailed reasons to substantiate the exemption. Price is not confidential and will not be withheld. Any unmarked information will be considered public information and released, if requested under the Public Information Act.

The determination of whether information is confidential and not subject to disclosure is the duty of the Office of Attorney General (OAG). Region 4 ESC must provide the OAG sufficient information to render an opinion and therefore, vague and general claims to confidentiality by the Offeror are not acceptable. Region 4 ESC must comply with the opinions of the OAG. Region 4 ESC assumes no responsibility for asserting legal arguments on behalf of any Offeror. Offeror is advised to consult with their legal counsel concerning disclosure issues resulting from this procurement process and to take precautions to safeguard trade secrets and other proprietary information.

Signature below certifies complete acceptance of Region 4 ESC's Open Records Policy, except as noted below (additional pages may be attached, if necessary).

Check one of the following responses to the Acknowledgment and Acceptance of Region 4 ESC's Open Records Policy below:

☐ We acknowledge Region 4 ESC's Open Records Policy and declare that no information submitted with this proposal, or any part of our proposal, is exempt from disclosure under the Public Information Act.

☒ We declare the following information to be a trade secret or proprietary and exempt from disclosure under the Public Information Act.

(Note: Offeror must specify page-by-page and line-by-line the parts of the response, which it believes, are exempt. In addition, Offeror must include detailed reasons to substantiate the exemption(s). Price is not confident and will not be withheld. All information believed to be a trade secret or proprietary must be listed. It is further understood that failure to identify such information, in strict accordance with the instructions, will result in that information being considered public information and released, if requested under the Public Information Act.)

04/30/2022 — SVP, General Counsel

Date — *Authorized Signature & Title*

MEG considers Tab 1 - a. Terms and Conditions Acceptance Form (Appendix B) (CONFIDENTIAL) in its entirety to be trade secret or proprietary exempt from disclosure pursuant to Tex. Gov't Code § 552.110: Confidentiality of Trade Secrets; Confidentiality of Certain Commercial or Financial Information and Tex. Gov't Code § 552.104. Information Related to Competition or Bidding.

MEG considers Appendix D, Exhibit G New Jersey Business Compliance (CONFIDENTIAL) document **2020 Employer Information Report EEO-1** to be trade secret or proprietary exempt from disclosure pursuant to Tex. Gov't Code § 552.110: Confidentiality of Trade Secrets; Confidentiality of Certain Commercial or Financial Information and Tex. Gov't Code § 552.104. Information Related to Competition or Bidding.

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TAB 6 - B. APPENDIX C, ANTITRUST CERTIFICATION STATEMENT (TEX. GOVERNMENT CODE § 2155.005)

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Appendix C, Doc #2

ANTITRUST CERTIFICATION STATEMENTS
(Tex. Government Code § 2155.005)
Attorney General Form

I affirm under penalty of perjury of the laws of the State of Texas that:

1. I am duly authorized to execute this Contract on my own behalf or on behalf of the company, corporation, firm, partnership or individual (Company) listed below;

2. In connection with this proposal, neither I nor any representative of the Company has violated any provision of the Texas Free Enterprise and Antitrust Act, Tex. Bus. & Comm. Code Chapter 15;

3. In connection with this proposal, neither I nor any representative of the Company has violated any federal antitrust law; and

4. Neither I nor any representative of the Company has directly or indirectly communicated any of the contents of this proposal to a competitor of the Company or any other company, corporation, firm, partnership or individual engaged in the same line of business as the Company.

Company Mythics Emergent Group, Inc.

Address 4525 Main Street
Suite 1500,
Virginia Beach, VA 23462

Phone (301) 717-8278

Fax (703) 288 - 4287

Contact

Signature

Scott Needleman
Printed Name

SVP, General Counsel
Position with Company

Official Authorizing Proposal

Signature

Scott Needleman
Printed Name

SVP, General Counsel
Position with Company

TAB 6 - C. APPENDIX C, IMPLEMENTATION OF HOUSE BILL 1295 CERTIFICATE OF INTERESTED PARTIES (FORM 1295)

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TAB 6 - D. APPENDIX C, TEXAS GOVERNMENT CODE 2270 VERIFICATION FORM

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Appendix C, DOC # 4

Texas Government Code 2270 Verification Form

House Bill 89 (85R Legislative Session), which adds Chapter 2270 to the Texas Government Code, provides that a governmental entity may not enter into a contract with a company without verification that the contracting vendor does not and will not boycott Israel during the term of the contract.

Furthermore, Senate Bill 252 (85R Legislative Session), which amends Chapter 2252 of the Texas Government Code to add Subchapter F, prohibits contracting with a company engaged in business with Iran, Sudan or a foreign terrorist organization identified on a list prepared by the Texas Comptroller.

I, Scott Needleman, as an authorized representative of

Mythics Emergent Group, Inc., a contractor engaged by

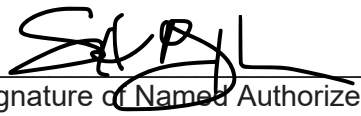
Insert Name of Company

Region 4 Education Service Center, 7145 West Tidwell Road, Houston, TX 77092, verify by this writing that the above-named company affirms that it (1) does not boycott Israel; and (2) will not boycott Israel during the term of this contract, or any contract with the above-named Texas governmental entity in the future.

Also, our company is not listed on and we do not do business with companies that are on the Texas Comptroller of Public Accounts list of Designated Foreign Terrorists Organizations found at https://comptroller.texas.gov/purchasing/docs/foreign-terrorist.pdf.

I further affirm that if our company's position on this issue is reversed and this affirmation is no longer valid, that the above-named Texas governmental entity will be notified in writing within one (1) business day and we understand that our company's failure to affirm and comply with the requirements of Texas Government Code 2270 et seq. shall be grounds for immediate contract termination without penalty to the above-named Texas governmental entity.

I swear and affirm that the above is true and correct.



Signature of Named Authorized Company Representative

04/30/2022

Date

TAB 6 - E. ANY ADDITIONAL AGREEMENTS OFFEROR WILL REQUIRE PARTICIPATING AGENCIES TO SIGN

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TAB 7 – MEG ATTACHMENTS

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Dunn and Bradstreet Reports

Use or disclosure of data contained on this page is subject to the restriction on the cover sheet of this document.

D&B Finance Analytics

Printed By: Kevin Hodgkiss

Date Printed: 04/14/2022

LIVE REPORT

EMERGENT, LLC

Tradestyle(s): (SUBSIDIARY OF MYTHICS, INC., VIRGINIA BEACH, VA)

ACTIVE SUBSIDIARY

D-U-N-S Number: 78-179-7712
Phone: +1 (757) 412-4362

Address: 4525 Main St Ste 1500, Virginia Beach, VA, 23462, United States Of America
Endorsement: khodgkiss@Mythics.com

Summary

KEY DATA ELEMENTS (Formerly: SCORE BAR)

KDE Name	Current Status	Details
PAYDEX®	74	9 days beyond terms
Delinquency Score	96	Low Risk of severe payment delinquency.
Failure Score	56	Moderate Risk of severe financial stress.
D&B Viability Rating	3 3 B Z	View More Details
Bankruptcy Found	N	
D&B Rating	1R4	1R indicates 10 or more Employees, Credit appraisal of 4 is limited

COMPANY PROFILE

D-U-N-S
78-179-7712

Legal Form
Corporation (US)

History Record
Clear

Date Incorporated
04/03/2006

State of Incorporation
VIRGINIA

Ownership
Not publicly traded

Mailing Address
UNITED STATES

Telephone
+1 (757) 412-4362

Present Control Succeeded
2011

Employees
48 (23 here)

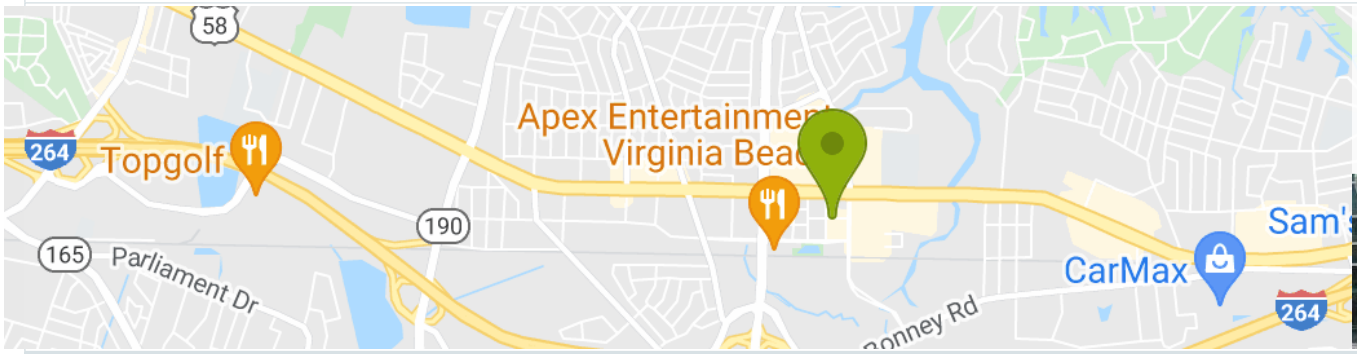
Age (Year Started)
16 Years (2006)

Named Principal
Gary Newman , MNG MBR

Line of Business
Custom computer programming

SIC
73710301

NAICS
541511



Street Address:
4525 Main St Ste 1500,
Virginia Beach, VA, 23462,
United States Of America

OVERALL BUSINESS RISK

Dun & Bradstreet thinks...

HIGH	MODERATE-HIGH	MODERATE	LOW-MODERATE	LOW

Overall assessment of this organization over the next 12 months:	**Stable Condition**
Based on the predicted risk of business discontinuation:	**Likelihood-Of-Continued-Operations**
Based on the predicted risk of severely delinquent payments:	**Very Low Potential For Severely Delinquent Payments**

D&B MAX CREDIT RECOMMENDATION

MAXIMUM CREDIT RECOMMENDATION

US$ 90,000

The recommended limit is based on a low probability of severe delinquency.

FAILURE SCORE (Formerly Financial Stress Score)

Company's Risk Level

MODERATE

Probability of failure over the next 12 months

0.2 %

Past 12 Months

Low Risk

High Risk

DELINQUENCY SCORE (Formerly Commercial Credit Score)

Company's Risk Level

LOW

Probability of delinquency over the next 12 months

1.07 %

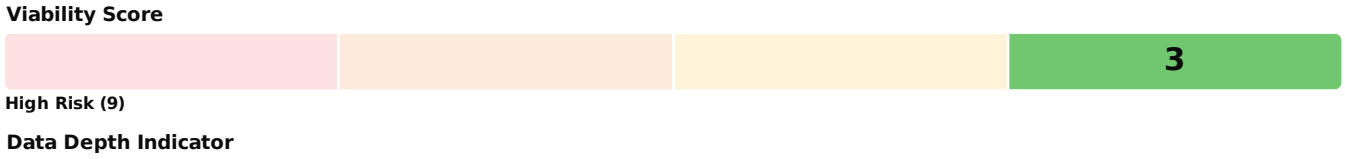
Past 12 Months

Low Risk

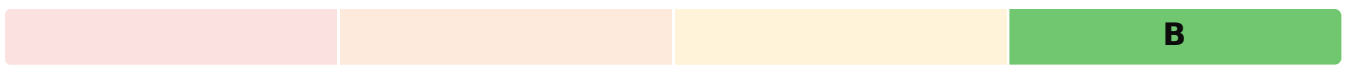
High Risk

VIABILITY RATING SUMMARY

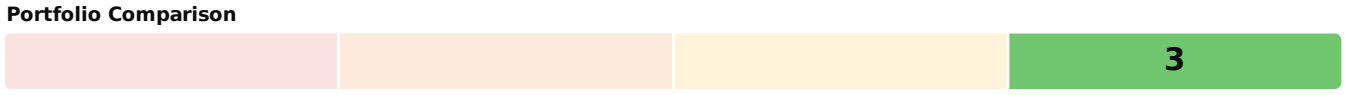
Viability Score



Data Depth Indicator

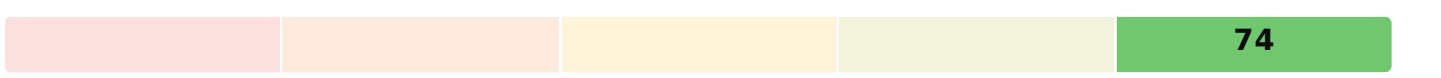


Portfolio Comparison



Financial Data	**Unavailable**
Trade Payments	
Company Size	
Years in Business	**-**

D&B PAYDEX®



9 days beyond terms

Past 24 Months

Low Risk

High Risk

D&B PAYDEX - 3 MONTHS

80

High Risk (1) Low Risk (100)

ON TERMS

PAYDEX® TREND CHART

This Company Industry Benchmark

SBRI ORIGINATION

No SBRI Origination Score data is currently available.

D&B SBFE SCORE

838

High Risk Low Risk

High Risk of serious delinquency over the next 12 months

D&B RATING

Employee Size

1R : 10 employees and over

Current Rating as of 05/02/2018

Risk Indicator

4 : Higher than Average Risk

FRAUD RISK SCORE INFORMATION

No Fraud Risk Score is Available

LEGAL EVENTS

Events	Occurrences	Last Filed
Bankruptcies	0	-
Judgements	0	-
Liens	0	-
Suits	0	-
UCC	13	03/09/2022

DETAILED TRADE RISK INSIGHT™

3 Months

From to

High Risk (120+) **Low Risk (0)**

DETAILED TRADE RISK INSIGHT™ 13 MONTH TREND

Total Amount Current and Past Due -

FINANCIAL OVERVIEW - BALANCE SHEET

No Data Available

TRADE PAYMENTS

Highest Past Due:

35,000

Highest Now Owing	Total Trade Experiences	Largest High Credit
70,000	8	100,000

FINANCIAL OVERVIEW - PROFIT AND LOSS

No Data Available

OWNERSHIP

Subsidiaries

-

Total Members

3

This company is a Subsidiary.

	Global Ultimate	Domestic Ultimate
Name	MYTHICS, INC.	MYTHICS, INC.
Country	UNITED STATES	UNITED STATES
D-U-N-S	01-335-8002	01-335-8002
Others	-	-

FINANCIAL OVERVIEW - KEY BUSINESS RATIOS

No Data Available

ALERTS

There are no alerts for this D-U-N-S Number.

WEB & SOCIAL POWERED BY FIRSTRAIN

- Emergent Announces Partnership with Anglepoint Tech News TMCNet 31-Mar-2022
- Emergent's Information Security Management Systems (ISMS) Achieves ISO Standard Certification IT News Online 30-Mar-2022
- U.S. Department of the Air Force Awards Emergent a $419 Million Enterprise Software License Agreement for Oracle Products and Services Tech News TMCNet 22-Mar-2022
- NUGENE INTERNATIONAL INC. (NUGN) PROVIDES SHAREHOLDER UPDATE AND ANNOUNCES CHANGE OF CONTROL IT News Online 17-Mar-2022
- Emergent Announces Partnership with Samsara IT News Online 16-Mar-2022
- Emergent, LLC Appraised at CMMI Maturity Level 3 Morningstar 17-Feb-2022

COUNTRY/REGIONAL INSIGHT

United States Of America

Stubborn inflation, reduced personal savings, and higher wages push or lure workers back to the workplace; the tight labour market should see some easing in the coming months.

Risk Category

LOW

High Risk — Low Risk

Available Reports

Country Insight Snapshot (CIS)

High-level view of a single country's cross-border risk exposure, with particular focus on the current political, commercial, and macroeconomic environments.

Country Insight Report (CIR)

In-depth analysis of the current risks and opportunities within a single country and its regional and global context.

STOCK PERFORMANCE

History

Daily High

52-Week High

Performance

P/E:

EPS:

Div/Yield

The scores and ratings included in this report are designed as a tool to assist the user in making their own credit related decisions, and should be used as part of a balanced and complete assessment relying on the knowledge and expertise of the reader, and where appropriate on other information sources. The score and rating models are developed using statistical analysis in order to generate a prediction of future events. Dun & Bradstreet monitors the performance of thousands of businesses in order to identify characteristics common to specific business events. These characteristics are weighted by significance to form rules within its models that identify other businesses with similar characteristics in order to provide a score or rating.

Dun & Bradstreet's scores and ratings are not a statement of what will happen, but an indication of what is more likely to happen based on previous experience. Though Dun & Bradstreet uses extensive procedures to maintain the quality of its information, Dun & Bradstreet cannot guarantee that it is accurate, complete or timely, and this may affect the included scores and ratings. Your use of this report is subject to applicable law, and to the terms of your agreement with Dun & Bradstreet.

Risk Assessment

D&B RISK ASSESSMENT

OVERALL BUSINESS RISK

HIGH	MODERATE-HIGH	MODERATE	LOW-MODERATE	LOW

Dun & Bradstreet thinks...

- Overall assessment of this organization over the next 12 months: **STABLE CONDITION**

MAXIMUM CREDIT RECOMMENDATION

US$ 90,000

The recommended limit is based on a low probability of severe delinquency.

- Based on the predicted risk of business discontinuation: **LIKELIHOOD-OF-CONTINUED-OPERATIONS**
- Based on the predicted risk of severely delinquent payments: **VERY LOW POTENTIAL FOR SEVERELY DELINQUENT PAYMENTS**

D&B VIABILITY RATING SUMMARY

The D&B Viability Rating uses D&B's proprietary analytics to compare the most predictive business risk indicators and deliver a highly reliable assessment of the probability that a company will go out of business, become dormant/inactive, or file for bankruptcy/insolvency within the next 12 months. The D&B Viability Rating is made up of 4 components:

Viability Score
Compared to All US Businesses within the D&B Database:

- Level of Risk:**Low Risk**
- Businesses ranked **3** have a probability of becoming no longer viable: **3** %
- Percentage of businesses ranked **3: 15** %
- Across all US businesses, the average probability of becoming no longer viable:**14** %

Portfolio Comparison
Compared to All US Businesses within the same MODEL SEGMENT:

- Model Segment :**Established Trade Payments**
- Level of Risk:**Low Risk**
- Businesses ranked **3** within this model segment have a probability of becoming no longer viable: **3** %
- Percentage of businesses ranked **3** with this model segment: **11** %
- Within this model segment, the average probability of becoming no longer viable:**5** %

Data Depth Indicator
Data Depth Indicator:

- ✓ Rich Firmographics
- ✓ Extensive Commercial Trading Activity
- ✓ Basic Financial Attributes

Greater data depth can increase the precision of the D&B Viability Rating assessment.
To help improve the current data depth of this company, you can ask D&B to make a personalized request to this company on your behalf to obtain its latest financial information. To make the request, click the link below. Note, the company must be saved to a folder before the request can be made.
Request Financial Statements
Reference the FINANCIALS tab for this company to monitor the status of your request.

Company Profile:
Company Profile Details:

- Financial Data: **False**
- Trade Payments:
- Company Size:
- Years in Business:

Z
Subsidiary

FAILURE SCORE FORMERLY FINANCIAL STRESS SCORE

- Low proportion of satisfactory payment experiences to total payment experiences

Level of Risk	Raw Score	Probability of Failure	Average Probability of Failure for Businesses in D&B Database	Class
Moderate	**1487**	**0.2 %**	**0.48**	**3**

Business and Industry Trends

△ FAILURE SCORE ⬚ Industry Median Quartile

BUSINESS AND INDUSTRY COMPARISON

Selected Segments of Business Attributes

Norms	National %
This Business	56
Region:(SOUTH ATLANTIC)	33
Industry:BUSINESS, LEGAL AND ENGINEERING SERVICES	37
Employee range:(20-99)	57
Years in Business:(11-25)	49

DELINQUENCY SCORE FORMERLY COMMERCIAL CREDIT SCORE

96

High Risk (1) Low Risk (100)

- Higher risk industry based on delinquency rates for this industry

Level of Risk	Raw Score	Probability of Delinquency	Compared to Businesses in D&B Database	Class
Low	601	1.07 %	10.2 %	1

Business and Industry Trends

△ DELINQUENCY SCORE ⬚ Industry Median Quartile

BUSINESS AND INDUSTRY COMPARISON

Selected Segments of Business Attributes

Norms	National %
This Business	96
Region:(SOUTH ATLANTIC)	34
Industry:BUSINESS, LEGAL AND ENGINEERING SERVICES	37
Employee range:(20-99)	82
Years in Business:(11-25)	43

D&B PAYDEX

74

High Risk (1) Low Risk (100)

When weighted by amount, Payments to suppliers average 9 days beyond terms

- High risk of late payment (Average 30 to 120 days beyond terms)
- Medium risk of late payment (Average 30 days or less beyond terms)
- Low risk of late payment (Average prompt to 30+ days sooner)

Industry Median 80
Equals Pays On Time

D&B 3 MONTH PAYDEX

80

High Risk (1) Low Risk (100)

Based on payments collected 3 months ago.
When weighted by amount, Payments to suppliers average ON TERMS

- High risk of late payment (Average 30 to 120 days beyond terms)
- Medium risk of late payment (Average 30 days or less beyond terms)
- Low risk of late payment (Average prompt to 30+ days sooner)

Industry Median 79
Equals 2 Days Beyond Terms

Business and Industry Trends

7371 - Custom computer programming

△ PAYDEX ⬚ Industry Lower Quartile ◌ Industry Median Quartile ✳ Industry Upper Quartile

Equals

D&B RATING

Current Rating as of 05/02/2018

Employee Size
1R : 10 employees and over

Risk Indicator
4 : Higher than Average Risk

Trade Payments

TRADE PAYMENTS SUMMARY (Based on 24 months of data)

Overall Payment Behaviour
9
Days Beyond Terms

Highest Now Owing:
US$ 70,000

% of Trade Within Terms
78%

Total Trade Experiences:
8

Largest High Credit:
US$ 100,000

Average High Credit:
US$ 87,500

Highest Past Due
US$ 35,000

Total Unfavorable Comments :
0

Largest High Credit:
US$ 0

Total Placed in Collections:
0

Largest High Credit:
US$ 0

D&B PAYDEX

D&B 3 MONTH PAYDEX

74

High Risk (1) Low Risk (100)

When weighted by amount, Payments to suppliers average 9 days beyond terms

- High risk of late payment (Average 30 to 120 days beyond terms)
- Medium risk of late payment (Average 30 days or less beyond terms)
- Low risk of late payment (Average prompt to 30+ days sooner)

Industry Median 80
Equals Pays On Time

80

High Risk (1) Low Risk (100)

Based on payments collected 3 months ago.
When weighted by amount, Payments to suppliers average ON TERMS

- High risk of late payment (Average 30 to 120 days beyond terms)
- Medium risk of late payment (Average 30 days or less beyond terms)
- Low risk of late payment (Average prompt to 30+ days sooner)

Industry Median 79
Equals 2 Days Beyond Terms

BUSINESS AND INDUSTRY TRENDS

Based on 24 months of data

7371 - Custom computer programming

△ PAYDEX ⬚ Industry Lower Quartile ◔ Industry Median Quartile ✳ Industry Upper Quartile

	5/20	6/20	7/20	8/20	9/20	10/20	11/20	12/20	1/21	2/21	3/21	4/21	5/21	6/21	7/21	8/21	9/21	10/21	11/21	12/21	1/22	2/22	3/22	Current 2022
This Business	80	80	80	80	80	80	80	80	73	73	73	73	73	73	73	73	73	73	74	74	74	74	74	74
Industry Quartile																								
Upper	-	80	-	-	80	-	-	80	-	-	80	-	-	80	-	-	80	-	-	80	-	-	80	-
Median	-	80	-	-	80	-	-	80	-	-	80	-	-	80	-	-	79	-	-	79	-	-	80	-
Lower	-	72	-	-	73	-	-	72	-	-	71	-	-	72	-	-	72	-	-	72	-	-	72	-

TRADE PAYMENTS BY CREDIT EXTENDED (Based on 12 months of data)

Range of Credit Extended (US$)	Number of Payment Experiences	Total Value	% Within Terms
100,000 & over	**1**	**US$ 100,000**	**100**
50,000 - 99,999	**1**	**US$ 75,000**	**50**
15,000 - 49,999	**0**	**US$ 0**	**0**
5,000 - 14,999	**0**	**US$ 0**	**0**
1,000 - 4,999	**0**	**US$ 0**	**0**
Less than 1,000	**0**	**US$ 0**	**0**

TRADE PAYMENTS BY INDUSTRY (BASED ON 24 MONTHS OF DATA)

Collapse All | Expand All

Industry Category	Number of Payment Experiences	Largest High Credit (US$)	% Within Terms (Expand to View)	1 - 30 Days Late (%)	31 - 60 Days Late (%)	61 - 90 Days Late (%)	91 + Days Late (%)
50 - Wholesale Trade - Durable Goods	**1**	**100,000**	**100**	**0**	**0**	**0**	**0**
5045 - Whol computers/softwr	**1**	**100,000**	**100**	**0**	**0**	**0**	**0**
73 - Business Services	**1**	**75,000**	**50**	**50**	**0**	**0**	**0**
7373 - Computer system desgn	**1**	**75,000**	**50**	**50**	**0**	**0**	**0**

TRADE LINES

Date of Experience	Payment Status	Selling Terms	High Credit (US$)	Now Owes (US$)	Past Due (US$)	Months Since Last Sale
03/22	Pays Promptly	N30	100,000	40,000	0	1
03/22	-	Cash account	100	0	0	1

Date of Experience	Payment Status	Selling Terms	High Credit (US$)	Now Owes (US$)	Past Due (US$)	Months Since Last Sale
02/22	-	Cash account	50	0	0	1
12/21	-	Cash account	100	0	0	Between 4 and 5 Months
09/21	-	Cash account	0	0	0	1
06/21	-	Cash account	50	0	0	Between 6 and 12 Months
12/20	Pays Prompt to Slow 30+	-	75,000	70,000	35,000	1
07/20	-	Cash account	250	0	0	1

OTHER PAYMENT CATEGORIES

Other Payment Categories	Experience	Total Amount
Cash experiences	6	US$ 550
Payment record unknown	0	US$ 0
Unfavorable comments	0	US$ 0
Placed for collections	0	US$ 0
Total in D&B's file	8	US$ 175,550

Corporate Linkage

Increase your understanding of the links and risks between your customers and suppliers with D&B's Interactive Global Family Tree

PARENT

Company	City , State	D-U-N-S® NUMBER
MYTHICS, INC.	**VIRGINIA BEACH , Virginia**	**01-335-8002**

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Legal Events

The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.

