



**CITY OF
TUCSON**

Contract No. 250135-02

Used Networking Equipment

Vendor:

PivITGlobal

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CITY OF
TUCSON

Offer & Acceptance

OFFER AND ACCEPTANCE

OFFER

TO THE CITY OF TUCSON:

The Undersigned hereby offers and shall furnish the material or service in compliance with all terms, scope of work, conditions, specifications, and amendments in the solicitation which are incorporated by reference as if fully set forth herein.

For clarification of this offer, contact:

PivIT Global

Company Name
925 De La Vina St., Ste 300

Address
Santa Barbara CA 93101

City State Zip
Michael McKay

Signature of Person Authorized to Sign
Michael McKay

Printed Name
Managing Partner

Title

Name: Tim Sauer

Title: Sales Executive

Phone: 805-696-2940

E-mail: tim.sauer@pivitglobal.com

ACCEPTANCE OF OFFER

The Offer is hereby accepted. The Contractor is now bound to sell the materials or services specified in the Contract. This Contract shall be referred to as Contract No. 250135 -- 02.

CITY OF TUCSON, a municipal corporation

Approved as to form:

 _____ for
As Tucson City Attorney and not personally

09/18/2025

Date

Awarded:

 _____ for
As Director of Business Services and not personally

09/17/2025

Date



CITY OF
TUCSON

Vendor's Response to Intent to Negotiate / BAFO



Ms. Nora Corral

Senior Contract Officer
City of Tucson
Business Services Department
Shared Services Procurement
270 S. Stone Avenue
Tucson, AZ 85729

Subject: Response to Notice of Intent to Negotiate – RFP No. 250135 – Used Networking Equipment

Dear Ms. Corral,

Thank you for the opportunity to advance in the selection process for RFP No. 250135. We at PivIT Global are excited about the opportunity and appreciate the evaluation committee's recommendation.

In response to your request for best and final pricing, we have made one adjustment to our proposal. As always, you can count on PivIT to put our best foot forward—especially where pricing and availability are critical to getting the job done.

As noted in our previous submission, our pricing model is based on a cost-plus, market-sensitive approach. Unlike OEMs with static price books, our pricing reflects real-time market conditions, configuration availability, and promotional opportunities. We are happy to provide firm pricing on specific configurations upon request.

We look forward to the next steps and are available to provide any additional clarification or documentation needed.

Sincerely,

Tim Sauer

Senior Account Executive
PivIT Global

PivIT Global has been selected to advance to the next step in the selection process for the **Used Networking Equipment** Request for Proposals.

1. Provide details on the buyback program your organization offers, to include acceptance of devices and if/how the credit will be issued.

PivIT Global offers a robust buyback program aimed at supporting circular IT practices and maximizing asset value.

- **Accepted Devices:** Enterprise-grade networking hardware from major OEMs including Cisco, Juniper, Dell, HPE, and Arista
- **Credit Options:**
 - Account credit for future purchases
 - Cash payment upon approval
 - Trade-in value applied directly to new quotes
- **Process:**
 - Devices are inspected and graded for general condition
 - Non-resalable assets are responsibly recycled or repurposed under ESG-aligned disposition
 - A true-up is applied to the asset total minus any needed packaging and shipping cost.

2. Provide the minimal discount for each manufacturer that your organization may offer for refurbished equipment.

PivIT's refurbished equipment discounts vary based on condition, availability, and market demand. Typical minimums are:

Manufacturer Minimum Refurb Discount

Cisco	50–90% off OEM list
Juniper	50–80% off OEM list
Dell	40–80% off OEM list

3. Provide details on how your organization determines initial price for refurbished equipment and provide a link to a source price list, if available, for the City of Tucson to reference.

Pricing is determined using a combination of:

- **Live market benchmarks** from global resellers and distribution channels
- **Historical sales trends** and demand forecasting
- **Internal condition grading system** (new, like-new, certified, or tested)
- **Lead time and availability**

4. Provide clarification on the terms for warranties of refurbished equipment for each manufacturer your organization offers and how we would be informed of variations.

All refurbished equipment comes with a **Lifetime warranty**.

5. Provide clarification on how your organization prioritizes the sale of new versus refurbished equipment and the process the City of Tucson must take in order to purchase refurbished equipment.

PivIT takes a **consultative, client-first approach**:

- **No bias** toward new or refurbished — recommendations are based on performance, budget, lifecycle goals and PivIT level of partnership with OEMs
- The City of Tucson can confirm refurbished pricing directly on RFQs or purchase orders
- Procurement is handled via email, phone, and fax

6. Describe the onboarding experience for major shareholders and how contract and asset reviews can be planned at a preferred frequency. Include something about HubSpot and single pane of glass management.

PivIT Global's onboarding process is structured, user-friendly, and designed to give stakeholders full visibility:

- **Onboarding Includes:**
 - Asset mapping with serial number/location tracking
 - SLA configuration and contract rollout by location
 - Stakeholder briefing and portal access setup
- **Contract Review Schedule:**
 - Regular reviews (monthly, quarterly, or custom intervals) on SLA adherence, new assets, and coverage performance
 - Custom reporting dashboards available
- **OneHub Platform (Included Free):**
 - Single pane of glass to manage assets, contracts, support tickets, and coverage locations
 - Ticketing System Integration(ServiceNow) API driven
 - Built on **HubSpot workflows**(CRM driven process with *OneCall team*) to streamline onboarding, escalation, and reporting
 - Unlimited user access, policy-based roles, and real-time updates



CITY OF
TUCSON

Intent to Negotiate / BAFO



July 7, 2025

Sent via email, this day to tim.sauer@pivitglobal.com

Tim Sauer
PivIT Global
826 De La Vina Street, Suite B
Santa Barbara, CA 93101

Subject: Request for Proposal No. 250135- Used Networking Equipment

NOTICE OF INTENT TO NEGOTIATE- CLARIFICATION LETTER

Dear Mr. Sauer:

PivIT Global has been selected to advance to the next step in the selection process for the **Used Networking Equipment** Request for Proposals.

Item A: The Evaluation Committee has reviewed your proposal and would like clarification on the following:

1. Provide details on the buyback program your organization offers, to include acceptance of devices and if/how the credit will be issued.
2. Provide the minimal discount for each manufacturer that your organization may offer for refurbished equipment.
3. Provide details on how your organization determines initial price for refurbished equipment and provide a link to a source price list, if available, for the City of Tucson to reference.
4. Provide clarification on the terms for warranties of refurbished equipment for each manufacturer your organization offers and how we would be informed of variations.
5. Provide clarification on how your organization prioritizes the sale of new versus refurbished equipment and the process the City of Tucson must take in order to purchase refurbished equipment.

Please submit a written response no later than 12:00PM on July 14, 2025. Please do not hesitate to contact me if you have any questions.

Sincerely,

Nora Corral

Nora Corral
Senior Contract Officer



July 7, 2025

Sent via email, this day to tim.sauer@pivitglobal.com

Tim Sauer
PivIT Global
826 De La Vina Street, Suite B
Santa Barbara, CA 93101

Subject: Request for Proposal No. 250135- Used Networking Equipment

NOTICE OF INTENT TO NEGOTIATE

Dear Mr. Sauer:

The City of Tucson has completed the evaluation of submittals received in response to the subject solicitation. PivIT Global has been selected to advance to the next step in the selection process for the **Used Networking Equipment** Request for Proposals. Based upon the recommendation of the evaluation committee, the City is inviting your firm to enter into negotiations. Specifically, the City requests the following:

1. Best and Final Pricing

Please provide your best and final pricing offer to the City.

Please submit a written response by email no later than 12:00PM on July 28, 2025. Please do not hesitate to contact me if you have any questions.

Sincerely,

Nora Corral

Nora Corral
Senior Contract Officer



CITY OF
TUCSON

Vendor's Response to RFP

ATTACHMENT E



National Cooperative Purchasing Program

Solicitation & Resulting Contract Supporting Documents

The following documents are included as part of RFP 250135 as solicited and advertised by City of Tucson. Offerors shall review each and note exceptions as detailed in the RFP document.

Contents

Exhibit A	Introduction To Axia Cooperative & National Contract Scope
Exhibit B	Advertising Compliance
Exhibit C	Special Terms & Conditions
Exhibit D	Sample Axia Cooperative Administration Agreement

Axia Cooperative Solicitation & Resulting Contract Supporting Documents

Exhibit A

Introduction To Axia Cooperative & National Contract Scope

1. Introduction to Axia Cooperative

Axia Coop LLC ("Axia Cooperative" or "Axia") is a national public sector cooperative purchasing organization. Axia works with respected leaders from the public procurement community to offer a growing portfolio of master agreements that leverage national volume to deliver savings, efficiency, and innovation for non-federal public sector agencies. Each agreement is publicly solicited by a lead agency utilizing the strictest of procurement standards. The resulting awards address the dynamic needs of today's evolving market while providing both value and cutting-edge solutions. For more information about the contracting process, please visit axiacoop.org/contracting-process.

2. Purpose and Scope

The **City of Tucson** ("Lead Agency") is requesting proposals for **Used Networking Equipment**. The resulting contract(s) ("Master Agreement(s)") is/are made available to other public agencies nationally for "piggybacking" through the Axia Cooperative purchasing program and authorized by various joint powers authority statutes, rules and regulations within each state and local jurisdiction. Types of Participating Agencies include (but are not necessarily limited to):

- States
- Counties
- Cities
- Towns
- Colleges & Universities (Public & Private)
- Public School Districts
- Charter Schools
- Private Schools
- Religious Organizations
- Public Utility Organizations
- Federal Agencies
- Non-Profit Organizations

The Lead Agency has entered into an agreement with Axia Cooperative to facilitate the Request For Proposals (RFP) and act as the primary contracting authority for the term of the resulting contract(s). Participating Agencies, as referenced above, are instructed to register with the Axia Cooperative purchasing program at axiacoop.org, execute a hand-signed participation agreement with Axia Cooperative and/or execute a direct intergovernmental agreement with the Lead Agency prior to piggybacking the resulting contract(s). While Axia Cooperative makes no guarantees as to exact quantities and/or purchase volume made by Participating Agencies, the estimated annual volume for purchases made nationwide

through this contract category is \$20,000,000. The expected administrative fee for this agreement is 2% of total net sales with the Supplier.

The goals for facilitating this RFP include:

- Establish a publicly solicited and awarded contract for goods and/or services to meet the needs of the Lead Agency.
- Provide a highly competitive and compliant cooperative procurement vehicle that meets the strictest requirements of public agencies across the country.
- Provide a comprehensive offering of goods and/or services as defined in the RFP and Master Agreement, made available with cost savings and strong terms through combined purchasing power to benefit public agencies and their respective taxpayers.
- Create a compliant public sector sales vehicle for selected suppliers.

3. Supplier Partner Expectations

- A. Suppliers in receipt of contract award(s) from the Lead Agency will obtain executive level authorization to participate in the cooperative purchasing program and partner with Axia Cooperative to actively market and leverage the Master Agreement to public agencies across the country, including existing customers.
- B. Suppliers in receipt of contract award(s) from the Lead Agency commit that the not-to-exceed pricing provided under the Master Agreement is the maximum pricing made available to Participating Agencies through the Axia Cooperative purchasing program.
- C. The Terms and Conditions of the Master Agreement are also made available to Participating Agencies through the Axia Cooperative purchasing program. Additions and/or modifications to the Terms and Conditions of the Master Agreement, specific to each individual Participating Agency, are allowed with written consent between the supplier and the Participating Agency.
- D. Suppliers commit to reporting accurate sales numbers in a timely fashion.

4. Axia Cooperative Expectations

- A. Axia commits to provide trainings, sales and marketing support and in general partner with Suppliers upon award and throughout the term of the Master Agreement.
- B. Axia commits to directly promoting the use of the Master Agreement to public agencies across the country and directing leads to Suppliers.

- C. Axia commits to acting in a consultative role for public agencies as they conduct their due diligence in preparation for piggybacking the Master Agreement in a compliant manner.
- D. Axia commits to reporting accurate sales numbers to the Lead Agency in a timely fashion.

5. Axia Cooperative Supplier Partner Agreement

By submitting a proposal in response to this RFP, selected Offerors are expected to enter into an agreement to partner with Axia Cooperative that details how each party will work together to grow the resulting cooperative contract nationally. The Axia Cooperative Supplier Partner Agreement may be provided, directly and confidentially, to shortlisted supplier(s) for review prior to or after contract award.

Axia Cooperative Solicitation & Resulting Contract Supporting Documents

Exhibit B

Advertising Compliance

1. Public Notices

Notice of the solicitations are publicly posted on the Lead Agency's website and emailed to all registered vendors who have indicated that email is their preferred delivery method. The RFP will also be advertised in the following:

- Axia Cooperative website
- USA Today, nationwide
- Arizona Business Gazette, AZ
- New Jersey Herald
- Desert Sun, Palm Springs, CA
- Albany Times Union
- Daily Journal of Commerce, OR
- Deseret News, UT
- Seattle Daily Journal of Commerce, WA

2. Agencies Included by Named Reference

Pursuant to various state statutes and local regulations, the following public agencies are eligible to participate in the Axia Cooperative purchasing program and access the Master Agreement. In addition to all public agencies registered with Axia, referenced agencies may establish contracts or price agreements under the terms, conditions and prices of the Master Agreement. More information about state statutes and regulations can be found at axiacoop.org/state-statutes.

States, Special Districts & Territories

State of Alabama
State of Alaska
State of Arizona
State of Arkansas
State of California
State of Colorado
State of Connecticut
State of Delaware
State of Florida
State of Georgia
State of Hawaii
State of Idaho
State of Illinois

State of Indiana
State of Iowa
State of Kansas
Commonwealth of Kentucky
State of Louisiana
State of Maine
State of Maryland
Commonwealth of Massachusetts
State of Michigan
State of Minnesota
State of Mississippi
State of Missouri

State of Montana
State of Nebraska
State of Nevada
State of New Hampshire
State of New Jersey
State of New Mexico
State of New York
State of North Carolina
State of North Dakota
State of Ohio
State of Oklahoma
State of Oregon
Commonwealth of Pennsylvania

State of Rhode Island
State of South Carolina
State of South Dakota
State of Tennessee
State of Texas
State of Utah
State of Vermont
Commonwealth of Virginia
State of Washington
State of West Virginia
State of Wisconsin
State of Wyoming

Washington, DC
Puerto Rico

American Samoa
US Virgin Islands

Guam

Northern Mariana Islands

Counties & Parishes

Hawaii

Hawaii County

City and County of Honolulu

County of Kauai

County of Maui

Louisiana

Acadia Parish
Allen Parish
Ascension Parish
Assumption Parish
Avoyelles Parish
Beauregard Parish
Bienville Parish
Bossier Parish
Caddo Parish
Calcasieu Parish
Caldwell Parish
Cameron Parish
Catahoula Parish
Claiborne Parish
Concordia Parish
DeSoto Parish

East Baton Rouge Parish
East Carroll Parish
East Feliciana Parish
Evangeline Parish
Franklin Parish
Grant Parish
Iberia Parish
Iberville Parish
Jackson Parish
Jefferson Parish
Jefferson Davis Parish
LaSalle Parish
Lafayette Parish
Lafourche Parish
Lincoln Parish
Livingston Parish

Madison Parish
Morehouse Parish
Natchitoches Parish
Orleans Parish
Ouachita Parish
Plaquemines Parish
Pointe Coupee Parish
Rapides Parish
Red River Parish
Richland Parish
Sabine Parish
St. Bernard Parish
St. Charles Parish
St. Helena Parish
St. James Parish
St. John The Baptist Parish

St. Landry Parish
St. Martin Parish
St. Mary Parish
St. Tammany Parish
Tangipahoa Parish
Tensas Parish
Terrebonne Parish
Union Parish
Vermilion Parish
Vernon Parish
Washington Parish
Webster Parish
West Baton Rouge Parish
West Carroll Parish
West Feliciana Parish
Winn Parish

Oregon

Baker County
Benton County
Clackamas County
Clatsop County
Columbia County
Coos County
Crook County
Curry County
Deschutes County

Douglas County
Gilliam County
Grant County
Harney County
Hood River
Jackson County
Jefferson County
Josephine County
Klamath County

Lane County
Lincoln County
Linn County
Malheur County
Marion County
Morrow County
Multnomah County
Polk County
Sherman County

Tillamook County
Umatilla County
Union County
Wallowa County
Wasco County
Washington County
Wheeler County
Yamhill County

Utah

Beaver County
Box Elder County
Cache County
Carbon County
Daggett County
Davis County
Duchesne County
Emery County

Garfield County
Grand County
Iron County
Juab County
Kane County
Millard County
Morgan County

Piute County
Rich County
Salt Lake County
San Juan County
Sanpete County
Sevier County
Summit County

Tooele County
Uintah County
Utah County
Wasatch County
Washington County
Wayne County
Weber County

Cities & Towns

Hawaii

Aiea
Anahola
Captain Cook
Eleele
Ewa Beach
Haleiwa

Honolulu
Kaaawa
Kahuku
Kahului
Kailua
Kalaheo

Koloa
Kualapuu
Kurtistown
Lahaina
Laie
Lanai City

Paia
Papaikou
Pearl City
Pepeekeo
Princeville
Pukalani

Hana
Hanalei
Hanamaulu
Hanapepe
Hauula
Hawi
Hilo
Holualoa
Honaunau
Honokaa
Honolulu

Kaneohe
Kapaa
Kapaau
Kaunakani
Kaunakakai
Keaau
Kealahakua
Kekaha
Kihei
Kilauea

Laupahoehoe
Lawai
Lihue
Makawao
Maunaloa
Mililani
Mountain View
Naalehu
Paauilo
Pahala
Pahoa

Schofield Barracks
Volcano
Wahiawa
Waialua
Waianae
Waikoloa
Wailuku
Waimanalo
Waimea
Waipahu

Louisiana

Abbeville
Abita Springs
Addis
Albany
Alexandria
Ama
Amelia
Amite
Anacoco
Angie
Arabi
Arcadia
Arnaudville
Ashland
Athens
Baker
Baldwin
Ball
Barataria
Basile
Bastrop
Baton Rouge
Belcher
Belle Chasse
Belle Rose
Benton
Bernice
Berwick
Bienville
Blanchard
Bogalusa
Bonita
Boothville
Bossier City
Boutte
Boyce
Breaux Bridge
Broussard
Brusly
Bunkie
Buras
Calvin
Cameron
Campti
Carencro
Castor
Cecilia
Chalmette
Charenton
Chataignier
Chatham

Destrehan
Deville
Dodson
Donaldsonville
Doyline
Dry Prong
Dubach
Dubberly
Dulac
Duson
Edgard
Elizabeth
Elton
Empire
Epps
Erath
Eros
Estherwood
Eunice
Evergreen
Farmerville
Fenton
Ferryday
Fisher
Florien
Folsom
Fordoche
Forest Hill
Forest
Franklin
Franklinton
French Settlement
Galliano
Garyville
Georgetown
Gibbsland
Gilbert
Glenmora
Golden Meadow
Goldonna
Gonzales
Grambling
Gramercy
Grand Coteau
Grand Isle
Gray
Grayson
Greensburg
Greenwood
Gretna
Grosse Tete

Jonesboro
Jonesville
Kaplan
Kenner
Kentwood
Kilbourne
Kinder
Krotz Springs
Labadieville
Lacombe
Lafayette
Lafitte
Lake Arthur
Lake Charles
Lake Providence
Larose
Lecompte
Leesville
Leonville
Livingston
Livonia
Lockport
Logansport
Loreauville
Luling
Lutcher
Lydia
Madisonville
Mamou
Mandeville
Mangham
Mansfield
Mansura
Many
Maringouin
Marion
Marksville
Marrero
Mathews
Maurice
Melville
Mer Rouge
Meraux
Mermentau
Merryville
Metairie
Minden
Monroe
Montegut
Montgomery
Mooringsport

Patterson
Pearl River
Pierre Part
Pine Prairie
Pineville
Plain Dealing
Plaquemine
Plaucheville
Pleasant Hill
Pollock
Ponchatoula
Port Allen
Port Barre
Port Sulphur
Provençal
Raceland
Rayne
Rayville
Reeves
Reserve
Ringgold
Rodessa
Rosedale
Roseland
Rosepine
Ruston
Saint Francisville
Saint Gabriel
Saint Joseph
Saint Martinville
Saint Rose
Saline
Sarepta
Schriever
Scott
Shreveport
Sibley
Sicily Island
Simmesport
Simpson
Simsboro
Slaughter
Slidell
Sorrento
Springfield
Springhill
Sterlington
Stonewall
Sulphur
Sun
Sunset

Chauvin
 Cheneyville
 Choudrant
 Church Point
 Clarence
 Clarks
 Clayton
 Clinton
 Colfax
 Collinston
 Columbia
 Converse
 Cotton Valley
 Cottonport
 Coushatta
 Covington
 Crowley
 Cullen
 Cut Off
 Delcambre
 Delhi
 Delta
 Denham Springs
 Dequincy
 Deridder
 Des Allemands