Bankruptcies	Judgements	Liens	Suits	UCCs
No	**0** Latest Filing: -	**0** Latest Filing: -	**0** Latest Filing: -	**13** Latest Filing: 03/09/2022

EVENTS

UCC Filing - Original

Filing Date	03/09/2022
Filing Number	2203090095996
Received Date	03/15/2022
Collateral	Inventory and proceeds - Account(s) and proceeds - General intangibles(s) and proceeds - Chattel paper and proceeds - Equipment and proceeds
Secured Party	EPLUS GOVERNMENT, INC., HERNDON, VA
Debtors	EMERGENT LLC

Filing Office	SECRETARY OF THE COMMONWEALTH/UCC DIVISION, RICHMOND, VA

UCC Filing - Original

Filing Date	06/19/2020
Filing Number	2006190078180
Received Date	06/23/2020
Collateral	Inventory and proceeds - Account(s) and proceeds - General intangibles(s) and proceeds - Chattel paper and proceeds - Equipment and proceeds
Secured Party	EPLUS GOVERNMENT, INC., HERNDON, VA
Debtors	EMERGENT LLC
Filing Office	SECRETARY OF THE COMMONWEALTH/UCC DIVISION, RICHMOND, VA

UCC Filing - Amendment

Filing Date	06/13/2018
Filing Number	18061357245
Received Date	07/31/2018
Original Filing Date	05/25/2018
Original Filing Number	18052538325
Secured Party	EPLUS GOVERNMENT INC, HERNDON, VA
Debtors	EMERGENT LLC
Debtors	and OTHERS
Filing Office	SECRETARY OF THE COMMONWEALTH/UCC DIVISION, RICHMOND, VA

UCC Filing - Amendment

Filing Date	06/13/2018
Filing Number	18061357221
Received Date	07/31/2018
Original Filing Date	03/14/2018
Original Filing Number	18031438239
Secured Party	EPLUS GOVERNMENT INC, HERNDON, VA
Debtors	EMERGENT LLC
Debtors	and OTHERS
Filing Office	SECRETARY OF THE COMMONWEALTH/UCC DIVISION, RICHMOND, VA

UCC Filing - Amendment

Filing Date	06/13/2018
Filing Number	18061357257
Received Date	07/31/2018
Original Filing Date	12/21/2017
Original Filing Number	17122138407
Secured Party	EPLUS GOVERNMENT, INC., HERNDON, VA
Debtors	EMERGENT LLC
Debtors	and OTHERS

Filing Office	SECRETARY OF THE COMMONWEALTH/UCC DIVISION, RICHMOND, VA

UCC Filing - Original

Filing Date	05/25/2018
Filing Number	18052538325
Received Date	07/31/2018
Collateral	Inventory and proceeds - Account(s) and proceeds - Chattel paper and proceeds - General intangibles(s) and proceeds - Equipment and proceeds
Secured Party	EPLUS GOVERNMENT INC, HERNDON, VA
Debtors	EMERGENT LLC
Filing Office	SECRETARY OF THE COMMONWEALTH/UCC DIVISION, RICHMOND, VA

UCC Filing - Original

Filing Date	03/14/2018
Filing Number	18031438239
Received Date	05/25/2018
Collateral	Inventory and proceeds - Account(s) and proceeds - Chattel paper and proceeds - General intangibles(s) and proceeds - Equipment and proceeds
Secured Party	EPLUS GOVERNMENT INC, HERNDON, VA
Debtors	EMERGENT LLC
Filing Office	SECRETARY OF THE COMMONWEALTH/UCC DIVISION, RICHMOND, VA

UCC Filing - Continuation

Filing Date	01/22/2018
Filing Number	18012256266
Received Date	01/31/2018
Original Filing Date	06/13/2013
Original Filing Number	13061338815
Secured Party	WELLS FARGO BANK NATIONAL ASSOCIATION AS ADMINISTRATIVE AGENT, ATLANTA, GA
Debtors	EMERGENT, LLC
Filing Office	SECRETARY OF THE COMMONWEALTH/UCC DIVISION, RICHMOND, VA

UCC Filing - Continuation

Filing Date	01/22/2018
Filing Number	18012256608
Received Date	01/24/2018
Original Filing Date	06/13/2013
Original Filing Number	13061338815
Secured Party	WELLS FARGO BANK NATIONAL ASSOCIATION AS ADMINISTRATIVE AGENT, ATLANTA, GA
Debtors	EMERGENT, LLC
Filing Office	SECRETARY OF THE COMMONWEALTH/UCC DIVISION, RICHMOND, VA

UCC Filing - Original

Filing Date	12/21/2017
Filing Number	17122138407
Received Date	03/08/2018
Collateral	Inventory - Account(s) - Chattel paper - General intangibles(s) - Equipment
Secured Party	EPLUS GOVERNMENT, INC., HERNDON, VA
Debtors	EMERGENT LLC
Filing Office	SECRETARY OF THE COMMONWEALTH/UCC DIVISION, RICHMOND, VA

UCC Filing - Original

Filing Date	06/13/2017
Filing Number	17061338142
Received Date	09/05/2017
Collateral	Inventory and proceeds - Account(s) and proceeds - Chattel paper and proceeds - General intangibles(s) and proceeds - Equipment and proceeds
Secured Party	EPLUS GOVERNMENT INC, HERNDON, VA
Debtors	EMERGENT LLC
Filing Office	SECRETARY OF THE COMMONWEALTH/UCC DIVISION, RICHMOND, VA

UCC Filing - Original

Filing Date	06/13/2013
Filing Number	13061338815
Received Date	08/06/2013
Collateral	All Assets
Secured Party	WELLS FARGO BANK NATIONAL ASSOCIATION AS ADMINISTRATIVE AGENT, ATLANTA, GA
Debtors	EMERGENT, LLC
Filing Office	SECRETARY OF THE COMMONWEALTH/UCC DIVISION, RICHMOND, VA

UCC Filing - Original

Filing Date	06/29/2012
Filing Number	12062940746
Received Date	08/06/2012
Collateral	Negotiable instruments including proceeds and products - Inventory including proceeds and products - Account(s) including proceeds and products - Assets including proceeds and products - and OTHERS
Secured Party	WELLS FARGO BANK, NATIONAL ASSOCIATION, NORFOLK, VA
Debtors	EMERGENT, LLC
Filing Office	SECRETARY OF THE COMMONWEALTH/UCC DIVISION, RICHMOND, VA

The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this report was printed. This information may not be reproduced in whole or in part by any means of reproduction.

There may be additional UCC Filings in D&Bs file on this company available by contacting 1-800-234-3867.

Special Events

SPECIAL EVENTS

Date	Event Description
03/25/2022	GOVERNMENT CONTRACT: According to published reports, Emergent, LLC announced that it was awarded a five-year $419,737,159 contract on February 28, 2022 for the U.S. Department of the Air Force's Oracle Enterprise Software License Agreement II. Air Force Life Cycle Management Center, Maxwell Air Force Base Gunter Annex, Montgomery, Alabama, is the contracting activity.
05/02/2018	Business started 2006 by members. Present control succeeded Jan 2011.

Financials - D&B

D&B currently has no financial information on file for this company.

D&B currently has no financial information on file for this company.

D&B currently has no financial information on file for this company

D&B currently has no financial information on file for this company.

D&B currently has no financial information on file for this company

D&B currently has no financial information on file for this company

Company Profile

COMPANY OVERVIEW

D-U-N-S
78-179-7712

Mailing Address
UNITED STATES

Employees
48 (23 here)

Legal Form
Corporation (US)

Telephone
+1 (757) 412-4362

Age (Year Started)
16 Years (2006)

History Record
Clear

Present Control Succeeded
2011

Named Principal
Gary Newman , MNG MBR

Date Incorporated
04/03/2006

SIC
73710301

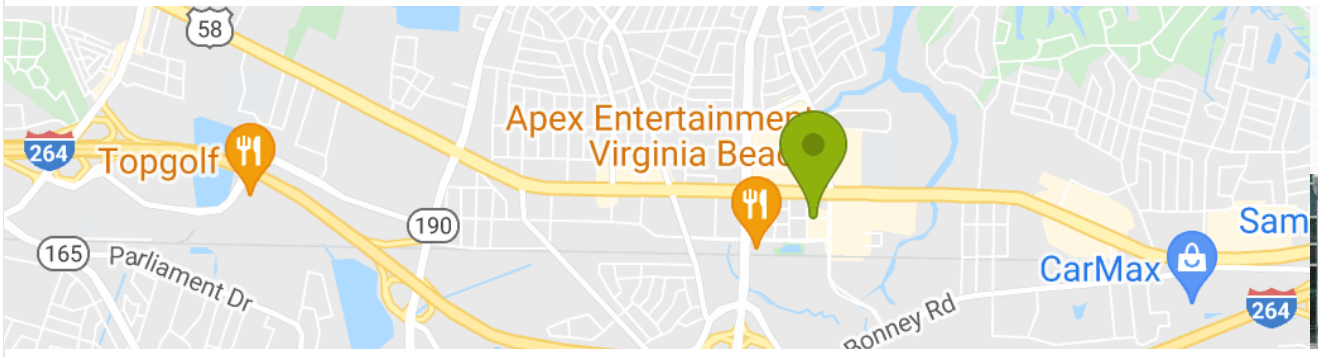
Line of Business
Custom computer programming

Business Commenced On
2006

NAICS
541511

State of Incorporation
VIRGINIA

Ownership
Not publicly traded



Street Address:
4525 Main St Ste 1500,
Virginia Beach, VA, 23462,
United States Of America

BUSINESS REGISTRATION

Corporate and business registrations reported by the secretary of state or other official source as of: 2022-04-02
This data is for informational purposes only, certification can only be obtained through the Office of the Secretary of State.

Registered Name	Emergent, LLC
Corporation Type	Corporation (US)
State of Incorporation	VIRGINIA

Registration ID	S1841396
Registration Status	ACTIVE
Date Status Attained	05/15/2012
Filing Date	04/03/2006
Where Filed	STATE CORPORATE COMMISSION

Registered Agent

Name	CORPORATION SERVICE COMPANY
Address	100 Shockoe Slip Fl 2, Richmond, VA, 232194100

PRINCIPALS

Officers

GARY NEWMAN, MNG MBR
RICHARD WELBORN, CFO

Directors

DIRECTOR(S): THE OFFICER(S)

COMPANY EVENTS

The following information was reported on: 11/03/2018

The Virginia Secretary of State's business registrations file showed that Emergent, LLC was registered as a Limited Liability Company on April 3, 2006, under file registration number S184139. Although this company operates as a Limited Liability Company, the members have elected to use officer titles to denote areas of responsibility.

Business started 2006 by members. Present control succeeded Jan 2011. 100% of capital stock is owned by parent company.

Business started in 2006. Present control succeeded in 2011.

On May 1, 2018, Richard Welborn, Cfo, stated that the assets and liabilities of the captioned business were acquired by Mythics, Inc. in January 2011. The captioned business operates as a wholly owned subsidiary of Mythics, Inc.

GARY NEWMAN. 2011-present active here.

RICHARD WELBORN. 2011-present active here.

Sister Company: Mythics, Inc. DUNS 01-335-8002.

Business address has changed from 8219 Leesburg Pike Ste 300, Vienna, VA, 22182 to 4525 Main St Ste 1500, Virginia Beach, VA, 23462.

BUSINESS ACTIVITIES AND EMPLOYEES

The following information was reported on: 11/03/2018

Business Information

Trade Names	(SUBSIDIARY OF MYTHICS, INC., VIRGINIA BEACH, VA)
Description	Subsidiary of Mythics, Inc., Virginia Beach, VA. As Noted, this company is a subsidiary of Mythics, Inc., Duns# (01-335-8002), and reference is made to that report for background information on the parent and its management. Provides computer programming services, specializing in software development (100%). Terms are Net 30 days. Sells to general public, the govenment entities and commercial concerns. Territory : United States.
Employees	48 which includes officer(s) and 1 part-time. 23 employed here.
Financing Status	Secured
Seasonality	Nonseasonal.
Facilities	Leases 34,000 sq. ft. on 15th floor of a multi story concrete block building.
Location	Central business section on main street.

Related Concerns

SIC/NAICS Information

Industry Code	Description	Percentage of Business
7371	Custom computer programming	-
73710301	Computer software development	-

NAICS Codes	NAICS Description
541511	Custom Computer Programming Services

GOVERNMENT ACTIVITY

Activity Summary

Borrower(Dir/Guar)	No
Administrative Debt	No
Contractor	Yes
Grantee	No
Party excluded from federal program(s)	No

Your Information

Record additional information about this company to supplement the D&B information.

> Note: Information entered in this section will not be added to D&B's central repository and will be kept private under your user ID. Only you will be able to view the information.

In Folders: View

Account Number

Endorsement/Billing Reference *
khodgkiss@Mythics.com

Sales Representatives

Credit Limit
0

Total Outstanding
0

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D&B Finance Analytics

Printed By: Kevin Hodgkiss

Date Printed: 04/14/2022

LIVE REPORT

MYTHICS, INC.

Tradestyle(s): -

ACTIVE HEADQUARTERS

D-U-N-S Number: 01-335-8002
Phone: +1 (757) 412-4362

Address: 4525 Main St Ste 1500, Virginia Beach, VA, 23462, United States Of America
Endorsement: khodgkiss@Mythics.com
Exclude from Portfolio Insight:

Summary

KEY DATA ELEMENTS (Formerly: SCORE BAR)

KDE Name	Current Status	Details
PAYDEX®	77	5 days beyond terms
Delinquency Score	74	Low to Moderate Risk of severe payment delinquency.
Failure Score	43	Moderate Risk of severe financial stress.
D&B Viability Rating	2 1 B G	View More Details
Bankruptcy Found	N	
D&B Rating	1R4	1R indicates 10 or more Employees, Credit appraisal of 4 is limited

COMPANY PROFILE

D-U-N-S
01-335-8002

Mailing Address
UNITED STATES

Employees
222

Legal Form
Corporation (US)

Telephone
+1 (757) 412-4362

Age (Year Started)
21 Years (2000)

History Record
Clear

Present Control Succeeded
2000

Named Principal
Rick Welborn , CFO

Date Incorporated
04/18/2000

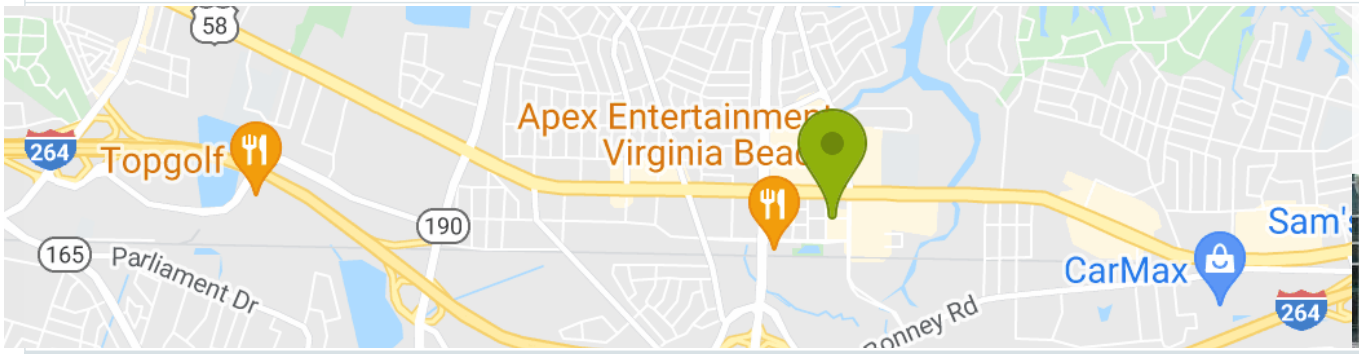
Line of Business
Whol computers/peripherals

State of Incorporation
VIRGINIA

SIC
50459905

Ownership
Not publicly traded

NAICS
423430



Street Address:
4525 Main St Ste 1500,
Virginia Beach, VA, 23462,
United States Of America

OVERALL BUSINESS RISK

Dun & Bradstreet thinks...

HIGH	MODERATE-HIGH	MODERATE	LOW-MODERATE	LOW

Overall assessment of this organization over the next 12 months:	**Stable Condition**
Based on the predicted risk of business discontinuation:	**Likelihood-Of-Continued-Operations**
Based on the predicted risk of severely delinquent payments:	**Low Potential For Severely Delinquent Payments**

D&B MAX CREDIT RECOMMENDATION

MAXIMUM CREDIT RECOMMENDATION

US$ 473,000

The recommended limit is based on a moderately low probability of severe delinquency.

FAILURE SCORE (Formerly Financial Stress Score)

Company's Risk Level

MODERATE

Probability of failure over the next 12 months

0.29 %

Past 12 Months

Low Risk

High Risk

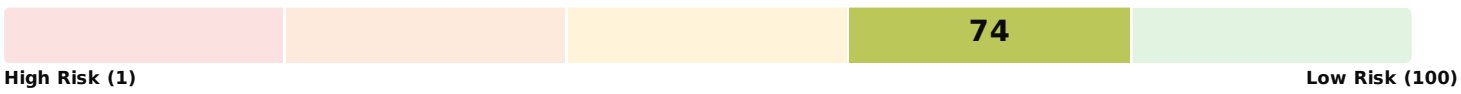
DELINQUENCY SCORE (Formerly Commercial Credit Score)

Company's Risk Level

LOW-MODERATE

Probability of delinquency over the next 12 months

3.32 %



Past 12 Months

Low Risk

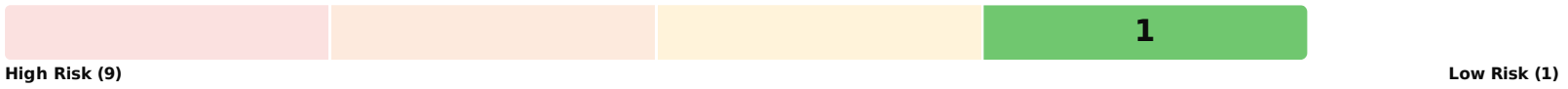
High Risk

VIABILITY RATING SUMMARY

Viability Score

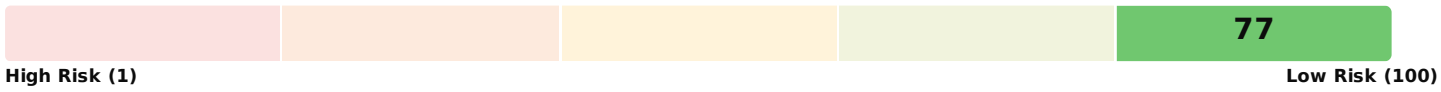
Data Depth Indicator

Portfolio Comparison



Financial Data	**Unavailable**
Trade Payments	**Available: 3+Trade**
Company Size	**Large: Employees:50+ or Sales: $500K+**
Years in Business	**Established**

D&B PAYDEX®



5 days beyond terms

Past 24 Months

Low Risk

High Risk

D&B PAYDEX - 3 MONTHS

8 days beyond terms

PAYDEX® TREND CHART

This Company Industry Benchmark

SBRI ORIGINATION

No SBRI Origination Score data is currently available.

D&B SBFE SCORE

Moderate risk of serious delinquency over the next 12 months

D&B RATING

Employee Size

1R : 10 employees and over

Current Rating as of 11/09/2017

Risk Indicator

4 : Higher than Average Risk

FRAUD RISK SCORE INFORMATION

No Fraud Risk Score is Available

LEGAL EVENTS

Events	Occurrences	Last Filed
Bankruptcies	0	-
Judgements	0	-
Liens	0	-
Suits	0	-
UCC	49	03/24/2022

DETAILED TRADE RISK INSIGHT™

Days Beyond Terms
1 Days

3 Months
From Feb-22 to Apr-22

Days Beyond Terms Past 3 months : 1

Low Risk:0 ; High Risk:120+

Dollar-weighted average of **12** payment experiences reported from **6** companies.

DETAILED TRADE RISK INSIGHT™ 13 MONTH TREND

Total Amount Current and Past Due -

FINANCIAL OVERVIEW - BALANCE SHEET

1. Fiscal 12/31/2004
2. ()

Source: D&B

TRADE PAYMENTS

Highest Past Due:

1,000

Highest Now Owing	Total Trade Experiences	Largest High Credit
25,000	43	25,000

FINANCIAL OVERVIEW - PROFIT AND LOSS

1. Fiscal 12/31/2004
2. ()

Source: D&B

OWNERSHIP

Subsidiaries
1

Branches
1

Total Members
3

This company is a Global Ultimate, Domestic Ultimate, Headquarters, Parent.

	Global Ultimate	Domestic Ultimate
Name	MYTHICS, INC.	MYTHICS, INC.
Country	UNITED STATES	UNITED STATES
D-U-N-S	01-335-8002	01-335-8002
Others	-	-

FINANCIAL OVERVIEW - KEY BUSINESS RATIOS

Key Business Ratios	Business Ratio
Current Ratio	1.1

Source: D&B

ALERTS

There are no alerts for this D-U-N-S Number.

WEB & SOCIAL POWERED BY FIRSTRAIN

- Mythics' Information Security Management Systems (ISMS) Achieves ISO Standard Certification Tech News TMCNet 30-Mar-2022
- Emergent books $419M Air Force product license pact Washington technology 23-Mar-2022
- U.S. Department of the Air Force Awards Emergent a $419 Million Enterprise Software License Agreement for Oracle Products and Services Tech News TMCNet 22-Mar-2022
- Upcoming DYGYCON 8 Event Will Bring Together The Biggest Names & Games In The Crypto Gaming Space 600395 17-Mar-2022
- Former Presidio Exec Lee Tanner Named Blackwatch’s Strategic Growth SVP ExecutiveBiz Blog 15-Mar-2022
- Blackwatch appoints Lee Tanner as Senior Vice President of Strategy and Growth IT News Online 14-Mar-2022
- Ashen Knight Pyke Skin Splash Art, Price, Release Date, How to Get MSN Australia News 01-Mar-2022
- Emergent, LLC Appraised at CMMI Maturity Level 3 Morningstar 17-Feb-2022
- Apex Legends to hold Anniversary Collection Event 600399 15-Feb-2022
- Apex Legends to celebrate third anniversary with Anniversary Collection Event TrueAchievements 15-Feb-2022

Load More

NOTES

Add Note

No notes is available for this D-U-N-S Number.

COUNTRY/REGIONAL INSIGHT

United States Of America

Stubborn inflation, reduced personal savings, and higher wages push or lure workers back to the workplace; the tight labour market should see some easing in the coming months.

Risk Category

LOW

High Risk Low Risk

Available Reports

Country Insight Snapshot (CIS)

High-level view of a single country’s cross-border risk exposure, with particular focus on the current political, commercial, and macroeconomic environments.

Country Insight Report (CIR)

In-depth analysis of the current risks and opportunities within a single country and its regional and global context.

STOCK PERFORMANCE

History

Daily High

52-Week High

Performance

P/E:

EPS:

Div/Yield

The scores and ratings included in this report are designed as a tool to assist the user in making their own credit related decisions, and should be used as part of a balanced and complete assessment relying on the knowledge and expertise of the reader, and where appropriate on other information sources. The score and rating models are developed using statistical analysis in order to generate a prediction of future events. Dun & Bradstreet monitors the

performance of thousands of businesses in order to identify characteristics common to specific business events. These characteristics are weighted by significance to form rules within its models that identify other businesses with similar characteristics in order to provide a score or rating.

Dun & Bradstreet's scores and ratings are not a statement of what will happen, but an indication of what is more likely to happen based on previous experience. Though Dun & Bradstreet uses extensive procedures to maintain the quality of its information, Dun & Bradstreet cannot guarantee that it is accurate, complete or timely, and this may affect the included scores and ratings. Your use of this report is subject to applicable law, and to the terms of your agreement with Dun & Bradstreet.

Risk Assessment

D&B RISK ASSESSMENT

OVERALL BUSINESS RISK

HIGH	MODERATE-HIGH	MODERATE	LOW-MODERATE	LOW

Dun & Bradstreet thinks...

- Overall assessment of this organization over the next 12 months: **STABLE CONDITION**
- Based on the predicted risk of business discontinuation: **LIKELIHOOD-OF-CONTINUED-OPERATIONS**
- Based on the predicted risk of severely delinquent payments: **LOW POTENTIAL FOR SEVERELY DELINQUENT PAYMENTS**

MAXIMUM CREDIT RECOMMENDATION

US$ 473,000

The recommended limit is based on a moderately low probability of severe delinquency.

D&B VIABILITY RATING SUMMARY

The D&B Viability Rating uses D&B's proprietary analytics to compare the most predictive business risk indicators and deliver a highly reliable assessment of the probability that a company will go out of business, become dormant/inactive, or file for bankruptcy/insolvency within the next 12 months. The D&B Viability Rating is made up of 4 components:

Viability Score
Compared to All US Businesses within the D&B Database:

- Level of Risk:**Low Risk**
- Businesses ranked **2** have a probability of becoming no longer viable: **2** %
- Percentage of businesses ranked **2: 4** %
- Across all US businesses, the average probability of becoming no longer viable:**14** %

Portfolio Comparison
Compared to All US Businesses within the same MODEL SEGMENT:

- Model Segment :**Established Trade Payments**
- Level of Risk:**Low Risk**
- Businesses ranked **1** within this model segment have a probability of becoming no longer viable: **2** %
- Percentage of businesses ranked **1** with this model segment: **11** %
- Within this model segment, the average probability of becoming no longer viable:**5** %

Data Depth Indicator
Data Depth Indicator:

- ✓ Rich Firmographics
- ✓ Extensive Commercial Trading Activity
- ✓ Basic Financial Attributes

Greater data depth can increase the precision of the D&B Viability Rating assessment.

To help improve the current data depth of this company, you can ask D&B to make a personalized request to this company on your behalf to obtain its latest financial information. To make the request, click the link below. Note, the company must be saved to a folder before the request can be made.

Request Financial Statements

Reference the FINANCIALS tab for this company to monitor the status of your request.

Company Profile:
Company Profile Details:

- Financial Data: **False**
- Trade Payments: **Available: 3+Trade**
- Company Size: **Large: Employees:50+ or Sales: $500K+**
- Years in Business: **Established: 5+**

G

Financial Data	Trade Payments	Company Size	Years in Business
False	Available: 3+Trade	Large	Established

FAILURE SCORE FORMERLY FINANCIAL STRESS SCORE

43

High Risk (1) — Low Risk (100)

- Composite credit appraisal is rated limited
- UCC Filings reported
- High proportion of slow payment experiences to total number of payment experiences
- Low proportion of satisfactory payment experiences to total payment experiences

Level of Risk	Raw Score	Probability of Failure	Average Probability of Failure for Businesses in D&B Database	Class
Moderate	1467	0.29 %	0.48	3

Business and Industry Trends

FAILURE SCORE Industry Median Quartile

BUSINESS AND INDUSTRY COMPARISON

Selected Segments of Business Attributes

Norms	National %
This Business	43
Region:(SOUTH ATLANTIC)	33
Industry:WHOLESALE	46
Employee range:(100-499)	69
Years in Business:(11-25)	49

DELINQUENCY SCORE FORMERLY COMMERCIAL CREDIT SCORE

74

High Risk (1) **Low Risk (100)**

- Proportion of past due balances to total amount owing
- Proportion of slow payments in recent months
- Higher risk industry based on delinquency rates for this industry

Level of Risk	Raw Score	Probability of Delinquency	Compared to Businesses in D&B Database	Class
Low-Moderate	**535**	**3.32 %**	**10.2 %**	**2**

Business and Industry Trends

DELINQUENCY SCORE Industry Median Quartile

BUSINESS AND INDUSTRY COMPARISON

Selected Segments of Business Attributes

Norms	National %
This Business	74
Region:(SOUTH ATLANTIC)	34
Industry:WHOLESALE	33
Employee range:(100-499)	86
Years in Business:(11-25)	43

D&B PAYDEX

77

High Risk (1) **Low Risk (100)**

When weighted by amount, Payments to suppliers average 5 days beyond terms

- High risk of late payment (Average 30 to 120 days beyond terms)
- Medium risk of late payment (Average 30 days or less beyond terms)
- Low risk of late payment (Average prompt to 30+ days sooner)

Industry Median 74
Equals 9 Days Beyond Terms

D&B 3 MONTH PAYDEX

75

High Risk (1) **Low Risk (100)**

Based on payments collected 3 months ago.
When weighted by amount, Payments to suppliers average 8 days beyond terms

- High risk of late payment (Average 30 to 120 days beyond terms)
- Medium risk of late payment (Average 30 days or less beyond terms)
- Low risk of late payment (Average prompt to 30+ days sooner)

Industry Median 74
Equals 9 Days Beyond Terms

Business and Industry Trends

5045 - Whol computers/peripherals

PAYDEX Industry Lower Quartile Industry Median Quartile Industry Upper Quartile

Equals

D&B RATING

Current Rating as of 11/09/2017

Employee Size **Risk Indicator**

History since 01/15/2004

Date Applied	D&B Rating

1R : 10 employees and over

4 : Higher than Average Risk

Previous Rating

Employee Size

1R : 10 employees and over

Risk Indicator

3 : Moderate Risk

02/27/2017	**1R3**
02/13/2017	**1R4**
12/28/2016	**1R3**
10/28/2016	**1R4**
10/17/2006	**1R3**

Trade Payments

TRADE PAYMENTS SUMMARY (Based on 24 months of data)

Overall Payment Behaviour
5
Days Beyond Terms

Highest Now Owing:
US$ 25,000

% of Trade Within Terms
86%

Total Trade Experiences:
43

Largest High Credit:
US$ 25,000

Average High Credit:
US$ 5,071

Highest Past Due
US$ 1,000

Total Unfavorable Comments :
0

Largest High Credit:
US$ 0

Total Placed in Collections:
0

Largest High Credit:
US$ 0

D&B PAYDEX

77

High Risk (1) **Low Risk (100)**

When weighted by amount, Payments to suppliers average 5 days beyond terms

- High risk of late payment (Average 30 to 120 days beyond terms)
- Medium risk of late payment (Average 30 days or less beyond terms)
- Low risk of late payment (Average prompt to 30+ days sooner)

Industry Median 74
Equals 9 Days Beyond Terms

D&B 3 MONTH PAYDEX

75

High Risk (1) **Low Risk (100)**

Based on payments collected 3 months ago.
When weighted by amount, Payments to suppliers average 8 days beyond terms

- High risk of late payment (Average 30 to 120 days beyond terms)
- Medium risk of late payment (Average 30 days or less beyond terms)
- Low risk of late payment (Average prompt to 30+ days sooner)

Industry Median 74
Equals 9 Days Beyond Terms

BUSINESS AND INDUSTRY TRENDS Based on 24 months of data

5045 - Whol computers/peripherals

PAYDEX **Industry Lower Quartile** **Industry Median Quartile** **Industry Upper Quartile**

	5/20	6/20	7/20	8/20	9/20	10/20	11/20	12/20	1/21	2/21	3/21	4/21	5/21	6/21	7/21	8/21	9/21	10/21	11/21	12/21	1/22	2/22	3/22	Current 2022
This Business	80	80	80	80	80	80	79	79	79	79	79	79	79	79	79	79	79	79	78	78	78	78	78	77
Industry Quartile																								
Upper	-	78	-	-	78	-	-	78	-	-	79	-	-	79	-	-	78	-	-	78	-	-	78	-
Median	-	74	-	-	74	-	-	74	-	-	74	-	-	75	-	-	75	-	-	74	-	-	74	-
Lower	-	68	-	-	67	-	-	67	-	-	67	-	-	68	-	-	68	-	-	67	-	-	66	-

TRADE PAYMENTS BY CREDIT EXTENDED (Based on 12 months of data)

Range of Credit Extended (US$)	Number of Payment Experiences	Total Value	% Within Terms
100,000 & over	**0**	**US$ 0**	**0**
50,000 - 99,999	**0**	**US$ 0**	**0**
15,000 - 49,999	**3**	**US$ 60,000**	**100**
5,000 - 14,999	**0**	**US$ 0**	**0**
1,000 - 4,999	**5**	**US$ 8,000**	**63**
Less than 1,000	**6**	**US$ 3,000**	**100**

TRADE PAYMENTS BY INDUSTRY (BASED ON 24 MONTHS OF DATA)

Collapse All | Expand All

Industry Category	Number of Payment Experiences	Largest High Credit (US$)	% Within Terms (Expand to View)	1 - 30 Days Late (%)	31 - 60 Days Late (%)	61 - 90 Days Late (%)	91 + Days Late (%)
48 - Communications	3	20,000	100	0	0	0	0
4813 - Telephone communictns	2	1,000	100	0	0	0	0
4812 - Radiotelephone commun	1	20,000	100	0	0	0	0
50 - Wholesale Trade - Durable Goods	1	15,000	100	0	0	0	0
5045 - Whol computers/softwr	1	15,000	100	0	0	0	0
61 - Nondepository Credit Institutions	2	2,500	50	0	0	0	50
6159 - Misc business credit	1	2,500	0	0	0	0	100
6153 - Short-trm busn credit	1	2,500	100	0	0	0	0
67 - Holding and Other Investment Offices	1	1,000	100	0	0	0	0
6712 - Bank holding company	1	1,000	100	0	0	0	0
99 - Nonclassifiable Establishments	7	25,000	98	2	0	0	0
9999 - Nonclassified	7	25,000	98	2	0	0	0

TRADE LINES

Date of Experience	Payment Status	Selling Terms	High Credit (US$)	Now Owes (US$)	Past Due (US$)	Months Since Last Sale
03/22	Pays Promptly	N30	15,000	0	0	Between 2 and 3 Months
03/22	Pays Promptly	-	1,000	1,000	0	1
03/22	Pays Prompt to Slow 30+	-	1,000	0	0	Between 4 and 5 Months
03/22	Pays Slow 180+	-	2,500	1,000	1,000	1
03/22	-	Cash account	50	0	0	1
02/22	Pays Promptly	-	20,000	10,000	0	1
02/22	Pays Promptly	-	1,000	1,000	0	1
02/22	Pays Promptly	-	250	0	0	1
02/22	-	Cash account	50	0	0	Between 6 and 12 Months
01/22	-	Cash account	0	0	0	1
12/21	Pays Promptly	-	2,500	2,500	0	1
12/21	Pays Promptly	-	750	750	0	1
12/21	Pays Promptly	-	500	500	0	1
12/21	Pays Promptly	-	500	500	0	1
12/21	Pays Promptly	-	500	500	0	1
12/21	Pays Promptly	-	500	500	0	1
12/21	-	Cash account	100	0	0	Between 6 and 12 Months
12/21	-	Cash account	50	0	0	Between 6 and 12 Months
12/21	-	Cash account	50	0	0	Between 6 and 12 Months
10/21	-	Cash account	250	0	0	Between 6 and 12 Months
10/21	-	Cash account	50	0	0	1
10/21	-	-	50	0	0	1
09/21	-	Cash account	100	0	0	1

Date of Experience	Payment Status	Selling Terms	High Credit (US$)	Now Owes (US$)	Past Due (US$)	Months Since Last Sale
09/21	-	Cash account	100	0	0	1
08/21	-	Cash account	100	0	0	Between 4 and 5 Months
08/21	-	Cash account	50	0	0	Between 6 and 12 Months
06/21	-	Cash account	50	0	0	Between 2 and 3 Months
04/21	-	Cash account	0	0	0	1
04/21	-	Cash account	100	0	0	1
04/21	-	Cash account	50	0	0	1
04/21	-	Cash account	50	0	0	1
04/21	-	Cash account	50	0	0	1
04/21	-	Cash account	50	0	0	1
03/21	-	Cash account	100	0	0	1
02/21	-	Cash account	0	0	0	1
07/20	-	Cash account	250	0	0	1
07/20	-	Cash account	0	0	0	Between 6 and 12 Months
06/20	Pays Promptly	-	25,000	25,000	0	1
04/20	-	Cash account	100	0	0	1
04/20	-	Cash account	100	0	0	1
04/20	-	Cash account	50	0	0	1
04/20	-	Cash account	50	0	0	Between 2 and 3 Months
02/20	-	Cash account	250	0	0	Between 6 and 12 Months

OTHER PAYMENT CATEGORIES

Other Payment Categories	Experience	Total Amount
Cash experiences	28	US$ 2,200
Payment record unknown	1	US$ 50
Unfavorable comments	0	US$ 0
Placed for collections	0	US$ 0
Total in D&B's file	43	US$ 73,250

Corporate Linkage

Increase your understanding of the links and risks between your customers and suppliers with D&B's Interactive Global Family Tree

DOMESTIC ULTIMATE

Company	City , State	D-U-N-S® NUMBER
MYTHICS, INC.	**VIRGINIA BEACH , Virginia**	**01-335-8002**

SUBSIDIARIES (DOMESTIC)

Company	City , State	D-U-N-S® NUMBER
EMERGENT, LLC	**VIRGINIA BEACH , Virginia**	**78-179-7712**

BRANCHES (DOMESTIC)

Company	City , State	D-U-N-S® NUMBER
MYTHICS, INC.	**VIENNA , Virginia**	**09-994-8423**

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Legal Events

The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.

Bankruptcies	Judgements	Liens	Suits	UCCs
No	**0** Latest Filing: -	**0** Latest Filing: -	**0** Latest Filing: -	**49** Latest Filing: 03/24/2022

EVENTS

UCC Filing - Continuation

Filing Date	03/24/2022
Filing Number	2203240080717
Received Date	03/28/2022
Original Filing Date	06/29/2012
Original Filing Number	12062940734
Secured Party	WELLS FARGO BANK, NATIONAL ASSOCIATION, NORFOLK, VA
Debtors	MYTHICS, INC.
Filing Office	SECRETARY OF THE COMMONWEALTH/UCC DIVISION, RICHMOND, VA

UCC Filing - Continuation

Filing Date	01/22/2018
Filing Number	18012256660
Received Date	01/24/2018
Original Filing Date	06/13/2013
Original Filing Number	13061338827
Secured Party	WELLS FARGO BANK NATIONAL ASSOCIATION AS ADMINISTRATIVE AGENT, ATLANTA, GA
Debtors	MYTHICS, INC.
Filing Office	SECRETARY OF THE COMMONWEALTH/UCC DIVISION, RICHMOND, VA

UCC Filing - Amendment

Filing Date	12/28/2017
Filing Number	17122867553
Received Date	03/08/2018
Original Filing Date	03/21/2017
Original Filing Number	17032138282
Secured Party	EPLUS GOVERNMENT, INC., HERNDON, VA
Debtors	MYTHICS, INC.
Filing Office	SECRETARY OF THE COMMONWEALTH/UCC DIVISION, RICHMOND, VA

UCC Filing - Amendment

Filing Date	12/28/2017
Filing Number	17122867577
Received Date	03/08/2018
Original Filing Date	07/19/2016
Original Filing Number	16071942117
Secured Party	EPLUS GOVERNMENT, INC., HERNDON, VA
Debtors	MYTHICS, INC.
Filing Office	SECRETARY OF THE COMMONWEALTH/UCC DIVISION, RICHMOND, VA

UCC Filing - Assignment

Filing Date	08/17/2017
Filing Number	17081754100
Received Date	10/24/2017
Original Filing Date	06/13/2017
Original Filing Number	17061338178
Secured Party	EPLUS GROUP INC, HERNDON, VA
Secured Party	MB FINANCIAL BANK, N.A., ROSEMONT, IL
Debtors	MYTHICS, INC.
Filing Office	SECRETARY OF THE COMMONWEALTH/UCC DIVISION, RICHMOND, VA

UCC Filing - Original

Filing Date	06/13/2017
Filing Number	17061338178
Received Date	09/05/2017
Collateral	Inventory and proceeds - Account(s) and proceeds - Chattel paper and proceeds - General intangibles(s) and proceeds - Equipment and proceeds
Secured Party	EPLUS GROUP INC, HERNDON, VA
Debtors	MYTHICS, INC.
Filing Office	SECRETARY OF THE COMMONWEALTH/UCC DIVISION, RICHMOND, VA

UCC Filing - Original

Filing Date	03/21/2017
Filing Number	17032138282
Received Date	05/23/2017
Collateral	Inventory and proceeds - Account(s) and proceeds - Chattel paper and proceeds - General intangibles(s) and proceeds - Equipment and proceeds
Secured Party	EPLUS GOVERNMENT, INC., HERNDON, VA
Debtors	MYTHICS, INC.
Filing Office	SECRETARY OF THE COMMONWEALTH/UCC DIVISION, RICHMOND, VA

UCC Filing - Continuation

Filing Date	03/10/2017
Filing Number	17031057099

Received Date	03/15/2017
Original Filing Date	06/29/2012
Original Filing Number	12062940734
Secured Party	WELLS FARGO BANK, NATIONAL ASSOCIATION, NORFOLK, VA
Debtors	MYTHICS, INC.
Filing Office	SECRETARY OF THE COMMONWEALTH/UCC DIVISION, RICHMOND, VA

UCC Filing - Assignment

Filing Date	08/29/2016
Filing Number	16082939074
Received Date	09/07/2016
Original Filing Date	06/30/2016
Original Filing Number	16063038285
Secured Party	EPLUS GOVERNMENT INC., HERNDON, VA
Secured Party	MB FINANCIAL BANK NA, ROSEMONT, IL
Debtors	MYTHICS, INC.
Filing Office	SECRETARY OF THE COMMONWEALTH/UCC DIVISION, RICHMOND, VA

UCC Filing - Original

Filing Date	07/19/2016
Filing Number	16071942117
Received Date	09/20/2016
Collateral	Inventory and proceeds - Account(s) and proceeds - Chattel paper and proceeds - General intangibles(s) and proceeds - Equipment and proceeds
Secured Party	EPLUS GOVERNMENT, INC., HERNDON, VA
Debtors	MYTHICS, INC.
Filing Office	SECRETARY OF THE COMMONWEALTH/UCC DIVISION, RICHMOND, VA

UCC Filing - Original

Filing Date	06/30/2016
Filing Number	16063038285
Received Date	09/09/2016
Collateral	Inventory and proceeds - Account(s) and proceeds - Chattel paper and proceeds - General intangibles(s) and proceeds - Equipment and proceeds
Secured Party	EPLUS GOVERNMENT INC., HERNDON, VA
Debtors	MYTHICS, INC.
Filing Office	SECRETARY OF THE COMMONWEALTH/UCC DIVISION, RICHMOND, VA

UCC Filing - Original

Filing Date	07/13/2015
Filing Number	15071339560
Received Date	09/08/2015
Collateral	Inventory and proceeds - Account(s) and proceeds - Chattel paper and proceeds - General intangibles(s) and proceeds - Equipment and proceeds

Secured Party	EPLUS GOVERNMENT, INC., HERNDON, VA
Debtors	MYTHICS, INC.
Filing Office	SECRETARY OF THE COMMONWEALTH/UCC DIVISION, RICHMOND, VA

UCC Filing - Assignment

Filing Date	10/22/2014
Filing Number	14102240240
Received Date	12/01/2014
Original Filing Date	06/19/2014
Original Filing Number	14061938782
Secured Party	EPLUS GOVERNMENT, INC., HERNDON, VA
Secured Party	MB FINANCIAL BANK, N.A. (FULL), ROSEMONT, IL
Debtors	MYTHICS, INC.
Filing Office	SECRETARY OF THE COMMONWEALTH/UCC DIVISION, RICHMOND, VA

UCC Filing - Amendment

Filing Date	06/19/2014
Filing Number	14061938869
Received Date	09/03/2014
Original Filing Date	06/13/2013
Original Filing Number	13061338827
Secured Party	WELLS FARGO BANK NATIONAL ASSOCIATION AS ADMINISTRATIVE AGENT, ATLANTA, GA
Debtors	MYTHICS, INC.
Filing Office	SECRETARY OF THE COMMONWEALTH/UCC DIVISION, RICHMOND, VA

UCC Filing - Amendment

Filing Date	06/19/2014
Filing Number	14061938871
Received Date	09/03/2014
Original Filing Date	06/29/2012
Original Filing Number	12062940734
Secured Party	WELLS FARGO BANK, NATIONAL ASSOCIATION, NORFOLK, VA
Debtors	MYTHICS, INC.
Filing Office	SECRETARY OF THE COMMONWEALTH/UCC DIVISION, RICHMOND, VA

UCC Filing - Original

Filing Date	06/19/2014
Filing Number	14061938782
Received Date	09/03/2014
Collateral	Inventory and proceeds - Account(s) and proceeds - Chattel paper and proceeds - General intangibles(s) and proceeds - Equipment and proceeds
Secured Party	EPLUS GOVERNMENT, INC., HERNDON, VA

Debtors	MYTHICS, INC.
Filing Office	SECRETARY OF THE COMMONWEALTH/UCC DIVISION, RICHMOND, VA

UCC Filing - Amendment

Filing Date	02/27/2014
Filing Number	14022738729
Received Date	04/22/2014
Original Filing Date	06/13/2013
Original Filing Number	13061338827
Secured Party	WELLS FARGO BANK NATIONAL ASSOCIATION AS ADMINISTRATIVE AGENT, ATLANTA, GA
Debtors	MYTHICS, INC.
Filing Office	SECRETARY OF THE COMMONWEALTH/UCC DIVISION, RICHMOND, VA

UCC Filing - Amendment

Filing Date	02/27/2014
Filing Number	14022738717
Received Date	04/22/2014
Original Filing Date	06/29/2012
Original Filing Number	12062940734
Secured Party	WELLS FARGO BANK, NATIONAL ASSOCIATION, NORFOLK, VA
Debtors	MYTHICS, INC.
Filing Office	SECRETARY OF THE COMMONWEALTH/UCC DIVISION, RICHMOND, VA

UCC Filing - Original

Filing Date	02/14/2014
Filing Number	14021439407
Received Date	04/14/2014
Collateral	Inventory and proceeds - Account(s) and proceeds - Chattel paper and proceeds - General intangibles(s) and proceeds - Equipment and proceeds
Secured Party	EPLUS GOVERNMENT, INC., HERNDON, VA
Debtors	MYTHICS, INC.
Filing Office	SECRETARY OF THE COMMONWEALTH/UCC DIVISION, RICHMOND, VA

UCC Filing - Amendment

Filing Date	09/19/2013
Filing Number	13091938736
Received Date	11/08/2013
Collateral	Account(s) - Chattel paper
Original Filing Date	06/13/2013
Original Filing Number	13061338827
Secured Party	WELLS FARGO BANK NATIONAL ASSOCIATION AS ADMINISTRATIVE AGENT, ATLANTA, GA
Debtors	MYTHICS, INC.

Filing Office	SECRETARY OF THE COMMONWEALTH/UCC DIVISION, RICHMOND, VA

UCC Filing - Amendment

Filing Date	09/19/2013
Filing Number	13091938724
Received Date	11/08/2013
Collateral	Account(s) - Chattel paper
Original Filing Date	06/29/2012
Original Filing Number	12062940734
Secured Party	WELLS FARGO BANK, NATIONAL ASSOCIATION, NORFOLK, VA
Debtors	MYTHICS, INC.
Filing Office	SECRETARY OF THE COMMONWEALTH/UCC DIVISION, RICHMOND, VA

UCC Filing - Original

Filing Date	06/13/2013
Filing Number	13061338827
Received Date	08/06/2013
Collateral	All Assets
Secured Party	WELLS FARGO BANK NATIONAL ASSOCIATION AS ADMINISTRATIVE AGENT, ATLANTA, GA
Debtors	MYTHICS, INC.
Filing Office	SECRETARY OF THE COMMONWEALTH/UCC DIVISION, RICHMOND, VA

UCC Filing - Original

Filing Date	06/29/2012
Filing Number	12062940734
Received Date	08/06/2012
Collateral	Negotiable instruments including proceeds and products - Inventory including proceeds and products - Account(s) including proceeds and products - Assets including proceeds and products - and OTHERS
Secured Party	WELLS FARGO BANK, NATIONAL ASSOCIATION, NORFOLK, VA
Debtors	MYTHICS, INC.
Filing Office	SECRETARY OF THE COMMONWEALTH/UCC DIVISION, RICHMOND, VA

UCC Filing - Amendment

Filing Date	01/11/2010
Filing Number	10011170192
Original Filing Date	04/02/2009
Original Filing Number	090402 71009
Secured Party	TOWNEBANK, VIRGINIA BEACH, VA
Debtors	MYTHICS, INC., VIRGINIA BEACH, VA
Filing Office	SECRETARY OF THE COMMONWEALTH/UCC DIVISION, RICHMOND, VA

UCC Filing - Original

Filing Date	04/02/2009

Filing Number	090402 71009
Received Date	05/18/2009
Collateral	Inventory including proceeds and products - Account(s) including proceeds and products - General intangibles(s) including proceeds and products - Chattel paper including proceeds and products - Equipment including proceeds and products
Secured Party	TOWNEBANK, VIRGINIA BEACH, VA
Debtors	MYTHICS, INC., VIRGINIA BEACH, VA
Filing Office	SECRETARY OF THE COMMONWEALTH/UCC DIVISION, RICHMOND, VA

The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this report was printed. This information may not be reproduced in whole or in part by any means of reproduction.

There may be additional UCC Filings in D&Bs file on this company available by contacting 1-800-234-3867.

Special Events

SPECIAL EVENTS

Date	Event Description
12/01/2017	**ANNOUNCED BUSINESS MOVE: According to published reports on February 25, 2017, Mythics announced that it will move its corporate headquarters to 4525 Main Street Tower in Virginia Beach Town Center. The company will expand operations by leasing the top floor of the building and the majority of the 8th floor.**

Financials - D&B

D&B currently has no financial information on file for this company.

D&B currently has no financial information on file for this company.

Financial Ratios

Source: D&B | Currency: All figures shown in USD unless otherwise stated

KEY BUSINESS RATIOS

Statement date	**Based on Number of Establishments**
12/31/2004	13

	Ratio for the business	Industry Median	Industry Quartile
Profitability			
Return On Assets	13.0	3.5	-
Return on Net Worth	153.9	11.1	-
Return on Sales	3.6	1.0	-
Short Term Solvency			
Current Liabilities to Inventory	999.9	206.6	1
Current Liabilities Over Net Worth	999.9	217.9	1
Current Ratio	1.1	1.4	4
Quick Ratio (excl. Short Term Investments)	1.1	1.0	1
Efficiency			
Accounts Payable to Sales	24.5	12.6	-
Assets Over Sale	28.0	33.2	-
Collection Period	80.9	54.4	-
Sales to Inventory	999.9	13.1	-
Sales Over Net Working Capital	44.6	14.4	-

	Ratio for the business	Industry Median	Industry Quartile
Utilization			
Total Liabilities Over Net Worth	999.9	221.7	1

D&B currently has no financial information on file for this company.