Gueydan
 Hackberry
 Hahnville
 Hall Summit
 Hammond
 Harrisonburg
 Harvey
 Haughton
 Haynesville
 Heflin
 Hessmer
 Hodge
 Homer
 Hornbeck
 Hosston
 Houma
 Ida
 Independence
 Innis
 Iota
 Iowa
 Jackson
 Jeanerette
 Jena
 Jennings

Moreauville
 Morgan City
 Morganza
 Morse
 Napoleonville
 Natalbany
 Natchez
 Natchitoches
 New Iberia
 New Orleans
 New Roads
 New Sarpy
 Newellton
 Newllano
 Noble
 Norco
 Norwood
 Oak Grove
 Oakdale
 Oberlin
 Oil City
 Olla
 Opelousas
 Paincourtville
 Paradis

Swartz
 Tallulah
 Tangipahoa
 Thibodaux
 Tickfaw
 Tullos
 Turkey Creek
 Urania
 Varnado
 Vidalia
 Ville Platte
 Vinton
 Violet
 Vivian
 Walker
 Washington
 Waterproof
 Welsh
 West Monroe
 Westlake
 Westwego
 White Castle
 Wilson
 Winnfield
 Winnsboro

Oregon

Adams
 Albany
 Arlington
 Ashland
 Astoria
 Athena
 Aumsville
 Aurora
 Baker City
 Bandon
 Banks
 Bay City
 Beaverton
 Bend
 Boardman
 Bonanza
 Brookings
 Brownsville
 Burns
 Butte Falls
 Canby
 Cannon Beach
 Canyon City
 Canyonville
 Carlton
 Cascade Locks
 Cave Junction
 Central Point
 Chiloquin
 Clackamas
 Clatskanie
 Cloverdale
 Columbia City
 Condon
 Coos Bay
 Coquille

Eugene
 Fairview
 Falls City
 Forest Grove
 Fossil
 Garibaldi
 Gaston
 Gates
 Gervais
 Gladstone
 Glendale
 Glide
 Gold Beach
 Gold Hill
 Grand Ronde
 Grants Pass
 Gresham
 Haines
 Halfway
 Halsey
 Harrisburg
 Hebo
 Heppner
 Hermiston
 Hillsboro
 Hines
 Hood River
 Hubbard
 Huntington
 Idanha
 Imbler
 Independence
 Irrigon
 Jacksonville
 Jefferson
 John Day

Madras
 Malin
 Manzanita
 Marion
 Maupin
 McMinnville
 Medford
 Mehama
 Merrill
 Mill City
 Milton Freewater
 Molalla
 Monmouth
 Monroe
 Moro
 Mosier
 Mount Angel
 Mount Hood Parkdale
 Mount Vernon
 Myrtle Creek
 Myrtle Point
 Nehalem
 Netarts
 Newberg
 Newport
 North Bend
 North Plains
 North Powder
 Nyssa
 Oakland
 Oakridge
 Oceanside
 Odell
 Ontario
 Oregon City
 Pacific City

Rufus
 Saint Helens
 Saint Paul
 Salem
 Sandy
 Scappoose
 Scio
 Scotts Mills
 Seneca
 Shady Cove
 Sheridan
 Sherwood
 Siletz
 Silverton
 Sisters
 Springfield
 Stanfield
 Stayton
 Sublimity
 Sutherlin
 Sweet Home
 Talent
 Tangent
 Terrebonne
 Tillamook
 Toledo
 Troutdale
 Tualatin
 Turner
 Tygh Valley
 Ukiah
 Umatilla
 Union
 Vale
 Veneta
 Vernonia

Cornelius
Corvallis
Cottage Grove
Cove
Creswell
Culver
Dallas
Dayton
Depoe Bay
Detroit
Donald
Drain
Dufur
Dundee
Eagle Point
Echo
Elgin
Enterprise
Estacada

Jordan Valley
Joseph
Junction City
Keizer
Klamath Falls
La Grande
La Pine
Lafayette
Lake Oswego
Lakeside
Lakeview
Lebanon
Lexington
Lincoln City
Long Creek
Lostine
Lowell
Lyons

Paisley
Pendleton
Philomath
Phoenix
Pilot Rock
Port Orford
Portland
Powers
Prairie City
Prineville
Rainier
Redmond
Reedsport
Riddle
Rockaway Beach
Rogue River
Rose Lodge
Roseburg

Waldport
Wallowa
Warm Springs
Warrenton
Wasco
West Linn
Westfir
Weston
Wheeler
White City
Willamina
Wilsonville
Winchester
Winston
Woodburn
Yachats
Yamhill
Yoncalla

Utah

Alpine
Alta
Altamont
Alton
Amalga
American Fork
Annabella
Antimony
Apple Valley
Aurora
Ballard
Bear River
Beaver City
Bicknell
Big Water
Blanding
Bluff
Bluffdale
Bluffdale South
Boulder
Bountiful
Brian Head
Brigham City
Brighton
Bryce Canyon
Cache Valley Transit
Cannonville
Castle Dale
Castle Valley
Cedar City
Cedar Fort
Cedar Hills
Centerfield
Centerville
Central Valley
Charleston
Circleville
Clarkston
Clawson
Clearfield
Cleveland
Clinton

Erda City West
Escalante
Eureka
Fairfield
Fairview
Farmington
Farr West
Fayette
Ferron
Fielding
Fillmore
Fountain Green
Francis
Fruit Heights
Garden City
Garland
Genola
Glendale
Glenwood
Goshen
Grantsville
Green River
Gunnison
Hanksville
Harrisville
Hatch
Heber
Helper
Henefer
Henrieville
Herriman
Hideout
Highland
Hildale
Hinckley
Holden
Holladay
Honeyville
Hooper
Howell
Huntington
Huntsville

Lewiston
Lincoln
Lindon
Loa
Logan
Lyman
Lynndyl
Magna Township
Manila
Manti
Mantua
Mapleton
Marriott-Slaterville
Marysville
Mayfield
Meadow
Mendon
Midvale
Midway
Milford
Millcreek
Millville
Minersville
Moab
Mona
Monroe
Monticello
Morgan City
Moroni
Mt. Pleasant
Murray
Myton
Naples
Nephi
New Harmony Town
Newton
Nibley
North Logan
North Ogden
North Salt Lake
Oak City
Oakley

River Heights
Riverdale
Riverton
Rockville
Rocky Ridge
Roosevelt
Roy
Rush Valley
Salem
Salina
Salt Lake City
Sandy
Santa Clara
Santaquin
Santaquin South
Saratoga Springs
Scipio
Scofield
Sigurd
Smithfield
Snowville
South Jordan
South Ogden
South Salt Lake
South Weber
Spanish Fork
Spring City
Springdale
Springville
St. George
Stansbury Park
Sterling
Stockton
Sunset
Syracuse
Tabiona
Taylorsville
Tooele City
Toquerville
Torrey
Tremonton
Trenton

Coalville
Copperton Township
Corinne
Cornish
Cottonwood Heights
Daniel
Delta
Deweyville
Draper
Draper South
Duchesne City
Dutch John
Eagle Mountain
East Carbon
Elk Ridge
Elmo
Elsinore
Elwood
Emery City
Emigration Canyon Township
Enoch
Enterprise
Ephraim
Erda City

Hurricane
Hyde Park
Hyrum
Independence
Interlaken
Ivins
Joseph
Junction
Kamas
Kanab
Kanarraville
Kanosh
Kaysville
Kearns Township
Kingston
Koosharem
La Verkin
Lakepoint City
Laketown
Layton
Leamington
Leeds
Lehi
Levan

Ogden
Orangeville
Orderville
Orem
Panguitch
Paradise
Paragonah
Park City
Park City East
Parowan
Payson
Perry
Plain City
Pleasant Grove
Pleasant View
Plymouth
Portage
Price
Providence
Provo
Randolph
Redmond
Richfield
Richmond

Tropic
Uintah
Vernal
Vernon
Vineyard
Virgin
Wales
Wallsburg
Washington City
Washington Terrace
Wellington
Wellsville
Wendover
West Bountiful
West Haven
West Jordan
West Point
West Valley City
White City Township
Willard
Woodland Hills
Woodruff
Woods Cross

School Districts

Louisiana

Acadia Parish Schools
Allen Parish School District
Ascension Parish Schools
Assumption Parish School District
Avoyelles Parish School District
Beauregard Parish School District
Bienville Parish School District
Bossier Parish Schools
Caddo Parish Public Schools
Calcasieu Parish Public Schools
Caldwell Parish School District
Cameron Parish School District
Capitol Education Foundation
School District
Catahoula Parish School District
Central Community School
System
City of Baker School District
City of Bogalusa School District
City of Monroe School District
Claiborne Parish School District
Concordia Parish School District
DeSoto Parish School District
East Baton Rouge Parish School
System

East Carroll Parish School District
East Feliciana Parish School
District
Evangeline Parish School District
Franklin Parish School District
Grant Parish School District
Iberia Parish School System
Iberville Parish School District
Jackson Parish School District
Jefferson Davis Parish School
District
Jefferson Parish Public School
System
Lafayette Parish School System
Lafourche Parish School District
LaSalle Parish School District
Lincoln Parish School District
Livingston Parish Public Schools
Louisiana School for Math,
Science and the Arts
Madison Parish School District
Morehouse Parish School District
Natchitoches Parish School
District
Orleans Parish School Board

Ouachita Parish School System
Plaquemines Parish School
District
Pointe Coupee Parish School
District
Rapides Parish School System
Recovery School District
Red River Parish School
District
Richland Parish School District
Sabine Parish School District
St. Bernard Parish School
District
St. Charles Parish Public
Schools
St. Helena Parish School
District
St. James Parish School
District
St. John the Baptist Parish
School District
St. Landry Parish School Board
St. Martin Parish School
District
St. Mary Parish Schools

St. Tammany Parish Public
Schools
Tangipahoa Parish School
System
Tensas Parish School
District
Terrebonne Parish School
District
Union Parish School
District
Vermilion Parish Schools
Vernon Parish School
District
Washington Parish School
District
Webster Parish School
District
West Baton Rouge Parish
School District
West Carroll Parish School
District
West Feliciana Parish
School District
Winn Parish School District
Zachary Community
School District