D&B currently has no financial information on file for this company

D&B currently has no financial information on file for this company

Company Profile

COMPANY OVERVIEW

D-U-N-S
01-335-8002

Mailing Address
UNITED STATES

Employees
222

Legal Form
Corporation (US)

Telephone
+1 (757) 412-4362

Age (Year Started)
21 Years (2000)

History Record
Clear

Present Control Succeeded
2000

Named Principal
Rick Welborn , CFO

Date Incorporated
04/18/2000

SIC
50459905

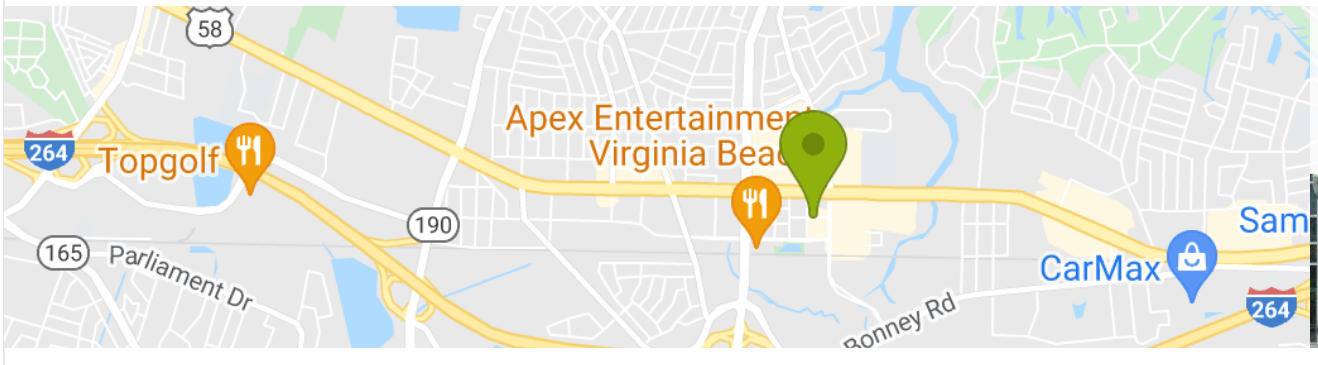
Line of Business
Whol computers/peripherals

Business Commenced On
2000

NAICS
423430

State of Incorporation
VIRGINIA

Ownership
Not publicly traded



Street Address:
4525 Main St Ste 1500,
Virginia Beach, VA, 23462,
United States Of America

BUSINESS REGISTRATION

Corporate and business registrations reported by the secretary of state or other official source as of: 2022-04-02
This data is for informational purposes only, certification can only be obtained through the Office of the Secretary of State.

Registered Name	Mythics, Inc.
Corporation Type	Corporation (US)
State of Incorporation	VIRGINIA
Date Incorporated	04/18/2000
Registration ID	05387568
Registration Status	ACTIVE
Date Status Attained	08/04/2008
Filing Date	04/18/2000
Where Filed	STATE CORPORATE COMMISSION

Registered Agent

Registered Agent

Name	CORPORATION SERVICE COMPANY
Address	100 Shockoe Slip Fl 2, Richmond, VA, 232194100

Registered Principal

Name	SMUTZ, SHANE
Title	President
Address	-
Name	Seifert, Paul
Title	President
Address	-
Name	WERGLEY, ALBERT
Title	Secretary
Address	-
Name	SIRH, PETER
Title	Vice President
Address	-
Name	Altamura, Doug
Title	President
Address	-

PRINCIPALS

Officers

MICHAEL HILLIER, STCKHLDR
RICK WELBORN, CFO
PAUL SEIFERT, EXEC VP
DOUG ALTAMURA, EXEC VP
SHANE SMUTZ, EXEC VP
ROBERT S LAROSE, PRIN

Directors

DIRECTOR(S): THE OFFICER(S)

COMPANY EVENTS

The following information was reported on: 12/05/2017

The Virginia Secretary of State's business registrations file showed that Mythics, Inc. was registered as a Corporation on April 18, 2000.

Business started 2000. 100% of capital stock is owned by officers.

ROBERT S LAROSE born 1966. 2000-present active here.

MICHAEL HILLIER born 1972. 2000-present active here.

GARY NEWMAN. Antecedents not available.

RICK WELBORN. Antecedents not available.

SLOAN FREY. Antecedents not available.

CHRIS RICHARDS. Antecedents not available.

BRENT SEAMAN. Antecedents not available.

ROBERT S. LAROSE. Work history unknown.

BUSINESS ACTIVITIES AND EMPLOYEES

The following information was reported on: 12/05/2017

Business Information

Description	Wholesales computers (100%). Terms are cash, check, credit cards and Net 30 days. Has 200 account(s). Terms are undetermined. Sells to commercial concerns. Territory : United States.
Employees	222 which includes officer(s) and 2 part-time. Undetermined employed here.
Financing Status	Secured
Seasonality	Nonseasonal.
Tenure	Owns
Facilities	Owns 5,000 sq. ft. in on 2nd floor of a two story brick building.
Location	Central business section on main street.

Related Concerns

SIC/NAICS Information

Industry Code	Description	Percentage of Business
5045	Whol computers/peripherals	-
50459905	Computers, nec	-

NAICS Codes	NAICS Description
423430	Computer and Computer Peripheral Equipment and Software Merchant Wholesalers

GOVERNMENT ACTIVITY

Activity Summary

Borrower(Dir/Guar)	No
Administrative Debt	No
Contractor	Yes
Grantee	No
Party excluded from federal program(s)	No

Your Information

Record additional information about this company to supplement the D&B information.

> Note: Information entered in this section will not be added to D&B's central repository and will be kept private under your user ID. Only you will be able to view the information.

In Folders: View

Account Number	Endorsement/Billing Reference *	Sales Representatives
	khodgkiss@Mythics.com	

Credit Limit	Total Outstanding
0	0

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Letters of Authorization and Line Cards

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CC RA 00011052 2019 TR

AWS Distribution Seller Agreement

(*Cover Page*)

This AWS Distribution Seller Agreement (this "**Agreement**") is effective as of the effective date ("**Effective Date**") specified on this cover page ("**Cover Page**"), and is entered into by and among Amazon Web Services, Inc. ("**AWS, Inc.**"), any affiliate of AWS, Inc. that is a signatory on this Cover Page (together with AWS, Inc. "**AWS**"), and the distribution seller specified on this Cover Page ("**Distribution Seller**"). Defined terms used in this Agreement with initial letters capitalized have the meanings set forth in Section 10 or elsewhere in this Agreement.

Distribution Seller:	Emergent, LLC
Effective Date:	The first day of the month following the latest of the signature dates below.
Distribution Seller Point of Contact:	Name: Paul Kohler Email: pkohler@emergent360.com Phone: (703) 288-4556
Distributor:	DLT Solutions LLC

In consideration of the mutual promises contained in this Agreement, AWS and Distribution Seller agree to the terms of this Agreement as of the Effective Date.

AMAZON WEB SERVICES, INC.

DocuSigned by:
By: Troy Bertram
Name: Troy Bertram
Title: Authorized Representative
Signature Date: February 6, 2019

Address:

410 Terry Avenue North
Seattle, WA 98109-5210
Attention: AWS General Counsel
Fax: 206-266-7010

Distribution Seller Name: EMERGENT, LLC

By: Paul Kohler
Name: Paul Kohler
Title: EVP
Signature Date: February 5, 2019

Address:

1500, 4525 Main Street
Virginia Beach, VA 23462
Attention: Paul Kohler
Fax:

AMAZON WEB SERVICES EMEA SARL

DocuSigned by
By: Max Peterson
Name: Max Peterson
Title: AWS Vice President
Signature Date: February 7, 2019

Address:

38 avenue John F. Kennedy
L-1855 Luxembourg
Attention: AWS General Counsel
Fax: 352 2789 0057

PUBLIC SECTOR AUTHORIZATION (DISTRIBUTION SELLER)

Cover Page

This Public Sector Distribution Seller Authorization ("**Authorization**") supplements the AWS Distribution Seller Agreement ("**Agreement**") by and among Amazon Web Services, Inc. ("**AWS, Inc.**"), any affiliate of AWS, Inc. specified on the signature page of this Authorization (together with AWS, Inc., "**AWS**"), and the distribution seller specified on this Cover Page ("**Distribution Seller**"), and is effective as of the Effective Date in the table below. Refer to the "Definitions" section at the end of this Authorization for definitions of capitalized terms. Unless otherwise defined in this Authorization, all capitalized terms used in this Authorization will have the meanings ascribed to them in the Agreement. AWS and Distribution Seller agree to the terms of this Authorization as of the Effective Date.

Distribution Seller:	Emergent, LLC
Effective Date:	The date the last party signs this Authorization
Distribution Seller Point of Contact:	Name: Paul Kohler Email: pkohler@emergent350.com Phone: (703) 288-4556
Distributor:	DLT Solutions LLC
Public Sector Territory	United States

AMAZON WEB SERVICES, INC.

By: Troy Bertram

Name: Troy Bertram

Title: Authorized Representative

Signature Date: February 6, 2019

Address:

410 Terry Avenue North
Seattle, WA 98109-5210
Attention: AWS General Counsel
Fax: 206-266-7010

Distribution Seller Name: Emergent, LLC

DocuSigned by:

By: Paul Kohler

Name: Paul Kohler

Title: EVP

Signature Date: February 5, 2019

Address:

1500, 4525 Main Street

Virginia Beach, VA 23462

Attention: Paul Kohler

Fax:

AMAZON WEB SERVICES EMEA SARL

By: Max Peterson

Name: Max Peterson

Title: AWS Vice President

Signature Date: February 7, 2019

Address:

5 rue Plaetis
L-2338 Luxembourg
Attention: AWS General Counsel
Fax: 352 2789 0057

Contracting Microsoft Entity	
Name **Microsoft Corporation**	
Located at: **Microsoft Corporation** One Microsoft Way Redmond, WA 98052 USA	**Send notices to:** **Microsoft Corporation** 6100 Neil Road, Suite 210 Reno, Nevada 89511-1137 USA

The terms of the Agreement entered into as of the Effective Date by and between Company and the Contracting Microsoft Entity listed immediately above are amended by the "Country Specific Provisions" detailed below.

Country Specific Provisions:

The following text is added to the first item under that subsection of the "Core Terms", under that subsection entitled "Miscellaneous", entitled "Applicable Law and Venue":

This Agreement is governed by and interpreted in accordance with the laws of the State of Washington and the federal laws of the United States. The parties consent to the exclusive jurisdiction and venue in the courts sitting in King County, Washington. Company waives all defenses of lack of personal jurisdiction and forum non conveniens.

[End of amended terms]

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Contract ID: 612798

Google Cloud Platform Product Schedule

This Cloud Product Schedule Amendment ("Product Schedule") is entered into between the parties listed in the signature block below and amends and is incorporated into the Google Cloud & Google for Education Commercial Partner Program Agreement (formerly the Google for Work & Google for Education Commercial Partner Program Agreement) entered into between the parties (the "Agreement"). The Product Schedule is effective on the last signature date below ("Schedule Effective Date"). This Product Schedule amends the Agreement solely with respect to the Products identified in this Product Schedule. Any capitalized terms not defined in this Product Schedule will have the meaning given to them in the Agreement. If Google and Partner have previously entered into an amendment agreement relating to the Google Cloud Platform, that amendment agreement will terminate and be replaced by this Product Schedule with effect from the Schedule Effective Date.

1. Provision of Services.

1.1 Admin Console. In connection with using the Services, Partner will have access to the Admin Console, through which Partner may administer the Services.

1.2 Service Specific Terms. The Service Specific Terms are incorporated by reference into this Product Schedule.

1.3 Service Level Agreements. Google will provide the Services in accordance with the applicable SLA (if any). To the extent permitted by law, the only remedies for failure to provide the Services in accordance with the applicable SLA are those stated in the SLA.

2. Modifications.

2.1 Modifications to URL Terms.

(a) General Changes. Google may make changes to the URL Terms. Subject to Section 2.1(b) (SLA Changes) below, (i) Google will notify Partner of any material change to the URL Terms; and (ii) material changes to the URL Terms will become effective 30 days after notice is given, except if the changes apply to new functionality in which case the changes will be effective immediately.

(b) SLA Changes. Google will provide at least 90 days advance notice for materially adverse changes to the SLA. Notice may be given by posting a notice to the

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applicable SLA webpage. Materially adverse changes to the SLAs will become effective after the 90-day notice period.

(c) Objection to Changes. If Partner believes that a change to the URL Terms has a material adverse impact on Partner, and the change is not a result of Google complying with a court order or applicable law, then: (i) Partner may notify Google of its objection to the change by notifying Google within 60 days after Google provides notice; and (ii) if Partner notifies Google, then Partner will remain governed by the URL Terms in effect immediately before the change until the earlier of: (A) the end of the then-current Initial Term (or Renewal Term); or (B) 12 months after the notice was given. If Partner does not notify Google of its objection, then the updated URL Terms will apply to Partner as stated in Section 2.1(a) or Section 2.1(b), as applicable.

2.2 Modifications to Services. Subject to Section 2.3 (Deprecation Policy), Google may make changes to the Services, which may include adding, updating, or discontinuing any Services or portion or feature(s) of the Services, and will notify Partner of any material change. The use of new features or functionality may be contingent upon Partner's agreement to additional terms.

2.3 Deprecation Policy. Google will continue to provide the Services without the Significant Deprecation for at least 12 months after the date Google notifies Partner of a Significant Deprecation, unless Google reasonably determines that: (a) Google cannot do so by law or by contract (including if there is a change in applicable law or contract) or (b) continuing to provide the Services could create a (i) security risk or (ii) substantial economic or technical burden. This policy is the "Deprecation Policy."

3. Software

3.1 Provision of Software. If applicable, Google will provide Software to Partner and Partner may use the Software provide by Google as part of the Services.

3.2 Third Party License Terms. Certain components of the Software (including open source software) may be subject to separate license agreements, which Google will provide along with such components.

4. **Partner Responsibilities.**

4.1 Account-Related Activities. As between Partner and Google, Partner is solely responsible for ongoing account-related activities including billing and collecting fees from all Customers.

4.2 Projects and Applications. Partner will create separate Project(s) for each Customer and may allow Customers to create Projects. A single Project may not be used by or for

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multiple Customers (except as part of the Integrated Solution). Partner will ensure that each Application has material value independent from the Services.

4.3 Customer Report. Within two weeks after the date of each Google invoice under this Product Schedule, Partner will provide Google with a Services usage report for each Customer for the invoiced period, including: (i) Customer company name, (ii), Project IDs associated with each Customer, and (iii) country of Customer headquarters and postal code.

4.4 Accounts.

(a) Partner must have an Account to use the Services, and is responsible for the information it provides to create the Account, the security of its passwords for the Account, and for any use of its Account.

(b) Google has no obligation to provide multiple bills or Accounts to Partner under the Product Schedule.

4.5 Compliance.

(a) Partner will: (i) ensure that its use of the Services (including use by Customers and Partner End Users) complies with the Agreement, including the AUP; (ii) use commercially reasonable efforts to prevent unauthorized use of the Services and to terminate any unauthorized use; and (iii) promptly notify Google of any unauthorized use of, or access to the Services of which Partner becomes aware.

(b) Partner is responsible for any violations of the AUP, the Service Specific Terms, or Section 5 (Restrictions), in each case caused by Partner, its Customers (and Partner End Users), Partner Data, Applications, or Projects. Google reserves the right to review the Applications, Projects and Partner Data for compliance with the AUP where Google reasonably believes that the Applications, Projects, or Partner Data (as applicable) does not comply with the AUP.

4.6 Documentation. Google may provide Documentation in support of Partner's use of the Services. The Documentation may specify restrictions on how the Applications may be built or how the Services may be used and Partner will ensure that Partner and its Customers, comply with such restrictions.

5. Restrictions.

5.1 Use of Services. Unless Google specifically agrees in writing, Partner will not, and will not allow any third parties under its control or Customers to: (a) copy, modify, create a

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derivative work of, reverse engineer, decompile, translate, disassemble, or otherwise attempt to extract any or all of the source code of the Services (subject to Section 3.2 (Third Party Licence Terms) above and except to the extent such restriction is expressly prohibited by applicable law); (b) create multiple Applications, Accounts, or Projects to simulate or act as a single Application, Account, or Project (respectively) or otherwise access the Services in a manner intended to avoid incurring Fees; (c) unless otherwise stated in the Service Specific Terms, use the Services to operate or enable any telecommunications service or in connection with any Application that allows Partner End Users to place calls or to receive calls from any public switched telephone network; or (d) access or use the Services: (i) to create, transmit, process or store any Partner Data that is subject to the International Traffic in Arms Regulations maintained by the Department of State, (ii) on behalf of or for the benefit of any entity or person who is legally prohibited from using the Services, or (iii) to transmit, store, or process Protected Health Information (as defined in HIPAA) (unless both parties execute a HIPAA BAA).

5.2 Benchmarking. Partner may not, and will not allow Customers to, disclose directly or through a third party the results of any comparative or compatibility testing, benchmarking, or evaluation (each, a "Test") of the Services, unless the disclosure includes all information necessary for Google or a third party to replicate the Test. If Partner or a Customer conducts, or directs a third party to conduct, a Test of the Services and discloses the results directly or through a third party, then Google (or a Google directed third party) may conduct Tests of Partner's products or services (if Partner or a Partner-directed third party conducted the Services Test) or the Customer's products or services (if the Customer or a Customer-directed third party conducted the Services Test). Google may disclose the results of any such Test of Partner's or the Customer's products or services (which disclosure will include all information necessary for Partner, the Customer or a third party to replicate the Test).

6. **Privacy:**

6.1 Data Processing and Security Terms. The Data Processing and Security Terms are incorporated by this reference into this Product Schedule.

6.2 Updates to Data Processing and Security Terms. Google may only change the Data Processing and Security Terms where such change is required to comply with applicable law, applicable regulation, court order or guidance issued by a governmental regulator or agency, where such change is expressly permitted by the Data Processing and Security Terms, or where such change:

(a) is commercially reasonable;

(b) does not result in a degradation of the overall security of the Services;

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(c) does not expand the scope of or remove any restrictions on Google's processing of Partner Personal Data, as described in Section 5.2 (Scope of Processing) of the Data Processing and Security Terms; and

(d) does not otherwise have a material adverse impact on Partner's rights under the Data Processing and Security Terms.

If Google makes a material change to the Data Processing and Security Terms in accordance with this Section 6.2, Google will notify Partner.

6.3 Consent to Processing. Partner will, and will ensure that Customer will, obtain and maintain any required consents necessary to permit the processing of Partner Data under this Agreement.

7. Intellectual Property Ownership. Except as expressly set forth in the Agreement, the Agreement does not grant either party any rights, implied or otherwise, to the other's content or any of the other's intellectual property. As between the parties, Partner owns all Intellectual Property Rights in Partner Data and the Application or Project (if applicable), and Google owns all Intellectual Property Rights in the Services and Software.

8. Partner Data; Feedback

8.1 Use of Partner Data. Google will not access or use Partner Data, except as necessary to provide the Services to Partner and its Customers.

8.2 Services Feedback. If Partner provides Feedback to Google, then Google may use that information without obligation to Partner, and Partner irrevocably assigns to Google all right, title, and interest in the Feedback.

9. Cessation/Suspension of Services

9.1 Ceasing Services Use. Partner may stop using the Services at any time.

9.2 Project Removal. Google reserves the right to remove Projects for inactivity upon 30 days advance notice, if, for a period exceeding 180 days, such Project does not have: (a) active virtual machine or storage resources, (b) associated Applications that are serving any requests; and (c) has not incurred any Fees for Services.

9.3 AUP Violations - Suspension by Partner. If Partner becomes aware that any Application, Project, or Partner Data violates the AUP, Partner will immediately suspend the Application, Project, or Customer's access and/or remove the relevant Partner Data or (as applicable).

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9.4 AUP Violations - Suspension by Google. If Partner fails to suspend or remove as noted in section 9.3 above, or If Google becomes aware that Partner's or any Partner End User's use of the Services violates the AUP, Google will give Partner notice of such violation by requesting that Partner correct the violation. If Partner fails to correct such violation within 24 hours, or if Google is otherwise required by applicable law to take action, then Google may Suspend all or part of Customer's use of the Services until the AUP violation is corrected.

9.5 Emergency Security Issues. Despite the foregoing, Google may immediately Suspend Partner's use of the Services if (a) there is an Emergency Security Issue or (b) Google is required to Suspend such use immediately to comply with applicable law. At Partner's request, and in accordance with applicable law, Google will notify Partner of the basis for the Suspension as soon as is reasonably possible.

9.6 Effects of Suspension. Any Suspension under this Section 9 (Cessation/Suspension of Services) will be to the minimum extent and for the shortest duration required to: (a) prevent or terminate the offending use or (b) comply with applicable law.

10. Customer Agreements. The Customer Agreement will include (a) the Service Specific Terms, (b) an acknowledgement from the Customer that Partner and Google are independent contractors and Partner is not Google's agent or partner or in a joint venture with Google, and (c) a statement confirming that Google is a processor, and Customer is the controller of any such data, as the terms "controller", "processed", "processor" and "personal data" have the meaning given in the European Data Protection Legislation. Partner will disclaim, to the extent permitted by applicable law: (i) Google's liability for any damages, whether direct, indirect, incidental or consequential, arising from Partner's distribution and resale of the Services to Customer; and (ii) all warranties with respect to the Services on behalf of Google, including, warranties of merchantability, fitness for a particular purpose, and non-infringement.

11. Pricing and Payment Terms.

11.1 Usage and Invoicing. Partner will pay for all Fees based on: (a) Partner's use of the Services; (b) any Committed Units selected; (c) any Committed Purchases selected; and/or (d) any Package Purchases selected. Google's measurement of Partner's use of the Services is final. Google will invoice the Partner on a monthly basis for all Fees accrued at the end of the then-current month consolidated across all Projects under Partner's Account.

11.2 Payment. Partner's obligation to pay all Fees is non-cancellable (and not conditional on Partner collecting payment from its Customers). All payments due are in US dollars or, if different, in the currency indicated on the invoice. Payments must be made in accordance with the instructions in the invoice. Section 8.1(a) of the Agreement does not apply to this Product Schedule.

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12. Copyright Policy. Google provides information to help copyright holders manage their intellectual property online, but Google cannot determine whether something is being used legally or not without their input. Google responds to notices of alleged copyright infringement and terminates accounts of repeat infringers according to the process in the U.S. Digital Millennium Copyright Act. If Partner thinks somebody is violating Partner's or its Customers' copyrights and wants to notify Google, Partner can find information about submitting notices, and Google's policy about responding to notices at http://www.google.com/dmca.html.

13. Technical Support Services.

(a) Section 5.3(a) of the Agreement is replaced with the following: Unless Partner has agreed to provide Customers with technical support supplied by Google, Partner is responsible for providing technical support to its Customers.

(b) For the purposes of this Product Schedule, references to "Customer" in the TSSG applicable to the Services means Partner.

(c) Partner is responsible for technical support of its Applications and Projects.

14. Indemnification. In addition to the Indemnification Obligations in Section 15.2 of the Agreement, unless prohibited by applicable law, Partner will defend and indemnify Google and its Affiliates against Indemnified Liabilities in any Third-Party Legal Proceeding to the extent arising from: (i) any Integrated Solution, Application, Project, Partner Data, or Partner Brand Features; or (ii) Partner's or its Customer's or Partner End Users', use of the Services in violation of the AUP.

15. Product Schedule Term and Termination.

15.1 Term. Subject to Partner's payment of Fees, the initial term will start on the Schedule Effective Date and continue for a period of 12 months, unless terminated earlier in accordance with this Product Schedule (the "Initial Term").

15.2 Auto Renewal. At the end of the Initial Term and each anniversary of the Initial Term, the Product Schedule will automatically renew for a successive twelve-month period unless either party gives 30 days written notice of its intent not to renew (each 12-month period a "Renewal Term").

15.3 Termination for Breach. Either party may suspend or terminate this Product Schedule for breach if: (i) the other party is in material breach of the Product Schedule and fails to cure that breach within 30 days after receipt of written notice; (ii) the other party ceases its

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business operations or becomes subject to insolvency proceedings and the proceedings are not dismissed within 90 days; or (iii) the other party is in material breach of this Product Schedule more than two times notwithstanding any cure of such breaches. If Google becomes aware of Partner soliciting, accepting, or maintaining any Customer that engages in illegal or deceptive trade practices or any other behavior prohibited by this Product Schedule, Google may terminate Services for that particular Customer in addition to terminating this Product Schedule for breach pursuant to this Section 15.3. Where Google has the right to terminate this Product Schedule under this Section, Google may suspend or terminate any, all, or any portion of the Services or Projects.

15.4 Termination for Convenience. Partner may terminate this Product Schedule upon 90 days' prior written notice.

15.5 Effect of Termination. If the Product Schedule expires or is terminated, then: (i) the rights granted by one party to the other will cease; (ii) notwithstanding Section 11.2, all Fees owed by Partner to Google are immediately due upon receipt of the final invoice; (iii) Partner will delete the Software, any Application or Project, and Partner Data; and (iv) upon request, each party will use commercially reasonable efforts to return or destroy the other party's Confidential Information.

16. Federal Agency Users. The Services were developed solely at private expense and are commercial computer software and related documentation within the meaning of the Federal Acquisition Regulations ("FAR") and agency supplements to the FAR.

17. Survival. Section 8.2 (Services Feedback), Section 15.5 (Effect of Termination) and Section 20 (Definitions) will survive termination or expiration of this Product Schedule.

18. Modifications to the Agreement.

18.1 Definitions. For the purposes of this Schedule, all references in the Agreement to: (i) "Customer" and "Territory" will have the meanings in Section 20; and (ii) "End User" mean Partner End User.

18.2 Google ToS. For the purposes of this Product Schedule, references to "Google ToS" in Section 2.2 of the Agreement is deemed a reference to the "Customer Agreement", and all other references to "Google ToS" in the Agreement do not apply.

18.3 Purchase and Pricing. The second sentence of Section 6.2(a) of the Agreement (Price List) does not apply to this Product Schedule.

18.4 Reconciliation. Section 6.3 of the Agreement (Reconciliation) does not apply to this Product Schedule.

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18.5 Order Forms; Order Fulfillment and Special Terms.

(a) Section 7 of the Agreement does not apply to this Product Schedule.

(b) All references to Order Forms in the Agreement do not apply with respect to this Product Schedule.

18.6 Payment Plan. All references to Payment Plans in the Agreement do not apply with respect to this Product Schedule.

18.7 Reseller Console. All references to Reseller Console in the Agreement do not apply with respect to this Product Schedule.

18.8 Limitation of Liability. For the purposes of this Product Schedule, Google's indemnification obligations under Section 15.1 of the Agreement and Partner's indemnification obligations under this Schedule related to the Products are excluded from the limitation and exclusion of liability set forth in Section 16 of the Agreement.

18.9 Disclaimer. For the purposes of this Product Schedule, if Google has complied with its obligations under this Agreement and there is a deletion of any Partner Data, then Google and its suppliers are not responsible or liable for such deletion of Partner Data.

19. General

19.1 The Agreement remains in full force and effect except as modified by this Product Schedule.

19.2 The Agreement's governing law and dispute resolution provisions also apply to this Product Schedule.

20. Definitions

"Acceptable Use Policy" or "AUP" means the acceptable use policy for the Services: https://cloud.google.com/cloud/terms/aup. For the purposes of the Agreement, references to "Customer" in the AUP means Partner.

"Account" means Partner's Google Cloud Platform account.

"Admin Console" means the online console(s) and/or tool(s) provided by Google to Partner for administering the Services.

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“Application(s)” means any web application Partner or Customer creates using the Services, including any source code written by Partner or Customer to be used with the Services or hosted in an Instance.

“BAA” is an addendum to the Agreement covering the handling of Protected Health Information (as defined in HIPAA).

"Committed Purchase(s)" means Partner’s commitment to spend a specified amount for use of the Services over a specified period of time, whether Partner uses those Services or not.

“Committed Units” has the meaning set forth in the Service Specific Terms.

“Customer” means the entity to whom Partner sells the Services.

"Data Processing and Security Terms" means the then-current terms describing Google’s data protection and processing obligations with respect to Partner Data, as stated at: https://cloud.google.com/terms/data-processing-terms/partner/

“Discount” means the applicable discount in the Program Guide. No Discount will apply to third party offerings available under a separate Google Cloud Platform SKU.

“Documentation” means the Google documentation (as may be updated from time to time) in the form generally made available by Google to its customers for use with the Services at https://cloud.google.com/docs/.

“Emergency Security Issue” means either: (a) Partner’s, Customer’s or Partner End Users’ use of the Services in violation of the AUP, which could disrupt: (i) the Services; (ii) third parties’ use of the Services; or (iii) the Google network or servers used to provide the Services; or (b) unauthorized third party access to the Services.

“Feedback” means feedback or suggestions about the Services provided to Google by Partner or Customer.

“Fees” means (a) the applicable fees set forth at http://cloud.google.com/skus, for each Service less the applicable Discount, and TSS, and (b) any applicable Taxes.

“HIPAA” means the Health Insurance Portability and Accountability Act of 1996 as it may be amended from time to time, and any regulations issued under it.

“Indemnified Liabilities” means any (a) settlement amounts approved by the indemnifying

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party; and (b) damages and costs finally awarded against the indemnified party and its Affiliates by a court of competent jurisdiction.

“Instance” means a virtual machine instance, configured and managed by Partner or Customer, which runs on the Services.

“Integrated Solution” means Partner’s commercial product or service offering that integrates with the Service(s).

“Initial Term” will have the meaning stated in Section 15.1.

"Package Purchase" means Partner’s commitment to purchase a specified package of the Services over a specified period of time, whether Partner uses those Services or not.

“Partner Data” means data provided to Google by or on behalf of Partner, Customer or Partner End Users via the Services (except TSS) under the Account.

“Partner End Users” means the individuals whom Partner or Customer permits to use the Services, Application, or Project.

“Project” means a grouping of computing, storage, and API resources for Partner or Customer, through which Partner or Customer may use the Services.

“Renewal Term” will have the meaning stated in section 15.2.

“Services” also referred to as “Products” means the services as described at the Services Summary (including any associated APIs); and TSS.

“Services Summary” means the summary of the services at https://cloud.google.com/terms/services, which may be updated from time to time.

“Service Specific Terms” means the terms that are specific to each Service at https://cloud.google.com/cloud/terms/service-terms. For the purposes of this Product Schedule, the term “Reseller” in the Service Specific Terms means "Partner".

“Significant Deprecation” means a material discontinuance or backwards incompatible change to the Services identified at https://cloud.google.com/cloud/terms/deprecation without making functionally equivalent solutions available through the Services.

“SLA” means each of the then-current service level agreements at: https://cloud.google.com/terms/sla/.

DocuSign Envelope ID: EB6F37AA-C8C9-470B-8879-FC23B652CF8B

“Software” means any downloadable tools, software development kits, or other proprietary computer software provided by Google in connection with the Services, that may be downloaded by Partner or Customer, and any updates Google may make to such Software from time to time.

“Suspend” or “Suspension” means disabling access to or use of the Services, or components of the Services.

“Territory” means (a) the territory on the Partner registration form when Partner resells the Service(s) solely as integrated in Partner’s Integrated Solution, or (b) the countries included on the Territory List that are within the region on the partner registration form when Partner resells the Service(s) stand-alone or separately from the Integrated Solution.

“Territory List” means the list of countries at https://cloud.google.com/cloud-sales-list.

“Third-Party Legal Proceeding” means any formal legal proceeding filed by an unaffiliated third party before a court or government tribunal (including any appellate proceeding).

“TSS” means the technical support service provided by Google to Partner under to the TSSG.

“URL Terms” means the following URL terms: Services, Fees, SLA, Service Specific Terms and Partner TSSG.

By signing below, each represents: (a) that it has full power and authority to enter into this Product Schedule; and (b) this Product Schedule has been duly executed and delivered and is the valid and binding obligation of such party, enforceable in accordance with its terms.
The parties have executed this Product Schedule by persons duly authorized as of the Effective Date.

Partner: Emergent, LLC

By: DocuSigned by: PAUL KOHLER 236A54F7BB134FF...

Name: Paul D. Kohler
Title: EVP
Date: 12-Aug-2019

Google:

DocuSign Envelope ID: EB6F37AA-C8C9-470B-8879-FC23B652CF8B

By: DocuSigned by:
Philipp Schindler
Authorized Signatory
6732450BFBA349A...

Name: Philipp Schindler
Title: Authorized Signatory
Date: 12-Aug-2019

Agreement Start Date: This Agreement is effective on the date signed by IBM or in IBM's electronic authorization confirmation as stated in the "Electronic Acceptance" section of this Profile.

Duration: 2 Years*

* Unless IBM specifies otherwise in writing, the Agreement will be renewed automatically for subsequent two-year periods. However, BP may advise IBM in writing not to renew. Each of us is responsible to provide the other three months' written notice if this Agreement will not be renewed. An Attachment or Relationship Document may have its own start date and duration.

Agreement Number: USFV1ZI9JI

Revised Profile* (Yes/No):No

*A Revised Profile replaces and supersedes any prior Profiles in place between the parties.

Agreed to:
Emergent LLC
4525 Main Street
Suite 1500
23462 Virginia Beach
Virginia

e-Sig ed b A i Wi eh
2020-07-09 16:53:50 GMT
A i Wi eh
2020-07-09
By: _____
Authorized signature
Name (type or print):
Date:

Agreed to:
IBM Corporation
6303 Barfield Road NE
Atlanta GA 30328

e-Sig ed b Pa e a D ch
2021-03-25 20:28:31 GMT
By: _____
Authorized signature
Name (type or print): Pa e a D ch
Date:
2021-03-25

DETAILS OF OUR RELATIONSHIP

Geographic Scope and Governing Law

Geographic Scope: American Samoa, Guam, Marshall Islands, Micronesia/ Federated States Of, Northern Mariana Islands, Palau, Puerto Rico, United States Minor Outlying Islands, United States, Virgin Islands/ U.S.

The rights, duties and obligations of each party are valid only in the country(ies) listed above except that all licenses are valid as specifically granted.

Governing Law: Both parties agree to the application of the laws of **the State of New York** to govern, interpret, and enforce all of Business Partner's and IBM's respective rights, duties and obligations arising from, or relating in any manner, to the subject matter of this Agreement, without regard to conflict of law principles.

If any provision of this Agreement is held to be invalid or unenforceable, the remaining provisions of the Agreement remain in full force and effect.

The "United Nations Convention on Contracts for the International Sale of Goods" does not apply.

Marketing Authorization

Business Partner is authorized to Resell and / or act as an IBM Marketing Assistant for the IBM Products & Services as specified in the 'Product and Services Authorization' section below.

Each of us agrees to the terms of the following by signing this Profile. Copies of the Attachments are included.

APPLICABLE DOCUMENTS	
RESELL:	
Resale Base Terms	Z131-2125
Product Relationship Document	Z131-2127
Services Relationship Document	Z131-2108
Agreement – Product Relationship Document for Cloud Services	Z131-2158
Financing Services Attachment	Z131-2147
Capacity on Demand Attachment	Z131-2103
IBM as Subcontractor for Services Acquired from an IBM Distributor Attachment	Z131-2114
Trial Attachment	Z131-2106
Federal Government Reseller Attachment	Z131-2134
Federal Government Certification Attachment	Z131-2135
MARKETING ASSIST:	
Marketing Assist Base Terms	Z131-2128

Product and Services Authorization

Under the terms of this Agreement, BP is authorized to market the Products and Services listed below.

	Authorized to Purchase directly from IBM (Yes/No)	Authorized to Purchase from an IBM Distributor (Yes/No)	Authorized to Resell to End Users (Yes/No)	Authorized to Resell to Government End Users Only (Yes/No)	Authorized to Market under Marketing Assist Terms (Yes/No)
Systems Machines and Software					
Power Systems : Category P1	No	Yes	Yes	No	No
Power Systems : Category P2	No	Yes	Yes	No	No
Storage : Category S1	No	Yes	Yes	No	No
Storage : Category S2	No	Yes	Yes	No	No
Software, Appliances and Cloud Services					
Software : Advanced Analytics	No	Yes	Yes	No	Yes
Software : Application Platform&Integration	No	Yes	Yes	No	Yes
Software : Assets&Operations	No	Yes	Yes	No	Yes
Software : Customer Analytics	No	Yes	Yes	No	Yes
Software : Data Repositories&Appliances	No	Yes	Yes	No	Yes
Software : Enterprise Content Management	No	Yes	Yes	No	Yes
Software : Financial&Operational Performance Management	No	Yes	Yes	No	Yes
Software : IBM Spectrum Storage Software	No	Yes	Yes	No	Yes
Software : IBM XaaS - Entry	No	Yes	Yes	No	Yes
Software : Information Integration&Governance	No	Yes	Yes	No	Yes
Software : Internet of Things	No	Yes	Yes	No	Yes
Software : Messaging&Collaboration	No	Yes	Yes	No	Yes
Software : Open Source Analytics	No	Yes	Yes	No	Yes
Software : Predictive Analytics	No	Yes	Yes	No	Yes
Software : Prescriptive Analytics	No	Yes	Yes	No	Yes
Software : Process Transformation	No	Yes	Yes	No	Yes
Software : Risk&Compliance	No	Yes	Yes	No	Yes
Software : Safer Planet	No	Yes	Yes	No	Yes

Software : Sales Performance Management	No	Yes	Yes	No	Yes
Software : Security	No	Yes	Yes	No	Yes
Software : Social SW&Unified Communication	No	Yes	Yes	No	Yes
Software : Software open distribution products	No	Yes	Yes	No	Yes
Software : Talent Management	No	Yes	Yes	No	Yes
Software : Telco Network Analytics	No	Yes	Yes	No	Yes
Software : Watson Health	No	Yes	Yes	No	Yes
Software : Watson	No	Yes	Yes	No	Yes
Services					
Global Technology Services : Cloud Services	No	Yes	Yes	No	No
Global Technology Services : Infrastructure Services	No	Yes	Yes	No	No
Global Technology Services : Multi-vendor Services	No	Yes	Yes	No	No
Global Technology Services : Security Services	No	Yes	Yes	No	No
Global Technology Services : Technology Support Services	No	Yes	Yes	No	No
Financing					
Financing : Financing	No	Yes	Yes	No	No

Financing company: **IBM Corporation**

End of this document

Mythics Emergent Group (MEG)
4525 Main Street
Suite 1500
Virginia Beach, VA 23462

RE: Region 4 ESC Solicitation Number 22-08 – Total Cloud Solutions and Services

To Whom It May Concern,

Workday, Inc is pleased to provide this letter of confirmation to Emergent 360 to serve as Workday's authorized reseller in the submission of the Omnia Partners solicitation: Region 4 ESC Solicitation Number 22-08 – Total Cloud Solutions and Services.

Workday is a leading provider of enterprise cloud applications for finance and human resources, helping customers adapt and thrive in a changing world. Workday applications for financial management, human resources, planning, spend management, and analytics have been adopted by thousands of organizations around the world and across industries, including Education and Government– from medium-sized businesses to more than 50% of the *Fortune* 500. For more information about Workday, visit workday.com.

Workday appreciates the opportunity to support Emergent 360 in this bid submission and we value our partnership to serve our current and future Education and Government customers via a successful bid offering.

If you need any additional information, please contact our Director of Market Development, Sherry Amos at sherry.amos@workday.com or (703) 581-7970.

Sincerely,

Will Greer,
Vice President, Government
Workday, Inc.

Carahsoft Technology Corp	Agent: Emergent, LLC
Name: Ellen Lord	Name: Greg Christensen
Title: Contracts Manager	Title: President
Signature:	Signature:
Date: 6-13-2012	Date: 6-12-12

Technology Manufacturers

Carahsoft Technology Corp. is The Trusted Government IT Solutions Provider®, combining technological expertise with a thorough understanding of the government procurement process to help federal, state, and local government agencies select and implement the best solution at the best possible value. As a top-ranked GSA Schedule Contract holder, Carahsoft is the largest government partner and Master Government Aggregator® for many of its best-of-breed vendors, managing their public sector reseller networks and driving demand for their offerings.

#

10ZiG Tech
1Kosmos
3CLogic
3Play Media
4iQ

A

A Cloud Guru
ABBYY
Accela
AccessData
AchieveIt
Aconex
Acquia
Acronis
Actiance
Acumen
Adaptavist
ADF Solutions
Adlumin Inc.
Adobe
Adobe Connect
Adobe Sign
AeroCloud Systems
Agari
Akamai
Alation
Alfresco
Alteryx, Inc.
ALTR
Anaplan
Anchore
Anitian
Anomali
AODocs
Aperture Health
APOS Systems Inc.
AppBus
Apperian
Appgate
AppGuard
Apposite Technologies

Appsian
Apptio
AppViewX
Apstra
Aqua
Archive360
archTIS
Arctic Wolf
Arista Networks
Armis
Arxan Technologies
ASG Technologies
AssetOptics
Aster Data
Atlassian
Attivo Networks
Autodesk
Automated Insights
AvePoint Public Sector
Avere Systems
Avrio Software
AWS
Axon
Axway
Ayasdi

B

Ball Aerospace
Basis Technology
Bastille
Bayshore Networks
Beezy
Bentley Systems
BetterUp
BeyondTrust
BlackBerry
BlackBerry AtHoc
Blancco
Blue Cedar
BlueData
BluVector
Blyncsy
BMC
Boeing Twister
Bond
Bonfire
Boomi
Box
Bravium
Breezy
Bright Pattern

Brightcove
Broadcom
Bromium
Bugcrowd
Bunchball
Buurst

C

C3
CA Technologies
Calibrum
CareerBuilder
cBEYONData
Cellebrite
Center for Internet Security, Inc. (CIS)
Certes Networks
CertiPath
Chainalysis
Chainkit
ChargePoint
Chooch AI
Cicer One Technologies
Ciena
Cision
CityBase
Clariti
ClearCube
ClearInfo
ClearInsight Solutions
ClearStory Data
Cloud Front Group
CloudBees
Cloudbolt
CloudCaller.io
CloudCheckr
CloudCover
Cloudera
Cockroach Labs
Cofense
CollabNet
Collibra
CompassCom Software Inc.
CompassData Inc.
Concorn
Concur
Condusiv
Confluent
Contegix
Contrast Security
CORAS
Corelight

CoreView
Coveo
cPacket Networks
Craft.co
Crimson Hexagon
CrisisGo
CRITICALSTART
CrowdAI
CureMetrix
Cyara
CyberArk
CybernetIQ
CyberSponse
CyCognito
Cylance
Cyturus Technologies

D

Daric
DarkOwl
Databricks
Databricks - Secure Government Data Sharing Webinar 2021
Dataguise
DataLocker
Datameer
Datanova Scientific
DataRobot
DATUM
DDN
Decipher Technology Studios
Decision Lens
Dedrone
Deep Instinct
Delinea
Dell
Delphix
Deltek
Denodo
DigEplan
Digital Guardian
Digital Map Products
Digital Reasoning
Digital.ai
DocuSign
DOMA Technologies
Druva
DTech Apps by Discover Technologies
Dtex Systems
Dun & Bradstreet
Dynamics Edge

E

e-PlanSoft
e-Share
eCivis
Eclypsium
Edbrix
Eightfold.ai
Ekahau
Elastic
ElectrifAi
EnterpriseDB
Entrust Digital Security
Equifax, Inc.
EVGA
Exabeam
Expanse
Expedient
Experian
Exterro
ExtraHop

F

F5 Networks
Feature Labs, Inc.
Fidelis Cybersecurity
Finch Computing
FireEye
Flashpoint
Flexera
FM:Systems
Forcepoint
Forescout Technologies Inc
ForgeRock
Fornetix
Fortinet
Forum Systems
Forward Networks
FTP Today
FusionReactor

G

General Datatech (GDT)
Genesys
GeoNorth Information Systems
Geosite
GeoSolutions
Gigamon
Gimmal
GitLab
Globalscape
Goldfinger Holdings
Google
Google Workspace

GovFlex
Govini
Granicus
GreyNoise
Gridless Power
GroundWork

H

H2O.ai
HackerOne
HashiCorp
Haystax
HCL Software
Heimdall Data
Hewlett Packard Enterprise
Hitachi Vantara Federal
Hootsuite
Horizon3.ai
HUMAN Security
HYCU
HyTrust

I

IBM
iboss
Icaros
Icertis
Identity Automation
IKANOW
ikeGPS
Immersive Wisdom
Imperva
Industrial Defender
Infinera
Info Security Corp
Infoblox
Infocyte
Informatica
INKY
Innive
InQuisient
Insight Engines
Inspired eLearning
Instructure
Intermap Technologies
iOra
IPsoft Government Solutions, LLC
IronNet Cybersecurity
ISEC7 Group
Ivanti

J

Jama Software
Jive
JMA Wireless

K

Kapalya
Keeper Security
Kinetica
Kion
Kiteworks
Kleos
Kofax
Kogniz
Kove
Kyndi
Kyra Solutions

L

Labelbox
Leadership Connect
Liferay
Lightbend
LinkedIn
Liqid
Liquidware
LiveAction
LiveSafe Inc.
Lookout
Lucidworks
LumApps
Luminoso

M

MapAnything
Mapbox
Mark43
MarketResearch.com
Markforged
MarkLogic
McAfee
Measure
MeetingOne
MemSQL
Mercadien Technologies
Micro Focus Government Solutions
Microsoft
Microsoft Azure
Microsoft Surface
Microway
milCloud 2.0
Mimecast
MobiChord

Mobile Reach
MobileMind
Modria
Modzy
MongoDB
MotionDSP
MuleSoft
MURAL
mxHero

N

Nally Ventures
NCS Technologies
Nearmap
Neo4j
NetAbstraction
NetFoundry
Netography
Netskope
Netwrix
Neustar, Inc
New Net Technologies (NNT)
New Relic
NGRAIN
Nimble Storage
Nlyte Software
Northwoods
NovoDynamics
NowSecure
Ntrepid
Nuance
Nucleus Security
Nutanix
Nuvolo
Nuxeo
NVIDIA
NVIDIA Networking

O

Oak Innovation
Oblong
Okta
OmniSci
Onapsis
OnSolve
Ontrack
OPSWAT
Optensity
Optezo
Orion
ORock Technologies
OSIsoft

Otava
OutSystems
OwnBackup

P

PacketViper
PagerDuty
Palantir
Palo Alto Networks
PatientPoint
Pavilion
Perspectium
Ping Identity
piXlogic
PlatCore
Plurilock Security Solutions
Poly
Pondera Solutions
Precise Biometrics
Precisely
PrecisionHawk
Premise
Procore
Progress Software
Proofpoint
prooV
Puppet

Q

Qlarion
Qmulos
QTS
Qualtrics
Qualys
Quantum Secure
Questica
Quzara

R

Rackspace Government Solutions
RackTop Systems
Radiant Logic
RangeForce
Rapid7
ReadSpeaker
RealNetworks
Recorded Future
Red Hat
Redis
RegScale
Remediant
Rescale

Resilient
Resolver Group
ReSTNSX
ReversingLabs
Rhondos
RiskLens
Riskonnect
RiskSense
Riverbed Technology
Rosoka Software
RSA
Rubrik

S

Saasyan
SafeBreach
SafeGuard Cyber
SafeNet AT
SailPoint Technologies
Salesforce
Samsung
SANS Institute
SAP
SAP NS2
Saratoga Data
Saviynt
Sayari Analytics
SDL
Seagate Government Solutions
Secure Code Warrior
Secureworks
Security Innovation
SecurityScorecard
Securonix
Semperis
SentinelOne
Senzing
ServiceNow
SignalFx, Inc.
Sixgill
Skybox Security
Skytree
SkyX
Slack
Smart Communications
Smartsheet
Snowflake
Software AG Government Solutions
SolarWinds
Solix
Sonatype

Sonim
Spectra Logic
SpiderOak
Spire Federal
Splashtop
Splunk
SpringCM
SpringML
Sprinklr
Stave Apps
Strategic Maintenance Solutions
SwiftStack
Sword GRC
Swyft Technology
Symantec
Synopsys

T

Tableau
Tanium
Tasktop Technologies
Taulman3D
Tecnics
Telos Corporation
Tempered Networks
Tenable
Teradici
Terra Pixel
Tetra4D
Tetrate
Text2Them
Thales Cloud Protection & Licensing
Thales Trusted Cyber Technologies (TCT)
The Pentaho platform from Hitachi Vantara
Thetus
ThoughtSpot
ThreatConnect
ThreatLocker
ThreatQuotient
Tintri
Titus
TomTom
TransUnion
Trend Micro
Tricentis
Trifacta
Trimble
Trusona
Trustwave
Tufin
Turing Video

TVU Networks
Twilio
TyGR
Tyler Technologies

U

UberEther
Udacity
UiPath
Unqork
User1st
UserWay

V

Valamis
Valimail
Vectra
Vehicle Tracking Solutions
VELARY
Venafi
Veracode
Veritas Technologies
Veritone
Verve Industrial
VIDIZMO
Virsec
Virtana
Virtru
Virtustream
Vision Genesis
Visium Analytics
Vivi
VividCharts
VMware
Voxer
Voyager Labs
Vyopta

W

Wasabi Technologies
Waterfall Security Solutions
Whispir
WhiteCanyon Software
Wickr, Inc.
Wiiisdom
Wolters Kluwer
WPI Services

X

xMatters, Inc.
XSi

Y

Yext

Z

Zencity
Zimbra
Zoom Video Communications
Zscaler

Friday, June 28rd, 2021
Expires: 12/1/2025

Re: Letter of Authorization

To Whom It May Concern:

This letter is to certify that Emergent LLC, located at 4525 Main St. Suite 1500 Virginia Beach, VA 23462i is authorized to resell products from Climb Channel Solutions within the United States and wherever permitted by US law. Subject to acceptance of terms and conditions provide by each individual vendor as required.
These products are listed below in Schedule A.

Please do not hesitate to contact me if you have any questions.

Kind Regards,

Tim Popovich
Vice President of Sales, North America
Tim@ClimbCS.com
P: 1-800-847-7078 Ext.7280 | D: 732-598-5273

Tim Popovich

CLIMB
CHANNEL SOLUTIONS

SCHEDULE A

- ABBYY
- Acronis
- Actian
- Altova
- Arcserve LLC
- Arxscan, Inc.
- Bitdefender
- Blue Medora
- Bluebeam Inc
- Canvas GFX
- Carbonite Inc.
- Chef
- CloudBolt Software
- Cloudian
- Corel
- Corel Corp
- Datadobi
- DataLocker Inc.
- Embarcadero
- Exagrid
- Extrahop
- Flexera Software
- Freshworks
- Garland Technologies
- GFI Software USA
- Globalscape
- IDERA
- Illumio
- Imperva, Inc.
- Infragistics
- Intel
- JetBrains
- Komprise
- LIQID
- LogRhythm
- Macrium
- Markzware
- Mindjet
- NERO INC
- Nexsan
- Nitro
- Nuance Communications
- Overland-Tandberg
- Paessler AG
- Puppet
- Raxco Software
- Red Gate
- Scale Computing
- Seagate
- Security Scorecard
- SEP Software
- SmartBear
- SmartDraw
- Sophos
- StorageCraft
- Sysdig
- Techsmith
- Teklynx
- Telerik
- Textpad
- Thycotic
- Tintri
- Unitrends
- win.rar GmbH
- WinZip Computing
- Zendesk

April 28, 2022

Crystal Wallace
Region 4 ESC
7145 West Tidwell Road
Houston, TX 77092

Re: Omnia Partners/Region 4 ESC Request for Proposal 22-08

Dear Ms. Wallace,

This letter confirms that:

i) **Mythics Emergent Group** (MEG) is authorized by the vendor to purchase products distributed by DLT Solutions, LLC ("DLT") (provided such vendor authorization requirement applies),

ii) **Mythics Emergent Group** (MEG) remains in good credit standing with DLT (as determined solely by DLT)

iii) **Mythics Emergent Group** (MEG) does not exceed its credit limits, and

iv) DLT maintains a distribution relationship with such vendors, **Mythics Emergent Group** (MEG) may purchase from DLT for resale any of the vendor products on DLT's line card pursuant to DLT's Standard Terms and Conditions of Sale.