Oregon

Adel School District
Adrian School District
Alsea School District 7J

Dufur School District
Eagle Point School District
Echo School District

Lincoln County School District
Long Creek School District
Lowell School District

Prospect School District 59
Rainier School District
Redmond School District

Amity School District
 Annex School District 29
 Arlington School District 3
 Arock School District
 Ashland School District
 Ashwood School District
 Astoria School District
 Athena-Weston School District
 Baker School District
 Bandon School District
 Banks School District
 Beaverton School District
 Bend-La Pine Schools
 Bethel School District
 Blachly School District 090
 Black Butte School District
 Brookings-Harbor School District
 Burnt River School District 30J
 Butte Falls School District 91
 Camas Valley School District 21J
 Canby School District
 Cascade School District
 Centennial School District
 Central Curry School District
 Central Linn School District
 Central Point School District
 Central School District
 Clatskanie School District
 Colton School District
 Condon School District
 Coos Bay School District
 Coquille School District
 Corbett School District 39
 Corvallis School District
 Cove School District 15
 Creswell School District
 Crook County School District
 Crow-Applegate-Lorane School District
 Culver School District
 Dallas School District
 David Douglas School District
 Days Creek School District 15
 Dayton School District
 Dayville School District
 Diamond School District
 Double O School District
 Drewsey School District
 Estacada School District
 Eugene School District

Elgin School District
 Elkton School District 34
 Enterprise School District
 Falls City School District
 Fern Ridge School District
 Forest Grove School District
 Fossil School District 21J
 Frenchglen School District
 Gaston School District
 Gervais School District
 Gladstone School District
 Glendale School District
 Glide School District
 Grant School District
 Grants Pass School District
 Greater Albany Public Schools
 Gresham-Barlow School District
 Harney County School District 3
 Harney County School District 4
 Harney County Union High School District
 Harper School District 66
 Harrisburg School District
 Helix School District
 Hermiston School District
 Hillsboro School District
 Hood River County School District
 Huntington School District 16J
 Imbler School District 11
 Ione School District 2
 Jefferson County School District
 Jefferson School District
 Jewell School District
 John Day School District
 Jordan Valley School District
 Joseph School District
 Junction City School District
 Juntura School District
 Klamath County School District
 Klamath Falls City Schools
 Knappa School District
 La Grande School District
 Lake County School District 7
 Lake Oswego School District
 Lebanon Community School District
 McMinnville School District
 Medford School District
 Milton-Freewater Unified School District
 Mitchell School District
 Molalla River School District

Mapleton School District
 Marcola School District
 McKenzie School District 68
 Monroe School District
 Monument School District
 Morrow School District
 Mt. Angel School District
 Myrtle Point School District
 Neah-Kah-Nie School District
 Nestucca Valley School District
 Newberg School District
 North Bend School District
 North Clackamas School District
 North Douglas School District
 North Lake School District
 North Marion School District
 North Powder School District 8J
 North Santiam School District
 North Wasco County School District
 Nyssa School District
 Oakland School District
 Oakridge School District
 Ontario School District
 Oregon City School District
 Oregon Trail School District
 Paisley School District 11
 Parkrose School District
 Pendleton School District
 Perrydale School District
 Philomath School District
 Phoenix-Talent School District
 Pilot Rock School District
 Pine Creek School District
 Pine-Eagle School District 61
 Pinehurst School District
 Pleasant Hill School District
 Plush School District
 Portland Public Schools
 Port Orford-Langlois School District
 Powers School District
 Prairie City School District
 Riverdale School District
 Rogue River School District
 Roseburg School District
 Salem-Keizer Public Schools
 Santiam Canyon School District

Reedsport School District
 Reynolds School District
 Riddle School District
 Scappoose School District
 Scio School District
 Seaside School District
 Sheridan School District
 Sherman County School District
 Sherwood School District
 Silver Falls School District
 Sisters School District
 Siuslaw School District
 South Harney School District
 South Lane School District
 South Umpqua School District
 South Wasco County School District
 Spray School District
 Springfield School District
 Stanfield School District
 St. Helens School District
 St. Paul School District
 Suntime School District
 Sutherlin School District
 Sweet Home School District
 Three Rivers School District
 Tigard-Tualatin School District
 Tillamook School District
 Troy School District
 Ukiah School District
 Umatilla School District
 Union School District
 Vale School District
 Vernonia School District
 Wallowa School District
 Warrenton-Hammond School District
 West Linn-Wilsonville School District
 Willamina School District
 Winston-Dillard School District
 Woodburn School District
 Yamhill-Carlton School District
 Yoncalla School District

Utah

Alpine School District
 Beaver School District
 Box Elder School District
 Cache County School District
 Canyons School District
 Carbon School District
 Daggett School District
 Davis School District
 Duchesne County School District
 Emery School District

Grand County School District
 Granite School District
 Iron County School District
 Jordan School District
 Juab School District
 Kane School District
 Logan School District
 Millard School District
 Morgan School District
 Murray School District

North Sanpete School District
 North Summit School District
 Ogden School District
 Park City School District
 Piute School District
 Provo City School District
 Rich School District
 Salt Lake City School District
 San Juan School District
 Sevier School District

South Summit School District
 Tintic School District
 Tooele County School District
 Uintah School District
 Wasatch School District
 Washington County School District

Garfield School District

Nebo School District

South Sanpete School District

Wayne County School District
Weber School District

Colleges & Universities

Hawaii

Akamai University
Atlantic International University
Brigham Young University–Hawaii
Chaminade University of Honolulu
Hawaii Pacific University

Hawaii Tokai International College
Hawai'i Community College
Honolulu Community College
Institute for Clinical Acupuncture and Oriental Medicine

Kapiolani Community College
Kauai Community College
Leeward Community College
University of Hawai'i at Hilo
University of Hawai'i at Mānoa

University of Hawai'i Maui College
University of Hawai'i – West O'ahu
Windward Community College

Louisiana

Baton Rouge Community College
Bossier Parish Community College
Centenary College of Louisiana
Central Louisiana Technical Community College
Delgado Community College
Dillard University
Fletcher Technical Community College
Franciscan Missionaries of Our Lady University
Grambling State University
Louisiana Baptist University and Theological Seminary
Louisiana Christian University

Louisiana Delta Community College
Louisiana State University
Louisiana State University at Eunice
Louisiana State University of Alexandria
Louisiana State University Shreveport
Louisiana Tech University
Loyola University New Orleans
LSU Health Sciences Center New Orleans
LSU Health Sciences Center Shreveport
McNeese State University
New Orleans Baptist Theological Seminary

Nicholls State University
Northshore Technical Community College
Northwest Louisiana Technical Community College
Northwestern State University
Notre Dame Seminary
Nunez Community College
Paul M. Hebert Law Center
River Parishes Community College
Saint Joseph Seminary College
South Louisiana Community College
Southeastern Louisiana University

Southern University
Southern University at New Orleans
Southern University at Shreveport
Southern University Law Center
SOWELA Technical Community College
Tulane University
University of Holy Cross
University of Louisiana at Lafayette
University of Louisiana at Monroe
University of New Orleans
Xavier University of Louisiana

Oregon

American College of Healthcare Sciences
Portland Bible College
Blue Mountain Community College
Bushnell University
Central Oregon Community College
Chemeketa Community College
Clackamas Community College
Clatsop Community College
College of Emergency Services
Columbia Gorge Community College
Corban University
Eastern Oregon University

George Fox University
Gutenberg College
Klamath Community College
Lane Community College
Lewis & Clark College
Linfield University
Linn–Benton Community College
Mount Angel Seminary
Mt. Hood Community College
National University of Natural Medicine
New Hope Christian College
Oregon Coast Community College
Oregon College of Oriental Medicine

Oregon Health & Science University
Oregon Institute of Technology
Oregon State University
Pacific Bible College
Pacific Northwest College of Art
Pacific University
Portland Community College
Portland State University
Reed College
Rogue Community College
Southern Oregon University
Southwestern Oregon Community College

Sumner College
Tillamook Bay Community College
Treasure Valley Community College
Umpqua Community College
University of Oregon
University of Portland
University of Western States
Warner Pacific University
Western Oregon University
Western Seminary
Willamette University

Utah

Bridgerland Technical College
Brigham Young University

Mount Liberty College
Mountainland Technical College

Roseman University of Health Sciences

University of Utah
Utah State University

Broadview University
Columbia College Utah
Davis Technical College
Dixie Technical College
Eagle Gate College
Ensign College
Fortis College
Joyce University of Nursing and
Health Sciences

Neumont College of Computer
Science
Ogden-Weber Technical College
Provo College
Rocky Mountain University of
Health Professions
Rocky Vista University

Salt Lake Baptist College
Salt Lake Community College
Snow College
Southern Utah University
Southwest Technical College
Stevens-Henager College
Tooele Technical College
Uintah Basin Technical College

Utah Tech University
Utah Valley University
Weber State University
Webster University Utah
Western Governors
University
Westminster University

Axia Cooperative Solicitation & Resulting Contract Supporting Documents

Exhibit C

Special Terms & Conditions

1. Use of Federal Funds

The following certifications and provisions are in place for when Participating Agencies intend to utilize federal funds for use of the Master Agreement. Pursuant to 2 C.F.R. § 200.327, all contracts, including small purchases, made by Participating Agencies and their respective subcontractors shall contain the procurement provisions of Appendix II to Part 200, as applicable.

REQUIRED PROVISIONS FOR NON-FEDERAL ENTITY CONTRACTS UNDER FEDERAL AWARDS

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? (Y / N) Y 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 in the event Offeror fails to: (1) meet schedules, deadlines, and/or delivery dates within the time specified in the procurement solicitation, contract, and/or a purchase order; (2) make any payments owed; or (3) otherwise perform in accordance with the contract and/or the procurement solicitation. Participating Agency also reserves the right to terminate the contract immediately, with written notice to Offeror, for convenience, if Participating Agency believes, in its sole discretion that it is in the best interest of Participating Agency to do so. Offeror will be compensated for work performed and accepted and goods accepted by Participating Agency as of the termination date if the contract is terminated for convenience of Participating Agency. Any award under this

procurement process is not exclusive and Participating Agency reserves the right to purchase goods and services from other Offerors when it is in Participating Agency's best interest.

Does Offeror agree? (Y / N) Y Initials of Authorized Representative of Offeror

C. Equal Employment Opportunity. During the performance of the contract, the contractor agrees as follows:

1. The contractor will not discriminate against any employee or NFE for employment because of race, color, religion, sex, or national origin. The contractor will take affirmative action to ensure that NFEs 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 NFEs 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 NFEs will receive considerations 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 NFE for employment because such employee or NFE has inquired about, discussed, or disclosed the compensation of the employee or NFE or another employee or NFE. This provision shall not apply to instances in which an employee who has access to the compensation information of other employees or NFEs as a part of such employee's essential job functions discloses the compensation of such other employees or NFEs 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 NFEs 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 as 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 NFE 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 NFE 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 NFE 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 NFE 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 NFE 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 NFE under the program with respect to which the failure or refund occurred until satisfactory assurance of future compliance has been received from such NFE; and refer the case to the Department of Justice for appropriate legal proceedings.

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.

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? (Y / N) Y 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? (Y / N) _____ 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? (Y / N) _____ 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? (Y / N) _____ 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? (Y / N) Y 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 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.

Does Offeror agree? (Y / N) Y Initials of Authorized Representative of Offeror

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

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

1. No Federal appropriated funds have been paid or will be paid for on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, the making of a Federal grant, the making of a Federal loan, the entering into a cooperative agreement, and the extension, continuation, renewal, amendment, or modification of a Federal contract, grant, loan, or cooperative agreement.
2. If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with this Federal grant or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying", in accordance with its instructions.
3. The undersigned shall require that the language of this certification be included in the award documents for all covered sub- awards exceeding \$100,000 in Federal funds at all appropriate tiers and that all subrecipients shall certify and disclose accordingly.

Does Offeror agree? (Y / N) y Initials of Authorized Representative of Offeror

J. Procurement of Recovered Materials

1. 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:
 - a. Competitively within a timeframe providing for compliance with the contract performance schedule;
 - b. Meeting contract performance requirements; or
 - c. At a reasonable price.
2. 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>.
3. The contractor also agrees to comply with all other applicable requirements of Section 6002 of the Solid Waste Disposal Act.

Does Offeror agree? (Y / N) ____Y_____ Initials of Authorized Representative of Offeror

K. Prohibition on Contracting for Covered Telecommunications Equipment or Services.

1. Definitions. Unless otherwise defined in this contract, capitalized terms used in this section shall have the meanings ascribed thereto in this section.

(a) "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).

(b) "Covered Foreign Country" means the People's Republic of China.

(c) "Covered Telecommunications Equipment or Services" means (i) telecommunications equipment produced by Huawei Technologies Company or ZTE Corporation (or any subsidiary or affiliate of such entities); (ii) 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); (iii) telecommunications or video surveillance services provided by such entities or using such equipment; or (iv) 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.

(d) "Critical Technology" means (i) 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; (ii) 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

(a) pursuant to multilateral regimes, including for reasons relating to national security, chemical and biological weapons proliferation, nuclear nonproliferation, or missile technology, or (b) for reasons relating to regional stability or surreptitious listening; (iii) 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); (iv) 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); (v) 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 (vi) emerging and foundational

technologies controlled pursuant to §1758 of the Export Control Reform Act of 2018 (50 U.S.C. §4817).

(e) "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.

(f) "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.

(g) "Substantial or Essential Component" means any component necessary for the proper function or performance of a piece of equipment, system, or service.

(h) "Telecommunications Equipment or Services" means telecommunications or video surveillance equipment or services, such as, but not limited to, mobile phones, land lines, internet, video surveillance, and cloud services.

2. Prohibitions.

(a) Section 889(b) of the John S. McCain National Defense Authorization Act for Fiscal Year 2019, Pub. L. No. 115-232, and 2 C.F.R. § 200.216 prohibit the head of an executive agency on or after August 13, 2020, from obtaining or expending grant, cooperative agreement, loan, or loan guarantee funds on certain telecommunications products or from certain entities for national security reasons.

(b) Unless an exception in applies, contractor and any subcontractors may not use grant, cooperative agreement, loan, or loan guarantee funds (including, without limitation, Fiscal Recovery Funds) received from a federal government to:

i. 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 of any system;

ii. Enter into, extend, or renew 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 of any system;

iii. Enter into, extend, or renew contracts with entities that use Covered Telecommunications Equipment or Services as a Substantial or Essential Component of any system or as Critical Technology as part of any system; or

iv. Provide, as part of its performance of this contract, any subcontract; any other contractual instrument; or 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.

3. Exceptions.

(a) This clause does not prohibit contractor or subcontractors from providing:

i. A service that connects to the facilities of a third party, such as Backhaul, Roaming, or Interconnection Agreements, or

- ii. 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.
- (b). By necessary implication and regulation, the prohibitions also do not apply to:
 - i. Covered telecommunications equipment that:
 - (a) Is not used as a Substantial or Essential Component of any system and
 - (b) Is not used as Critical Technology of any system.
 - ii. Other telecommunications equipment or services that are not considered Covered Telecommunications Equipment or Services.

4. Reporting Requirement.

- (a). In the event contractor identifies, during contract performance, covered Telecommunications Equipment or Services used as a Substantial or Essential Component of any system or as Critical Technology as part of any system, or if contractor is notified of such by a subcontractor at any tier or by any other source, contractor shall report the information in paragraph 4(b) of this section to GECM, unless procedures for reporting the information are established elsewhere in this contract.
- (b). Contractor shall report the following information to GECM pursuant to paragraph 4(a) of this section:
 - i. Within one business day from the date of such identification or notification: contract number; 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 ten business days of submitting the information in paragraph 4(b)(i) of this section, any further available information about mitigation actions undertaken or recommended. In addition, contractor shall describe (1) the efforts it undertook to prevent use or submission of Covered Telecommunications Equipment or Services and (2) any additional efforts that will be incorporated to prevent future use or submission of Covered Telecommunications Equipment or Services.

- 5. Subcontractor. Contractor shall cause to be inserted into all subcontracts and other contractual instruments relating to the performance of this contract the substance of this Section I, including this paragraph 5.

Does Offeror agree? (Y / N) y Initials of Authorized Representative of Offeror

L. Domestic Preference for Procurements

(a) The recipient or subrecipient should, to the greatest extent practicable and consistent with law, provide a preference for the purchase, acquisition, or use of goods, products, or materials produced in the United States (including but not limited to iron, aluminum, steel, cement, and other manufactured products). The requirements of this section must be included in all subawards, contracts, and purchase orders under Federal awards.

(b) For purposes of this section:

(1) "Produced in the United States" means, for iron and steel products, that all manufacturing processes, from the initial melting stage through the application of coatings, occurred in the United States.

(2) "Manufactured products" means items and construction materials composed in whole or in part of non-ferrous metals such as aluminum; plastics and polymer-based products such as polyvinyl chloride pipe; aggregates such as concrete; glass, including optical fiber; and lumber.

(c) Federal agencies providing Federal financial assistance for infrastructure projects must implement the Buy America preferences set forth in 2 CFR part 184.

Does Offeror agree? (Y / N) y Initials of Authorized Representative of Offeror

EMPLOYMENT VERIFICATION

FAR 22.18

As applicable, and as a condition for the award of any Federal contract at \$50,000 or greater, Offeror certifies that vendor is enrolled in, and is currently participating in, E-Verify or any other equivalent electronic verification of work authorization program operated by the U.S. Department of Homeland Security and does not knowingly employ any person who is an unauthorized alien in conjunction with the contracted services. A breach in compliance with immigration laws and regulations shall be deemed a material breach of the contract and may be subject to penalties up to and including termination of the contract.

Does Offeror agree? (Y / N) y Initials of Authorized Representative of Offeror

RECORD RETENTION REQUIREMENTS FOR CONTRACTS INVOLVING FEDERAL FUNDS

When federal funds are expended by Participating Agencies 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? (Y / N) Y Initials of Authorized Representative of Offeror

**CERTIFICATION OF COMPLIANCE WITH EPA REGULATIONS
APPLICABLE TO GRANTS, SUBGRANTS, COOPERATIVE AGREEMENTS, AND CONTRACTS
IN EXCESS OF \$50,000 OF FEDERAL FUNDS**

When federal funds are expended by Participating Agencies, for any contract resulting from this procurement process in excess of \$50,000, the vendor certifies that the vendor is in compliance with all applicable standards, orders, regulations, and/or requirements issued pursuant to the Clean Air Act of 1970, as amended (42 U.S.C. 1857(h)), Section 508 of the Clean Water Act, as amended (33 U.S.C. 1368), Executive Order 117389 and Environmental Protection Agency Regulation, 40 CFR Part 15.

Does Offeror agree? (Y / N) Y 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? (Y / N) Y 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? (Y / N) Y Initials of Authorized Representative of Offeror

PROCUREMENT OF RECOVERED MATERIALS REQUIREMENTS FOR – 2 C.F.R. §200.322

The participating Agency and its contractors must comply with section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR 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 during 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.

Does Offeror agree? (Y / N) _____ Y _____ Initials of Authorized Representative of Offeror

CERTIFICATION OF AFFORDABLE CARE ACT

Offeror understands and agrees that it shall be solely responsible for compliance with the patient Protection and Affordable Care Act, Public Law 111-148 and the Health Care and Education Reconciliation Act 111-152 (collectively the Affordable Care Act "ACA"). The Offeror shall bear sole responsibility for providing health care benefits for its employees who provide services as required by Federal law.

Does Offeror agree? (Y / N) _____ 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? (Y / N) _____ 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 books, documents, papers and records of Offeror that are directly 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? (Y / N) _____ 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.

Corporate/Company Name: PivIT Global Inc.

Address, City, State and ZIP: 925 De La Vina ST Ste 300 Santa Barbra, CA 93101

Website: www.PivITGlobal.com

DUNS#: 080883946

Printed Name and Title of Authorized Representative:
Michael McKay, Managing Partner

Email Address: mike.mckay@pivitglobal.com

Signature of Authorized Representative:

Michael McKay

Date: June 16, 2025

Axia Cooperative Solicitation & Resulting Contract Supporting Documents

Exhibit D

Sample Axia Cooperative Administration Agreement

AXIA COOP LLC ADMINISTRATION AGREEMENT

THIS ADMINISTRATION AGREEMENT (this "Agreement") is made this <INSERT DAY> day of <INSERT MONTH>, <INSERT YEAR>, between Axia Coop LLC ("Axia Cooperative"), and (<INSERT SUPPLIER NAME>) ("Supplier").