MEG is authorized to quote and sell products, training, maintenance, and professional services, as applicable, that are offered by DLT to the agencies and political subdivisions of all states, including institutions of higher education, and may sell such products under the terms and conditions of the Omnia Contract.

Verification requests and questions regarding **Mythics Emergent Group** (MEG) status and eligibility may be referred to the following contact person:

Name: Andre Van Der Post
Title: Vice President
Phone: 703-773-9230
Email: andre.vanderpost@dlt.com

Regards,

Andre L van der Post
Andre L van der Post
Vice President, Sales

DLT Product Filter

Leveraging our strategic partnerships with the top IT companies in the industry to find the best-fit solution for you.

TITLE	TECH DOMAIN
A Cloud Guru	Cloud Computing
AchieveIt	IT Infrastructure
ActivTrak	IT Infrastructure
AgreeYa Solutions	IT Infrastructure
airSlate	IT Infrastructure
Akamai	Application Lifecycle, Cloud Computing, Cybersecurity
AlienVault	Cybersecurity
Alteryx	Big Data & Analytics
Amazon Web Services	Application Lifecycle, Big Data & Analytics, Business Applications, Cloud Computing, Cybersecurity, IT Infrastructure
AppDynamics	Application Lifecycle, IT Infrastructure
Appian	Application Lifecycle, Business Applications, Cloud Computing
Apptio	Business Applications
Archibus	Business Applications
Arcserve	IT Infrastructure
Autodesk	Business Applications, Cloud Computing
Automation Anywhere	Big Data & Analytics

TITLE	TECH DOMAIN
Avenu Insights & Analytics	IT Infrastructure
AVUITY	Business Applications
Axonius	Cybersecurity
Azul	Business Applications
BitSight	Cybersecurity
Blackboard	Business Applications, Cloud Computing
BMC Software	Application Lifecycle, Cloud Computing, IT Infrastructure
Brightspot	Cloud Computing
Checkmarx	Application Lifecycle, Cybersecurity
CipherTrace	Cybersecurity
Clarifai	Big Data & Analytics
CloudBolt Software	IT Infrastructure
CloudCheckr	Cloud Computing
Cobalt Iron	IT Infrastructure
Cohesity	Big Data & Analytics, IT Infrastructure
Cornerstone	Application Lifecycle, Cloud Computing
Corsa	Cybersecurity
Cribl	Cybersecurity
CrowdStrike	Cybersecurity
Curator	IT Infrastructure

TITLE	TECH DOMAIN
D2IQ	Application Lifecycle, IT Infrastructure
DataRobot	Big Data & Analytics
DataStax	Big Data & Analytics
DataWalk	Big Data & Analytics
Demisto	Cybersecurity
Devo	Cybersecurity
Diligent	Application Lifecycle
Dynatrace	Application Lifecycle
Eggplant	Application Lifecycle
Elastic	Big Data & Analytics, Cybersecurity
ELEARNINGFORCE	Business Applications
eLumin	Application Lifecycle, Cloud Computing
Evident.io	Cloud Computing
ExitCertified Corporation	IT Infrastructure
Fidelis	Cybersecurity
Figure Eight Federal	Business Applications
FireMon	Cybersecurity
Flashpoint	Cybersecurity
Flexera	IT Infrastructure
GitHub	Application Lifecycle, Cloud Computing
GitLab	Application Lifecycle

TITLE	TECH DOMAIN
Glasswall Solutions	Cybersecurity
Google	Big Data & Analytics, Business Applications, Cloud Computing, IT Infrastructure
Hazelcast	Big Data & Analytics
Hyperscience	IT Infrastructure
IBM	Cloud Computing
Idaptive	Cybersecurity
Illumio	Cybersecurity
Image API	IT Infrastructure
Infor	Big Data & Analytics
Informatica	Big Data & Analytics, Cloud Computing, Cybersecurity
InQuisient	IT Infrastructure
IntelliSite	Big Data & Analytics
Intenda	Big Data & Analytics
iOLAP	Big Data & Analytics
Janes	Big Data & Analytics
Kemp Technologies	IT Infrastructure
Kokomo 24/7	IT Infrastructure
Kubecost	Cloud Computing
LogRhythm	Cybersecurity, IT Infrastructure
LogZilla	Cybersecurity, IT Infrastructure

TITLE	TECH DOMAIN
McAfee	Cybersecurity
Medallia	Big Data & Analytics
Menlo Security	Cybersecurity
Microsoft	Cloud Computing
MicroStrategy	Big Data & Analytics, Business Applications, Cloud Computing
MindPoint Group	Application Lifecycle
myInvenio	Big Data & Analytics
N2WS	IT Infrastructure
NetBrain	IT Infrastructure
NetDocuments	IT Infrastructure
NETSCOUT	Cybersecurity
Nuix	Cybersecurity
One Identity	IT Infrastructure
OneLogin	Cybersecurity
OneStream	Big Data & Analytics
Oracle	Application Lifecycle, Cloud Computing
ORock Technologies	Cloud Computing
Palo Alto Networks	Cybersecurity
Parasoft	Application Lifecycle
PITSS	Business Applications, Cloud Computing

TITLE	TECH DOMAIN
Pluralsight	Application Lifecycle, Big Data & Analytics, Business Applications, Cloud Computing, IT Infrastructure
Polarity	Big Data & Analytics
Polyverse	Cybersecurity
Pure Storage	IT Infrastructure
Quantum	IT Infrastructure
Quest	Application Lifecycle, Big Data & Analytics, Cloud Computing, Cybersecurity, IT Infrastructure
Qumulo	IT Infrastructure
Rackspace Government Solutions	Cloud Computing
Red Hat	Application Lifecycle, Big Data & Analytics, Cloud Computing, Cybersecurity, IT Infrastructure
Redgate	Application Lifecycle
Simplilearn	IT Infrastructure
Smarsh	Business Applications, Cloud Computing
Snyk	Application Lifecycle
Software AG	Application Lifecycle, Business Applications, Cloud Computing, IT Infrastructure
Solodev	Cloud Computing
Sonatype	Application Lifecycle

TITLE	TECH DOMAIN
StackRox	Application Lifecycle
SteelCloud	Cybersecurity
Sumo Logic	Application Lifecycle, Cloud Computing, Cybersecurity, IT Infrastructure
SUSE RGS (Rancher Federal)	Cloud Computing
Symantec	IT Infrastructure
Sysdig	Application Lifecycle
Tableau	Big Data & Analytics
Tamr	Big Data & Analytics
Team Cymru	Cybersecurity
Telos	Cybersecurity
ThreatSTOP	Cybersecurity
TigerGraph	Big Data & Analytics
TITUS	Cybersecurity
TomTom	Business Applications
Transitional Data Services	IT Infrastructure
Trend Micro	Cybersecurity
Tripwire	Cybersecurity
TYCHON	Cybersecurity
Ubiq	Cybersecurity
Uptake	Big Data & Analytics

TITLE	TECH DOMAIN
USU	Business Applications
Veracode	Application Lifecycle, Cybersecurity
Veritas	IT Infrastructure
Virtualitics	Big Data & Analytics
XebiaLabs	Application Lifecycle
ZenHub	Application Lifecycle

1759 Wehrle Drive
Williamsville, NY 14221

DISTRIBUTOR AUTHORIZATION FORM

Date: *Monday, March 28, 2022*

End User:

Reseller: *EMERGENT LLC - Hardware & Software*

Street Address: *4525 MAIN ST STE 1500*

City, State & Zip Code: *VIRGINIA BCH VA 23462-3398*

Contact Name: **Phone Number:**

Email Address: **Fax Number:**

Reseller is authorized to purchase, receive standard warranty support and to resell products from manufacturers listed below. This is not a commitment of product availability. Manufacturer's purchasing restrictions and authorizations may apply. For clarification as to depth and or requirements of manufacturer authorizations for Reseller account and upon ordering, Reseller should contact their Ingram Micro account representative.

Manufacturers:

See Attached pdf for reference of manufacturers.

GOVT AGENCIES: For confirming of product authorizations through ***Ingram Micro, Inc.*** , please contact:

publicsector_programs@ingrammicro.com
Public Sector Program Management Team

DISTRIBUTOR AUTHORIZATION FORM

Manufacturers:

22MILES
360 SMART NETWORK
365 SERVICES
3D SYSTEMS
3M - OPTICAL SYSTEMS DIVISION
3M - WORKSPACE SOLUTIONS
4E PROJECT/ACME MADE
4XEM
AAXA-PROJECTORS
ABSOLUTE LICENSE
ACCELL
ACER - CHROME ENTERPRISE
ACER - TABLETS
ACER AMERICA - DESKTOPS
ACER AMERICA - DISPLAYS
ACER AMERICA - NOTEBOOKS
ACER AMERICA - OPTIONS
ACER AMERICA - PROJECTORS
ACER- CHROME PRODUCTS
ACER CTO
ACER WARRANTIES & SERVICES
ACRONIS SUBSCRIPTION
ACRONIS - ACCESS
ACRONIS - FEDERAL ACCESS
ACRONIS - FEDERAL CONSUMER
ACRONIS - FEDERAL PHYSICAL
ACRONIS - FEDERAL RENEWALS
ACRONIS - ON PREM
ACRONIS - RENEWALS
ACRONIS - VIRTUAL
ACRONIS CLOUD
ACRONIS CLOUD BACKUP
ACRONIS DRAAS
ACRONIS INTERNATIONAL GMBH
FILEMAKER INC. ED VLA
FILEMAKER INC. VLA
FINISAR - IMSOURCING
FIREEYE - HARDWARE
FIREEYE - SUB&SUPPORT
FLEXTRONICS
FLUIDMESH
FLUKE ELECTRONICS - IRISYS
FLUKE ELECTRONICS CORE
FLUKE ELECTRONICS CORE SERVICES
FLUKE IG
FORCEPOINT - NETWORK SECURITY
FORCEPOINT HARDWARE
FORCEPOINT MSP
FORCEPOINT SERVICES
FORCEPOINT SOFTWARE
FORCEPOINT SUPPORT
FORTINET
FORTINET
FORTINET BUNDLE RENEWAL & SERVICES
FORTINET CO-TERM SERVICES
FORTINET FORTIGUARD SERVICES
FORTINET MID & HIGH END APPLIANCES
FOXIT SOFTWARE
FRANCINE COLLECTIONS
FREEWAVE ACCESSORY
FREEWAVE DEMO
FREEWAVE TECH
FREEWAVE WAVECONTACT
FRONTIER COMPUTER CORP.
FRONTIER SECURE
FUJIFILM - FILM
FUJITSU - IMSOURCING
FUJITSU COMPUTER PRODUCTS
NUANCE - DRAGON MEDICAL BOX
NUANCE - GOVT LICENSING
NUANCE DRAGON
NUTANIX
NVIDIA
NVIDIA GPU - IMSOURCING
OEM SOURCING
OEM SOURCING - CERTIFIED PRE-OWNED
OM DIGITAL SOLUTIONS AMERICAS INC.
OMNITRON SYSTEMS
OPENGEAR
OPSWAT
OPTOMA
OPTOMA IFP
OPTOMA PROAV
OPTOMA PROSCENE
ORION IMAGES
OTTERBOX - 10002972
OVERLAND STORAGE
OVERLAND STORAGE STOCK
PANASONIC ACCESSORIES
PANASONIC ARBITRATORS - I-PRO
PANASONIC CTO
PANASONIC FLAT PANEL DISPLAYS
PANASONIC FLAT PANEL DISPLAYS BSTOC
PANASONIC HANDHELD
PANASONIC PANABOARDS
PANASONIC PRO-AV ACCESSORIES
PANASONIC PROJECTORS
PANASONIC PROJECTORS - PRO AV
PANASONIC SCANNERS
PANASONIC TOUGH BOOKS
PANASONIC WARRANTY
PANASONIC-SMALL APPLIANCES

DISTRIBUTOR AUTHORIZATION FORM

Manufacturers:

ACRONIS LA - CLOUD BACKUP	FUJITSU CONSUMABLES	PANDUIT
ACRONIS TRUE IMAGE	FUJITSU IMAGING (SCANNERS)	PANDUIT - HARDWARE
ADDON	GADGET GUARD	PANORAMA ANTENNAS
ADDON	GENOVATION	PANW
ADDON	GETWIRELESS	PANZERGLASS
ADESSO	GIGABYTE	PARSEC TECHNOLOGIES
ADESSO - GYRATION	GIGABYTE	PCXS
ADESSO - KODAK	GIGABYTE - NVIDIA	PEERLESS -AV
ADESSO - POS	GIGABYTE ACCESSORIES	PEERLESS INDUSTRIES
ADOBE BOX	GIZMAC ACCESSORIES	PELCO INC
ADOBE CLOUD LA NEW	GOLDTOUCH	PEPPERL+FUCHS INC
ADOBE CLOUD SERVICES	GOOGLE CHROME FOR EDU	PERLE SYSTEMS
ADOBE COMMERCIAL TLP	GOOGLE CHROME FOR WORK	PHILIPS - LIGHTING
ADOBE STUDENT TEACHER BOX	GOOGLE CHROMEBOX FOR MEETINGS	PHILIPS - MONITORS
ADOBE VIP COMMERCIAL LICS	GOOGLE G SUITE	PHILIPS LFD
ADOBE VIP GOVT LICS	GRANDSTREAM	PHOENIX AUDIO TECHNOLOGIES
ADVANCETEC LA	GRAPHTEC	PLANAR DIRECT SHIP
ADVANTECH	GUMDROP CASES	PLANAR DVLED
ADVANTECH (B+B SMARTWORX)	GUNNAR OPTIKS	PLANAR STOCKING
ADVANTECH B+B DIRECT SHIP	GVISION	PLANTRONICS ACCESSORIES
ALERT LOGIC CB	HANWHA TECHWIN AMERICA	PLANTRONICS INC
ALIENVAULT - LICENSING	HARMAN PRO	PLANTRONICS LA
ALKYMI INC	HAUPPAUGE	PLANTRONICS MOBILE
ALLIED - NET.COVER	HAVIS	PLANTRONICS-SAAS
ALLIED TELESIS	HAWKING	PLANTRONICS-SPECIAL
ALLIED TELESIS BOX	HEALBE	PLENOM AMERICAS
ALLIED TELESIS SECURITY	HEALTH AND WELLNESS	PLUGABLE TECHNOLOGIES
ALOGIC	HGST - ENTERPRISE	PNY MEMORY
ALTNET	HGST - G-TECH	PNY QUADRO
ALTNET HYNIX MEMORY	HGST - G-TECH CERTIFIED	PNY VIDEO GRAPHICS
ALTNET SAMSUNG MEMORY	HGST - IMSOURCING	POLY IMPLEMENTATION SERVICES
ALTRONIX	HGST KEPLER CTO	POLY PROSUMER
ALURATEK INC	HGST - SINGLE	POLYCOM - REALPRESENCE PLATFORM
AMAZON WEB SERVICES	HGST - SSD	POLYCOM - SERVICE
AMBIR	HGST STORAGE PLATFORMS	POLYCOM - VIDEO

DISTRIBUTOR AUTHORIZATION FORM

Manufacturers:

AMD	HID GLOBAL - FARGO ELECTRONICS	POLYCOM - VOICE
AMD	HID GLOBAL - FARGO ELECTRONICS	POLYCOM RPSS
AMD - IMSOURCING	HID GLOBAL - FARGO ELECTRONICS	PORTSMITH
AMD (LA)	HID GLOBAL - FARGO ELECTRONICS	PREMIER MOUNTS
AMD PRO GRAPHICS	HID GLOBAL - IAM	PREMIERTEK
AMD SERVER BOX	HID GLOBAL EAT OMNIKEY	PRIMERA TECHNOLOGY (PRINTERS)
AMDDESKTOP TRAY	HIGHPOINT TECHNOLOGIES	PRINTRONIX/TALLYGENICOM SUPPLIES
AMER NETWORKS	HONEYWELL ACCESSORIES	PROCURRI 7
AMERICAN BATTERY	HONEYWELL IM GSA	PROMISE - WARRANTY
AMERICAN POWER (LA)	HONEYWELL IM MOBILITY	PROMISE TECHNOLOGY
AMT	HONEYWELL IM SOFTWARE	PROOFPOINT - SECURITY
AMULET HOTKEY	HONEYWELL LA - SERVICES	PROOFPOINT ESSENTALS ANNUAL
ANTSLE INC	HONEYWELL LA DM E-CLASS	PTC MATHCAD
ANYWHERE CART	HONEYWELL LA DM I-CLASS	PULSE SECURE - PROSERVICES
AOC	HONEYWELL LA IM DESKTOP PRINTERS	PULSE SECURE - RENEWALS
AOPEN - SOLUTIONS	HONEYWELL LA SERVICES	PULSE SECURE - SUPPORT
APC SCHNEIDER ELEC IT MISSION CRITI	HONEYWELL LA STOCK MEDIA	PUR HANDZ LLC
APC SCHNEIDER ELECT IT DIRECT SHIP	HONEYWELL LATIN AMERICA	PYLE AUDIO - HOME
APC SCHNEIDER ELECTRIC IT CONTAINER	HONEYWELL MEDIA	QIRX USA
APC SCHNEIDER ELECTRIC IT USA	HONEYWELL MOBILE PRINTERS	QNAP
APC SCHNEIDER ELECTRIC IT WARRANTY	HONEYWELL MOBILITY	QNAP WARRANTIES
APC SCHNEIDER ELECTRIC NON-DELL ISX	HONEYWELL PRINTHEADS	QOTOM TECHNOLOGY
APG - EXW MN	HONEYWELL PRODUCT LINKS	QUANTA COMPUTER USA
APG - SEATTLE	HONEYWELL SCANNING	QUANTELA
APPDYNAMICS INC	HONEYWELL SERVICES	QUEST CONNECTORS SRVS TRAIN BYOL
APPLE BEATS	HONEYWELL SOFTWARE MAINTENANCE	QUEST DM PERPETUAL RENEWAL
APPLE CTO SYSTEMS	HONEYWELL SOTI	QUEST SUBSCRIPTION
APPLE IPADS	HONEYWELL SPARE PARTS	QVS
APPLE IPHONE	HONEYWELL STATIONARY PRINTERS	RACKMOUNT.IT
APPOSITE	HP CONSUMER - DESKTOPS REFURBISHED	RAIN DESIGN
APPVIEWX	HP CONSUMER - NOTEBOOKS REFURBISHED	RAISE 3D
APRICORN MASS STORAGE	HP DT REFURBISHED	RAM MOUNTS
ARBOR NETWORKS	HP INC - PSG LICENSING	RARITAN - DC TRACK
ARCSERVE	HP INC LA - IPG SUPPLIES	RARITAN - POWER
ARCSERVE - APPLIANCES	HP INC. - CTO	RARITAN COMPUTER

DISTRIBUTOR AUTHORIZATION FORM

Manufacturers:

ARCSERVE - MSP	HP INC. - INK SAP	RARITAN POWER IQ
ARCSERVE - NUTANIX	HP INC. - IPG CAREPACKS	RAZER - GAMING SYSTEMS
ARCSERVE - RENEWALS	HP INC. - LASER ACCESSORIES	REALWEAR
ARCTIC WOLF MSP PROGRAM	HP INC. - LASER JET TONERS	RED BOX VOICE
ARCTIC WOLF NETWORKS	HP INC. - LF CAREPACKS	RED HAT ENTERPRISE LINUX
ARH DEVELOPMENT INC	HP INC. - NSB MOBILE WKS	RED HAT MIDDLEWARE
ARISTA NETWORKS SUPPORT	HP INC. - NSB NOTEBOOKS	RED HAT OPENSHIFT
AROZZI	HP INC. - NSB OPTIONS	RED HAT SERVICES
ARRAY NETWORKS	HP INC. - NSB WORKSTATIONS	RED HAT VIRTUALIZATION
ARROW GLOBAL SERVICES	HP INC. - POS- CTO BDL	REMARKETED EXTENDED WARRANTY
ARTISAN POWER - IMSOURCING	HP INC. - POS- NON SMARTBUY	RETICARE
ASUS - AMD	HP INC. - POS- SVS WRNTY	RETROSPECT - LICENSING
ASUS - CHROMEBOOK	HP INC. - PPS LICENSING	RICOH - A3 SUPPLIES
ASUS - COMPONENTS	HP INC. - PSG CAREPACKS	RICOH PROJECTORS
ASUS - DISPLAY	HP INC. - SB DESKTOP DISPLAYS	RICOH SUPPLIES
ASUS - GAMING NOTEBOOK	HP INC. - SB DESKTOPS	ROCSTOR
ASUS - MOTHERBOARDS	HP INC. - SB NOTEBOOK OPTIONS	ROCSTORAGE - DS
ASUS - NOTEBOOK ACCESSORIES	HP INC. - SB THINCLIENTS	ROYAL SOVEREIGN INTERNATIONAL
ASUS - NOTEBOOKS	HP REMARKETING - CARE PACKS	ROYAL SOVEREIGN LAMINATOR
ASUS - SERVER	HP REMARKETING - DESKTOPS EXCESS	RSA - ASOC ECAT SW
ASUS - SFF	HP REMARKETING - NOTEBOOKS EXCESS	RSA - ASOC SEC HW / SW
ASUS - SYSTEMS	HP REMARKETING - NOTEBOOKS RF	RSA - ASOC SEC MNT
ASUS - TABLETS	HPE - ARUBA CARE AND SERVICES	RSA - CUSTOM SERVICES
ASUS - VGA NVIDIA	HPE - ARUBA INSTANT	RSA - GRC ARCHER SW
ASUS - WARRANTY	HPE - ARUBA LICENSING/SOFTWARE	RSA - IAM SECURID HW/SW
ASUSTOR	HPE - ARUBA NON-INSTANT	RSA - IAM SECURID MNT
AT&T	HPE - BCS	RSA - IAM VIA
ATDEC - DS	HPE - BLADE OPTIONS	RSA - IAM VIA MNT
ATEN TECHNOLOGIES	HPE - BLADE SERVERS	RSA - SERVICES / EDUCATION
ATEN TECHNOLOGY - ETAIL	HPE - BUSINESS CLASS STORAGE	RSA - VIRTUAL KEY
ATLASIED	HPE - CERTIFIED GENUINE PARTS	RSC LABS
ATTO TECHNOLOGY	HPE - DAY1 ARUBA	RUBRIK
AUDIO VIDEO FURNITURE	HPE - ENTERPRISE NETWORKING	RUBRIK GO
AUTODESK VAR COMMERCIAL API	HPE - GREENLAKE	SABRENT
AUTODESK VCP COMMERCIAL API	HPE - IMSOURCING	SALAMANDER DESIGNS

DISTRIBUTOR AUTHORIZATION FORM

Manufacturers:

AVEPOINT	HPE - MEDIA 7A	SAMSUNG - COMMERICAL B-STOCK
AVER INFORMATION	HPE - MOONSHOT	SAMSUNG - CONSUMER B-STOCK
AVERMEDIA	HPE - NIMBLE BTO	SAMSUNG - CONSUMER DISPLAY
AVG GOV	HPE - PROLIANT SERVERS	SAMSUNG - CONSUMER TV
AVG LICENSE	HPE - REMARKETED	SAMSUNG - IMS CPO
AVIDXCHANGE	HPE - SERVER OPTIONS	SAMSUNG - IMSOURCING
AVISION LABS INC	HPE - SERVER SMART BUY	SAMSUNG - KNOX SOLUTIONS
AVNET	HPE - SERVICES CONTRACTS	SAMSUNG - MAGICINFO
AVTEQ	HPE - SERVICES CTO	SAMSUNG - TABLET ACCESSORIES
AVUE	HPE - SUPPORT SERVICES	SAMSUNG BUSINESS SERVICES
AWINGU INC	HPE - SVC AUTOMATION ARUBA	SAMSUNG COMMERCIAL HOSPITALITY LCD
AXIOM	HPE - SVC AUTOMATION HYBRID	SAMSUNG COMMERCIAL INFORMATION SYS
AXIOM	HPE - SWITCHING	SAMSUNG COMMERCIAL LARGE FORMAT
AXIOM (INACTIVE VENDOR CODE)	HPE - TOP OF RACK	SAMSUNG COMMERCIAL MEMORY
AXIS 2N PRODUCTS	HPE - VISTA	SAMSUNG COMMERCIAL NOTEBOOKS
AXIS COMMUNICATION INC	HPE - WLAN	SAMSUNG COMMERCIAL TABLET
AXIS ELICENSING	HPE CERTIFIED GENUINE PARTS	SAMSUNG COMMERCIAL WARRANTY/SERVICE
BARCO	HPE ISS ELECTRONIC LICS	SAMSUNG COMMERICAL PRO AV
BARCO PRO-AV	HPE LA ARUBA SWITCHING	SAMSUNG ELECTRONCS AMERICA INC
BARCO PROJECTORS	HPE LA ARUBA WLAN	SAMSUNG ELECTRONICS AMERCIA INC
BARKAN	HPE LA COMPUTE	SAMSUNG ENTERPRISE SSD
BATTERY TECHNOLOGY INC.	HPE LA COMPUTE OPG-CTO	SAMSUNG MOBILE WARRANTIES
BEATS BY DRE - APPLE	HPE LA STORAGE	SAMSUNG OUTDOOR DVLED
BEC TECHNOLOGIES	HPE SOURCING	SAMSUNG-UNLOCKED MOBILE PHONES
BELKIN	HPE SOURCING - CERTIFIED PRE-OWNED	SANDISK LA
BELKIN - CABLES	HPI - REMARKETED	SANGOMA
BELKIN - POWER	HPI - RPB CERTIFIED PARTS	SAPPHIRE
BELKIN - VERTICAL	HPI SOURCING - CERTIFIED PRE-OWNED	SCOCLOUD MSP
BELKIN MOBILE	HPI SOURCING - NEW	SCREENBEAM
BELKIN-KVM	HTC LA	SDAS CISCO
BENQ BES PROJECTORS	HUDDLY	SEAGATE CLIENT SSD
BENQ CDP PROJECTORS	HYCU 3-YEAR SUPPORT	SEAGATE CLIENT SSD SINGLE
BENQ IFP DISPLAYS	HYCU INC	SEAGATE - DATA RECOVERY
BENQ LCD MONITORS	HYCU SOFTWARE	SEAGATE - DESKTOP
BEYONDTRUST	HYCU TRADE LIC SUPPORT	SEAGATE - DESKTOP SINGLE