Recitals

WHEREAS, the <INSERT LEAD AGENCY> (the "Lead Procurement Agency") has entered into a Master Agreement dated <INSERT MASTER AGREEMENT START DATE>, Agreement No <INSERT MASTER AGREEMENT NUMBER>, by and between the Lead Procurement Agency and Supplier, (as may be amended from time to time in accordance with the terms thereof, the "Master Agreement"), as attached hereto as Exhibit A and incorporated herein by reference as though fully set forth herein, for the purchase of <INSERT CONTRACT TITLE> (the "Product");

WHEREAS, said Master Agreement provides that any or all public agencies, including state and local governmental entities, public and private primary, secondary and higher education entities, non-profit entities, and agencies for the public benefit (collectively, "Public Agencies"), that register (either via registration on the Axia Cooperative website or execution of a Master Intergovernmental Cooperative Purchasing Agreement, attached hereto as Exhibit B) (each, hereinafter referred to as a "Participating Public Agency") may purchase Product at prices stated in the Master Agreement;

WHEREAS, Participating Public Agencies may access the Master Agreement which is offered through Axia Cooperative to Public Agencies;

WHEREAS, Axia Cooperative serves as the contract administrator of the Master Agreement on behalf of Lead Procurement Agency;

WHEREAS, Lead Procurement Agency desires Axia Cooperative to proceed with administration of the Master Agreement; and

WHEREAS, Axia Cooperative and Supplier desire to enter into this Agreement to make available the Master Agreement to Participating Public Agencies and to set forth certain terms and conditions governing the relationship between Axia Cooperative and Supplier.

NOW, THEREFORE, in consideration of the payments to be made hereunder and the mutual covenants contained in this Agreement, Axia Cooperative and Supplier hereby agree as follows:

Definitions

1. Capitalized terms used in this Agreement and not otherwise defined herein shall have the meanings given to them in the Master Agreement.

Terms and Conditions

2. The Master Agreement and the terms and conditions contained therein shall apply to this Agreement except as expressly changed or modified by this Agreement. Supplier acknowledges and agrees that the covenants and agreements of Supplier set forth in the solicitation and Supplier's response thereto resulting in the Master Agreement are incorporated herein and are an integral part hereof.

3. Axia Cooperative shall be afforded all of the rights, privileges and indemnifications afforded to Lead Procurement Agency by or from Supplier under the Master Agreement, and such rights, privileges and indemnifications shall accrue and apply with equal effect to Axia Cooperative, its agents, employees, directors, and representatives under this Agreement including, but not limited to, Supplier's obligation to obtain appropriate insurance.

4. Axia Cooperative shall perform all of its duties, responsibilities and obligations as contract administrator of the Master Agreement on behalf of Lead Procurement Agency as set forth herein, and Supplier hereby acknowledges and agrees that all duties, responsibilities and obligations will be undertaken by Axia Cooperative solely in its capacity as the contract administrator under the Master Agreement.

5. With respect to any purchases by Lead Procurement Agency or any Participating Public Agency pursuant to the Master Agreement, Axia Cooperative shall not be: (i) construed as a dealer, re-marketer, representative, partner or agent of any type of the Supplier, Lead Procurement Agency or any Participating Public Agency; (ii) obligated, liable or responsible for any order for Product made by Lead Procurement Agency or any Participating Public Agency or any employee thereof under the Master Agreement or for any payment required to be made with respect to such order for Product; and (iii) obligated, liable or responsible for any failure by Lead Procurement Agency or any Participating Public Agency to comply with procedures or requirements of applicable law or the Master Agreement or to obtain the due authorization and approval necessary to purchase under the Master Agreement. Axia Cooperative makes no representation or guaranty with respect to any minimum purchases by Lead Procurement Agency or any Participating Public Agency or any employee thereof under this Agreement or the Master Agreement.

6. Axia Cooperative shall not be responsible for Supplier's performance under the Master Agreement, and Supplier shall hold Axia Cooperative harmless from any liability that may arise from the acts or omissions of Supplier in connection with the Master Agreement.

7. WITHOUT LIMITING THE GENERALITY OF THE FOREGOING, AXIA COOPERATIVE EXPRESSLY DISCLAIMS ALL EXPRESS OR IMPLIED REPRESENTATIONS AND WARRANTIES REGARDING AXIA COOPERATIVE'S PERFORMANCE AS A CONTRACT ADMINISTRATOR OF THE MASTER AGREEMENT. AXIA COOPERATIVE SHALL NOT BE LIABLE IN ANY WAY FOR ANY SPECIAL, INCIDENTAL, INDIRECT, CONSEQUENTIAL, EXEMPLARY, PUNITIVE, OR RELIANCE DAMAGES, EVEN IF AXIA COOPERATIVE IS ADVISED OF THE POSSIBILITY OF SUCH DAMAGES.

TERM OF AGREEMENT; TERMINATION

8. This Agreement shall be in effect so long as the Master Agreement remains in effect, provided, however, that the provisions of Sections 3 – 8 and 14 – 23, hereof and the indemnifications afforded by the Supplier to Axia Cooperative in the Master Agreement, to the extent such provisions survive any expiration or termination of the Master Agreement, shall survive the expiration or termination of this Agreement.

9. Supplier's failure to maintain its covenants and commitments contained in this Agreement or any action of the Supplier which gives rise to a right by Lead Procurement Agency to terminate the Master Agreement shall constitute a material breach of this Agreement and if not cured within thirty (30) days of written notice to Supplier shall be deemed a cause for termination of this Agreement at Axia Cooperative's sole discretion. Notwithstanding anything contained herein to the contrary, this Agreement shall terminate on the date of the termination or expiration of the Master Agreement.

National Promotion

10. Axia Cooperative and Supplier shall publicize and promote the availability of the Master Agreement's products and services to Public Agencies and such agencies' employees. Supplier shall require each Public Agency to register its participation in the Axia Cooperative program by either registering on the Axia Cooperative website, www.axiacoop.org, or executing a Master Intergovernmental Cooperative Purchasing Agreement prior to processing the Participating Public Agency's first sales order. Upon request, Supplier shall make available to interested Public Agencies a copy of the Master Agreement and such price lists or quotes as may be necessary for such Public Agencies to evaluate potential purchases.

11. Supplier shall provide such marketing and administrative support as set forth in the solicitation resulting in the Master Agreement, including assisting in development of marketing materials as reasonably requested by Lead Procurement Agency and Axia Cooperative. Supplier shall be responsible for obtaining permission or license of use and payment of any license fees for all content and images Supplier provides to Axia Cooperative or posts on the Axia Cooperative website. Supplier shall indemnify, defend and hold harmless Axia Cooperative for use of all such content and images including copyright infringement claims. Supplier and Axia Cooperative each hereby grant to the other party a limited, revocable, non-transferable, non-sublicensable right to use such party's logo(s) (each, the "Logo") solely for use in marketing the Master Agreement. Each party shall provide the other party with the standard terms of use of such party's Logo, and such party shall comply with such terms in all material respects. Both parties shall obtain approval from the other party prior to use of such party's Logo. Notwithstanding the foregoing, the parties understand and agree that except as provided herein neither party shall have any right, title or interest in the other party's Logo. Upon termination of this Agreement, each party shall immediately cease use of the other party's Logo.

ADMINISTRATIVE FEE, REPORTING & PAYMENT

12. An "Administrative Fee" shall be defined and due to Axia Cooperative from Supplier in the amount of percent (2%) ("Administrative Fee Percentage") multiplied by the total purchase amount paid to Supplier, less refunds, credits on returns, rebates and discounts, for the sale of products and/or services to Lead Procurement Agency and Participating Public Agencies pursuant to the Master Agreement (as amended from time to time and including any renewal thereof) ("Contract Sales"). From time to time the parties may mutually agree in writing to a lower Administrative Fee Percentage for a specifically identified Participating Public Agency's Contract Sales.

13. Supplier shall provide Axia Cooperative with an electronic accounting report monthly, in the format prescribed by Axia Cooperative, summarizing all Contract Sales for each calendar month. The Contract Sales reporting format is provided as Exhibit C ("Contract Sales Report"), attached hereto and incorporated herein by reference. Contract Sales Reports for each calendar month shall be provided by Supplier to Axia Cooperative by the 10th day of the following month. Failure to provide a Contract Sales Report within the time and manner specified herein shall constitute a material breach of this Agreement and if not cured within thirty (30) days of written notice to Supplier shall be deemed a cause for termination of the Master Agreement, at Lead Procurement Agency's sole discretion, and/or this Agreement, at Axia Cooperative's sole discretion.

14. Administrative Fee payments are to be paid by Supplier to Axia Cooperative at the frequency and on the due date stated in Section 13, above, for Supplier's submission of corresponding Contract Sales Reports. Administrative Fee payments are to be made via Automated Clearing House (ACH) to the Axia Cooperative designated financial institution. Failure to provide a payment of the Administrative Fee within the time and manner specified herein shall constitute a material breach of this Agreement and if not cured within thirty (30) days of written notice to Supplier shall be deemed a cause for termination of the Master Agreement, at Lead Procurement Agency's sole discretion, and/or this Agreement, at Axia Cooperative's sole discretion. All Administrative Fees not paid when due shall bear interest at a rate equal to the lesser of one and one-half percent (1 1/2%) per month or the maximum rate permitted by law until paid in full.

15. Supplier shall maintain an accounting of all purchases made by Participating Public Agencies under the Master Agreement. Axia Cooperative, or its designee, in Axia Cooperative's sole discretion, reserves the right to compare Participating Public Agency records with Contract Sales Reports submitted by Supplier for a period of four (4) years from the date Axia Cooperative receives such report. In addition, Axia Cooperative may engage a third party to conduct an independent audit of Supplier's monthly reports. In the event of such an audit, Supplier shall provide all materials reasonably requested relating to such audit by Axia Cooperative at the location designated by Axia Cooperative. In the event an underreporting of Contract Sales and a resulting underpayment of Administrative Fees is revealed, Axia Cooperative will notify the Supplier in writing. Supplier will have thirty (30) days from the date of such notice to resolve the discrepancy to Axia Cooperative's reasonable satisfaction, including payment of any Administrative Fees due and owing, together with interest thereon in accordance with Section 13, and reimbursement of Axia Cooperative's costs and expenses related to such audit.

GENERAL PROVISIONS

16. This Agreement, the Master Agreement and the exhibits referenced herein supersede any and all other agreements, either oral or in writing, between the parties hereto with respect to the subject matter hereto and no other agreement, statement, or promise relating to the subject matter of this Agreement which is not contained or incorporated herein shall be valid or binding. In the event of any conflict between the provisions of this Agreement and the Master Agreement, as between Axia Cooperative and Supplier, the provisions of this Agreement shall prevail.

17. If any action at law or in equity is brought to enforce or interpret the provisions of this Agreement or to recover any Administrative Fee and accrued interest, the prevailing party shall be entitled to reasonable attorney's fees and costs in addition to any other relief to which it may be entitled.

18. This Agreement and Axia Cooperative's rights and obligations hereunder may be assigned at Axia Cooperative's sole discretion to an affiliate of Axia Cooperative, any purchaser of any or all or substantially all of the assets of Axia Cooperative, or the successor entity as a result of a merger, reorganization, consolidation, conversion or change of control, whether by operation of law or otherwise. Supplier may not assign its obligations hereunder without the prior written consent of Axia Cooperative.

19. All written communications given hereunder shall be delivered by first-class mail, postage prepaid, or overnight delivery on receipt to the addresses as set forth below.

- A. Axia Coop LLC
- B. Supplier

20. If any provision of this Agreement shall be deemed to be, or shall in fact be, illegal, inoperative or unenforceable, the same shall not affect any other provision or provisions herein contained or render the same invalid, inoperative or unenforceable to any extent whatever, and this Agreement will be construed by limiting or invalidating such provision to the minimum extent necessary to make such provision valid, legal and enforceable.

21. This Agreement may not be amended, changed, modified, or altered without the prior written consent of the parties hereto, and no provision of this Agreement may be discharged or waived, except by a writing signed by the parties. A waiver of any particular provision will not be deemed a waiver of any other provision, nor will a waiver given on one occasion be deemed to apply to any other occasion.

22. This Agreement shall inure to the benefit of and shall be binding upon Axia Cooperative, the Supplier and any respective successor and assign thereto; subject, however, to the limitations contained herein.

23. This Agreement will be construed under and governed by the laws of the State of Tennessee, excluding its conflicts of law provisions and any action arising out of or related to this Agreement shall be commenced solely and exclusively in the state or federal courts in Williamson County Tennessee.

24. This Agreement may be executed in counterparts, each of which is an original but all of which, together, shall constitute but one and the same instrument. The exchange of copies of this Agreement and of signature pages by facsimile, or by .pdf or similar electronic transmission, will constitute effective execution and delivery of this Agreement as to the parties and may be used in lieu

of the original Agreement for all purposes. Signatures of the parties transmitted by facsimile, or by .pdf or similar electronic transmission, will be deemed to be their original signatures for any purpose whatsoever.

Authorized Signature, Supplier

Michael McKay

Signature

Michael McKay

Name

Managing Partner

Title

June 16, 2025

Date

AXIA COOP LLC

Signature

Ken Heckman

Name

Founder & Chief Executive Officer

Title

Date

Detail the scope of used/refurbished Cisco equipment and related products that your company offers. Your response should detail proposed sub-categories (if applicable) and total number of products in your catalog being made available (as well as a breakdown of number of available products within each category).

Our catalog includes over 2,500 Cisco SKUs, spanning a wide range of product categories:

- Switches and Modules: 800+
- Routers and Interface Cards: 600+
- Wireless Access Points and Antennas: 400+
- Optics and Transceivers: 300+
- Power Supplies and Accessories: 200+
- Memory and Flash: 200+

In accordance with RFP instructions, our pricing has been limited to the items listed in the attached Pricing Sheet. However, clients are encouraged to explore our broader inventory, which includes both current and end-of-life (EOL) models.

Primary Cisco Product Categories

1. Cisco Switches

- Models: Catalyst, Nexus, Meraki
- Use Cases: Campus LAN, data center, cloud-scale networking
- Inventory: Thousands of units across various configurations

2. Cisco Routers

- Models: ISR, ASR, Meraki MX, legacy series
- Use Cases: Branch, WAN edge, service provider
- Inventory: Modular and fixed configurations available

3. Cisco Wireless Solutions

- Products: Aironet & Meraki Access Points, Wireless LAN Controllers
- Use Cases: Enterprise wireless, remote work, outdoor/industrial
- Inventory: Broad selection of current and EOL models

4. Cisco Firewalls

- Models: ASA, Firepower, Meraki MX Security Appliances
- Use Cases: Perimeter security, threat prevention, VPN
- Inventory: Wide range of throughput and feature sets

5. Cisco Collaboration Devices

- Products: IP Phones, Telepresence, Webex Devices
- Use Cases: Unified communications, video conferencing
- Inventory: Legacy and current-generation models

6. Cisco UCS (Unified Computing System)

- Products: B-Series Blade Servers, C-Series Rack Servers, Fabric Interconnects, chassis
- Use Cases: Data center compute, virtualization, private cloud
- Inventory: Extensive stock of servers, chassis, and components

7. Cisco Transceivers and Modules

- Types: SFP, SFP+, QSFP, X2, GBIC, interface modules
- Use Cases: Network expansion, fiber connectivity
- Inventory: Thousands of optics and modules in various form factors

8. Miscellaneous & Hard-to-Find Items

- Includes: Power supplies, rack kits, cables, antennas, EOL hardware
- Sourcing: PivIT excels at locating rare or discontinued Cisco parts through a global network of partners
- Custom Requests: We welcome inquiries for items not listed in our standard catalog

A detailed list of eligible Cisco part numbers is included in the attachment F.

How do you ensure device sanitization?

All equipment undergoes NIST 800-88-compliant data sanitization procedures. Devices are wiped, reset to factory defaults, and tested to ensure no residual data remains. Sanitization logs are maintained and available upon request.

Are available used/refurbished Cisco products compliant with Cisco SmartNet eligibility?

Due to the discontinuation of Cisco's Certified Refurbished program(EXCESS), SmartNet eligibility is limited to recertified equipment. However, PivIT offers OneCall maintenance as a cost-effective alternative, providing 24/7 support, next-business-day replacement, and global coverage.

Do you provide serialized audit reports or certificates of testing?

Yes. PivIT can provide serialized audit reports and certificates of testing for all refurbished equipment. Each unit is tested for functionality and compliance with OEM standards.

Detail the scope of used/refurbished equipment and related products for other brands (HPE Aruba, Dell, Juniper, Arista, Fortinet, Palo Alto, etc.) that your company offers. Your response should detail proposed sub-categories (if applicable) and total number of products in your catalog being made available (as well as a breakdown of number of available products within each category).

PivIT Global supports a wide range of OEMs beyond Cisco, including:

- HPE Aruba: 500+ SKUs (switches, APs, optics)
- Dell: 400+ SKUs (servers, storage, networking)
- Juniper: 300+ SKUs (routers, switches)
- Arista: 200+ SKUs (switches, optics)
- Fortinet & Palo Alto: 150+ SKUs (firewalls, security appliances)

All equipment is tested, serialized, and backed by warranty.

What are the costs of any maintenance or extended support options?

PivIT's OneCall support is based on hardware type and SLA. Typical costs range from 50% to 80% less than OEM direct contracts annually. OneCall includes 4hr+Fe support, 4hr support, NBD advanced replacement, and global logistics.

Pricing has been submitted for the assumed production Cisco Equipment list of the City of Tucson.

What is your return rate or RMA (Return Merchandise Authorization) history?

Our RMA rate is under 1.2% annually. All RMAs are processed within 5 business days, with advance replacement available for critical infrastructure.

Detail any value-added services and programs that may complement the comprehensive used/refurbished networking equipment offering...

PivIT offers the following value-added services:

- Mobile-friendly order tracking
- pCard acceptance and access control
- Product data, MSDS, and technical specs
- Local fulfillment partnerships
- Training, consulting, and installation services
- Green programs: recycling, sustainable packaging, ISO 14001 compliance
- TPM(Third Party Maintenance) Maintenance services
- Dedicated account team-Customer support and escalation protocols

These services will be extended to the City of Tucson and other Axia Cooperative members through onboarding, training, and dedicated account management.

What is the expected lead time for delivery?

Most items ship within 1–3 business days from inventory. Custom configurations may require 5–7 days, with more complex configuration or even large quantities can take weeks to fulfill.

Do you offer logistics tracking, insurance, and secure packaging?

Yes. All shipments include tracking, insurance, and secure, anti-static packaging. Tamper-evident seals are used for sensitive equipment.

Are products shipped from inventory or sourced post-order?

Over 90% of orders are fulfilled from in-house inventory. Non-stocked items are sourced through vetted partners.

What Cisco models and part numbers are you offering?

Please refer to the attached spreadsheet 'CITY TUCSON RFP Cisco_Part_Numbers.V3.xlsx' for a complete list of Cisco part numbers offered under this proposal.

Are all units fully functional, tested, and refurbished to OEM standards?

Yes. All units are tested, cleaned, and restored to OEM specifications. Functional testing includes port validation, firmware confirmation, and power/load testing.

What is the age and usage history of the equipment?

Equipment age varies by SKU, typically ranging from 2 to 10 years old. All units are enterprise-grade and sourced from trusted decommissioning partners.

Do you guarantee authenticity and non-counterfeit equipment?

Yes. PivIT guarantees all equipment is authentic and non-counterfeit. Serial numbers are verified and traceable to original OEMs.

Are maintenance or extended support options available?

Yes. OneCall support is available for all equipment, offering flexible SLAs, global coverage, and NBD, 4HR & 4HR +FE replacement.

What warranty terms are provided (duration, coverage)?

A Lifetime Warranty, covering hardware failure. Advance replacement is included for critical items.

Do you offer advance replacement or next-business-day swap service?

Yes. OneCall includes NBD advance replacement for covered items. Expedited shipping is available upon request.

Demonstrate your commitment to leverage the Axia Cooperative purchasing program...

PivIT will:

- Train sales staff on Axia Cooperative benefits
- Assign dedicated Axia program managers
- Collaborate with Axia on joint marketing
- Track and report sales quarterly
- Set national adoption goals and KPIs
- Use CRM tools to manage opportunities and accountability

Describe your customer issue resolution process...

PivIT Practices a Fix it first Policy. We will fix the issue, then determine the cause

OneCall or Extend Contracted Customer issues are logged via ticketing system and resolved within 24–72 hours. Escalations are handled by senior support managers. Common issues like invoicing or damaged items are resolved with priority and tracked for quality assurance.

Describe performance measures for areas such as stocking/refills, shipment time, fill rate, backorder rate, etc.

KPIs include:

- Fill rate: 98.5%
- On-time shipment: 96%
- Backorder rate: <1.5%
- Inventory accuracy: 99.2%

Describe what happens when an item is out of stock and a customer wants to order that item.

Customers are notified immediately. Alternatives are offered, or the item is best sourced through our partner network with updated lead times.

Complete and sign the Federal Funds Certification included in Attachment E, Exhibit C.

Acknowledged. The completed and signed certification is included in the submission packet.

Please review the Sample Axia Cooperative Administration Agreement in Attachment E, Exhibit D. Note any questions, concerns and/or proposed exceptions.

PivIT has reviewed the agreement and has no exceptions at this time. We are prepared to execute the agreement as presented.