DISTRIBUTOR AUTHORIZATION FORM

Manufacturers:

BINARY DEFENSE	HYNIX - IMSOURCING	SEAGATE - ENTERPRISE
BITDEFENDER	HYUNDAI TECHNOLOGY	SEAGATE - ENTERPRISE SINGLE
BITDEFENDER SUPPORT	HYUNDAI TECHNOLOGY	SEAGATE - IMS CPO
BIXOLON	IBM - BRANDED VMWARE	SEAGATE - IMSOURCING
BLACK BOX CORPORATION	IBM - IMS CPO	SEAGATE - MOBILE
BLACK BOX DIRECT SHIP	IBM - REMARKETED	SEAGATE - MOBILE SINGLE
BLANCCO	IBM - SERVICEELITE CONTRACTS	SEAGATE - NAS
BLUE MICROPHONE	IBM EDGE	SEAGATE - NAS SINGLE
BLUEJEANS	IBM LABOR PSS	SEAGATE - RETAIL
BMG	IBM PRIME BIDDER	SEAGATE - SSD
BOSCH PRO AUDIO	IBM SAAS OTHER	SEAGATE - SSD-SINGLE
BOSCH SECURITY AL	IBM SOFTWARE NL CLOUD	SEAGATE - STORAGE SYSTEM
BOSCH SECURITY VIDEO	IBM SOFTWARE NL IOT	SEAGATE - VIDEO
BOSE - EW2	IBM SOFTWARE NL OTHER	SEAGATE - VIDEO SINGLE
BOSE - HOME AV	IBM SOFTWARE NL SECURITY	SEAGATE LACIE
BOSSTAB	IBM SOFTWARE NL STERLING	SEH TECHNOLOGY
BRAINBOXES	IBM SOFTWARE NL STORAGE	SEIKO INSTRUMENTS HW
BRANDED LOGISTICS	IBM SOFTWARE S&S CLOUD	SEIKO INSTRUMENTS LABELS
BRAWN CONSULTING	IBM SOFTWARE S&S IOT	SENTINELONE
BRENTHAVEN	IBM SOFTWARE S&S OTHER	SERVER TECHNOLOGY INC
BRETFORD MANUFACTURING	IBM SOFTWARE S&S SECURITY	SHARP DESKTOP
BRIGHTPOINT SIM CARDS	IBM SOFTWARE S&S STERLING	SHARP ELECT - LARGE FORMAT DISPLAYS
BROADCOM - IMSOURCING	IBM SOFTWARE S&S STORAGE	SHARP PROSUMER
BROTHER - KOFAX	IBM-GARS	SHARP WARRANTIES
BROTHER INT L (SUPPLIES)	IBOSS	SHI INTERNATIONAL CORP
BROTHER INTERNATIONAL	ICY DOCK	SHUTTLE COMPUTER
BROTHER INTL (LABELS)	IDENTIV	SIERRA WIRELESS
BROTHER INTL (PRINTERS)	IGEL AMERICA SERVICES	SIERRA WIRELESS ACCESSORIES
BROTHER INTL (PTOUCH)	IGEL AMERICA SVC 2	SIERRA WIRELESS ANTENNAS
BROTHER MOBILE - MEDIA	IGEL SOFTWARE	SIERRA WIRELESS GENX
BROTHER MOBILE SOLUTIONS	ILUMINAR INC.	SIERRA WIRELESS SUPPORT
BROTHER MOBILE SOLUTIONS - MEDIA	IM CHOICE ADVANTAGE - GOVED	SIGNAGELIVE
BROTHER MOBILE SOLUTIONS - TD2000	IM CHOICE ADVANTAGE - TECH SUPPORT	SIIG
BROTHER MPRINT HARDWARE	IM EXPERT SERVICES	SILEX TECHNOLOGY
BROTHER PJ6 HARDWARE	IM ITAD SERVICES	SIMPLEAR

DISTRIBUTOR AUTHORIZATION FORM

Manufacturers:

BROTHER RJ4 HARDWARE	IM LINK US	SIMPLY NUC INC.
BROTHER WARRANTY AND PRINTER MOUNTS	IM MOBILITY TEST SUB 2	SMART
BUDDY PLATFORM	IM PRO SERVICES - FORCEPOINT	SMART EDUCATION
BUFFALO AMERICAS - CONSUMER NAS	IM PRO SERVICES ? UI PATH	SMART EDUCATION SERVICES
BUFFALO AMERICAS - DAS	IMSOURCING	SMARTAVI
BUFFALO AMERICAS - NETWORKING	IMSOURCING - DS	SMARTAVI
BUFFALO AMERICAS INC	IMSOURCING CPO	SMOOTHTALKER
BUSLINK MEDIA	IMTC - TBI	SOCKET MOBILE
C2G	INFOCUS MANAGED	SOCKET MOBILE - ACCESSORIES
C2G - AV LINE	INFOCUS WARRANTY	SOLIDIGM CLIENT SSD
CALDIGIT - OPEN SOURCE	INFORTREND	SONICWALL - EXTRAS
CALIFONE	INFRAGISTICS	SONICWALL - HARDWARE
CAM IMPORTS	INGRAM - CPO SYSTEMS DS	SONICWALL - NSA HARDWARE
CANON	INGRAM - OPEN SOURCE	SONICWALL - NSA LICENSING
CANON - ACCESSORIES	INGRAM AUTO PILOT	SONICWALL - SECAAS LICENSE
CANON - INK SUPPLIES	INGRAM CPO - IE	SONICWALL - SOFTWARE
CANON - SOHO AND INK	INGRAM CPO - JS	SONICWALL MSSP
CANON IVY	INGRAM CPO - JS	SONICWALL NFR AND HA PRODUCTS
CANON LASER - CONSUMABLES	INGRAM CPO - OPTIONS DS	SONICWALL SECAAS HARDWARE
CANON USA - SCANNERS	INGRAM MEXICO	SONNET TECHNOLOGIES
CANON WARRANTIES	INGRAM MICRO CONTENT CREATION SERVI	SOPHOS - MSP CONNECT
CANON-PHOTO VIDEO	INGRAM MICRO GLOBAL IOT GLOBAL SERV	SOPHOS MM ENT NON UTM
CARE4D	INGRAM MICRO GLOBAL TRAINING	SOPHOS MM ENT UTM
CASE LOGIC-PERSONAL & PORTABLE	INGRAM MICRO ITALY - LUXOTTICA	SOPHOS PRO SERVICES
CASIO-COMPUTER	INGRAM MICRO SERVICES LLC	SOPHOS SMB NON UTM
CATALYST	INGRAM MICRO TRAINING - CISCO	SOURCING & CPO
CENVEO - I	INGRAM MICRO TRAINING - F5	SOURCING PROSERVICES
CHECK POINT	INGRAM MICRO TRAINING - JUNIPER	SPARKLE POWER
CHECK POINT LTD	INGRAM MICRO TRAINING - MICROSOFT	SPRACHT
CHECK POINT LTD	INGRAM MICRO TRAINING - OTHER	SPS
CHECK POINT-SMALL APPLIANCE	INGRAM MICRO TRAINING - PALO ALTO	SPS - ENS
CHERRY	INGRAM MICRO TRAINING - SONICWALL	SPS - IDTECH
CHERRY DESKTOP	INGRAM MICRO TRAINING - SOPHOS	SPS - INGENICO
CHERRY NRNC	INGRAM MICRO TRAINING - VMWARE	SPS - MAGTEK
CHIEF	INGRAM MICRO TRAINING VEEAM	SPS - PAX

DISTRIBUTOR AUTHORIZATION FORM

Manufacturers:

CISCO - ADVANCE SERVICES - TRANSACT	INGRAM MICRO UCCPROSUPPORT POLYCO	SPS - SERVICES
CISCO - CCW LEARNING CREDITS	INNOVATION FIRST / RACK SOLUTIONS	SPS - SPACEPOLE
CISCO - CCW MULTI YEAR	INNOVATIVE	SPS - VERIFONE
CISCO - CISCO CCW SERVICES	INSEEGO	SSD
CISCO - CLOUD CENTER	INTEGRATION SERVICES	STAR - CUSTOM
CISCO - CMX ANNUITY	INTEL	STAR I
CISCO - DATA CENTER	INTEL - BAREFOOT FFS	STAR MICRONICS
CISCO - EDELIVERY	INTEL - DESKTOP TRAY CPU	STAR MICRONICS LA
CISCO - EDELIVERY BORDERLESS NTWRKS	INTEL - ESG	STAR MICRONICS NC_NR
CISCO - EDELIVERY DATA CENTER	INTEL - IMS CPO	STAR MICRONICS-SVC
CISCO - HARDWARE SUPPORT	INTEL - IMSOURCING	STARTECH
CISCO - HW CABLES AND TRANSCEIVERS	INTEL - NETWORKING	STARTECH.COM
CISCO - HW GDT BUNDLES	INTEL - OPTANE CLIENT	STEELCASE
CISCO - HW HIGH END ROUTERS	INTEL - OPTANE ENTERPRISE	STEELSERIES
CISCO - HW NETWORK MGMT/IOS	INTEL - SERVER CPU	STELLAR CYBER
CISCO - HW REFURB	INTEL - SERVER CPU -TRAY	STORIX
CISCO - HW ROUTERS - HR	INTEL - SOPHI FULFILLMENT	STRAX AMERICAS
CISCO - HW ROUTERS L/M	INTEL - SPARES/ACCESSORIES	STUDIO PROPER PTY
CISCO - HW SECURITY	INTEL -EXP (LA)	SUPERMICRO
CISCO - HW STORAGE	INTEL L9 CONFIG	SUPERMICRO
CISCO - HW SWITCHES CHS	INTEL NETWORKING - QLOGIC/INFINIBAN	SUPERMICRO - AMD MBD
CISCO - HW SWITCHES DT	INTEL NUC	SUPERMICRO - COMPONENTS
CISCO - HW UC RESTRICTED	INTEL RAID	SUPERMICRO - MOTHERBOARDS
CISCO - HW UNIFIED COMM	INTEL SERVER LA	SUSE - CONSULT & TRAINING
CISCO HW VIDEO	INTEL- SILICON PHOTONICS	SUSE - LINUX ENT DESKTOP
CISCO - HW VIDEO CONTENT DELIVERY	INTEL- WHITEBOOK	SUSE - LINUX ENT SERVER
CISCO - HW WIRELESS	INTERMEDIA	SUSE - MANAGER
CISCO - HW WIRELESS REFURB	INTUIT	SUSE - STORAGE PRODUCTS
CISCO - IRONPORT SERVICE	INTUIT- DC/POS LICENSING	SUSE FEDERAL
CISCO - ITRON	IOGEAR	SUSE-CAAS
CISCO - MERAKI	IOSAFE	SUSE-CLOUD
CISCO - MERAKI GO	IOSAFE DIRECT SHIP	SUSE-LINUX POINT OF SERVICE
CISCO - PURE	IPVIDEO	SUSE-TECH SUPPORT US
CISCO - PURE SERVICES 1YR	IPVIDEO SERVICES & WARRANTY	SUSE-VLA
CISCO - PURE SERVICES 2YR	IQ PRINT MANAGEMENT	SYBA MULTIMEDIA INC

DISTRIBUTOR AUTHORIZATION FORM

Manufacturers:

CISCO - PURE SERVICES 3YR	IRIS	SYNOLOGY
CISCO - SOURCEFIRE	ISG COMPELLENT RENEWALS	SYNOLOGY - DRIVES KITTING
CISCO - SV - SMART CARE TAKE OVER	IVANTI	TANGENT
CISCO - SV DIRECT SHIP	IVANTI LICENSING	TAOGLAS USA
CISCO - SV PACKAGE SERVICES	IVANTI MAINTENANCE	TARGUS
CISCO - SV PROMO	IVANTI SAAS	TEAMVIEWER
CISCO - SV SMS-3	IVANTI SCBU - LI	TEKLYNX
CISCO - TAKEOVER ENTERPRISE SKUS	IVANTI SCBU- MA	TENABLE - SECURITY CENTER
CISCO - UCS	IVANTI SCBU- MI	TENABLE - SERVICES
CISCO - UCS BTO	IVANTI SUPPORT	TENABLE AD
CISCO - WEBEX ANNUITY	J5 CREATE - IMSOURCING	TENABLE IO
CISCO ANNUITY - AMP	JABRA ACCESSORIES	TENABLE TRAINING
CISCO ANNUITY - APPSPACE	JABRA BLUEPARROTT	TENDA TECHNOLOGY
CISCO ANNUITY - BUCHER + SUTER	JABRA BUSINESS	TEST VENDOR NUMBER 2
CISCO ANNUITY - CALABRIO	JABRA CONSUMER	TEST VENDOR NUMBER 6
CISCO ANNUITY - COHESITY	JABRA VXI	THE JOY FACTORY
CISCO ANNUITY - DNA SPACES	JAMF SOFTWARE	TIBCO SOFTWARE
CISCO ANNUITY DUO SECURITY	JAMF SOFTWARE	TINTRI
CISCO ANNUITY - HASHICORP TERRAFORM	JAMF-WANDERA	TMS
CISCO ANNUITY - IDENTITY SERVICE EN	JELCO	TOPAZ SYSTEMS
CISCO ANNUITY - IMAGICLE	JUNIPER - CONFIGURATIONS	TOPSELLER LENOVO DCG BTO SERVER
CISCO ANNUITY - IOT FND	JUNIPER 500/5000	TOSHIBA - IMSOURCING
CISCO ANNUITY - MANAGED DETECTION	JUNIPER APAC SUPPORT	TP LINK
CISCO ANNUITY - SECURITY ANALYTICS	JUNIPER CERTIFIED PRE OWNED	TPV - USA CORP
CISCO ANNUITY - TALOS INCIDENT RESP	JUNIPER CONTENT SUBS AND FUNK SBR	TRANSCEND
CISCO ANNUITY - VERINT SAAS AGENT	JUNIPER CTP	TRANSCEND LAT
CISCO ANNUITY - ZOOM	JUNIPER EMEA SUPPORT	TRANSITION NETWORKS
CISCO ANNUITY-THOUSAND EYES	JUNIPER ENTERPRISE ROUTING	TRAXX SOLUTIONS LLC
CISCO APPS DYNAMIC	JUNIPER EX SERIES SWITCHING	TREND MICRO - ACAD / GOVT
CISCO C1 EA	JUNIPER H/E SW SRX BRANCH SRX LIC	TREND MICRO - BOX
CISCO CCW SERVICES	JUNIPER NEW SUPPORT	TREND MICRO - DEEP SECURITY
CISCO CES ANNUITY	JUNIPER PAR SERVICES	TREND MICRO - HARDWARE APPLIANCE
CISCO CLOUD CENTER ANNUITY	JUNIPER PRO SERVICES	TREND MICRO - LICENSING
CISCO CLOUDLOCK	JUNIPER RENEWALS	TREND MICRO - MDR
CISCO COMMVAULT	JUNIPER ROW SERVICES	TREND MICRO - MSP

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Manufacturers:

CISCO HW-ENERGYWISE	JUNIPER UK SUPPORT	TREND MICRO MAINTENANCE
CISCO IC3000 ANNUITY	JVC PROCISION - EW2	TREND MICRO TIPPINGPOINT HARDWAR
CISCO INDUSTRIAL NETWORK DIRECTOR	KANGURU SOLUTIONS	TREND MICRO TIPPINGPOINT MAINTEN
CISCO INTERSIGHT	KANTEK	TREND MICRO WORRY FREE NEW
CISCO KINETIC	KANTO LIVING	TREND MICRO WORRY FREE RNWL
CISCO REFURB SMALL BUSINESS	KASPERSKY - BOX	TREND MICRO-ENT SUB NEW
CISCO SECURITY EA	KASPERSKY - LIC/MAINT	TREND MICRO-ENT SUB RNW
CISCO SMALL BUSINESS 1	KEMP - DS	TREND MICRO-WF SUB NEW
CISCO SMALL BUSINESS 2	KEMP - DS DEAL REGISTRATION	TREND MICRO-WF SUB RNW
CISCO SMARTNET PSS - TAKEOVER	KEMP - SUPPORT	TREND NETWORKS
CISCO SMARTNET PSS SHARED SUPPORT	KEMP TECHNOLOGIES	TRENDNET - BUSINESS CLASS
CISCO SPARK	KENSINGTON TECHNOLOGY - SECURITY	TRIPP LITE CONNECTIVITY
CISCO SPARK BOARDS	KENSINGTON TECHNOLOGY GROUP	TRIPP LITE KEYSPAN
CISCO SPLA SECURITY	KEY DIGITAL	TRIPP LITE MASTER-POWER
CISCO STEALTHWATCH	KEYQUEST	TRIPP LITE PRO AV
CISCO SVS - CCW CX SERVICES	KINGSTON	TSITOUCH LLC
CISCO TETRATION ANNUITY	KINGSTON - IMSOURCING	TWELVE SOUTH
CISCO UMBRELLA (OPEN DNS)	KINGSTON - VALUE RAM	UAG
CISCO VEEAM	KINGSTON ENTERPRISE SSD	UBIQUBE
CISCO-IRONPRT SRCEFIRE HPRFLEX SUB	KINGSTON MOBILE	UBIQUITI - NETWORKS
CISCO-SCANSAFE CCW	KINGSTON SSD	UBIQUITI - US
CITRIX - CSP	KINGSTON TECHNOLOGY DT & NOTEBOOKS	UIPATH INC.
CITRIX - NETSCALER	KINGSTON TECHNOLOGY FLASH	ULTIMATE EARS
CITRIX - WORKSPACE SUITE	KINGSTON TECHNOLOGY SERVER	URBAN FACTORY
CITRIX - XENMOBILE	KOAMTAC	US ROBOTICS - ACCESSORIES
CITRIX LA	KOAMTAC DIRECT SHIP	US ROBOTICS - BRANDED DESKTOP
CITRIX SUBSCRIPTION SERVICES	KODAK SCANNERS	V7 AUDIO
CITRIX WANSCALER	KODAK SERVICES	V7 CHARGE CART
CLEARBLADE	KOFAX	V7 INTERACTIVE FLAT PANELS
CLEARONE	KOFAX DOCUMENT IMAGING - BOX	V7 KEYBOARDS & MICE
CLEARONE	KOFAX DOCUMENT IMAGING - LICS	V7 LCD MONITORS
CLOUDHOUSE TECHNOLOGIES LIMITED	KOFAX POS	V7 MEMORY
CLUB 3D	KONFTEL	V7 MOBILITY ACCESSORIES
CODI	KONICA MINOLTA PRINTING	V7 MOUNTS AND STANDS
COFENSE	KOSS-HEADPHONES	V7 NETWORKING

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Manufacturers:

COFENSE MSSP	KUDELSKI SECURITY IOT	V7 NOTEBOOK CARRYING CASES
COMNET	LANTRONIX	V7 POWER
COMPREHENSIVE CONNECTIVITY COMPANY	LANTRONIX DEVICE NETWORKING	V7 PROJECTOR LAMPS
CONDUSIV TECHNOLOGIES LICENSING	LANTRONIX SERVICES	V7 RACKS
CONFIG 1	LAPLINK SOFTWARE INC.	V7 SCREEN FILTERS
CONFIG 6	LEGRAND - CCB	V7 TONER
CONNECTWISE	LEGRAND - DATA	V7 UPS
CONTEX	LEGRAND - OPTICS	V7-BATTERIES
CONTOUR DESIGN INC.	LENOVO - CORPORATE MONITORS	V7-CABLES
COREL	LENOVO - DESKTOP OPTIONS	V7G-REFURBISH
COREL - ACADEMIC PRODUCT	LENOVO - IMS CPO	VATION
COREL - GOVT	LENOVO - IMSOURCING	VCORE TECNOLOGY PARTNERS
COREL - LICENSES	LENOVO - OPEN SOURCE	VEEAM - CLOUD
COREL LICENSING ACADEMIC	LENOVO - THINKPAD OPTIONS ACCES	VEEAM APPLIANCES
COREL LICENSING COMMERCIAL	LENOVO - TOPSELLER MONITORS	VEEAM GSA
CORNELIS NETWORKS	LENOVO - TOPSELLER VELOCITY	VEEAM HOSTING
CORSAIR - ELGATO	LENOVO CHROME	VEEAM INTERNAL USE
CORSAIR CONTAINER	LENOVO CONSUMER	VEEAM MIGRATION
CORSAIR VALUE SELECT	LENOVO CONSUMER TABLETS	VEEAM SOFTWARE
CORSAIR XMS	LENOVO CONTRACT SERVICES	VEEAM SOFTWARE - RNWL
CP TECHNOLOGIES	LENOVO CTO THINKSTATIONS	VEEAM SUBSCRIPTION
CP TECHNOLOGIES	LENOVO CUSTOM TP AND DT	VEEAM SUPPORT
CRADLEPOINT	LENOVO DCG - OPEN SOURCE	VERBATIM CORPORATION
CRADLEPOINT	LENOVO DCG BTO STORAGE	VERITAS BACKUPEX - RENEW
CRADLEPOINT - TMOBLE.	LENOVO DCG CUSTOM (SIDA)	VERITAS BACKUPEX NEW
CRADLEPOINT - WARRANTIES	LENOVO DCG CUSTOM SERVER	VERITAS- BOX
CRADLEPOINT AT&T	LENOVO DCG CUSTOM STORAGE	VERITAS BUYING PROGRAMS - NEW
CRADLEPOINT BUNDLES	LENOVO DCG FOD LICENSES	VERITAS BUYING PROGRAMS - RENEWAL
CRADLEPOINT UPGRADES AND RENEWALS	LENOVO DCG HYPERCONVERGED	VERITAS EXSP
CRESTRON	LENOVO DCG MS ROK	VERITAS HARDWARE
CRITICAL START	LENOVO DCG NETWORKING	VERITAS- HOSTED SERVICES
CRU	LENOVO DCG SERVER OPTIONS	VERITAS INSTALLMENTS/SFAS
CRUCIAL BY MICRON - SSD	LENOVO DCG SERVER SW	VERITAS SPECIAL PROGRAMS
CRUCIAL/MICRON - IMSOURCING	LENOVO DCG SOURCING CERTIFIED PREOW	VERITAS VSPP
CTA DIGITAL INC.	LENOVO DCG THINKSYSTEM SERVICES	VERIZON WIRELESS

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Manufacturers:

CTL	LENOVO DCG VMWARE SW	VERTIV - ENERGY STORAGE
CTL DIRECT SHIP	LENOVO DEMO PROGRAM	VERTIV - THERMAL
CUSTOM	LENOVO ENTERPRISE LA	VERTIV- AC POWER
CUSTOM AMERICA DI	LENOVO IDEAPAD AND IDEACENTRE	VERTIV- CTO
CUSTOM AMERICA OEM	LENOVO NUTANIX CTO	VERTIV- DELL OEM
CYBER ACOUSTICS	LENOVO PC LA	VERTIV- DELL OEM WARRANTY
CYBERDATA	LENOVO RETAIL OPTIONS	VERTIV- DIGITAL ECOSYSTEM
CYBERLINK	LENOVO SERVICES	VERTIV- EDGE THERMAL
CYBERNET	LENOVO SMART HUB	VERTIV- GEIST- BTO
CYBERPOWER	LENOVO- SOFTWARE	VERTIV LA
CYBERPOWER WARRANTIES	LENOVO SPARE PARTS	VERTIV SERVICES
CYXTERA CYBERSECURITY INC	LENOVO THINKREALITY	VERTIV-1 PHASE UPS
CYXTERA TECHNOLOGIES	LENOVO TOPSELLER DT	VERTIV-IT SYSTEMS
DA-LITE	LENOVO TOPSELLER PREMIUM	VERTIV-IT SYSTEMS
DASCOM	LENOVO TOPSELLER WORKSTATION	VERTIV-RACK PDU
DATALOCKER	LEVITON	VERTIV-RACKS
DATALOCKER DIRECTSHIP	LEXMARK - BPD SUPPLIES	VIAVI - NPMD
DATALOGIC BIOPTICS	LEXMARK - SERVICES	VIEWSONIC LA
DATALOGIC HEALTH CARE	LEXMARK PARTS	VIEWSONIC PROAV DISPLAYS
DATALOGIC HH GENERAL	LEXMARK PRINTERS	VIEWSONIC PROAV PROJECTORS
DATALOGIC HH INDUSTRIAL	LEXMARK SOLUTIONS	VIEWSONIC PROJECTORS
DATALOGIC LA	LG - EW2	VIEWSONIC SF DISPLAYS
DATALOGIC MOBILE	LG - NETWORK ATTACHED STORAGE	VIEWSONIC UCC
DATALOGIC OEM	LG COMMERCIAL LFD	VIEWSONIC VA
DATALOGIC PRESENTATION	LG COMMERCIAL TV	VIEWZ
DATALOGIC SERVICES	LG DVLED	VINPOWER DIGITAL DIRECTSHIP
DATALOGIC SINGLE PLANE	LG ELECTRONICS	VISION SYSTEMS - GEOVISION
DATALOGIC SOFTWARE	LG HOSPITALITY	VISIONEER (SCANNERS)
DATALOGIC STORE AUTOMATION	LG IT SOLUTIONS	VISIONTEK
DATALOGIC USA	LG WARRANTIES	VISIONTEK
DATAMATION	LIMINEX INC. - GOGUARDIAN	VISUALLIVE
DATARAM	LINK LABS	VIVITEK
DATASTOR	LINKSYS - CONSUMER	VIVITEK
DATAVOSS CORPORATION	LINKSYS LA	VIZIO
DEFENDEDGE	LITMUS AUTOMATION INC.	VMWARE - FEDERAL

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Manufacturers:

DELL - IMS CPO	LIVEVAULT	VMWARE - FEDERAL PSO
DELL - IMSOURCING	LOGIC CONTROLS	VMWARE - FEDERAL RENEWAL
DELL - RECERTIFIED	LOGIC INSTRUMENT - LA	VMWARE - LICENSING
DELL - REMARKETED	LOGITECH - COMPUTER ACCESSORIES	VMWARE - VCHS
DELL CHROMEBOOKS	LOGITECH - JUMPSTART	VMWARE FEDERAL CLOUD
DELL CSG CTO	LOGITECH - WARRANTIES	VMWARE LICENSING - EUC
DELL CSG FEDERAL	LOGITECH GAMING	VMWARE LICENSING - VSAN
DELL CSG SERVICE WARRANTIES	LOGITECH VC	VMWARE PROF SERVICE
DELL EMC FEDERAL NETWORKING CTO	LOGRHYTHM	VMWARE RENEWAL
DELL EMC FEDERAL SERVER CTO	LONE STAR PACKAGING	VMWARE VSPP
DELL EMC FEDERAL STORAGE CTO (DELL)	LOOKOUT	VMWARE-PCC RENEWALS
DELL EMC FEDERAL STORAGE CTO (EMC)	MACALLY PERIPHERALS	VPN DYNAMICS
DELL EMC ISG CTO PARTS	MAD CATZ	VST
DELL EMC SERVER CTO	MAGTEK NR	VTECH
DELL EMC SERVER TAILORMADE	MANDIANT INC	WACOM
DELL EMC STORAGE A	MARSHALL ELECTRONICS	WASP BARCODE TECHNOLOGIES
DELL EMC STORAGE CTO	MAX CASES	WASP FAST START/SILVER PARTNERS
DELL ENTERPRISE ACCESSORIES	MAXELL	WATCHGUARD PANDA SECURITY
DELL ESG WARRANTIES	MCAFEE HARDWARE GSA	WATCHGUARD - RENEWALS
DELL LATITUDE	MCAFEE HARDWARE SUPPORT GHE	WATCHGUARD - VIRTUAL SOLUTIONS
DELL MONITORS	MCAFEE HARDWARE SUPPORT GSA	WATCHGUARD EXCLUDED HARDWARE
DELL NETWORKING	MCAFEE LIC SUPPORT GHE	WATCHGUARD SERVICES
DELL OPTIPLEX	MCAFEE PREMIUM SUP&SVS CORP	WATCHGUARD SOHO & SOFTWARE
DELL PERIPHERALS	MCAFEE PREMIUM SUPP&SVC GHE	WATCHGUARD TECHNOLOGIES
DELL PRECISION	MCAFEE PREMIUM SUPP&SVC GSA	WATCHGUARD TECHNOLOGIES INC
DELL PRINTER ACCESSORIES	MCAFEE RETAIL BOX	WATCHGUARD XTM HARDWARE
DELL PROJECTORS	MCAFEE RETAIL BOXED PRODUCT	WATCHGUARD XTM LICENSING
DELL SERVERS	MCAFEE SUBSCR LIC CORP	WD - IMS CPO
DELL SOURCING - CERTIFIED PRE-OWNED	MCAFEE SUBSCRIPTION LIC GHE	WD-ENTERPRISE
DELL SOURCING - NEW	MCAFEE SUBSCRIPTION LIC GSA	WDT - INFINIFLASH
DELL THIN CLIENT HARDWARE	MCAFEE WEB SECURE GHE	WDT - OEM DESKTOP SSD
DIALOGIC HARDWARE	MEDIAPLACE	WDT - OEM ENTERPRISE SSD
DIALOGIC SERVICES	MEDIVIS	WDT - RETAIL B35 USB FLASH
DIAMOND MULTIMEDIA	MELLANOX CUMULUS	WDT - RETAIL BULK
DIGI INTERNATIONAL	MELLANOX CUSTOM SERVICES	WDT - RETAIL FLASH CARDS

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Manufacturers:

DIGI INTL - IM	MELLANOX DS ONLY	WDT - RETAIL FLASH USB
DINCLOUD	MELLANOX SW	WDT - RETAIL MOBILE
DIRECT COMMUNICATION SOLUTIONS	MELLANOX TECHNOLOGIES	WDT - RETAIL MP3
DISTINOW	METROPOLITAN VACUUM CLEANER CO	WDT - RETAIL SOLID STATE DRIVE
DISTINOW - COREKINECT	MICROCHIP POE	WDT RETAIL FULFILLMENT
DISTINOW - SVA	MICROCHIP SOLUTIONS SDN BHD	WEBTRENDS - LICENSING
DISTINOW CONSIGNMENT	MICRON	WEIGH-TRONIX
DISTINOW-IOMNISCIENT	MICRON	WENGER BY GROUP III
DISTINOW-NUIX	MICRON - SERVER DRAM	WESTERN DIGITAL - AV
DISTINOW-SANSITECH	MICRONET	WESTERN DIGITAL - AV SINGLE
D-LINK BUSINESS PRODUCTS SOLUTIONS	MICROSEMI FTD	WESTERN DIGITAL - CONTENT SOLUTIONS
D-LINK SERVICE & MAINTENANCE	MICROSEMI FTD	WESTERN DIGITAL - CSDCARD
D-LINK SYSTEMS INC	MICROSOFT	WESTERN DIGITAL - CSSD
DOCUSIGN RENEWALS	MICROSOFT - IMSOURCING	WESTERN DIGITAL - DESKTOP
DOUBLESIGHT DISPLAYS	MICROSOFT - IMSOURCING DS	WESTERN DIGITAL - IMSOURCING
DPI	MICROSOFT - OPEN VALUE OFFICE365 E	WESTERN DIGITAL - STORAGE SOLUTIONS
DRAGON DPA	MICROSOFT- AZURE CSP TRADITIONAL	WESTERN DIGITAL LA-AV & DESKTOP
DROBO- PROMARK	MICROSOFT DYNAMICS	WESTERN DIGITAL LA-MOBILE & SSD
DROPBOX	MICROSOFT- ESD	WESTERN DIGITAL-BRANDED FULFILLMENT
DUN & BRADSTREET	MICROSOFT HARDWARE	WESTERN DIGITAL-DESKTOP SINGLE
DUVOICE	MICROSOFT HUB WARRANTY	WESTERN DIGITAL-ENTERPRISE
DXS - EUPP - ASSESS TO SELL	MICROSOFT- IMSOURCING	WESTERN DIGITAL-ENTERPRISE SINGLE
DXS - EUPP - DEPLOY SERV	MICROSOFT MENTOR MEDIA	WESTERN DIGITAL-MOBILE
DXS - EUPP - IM LINK	MICROSOFT OFFICE PKC	WESTERN DIGITAL-MOBILE SINGLE
DYMO	MICROSOFT SCHOOL AGREEMENT	WETKEYS
DYMO CORPORATION	MICROSOFT SURFACE	WHISTLER GROUP
DYNASCAN TECHNOLOGY	MICROSOFT SURFACE ACCESSORIES	WILSON ELECTRONICS
EATON	MICROSOFT XBOX	WORKSPOT
EATON - SERVICES	MIDLAND-2 WAY RADIOS	WORRYFREE GADGETS
EATON-CTO	MILESTONE SYSTEMS	WYRESTORM TECHNOLOGIES PROAV CORP
EC LINE	MILESTONE SYSTEMS - LICENSING	XEROX
EDGE MEMORY	MILESTONE SYSTEMS-25	XEROX - COLOR PRINTERS
EFOLDER	MILESTONE SYSTEMS-30	XEROX - MONO PRINTERS
E-FOLDER HW	MILESTONE SYSTEMS-35	XEROX A3
EIZO INC	MIMECAST	XEROX A4 CONFIGS

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Manufacturers:

EIZO PHYSICAL SECURITY	MIMECAST-ANNUAL SUBSCRIPTIONS	XEROX ESERVICES
ELITE SCREENS DIRECTSHIP	MIMO MONITORS	XEROX LP
ELO - ALL-IN-ONE SYSTEMS	MINUTEMAN POWER	XEROX SUPPLIES
ELO - OPEN FRAME	MIST SYSTEMS	XEROX SUPPLIES A3
ELO - PAYPOINT	MIST SYSTEMS BUNDLES	XILINX INC.
ELO - PRO AV	MIST SYSTEMS EX HW	YALE SECURITY
ELO - TOUCHSCREENS	MIST SYSTEMS SW LICS	YAMAHA UNIFIED COMMUNICATIONS
ELO- ACCESSORIES	MIXCDER	YEALINK
ELO -HANDHELDS	MOBILE EDGE	YEALINK - HEADSETS/USB
ELO NCNR	MODIUS INC.	YEALINK - MS
ELO TOUCHSCREENS (LA)	MONITOREAL LIMITED	YEALINK - VIDEO
ELO WARRANTIES & SERVICES	MONNIT	YUBICO
ELOVIEW SOFTWARE	MONOPRICE	ZAGG
EMERSON	MOOCHIES AMERICA LLC	ZCOVER
ENABLE - IT	MOPHIE	ZEBRA - IMSOURCING
ENERGIZER-BATTERIES	MOPHIE CUSTOM ORDERS	ZEBRA - LATIN AMERICA LABELS DESKTO
ENET - OPTICS	MORPHEUS 360	ZEBRA - LATIN AMERICA Z SERIES
ENET CABLES	MORPHEUS DATA	ZEBRA - PRINT X1
ENET OTHER NETWORK PRODUCTS	MOSYLE CORPORATION	ZEBRA AIT HEALTHCARE H1
ENGENIUS	MOTIVAIR	ZEBRA AIT HEALTHCARE H2
ENVIROKLENZ	MOTOROLA	ZEBRA B STOCK
EPADLINK	MS LA OPEN BUSINESS	ZEBRA ENTERPRISE ADC-A4
EPIPHAN SYSTEMS	MS LA OPEN VALUE	ZEBRA ENTERPRISE ADC-A5
EPOS	MS LA OPEN VALUE SUSCRIPTION	ZEBRA ENTERPRISE HC- H7
EPOS	MS OV AZURE	ZEBRA ENTERPRISE HEALTHCARE H1
EPSON	MS- OV2.0 ANNUITY OPTION	ZEBRA ENTERPRISE HEALTHCARE H3
EPSON - CLOSED PRINTERS AND INK	MS- OV2.0 FULL PAY OPTION	ZEBRA ENTERPRISE MC-A7
EPSON - DOT MATRIX	MS SPLA	ZEBRA ENTERPRISE MCD D/S-A1
EPSON - EXTENDED SERVICE PLAN	MSI - AMD	ZEBRA ENTERPRISE MCD-A1
EPSON - OPEN PRINTERS AND INK	MSI - COMPONENTS	ZEBRA ENTERPRISE MCD-A1 (LA)
EPSON - PHOTO IMAGING	MSI - NVIDIA	ZEBRA ENTERPRISE ONECARE-Z1
EPSON - PRO IMAGING	MSI - SYSTEMS	ZEBRA ENTERPRISE RFID-R1
EPSON - PRO IMAGING MEDIA	MSI COMPUTER	ZEBRA ENTERPRISE SELECTIVE HD A8
EPSON - PROJECTOR ACC & HOME ENT	MS-OPEN VALUE SUBSCRIPTION	ZEBRA ENTERPRISE SVCS-Z3
EPSON - PROJECTORS	MULTI-TECH WARRANTIES	ZEBRA ENTERPRISE SVCS-Z3 (LA)

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Manufacturers:

EPSON (SS-MET)	MYDEVICES	ZEBRA ENTERPRISE WLAN-W1
EPSON LA - SUPPLIES	N1 CRITICAL TECHNOLOGIES INC	ZEBRA ENTERPRISE-X1
EPSON POS	NANEZ MFG	ZEBRA EVM AFTERMARKET ACCESS Z7
EPSON POS	NANONATION	ZEBRA EVM DPM A3
EPSON PRO AV	NAVORI INC	ZEBRA EVM PER INCIDENT Z4
ERGO DESKTOP	NCOMPUTING GLOBAL INC	ZEBRA EVM XPLORE TABLETS
ERGOGUYS	NCS TECHNOLOGIES INC.	ZEBRA INDUSTRIAL ADC - A6
ERGOTECH	NEC DISPLAY SOLUTION -LARGE FORMAT	ZEBRA PRINT - CUSTOM HARDWARE
ERGOTECH	NEC DISPLAYS	ZEBRA PRINT - CUSTOM MEDIA
ERGOTRON CARTS/ACCESSORIES	NEC DVLED SOLUTIONS	ZEBRA PRINT A1 - DIFFERENTIATED
ERGOTRON DESK	NEC PROJECTORS	ZEBRA PRINT A2- DIFFERENTIATED HD
ERGOTRON MOUNTS	NEC PROJECTORS PROAV	ZEBRA PRINT A3 -XTRA DIFFERENTIATED
ERGOTRON OMNIMOUNT	NEC WARRANTIES AND SERVICES	ZEBRA PRINT A5 - LEVEL
ERGOTRON RE	NETALLY HH TOOLS	ZEBRA PRINT C2-MIDTIER CARD PRINTER
ERGOTRON SERVICES	NETGEAR - BASIC CBU	ZEBRA PRINT C3 - HIGH CARD SUPPLIES
ESENTIRE	NETGEAR BUSINESS CLASS	ZEBRA PRINT C4 - MED CARD SUPPLIES
ESET - INITIAL	NETGEAR CONSUMER	ZEBRA PRINT C5 - LOW CARD SUPPLIES
ESET - RENEWALS	NETGEAR SERVICES	ZEBRA PRINT R1 - RFID
EVGA	NETPATIBLES	ZEBRA PRINT S1 - SUPPLIES
EVOLIS	NETPATIBLES MEMORY	ZEBRA PRINT S2 - WRISTBANDS
EXACQ TECHNOLOGIES	NETSCOUT TRAINING/SERVICES	ZEBRA PRINT W1 - CARD SOFTWARE
EXAGRID	NEXENTA	ZEBRA PRINT Z1 - ZEBRA ONECARE
EXAGRID - RENEWALS	NEXSAN	ZEBRA PRINT Z2 - ZASP
F5 - BIG	NEXSAN- SPARE PARTS	ZEBRA PRINT Z3-PROFESSIONAL SERVICE
F5 - GOVERNMENT SOLUTIONS P&I	NEXT LEVEL RACING	ZENTERA SYSTEMS
F5 - NGINX	NEXTIVITY	ZOOM VIDEO
F5 RENEWALS	NIXEUS TECHNOLOGY	ZOOMSWITCH
FELLOWES	NORTONLIFELOCK	ZOTAC
FILEMAKER	NS1	ZYXEL
FILEMAKER INC. ACADEMIC	NUANCE - CORP LICENSING	ZYXEL -LICENSING

Date Prepared: 5 April 2022

Customer: Mythics, Inc.
Customer Address: 4525 MAIN STREET VIRGINIA BEACH, VA 23462

Re: Letter of Authorization

James Flint,

To the extent that: (i) Mythics, Inc. ("**Customer**") is authorized by the vendor to purchase products distributed by Tech Data Corporation ("**Tech Data**") (provided such vendor authorization requirement applies), (ii) Customer remains in good credit standing with Tech Data (as determined solely by Tech Data), (iii) Customer does not exceed its credit limits, and (iv) Tech Data maintains a distribution relationship with such vendors, Customer may purchase from Tech Data for resale any of the vendor products on Tech Data's line card pursuant to Tech Data's Standard Terms and Conditions of Sale. A copy of the line card is available at https://www.techdata.com/vendors.html.

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Sincerely yours,
TECH DATA CORPORATION

Marc McClure
SVP, Sales

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A B C D E F G H I J K L M N O P Q R S T U V W X Y Z

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Acosta Training
Acoustic Arc International
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Adara Networks
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Adex
AMPRO ADLINK TECHNOLOGY, INC.
Advanced Technology Services Group, LLC.
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Aerohive Networks Inc.
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Promethean, Inc.
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ProModel Corporation
Propel GPS
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Purewrx, Inc.
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Airwatch
Akumina, Inc.
Alert Logic
Alienware Corporation
Allied Telesis
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Alteryx
Altigen Communications, Inc.
Amazon Web Services (AWS)
Ambir Technology
American Industrial Systems, Inc.
AMD
Antemeta Sas
Anthian
AOC
APC by Schneider Electric
Apex Systems, Inc.
Apogee, Inc. D/B/A Kanex
Apparatus
Apple
Aprima Medical Software, Inc.
Apriva
Area 1 Security Inc.
ARMOR ACQUISITION LLC.
Artisight, Inc.
Aruba Networks
Aruba Networks Latin America
Arvato Digital Services, LLC.
Aster Graphics Inc.
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Infinidat Ltd.
Infonic Document Management, LLC.
Information Builders
Innoco Technology Group
Innovatia, Inc.
Innovations Computers Group, Inc.
Institute For Networking And Data Center Technologies
IntegraOptics, Inc.
Intel
Intel Americas, Inc.(Latin America)
Intelepeer
Intercept B.V.
Intuit, Inc.
In Win Development, LLC.
Iolo Technologies, Inc.
Ip Commerce, Inc.
Ip Trade Networks Corporation
iPass Inc.
Ipcelerate
Istore Victoria, Inc.
It Mission
ITPro.TV
It University Online
Iternity GMBH
iValu8, Inc.
Jamf
Jamf Software, LLC.
Kensington Technology Group, A Division Of Acco Brands, Inc.
Keywest Technology, Inc.
Kingston
Kis Software
Knomo USA, Inc.
Knowledge Key Associates, Inc.
Koda Cases, Inc.
Kodak Alaris
Quanta Cloud Tech
Quantela, Inc.
Quatrro, Inc.
QuickLaunch
Qumulo, Inc.
Rackforce, Inc.
Rackmount.IT
Raritan
Redfly
Redhat
Redis Labs
Relayr
ReSec Technologies
Revolve Mobile
Rf Industries
RHA Technologies Ltd.
Rise Vision, Inc.
Riverbed
Rockport Networks
rPost Communications Limited
RSA
Commscope Ruckus
Commscope Ruckus-Latin-America
Safe Breach, Inc.
Salamander Designs
Samsung Electronics America, Inc.
SAP
Saviynt Inc.
Seagate Technology, LLC
Seeburger, Inc.
Seidio
Seismic, LLC.
Sennheiser
Sepio
Server Technology
Servicepoint 365, LLC
Sharp Electronics

Avocor
Axcient, Inc.
Axiom
Axis Communications
Bancroft Technology Group
Barco
Barco ClickShare
Barracuda
Barrister
Battery Technology, Inc.
Belkin
Benq
Beyondtrust
Bi-Silque Visual Communication Products
Bitdefender
Bittitan, Inc.-Streamone
Black Pearl Mail Limited
BlackStratus
Blu Products Inc.
BlueCat
Blue Microphones
Boson Software
Brawn Consulting, LLC.
Bretford
Bridgehead Software
Broadcom Limited
Brother
Brydge Global
Brydge Technologies, LLC.
Buffalo
Business Technology Architects, LLC.
C2G
Canon Usa Inc.
Carbon Black
Carbonite
Case Logic
Catalogic Software
Kofax Image Products
Kony, Inc.
Koolspan
Labtech
Landesk
Lantronix
Lava Computer Mfg, Inc.
Learn It!, Inc.
Learnquest
Legrand AV, Inc.
Lenovo
Lenovo-OEM
Lenovo ISG
Lenovo Latin America
Lexar
Lexmark
LG
Life-Works
Lightspeed Systems
Logitech
Mach Speed Holdings, LLC.
Mail Protector
Man & Machine
Marshall Electronic dba MXL
McAfee
Meebox, Inc.-Iscs
Meet Me In The Cloud, LLC.
Mellanox
Mentor Media Usa Supply Chain Management, Inc.
Micro Focus Software
Microsoft
Microsoft Education
Microsoft OEM
Microsoft Surface
Microsoft Surface Hub
Microsoft 0365
Microsoft Azure
Sherweb, Inc.
Shortel, Inc.
Sierra W/O Wires
Siig, Inc.
Silk
SimpliVity
Skillsoft
Skooler Inc.
Skyline Computer Corporation
Small Dog Electronics, Inc.
Smart Connect Technologies, Inc.
Smart Source, Inc.
Smartoptics Us Corp.
Softlayer By Ibm
Software AG
Solarflare Communications, Inc.
Solarwinds.Net, Inc.
Sonic Solutions
SonicWall
Sony
Sony Latin America, Inc.
Sony Mobile Communications
Soonr
Source Support Services, Inc.
Spanning Clouds Apps, LLC.
Spark Innovation LLC
Sprint
Sra Oss, Inc.
StarTech.com
Stealthbits Technologies, Inc.
Stephen Gould
Steelcase Inc.
Storagecraft Technology Corporation
StorOne
Stratum Global
STS International, Inc.
Supermicro Computer Inc.

Cbeyond, Inc.
CCX
Celestica
Centon Electronics
Cetis, Inc.
Champion Solutions Group
Chatsim, Inc.
Check Point
CHEF Software, Inc.
Chelsio
Chief Manufacturing
Ciena Communications, Inc.
Cirrus Data Solutions
Cisco
Cisco-Latin-America
Cleer Usa, Inc.
CloudAccess Inc. dba Xenex
CloudChekr Inc.
Cloudera
Cloud Range Cyber
Cloudscann, Inc.
Cobalt Iron
Cohesity, Inc.
Coho Data, Inc.
Collabtech Group LLC
Commvault
Compal Electronics, Inc.
Comtrol
Computer Exchange
Computer Technology Link Corp
Conexlink, LLC
Connected Io, Inc.
Connectwise
Connectria
Corel Corporation
Cornelis Networks
Cradlepoint, Inc.
Crestron Electronics Inc.
MicroStrategy
Mitsubishi Electric Visual Solutions America, Inc.
Mizari Enterprises, Inc.
MK Management Inc. dba Compudirect 3000 Inc.
Mobile Edge
Moduslink Corporation
Molex, LLC
MongoDB
Monnit Corporation
Motorola Mobility, Inc.
Mozy
Ms2012
MSI Computer Corp.
Mtm Technologies, Inc.
MXL
Myricom
National Sales Source
National Products Inc.
Nds Surgical Imaging, Inc.
NEC
Nerdio, Inc.
NetApp
Neteffect, Inc.
Netgear
Netiq
Netlan Technology Center, Inc.
Netmanage
Network Appliance, Inc. (aka NetApp)
Netx Information Systems, Inc.-Education
New Horizons Computer Learning Centers, Inc.
Nexiona Connectocrats, SL
Next Step Learning
Nokia
Novatel Wireless
Nter One Corporation
NTP Software
Nutanix
Nvidia Corporation
Supply Chain Services
SUSE
Symantec
Talari
Tamr, Inc.
Tandberg Data Corp.
Targus
Tarmin, Inc.
Tct Mobile (Us), Inc.
TDSourcing
Tech 2000, Inc.
Tech Sherpas
Techturn, Ltd. (Services)
Teklink Corporation
Telespace, LLC
Telovations, Inc.
Thoughtspot, Inc.
Thule Organization Solutions, Inc. Dba Case Logic
T-Mobile
Toshiba
Toshiba America
Total Defense
Trainerbox, Inc.
Transcender
Transition Networks, Inc.
Trend Micro, Inc.
TRENDnet, Inc.
Trendware International, Inc.
Tripp Lite
Tripwire, Inc.
TRUCE Software
TSI Touch
Tulsat Corporation
Turing Video, Inc.
United Digital Technologies
United Services Source
United Training Corporation
Unitek, Inc.

CTA Digital
CTERA Networks Ltd.
Cyberpower
CYBERShark
D-Link
Da-Lite
Dataram
DataSpan
Dell Technologies
Digi-International
Digitate
Din Cloud
Dko International, Inc.
DoubleTake
Druva
DuVoice Corporation
Earthlink, Inc.
Eaton
Ebryit, Inc.
Edge-Core
Edistorm, Inc.
Eizo, Inc.
Ekahau
Electronic Systems Protection, Inc.
Elitegroup Computer Systems, Inc.
Elsight LTD
EMC
Encover, Inc.
EnterpriseDB
Envision Peripherals, Inc.
Epson
Epson Latin America, Inc.
eReplacements, LLC.
Ergotron
Ericom Software, Inc.
Extreme Networks
Eye-Fi Inc.
Facebook, Inc.
Obi Connect
Olympus America Inc.
Omnicharge, Inc.
Ominivex Corporation
One Cloud Consulting
Open Computing
Option Wireless Technology
Oracle America, Inc.
Overland Storage, Inc.
Other World Computing Inc. (OWC)
Unitrends, Inc.
Usa.Net, Inc.
Varstreet
VCE Company
Veeam Software Corporation
Vequrity Inc. dba Rangeforce
Verbatim
Verbatim Americas, LLC.
Veritas
Verizon
Vertiv/AVOCENT/Liebert
Vertiv Latin America
Veterans Engineering & Professional Services
Videonext, Inc.
Viewsonic
Violux, Inc.
Virtual Iron Software
Vision and Go lamp Products
Visioneer, Inc.
Vizio
VMware
Vpodsolutions UK Ltd
VXL Instruments Limited
Vzure
W. Capra Consulting Group, Inc.
Wasp Barcode Technologies
Watchguard Technologies, Inc.
Webroot
West Tech Solutions, LLC.-Iscs
Western Digital
Westlake Training And Development
Windows Phone
Winnov
Wyse Technology
Xerox
xMatters
Xobni
Xs Commerce

Faction
Fast Lane Consulting And Education Services, Inc.
Filemaker
Fluency
Fortinet
Freshworks, Inc.
Fujitsu
Fujitsu DO Brasil LTDA
Yagna IQ Inc
Zerospam Security
Zoom Rooms