If your business intends to conduct business in the State of New Jersey, download, complete and sign the forms found in the "Vendor Forms Required For All Proposal Submissions"

Acknowledged. Required New Jersey vendor forms have been completed and included in the submission.

OFFER AND ACCEPTANCE

OFFER

TO THE CITY OF TUCSON:

The Undersigned hereby offers and shall furnish the material or service in compliance with all terms, scope of work, conditions, specifications, and amendments in the solicitation which are incorporated by reference as if fully set forth herein.

For clarification of this offer, contact:

PivIT Global

Company Name
925 De La Vina St., Ste 300

Address
Santa Barbara CA 93101

City State Zip
Michael McKay

Signature of Person Authorized to Sign
Michael McKay

Printed Name
Managing Partner

Title

Name: Tim Sauer

Title: Sales Executive

Phone: 805-696-2940

E-mail: tim.sauer@pivitglobal.com

ACCEPTANCE OF OFFER

The Offer is hereby accepted. The Contractor is now bound to sell the materials or services specified in the Contract. This Contract shall be referred to as Contract No. _____.

CITY OF TUCSON, a municipal corporation

Approved as to form:

Awarded:

As Tucson City Attorney and not personally

As Director of Business Services and not personally

Date

Date

PivIT Global Response

Pricing unsealed at Jun 18, 2025 8:58 AM

CONTACT INFORMATION

Company

PivIT Global

Email

tim.sauer@pivitglobal.com

Contact

Tim Sauer

Address

826 De La Vina Street, Suite B
Santa Barbara, CA 93101

Phone

(805) 696-2940

Website

www.pivitglobal.com

Submission Date

Jun 16, 2025 1:38 PM (Mountain Time - Arizona)

ADDENDA CONFIRMATION

No addenda issued

QUESTIONNAIRE

1. Discounts

☒ Pass ☐ Fail

As stated in the Instructions to Offerors. Discounts, the price(s) herein can be discounted by _____%, if payment is made within _____ days. These payment terms shall apply to all purchases and to all payment methods.

PivIT Global does not offer an early payment discount.

2. Cooperative Purchasing Program

☒ Pass ☐ Fail

Cooperative Purchasing allows other public agencies to piggyback on the City of Tucson's contracts. Will your firm provide Axia Cooperative, as the administrator of this national cooperative contract, an administrative fee in the form of a percentage of sales based upon the other agencies sales?

Yes

3. Does your firm have a City of Tucson Business License?

☒ Pass ☐ Fail

No

4. Forms to be Filled Out

Please ensure that all required information is included with your response.

1. Response to Evaluation Criteria
2. Pricing Proposal
3. Offer and Acceptance Form

4.1. Response to Evaluation Criteria*

☒ Pass ☐ Fail

Please upload your response to the Evaluation Criteria.

 [Qualifications_Experience_Final_v1.docx](#)

 [Method_of_Approach_Final_v1.docx](#)

 [Pricing_PivIT_Global_Final_v1.docx](#)

4.2. Pricing Proposal

☒ Pass ☐ Fail

Please upload your Pricing Proposal (if applicable).

 [Price_Sheet_Attachment_F.xlsx](#)

 [PivIT_Price_Attachmnt_F_Continued.xlsx](#)

4.3. Offer and Acceptance Form*

☒ Pass ☐ Fail

Please upload your signed Offer and Acceptance form.

 [Offer_and_Acceptance_signed.pdf](#)

 [Axia_Cooperative_Purchasing_Program_signed.docx](#)

 [PivIT_Cover_letter_City_of_Tucson.docx](#)

4.4. Does your response to this solicitation include a request to keep any portion confidential and withhold it from the public record?*

Please note: The City of Tucson is a public agency subject to public records laws. Therefore, all requests to withhold information from the public record must be accompanied by justification. Pricing will not be held confidential.

☒ Pass ☐ Fail

No

4.5. Is your firm submitting any exceptions for the City's consideration? *

☒ Pass ☐ Fail

In accordance with Instructions to Offerors - Exceptions to Contract Provisions, any exceptions that an offeror wishes to submit for the City's consideration must be indicated here in order to be considered.

Yes

4.5.1. Define the exceptions you are requesting.*

☒ Pass ☐ Fail

Traditional Preowned/Used Hardware - this should be reconsidered as a vital offering, a unique relationship built from trust

TPM - Third Party Maintenance offer, PivIT OneCall, Sample pricing included Attachment F

Compatible Optics and Cables - Separate Excel Pricing sheet

Certified Refurbished Inventory - HPE, DELL, Juniper, a first come first serve.



925 De La Vina St., Ste. 300
Santa Barbara, CA 93101
Attn: Tim Sauer
T: 805.696-2940 | F: 805.364.4758

To Nora,

Thank you for the opportunity to respond to RFP 250135 for Used Networking Equipment. PivIT Global is proud to continue supporting the City of Tucson's IT infrastructure goals with innovative, cost-effective solutions that align with your operational and sustainability objectives.

At PivIT Global, we specialize in helping public sector organizations extend the lifecycle of their IT infrastructure, reduce e-waste, and meet ESG goals—while delivering significant cost savings without compromising on quality, performance, or compliance. In fact, our partnership with the city in 2024 resulted in over \$300,000 in savings, a testament to the value we bring to municipal procurement.

In preparing our response, we prepared a list of Cisco Eligible Items but took the liberty to broaden our offering beyond Cisco to reflect the evolving needs of public agencies. Our proposal includes options to source Extend Engineering, Compatible Optics & Cables, OneCall (Third Party Maintenance) and available OEM certified hardware from Dell, HPE, and Juniper, all sourced through official OEM programs and eligible for OEM support.

While PivIT Global understands the City's emphasis on Cisco-certified equipment, programs change, and we believe that a more inclusive approach—one that recognizes the broader secondary market and OEM-authorized refurbishing programs—can better serve the City's goals of fiscal responsibility and operational flexibility.

We appreciate the City's continued commitment to competitive sourcing and look forward to the opportunity to support your team with reliable, sustainable, and cost-effective IT solutions.

Sincerely,

A handwritten signature in black ink that reads "Timothy Sauer".

Tim Sauer
PivIT Global, Inc

PivIT Global – Compatible Optics Practice Overview

compliance with global standards.

integration across multi-vendor environments.

cross multiple OEM platforms.

peace of mind.

Detail your experience in the supply of refurbished Cisco equipment. Include the scope and structure of your distribution network nationally.

PivIT Global has extensive experience in sourcing, refurbishing, and delivering Cisco networking hardware to public and private sector clients across the U.S. and internationally. Our offerings include switches, routers, firewalls, wireless access points, optics but not limited to Cisco's enterprise-grade product lines. All refurbished equipment is fully tested, certified, and restored to OEM standards. We support legacy and EOSL (End of Service Life) hardware, helping agencies extend the life of their infrastructure while reducing costs.

Our national distribution network includes a main Warehouse facility in Oregon and multiple U.S. hubs. We offer next-business-day delivery for most in-stock items, white-glove logistics, and international shipping support.

Are you a certified Cisco refurbishing partner or recognized reseller? Please provide documentation demonstrating your firm's level of certification.

PivIT Global is not a Cisco Certified Refurbished Partner (CCRP) or an official Cisco Authorized Reseller. However, we are a recognized third-party provider of refurbished Cisco equipment. Our refurbished Cisco hardware is tested and certified to meet OEM standards and is backed by a lifetime warranty and our OneCall support program.

Does your firm hold used/refurbished equipment reseller status/certifications with other proposed brands (HPE Aruba, Dell, Juniper, Arista, Fortinet, Palo Alto, etc.)? Please provide documentation demonstrating your firm's level of certification.

Yes. PivIT Global is a registered partner with several major OEMs, including HPE, Dell, Arista, Juniper, Fortinet, and Palo Alto Networks. These partnerships allow us to source authentic, OEM-certified equipment, provide OEM-aligned support, offer competitive pricing, and deliver both refurbished and new hardware designs with warranty and compliance.

Provide the total number and location of salespersons employed by your firm.

PivIT Global employs approximately 53 team members, with a significant portion dedicated to sales, account management, and client services. Our sales leadership includes regional account managers and solution consultants located across the U.S.

Provide the number and location of support centers (if applicable).

PivIT Global maintains sales and support operations in Santa Barbara, CA (Headquarters), Franklin, TN (East Coast Sales Office), and Portland, OR (Warehouse, Engineering, Sales). We also employ remote sales and support professionals strategically located across the world.

Provide a summarization of your experience in performing work similar to that outlined in this solicitation. Provide a minimum of three references..

PivIT Global has delivered refurbished and new IT infrastructure solutions to public agencies, educational institutions, and enterprise clients across the U.S. Our services include refurbished Cisco and multi-vendor hardware, nationwide logistics and deployment, OneCall maintenance and EXTEND professional services, and IT asset disposition (ITAD). References include:

Confidential:

Scope: Network refresh with Cisco gear, new HPE storage environment, staging

Dates: 2020–Present

Scope: Refurbished Cisco hardware & OneCall maintenance

Dates: 2021–Present

Scope: Multi-vendor procurement, lifecycle extension, ITAD

Dates: 2019–Present

Provide resumes and three references (preferably from the public sector) for the primary customer service representative(s)..

Primary Customer Service Representative:

Name: Timothy Sauer

Title: Timothy Sauer

Experience: 30 years in multiple technical selling roles.

Scope: Refurbished Cisco hardware & OneCall maintenance

Scope: Multi-Vendor hardware, UPS/Batteries

Scope: Multi-OEM hardware, Optics/Transceivers

Demonstrate your company's ability to meet the evolving needs of public sector customers of varying sizes and locations.

PivIT Global supports a wide range of public sector clients, from small municipalities to large state agencies. Our scalable logistics, flexible procurement options, and nationwide support network allow us to meet diverse needs. Our OneCall maintenance program and EXTEND services provide tailored support for legacy and modern infrastructure.

Who are your national/corporate points of contact for sales, marketing, contract administration and monthly sales reporting?

Sales: Erin Ohlgren, VP of Sales

Marketing: Parker Martin, Marketing manager

Contract Administration: Justin Sparks, President

Sales Reporting: Troy Jacobsen

How many sellers are dedicated to selling and supporting Cisco equipment to the local government market?

Approximately 10 sellers are focused on solutions for public sector clients, supported by a broader team of admin, engineers and logistics specialists.

Who will be your management contact responsible for the success of the cooperative program on a national basis?

Erin Ohlgren, VP of Sales, will serve as the executive sponsor and primary contact for the cooperative program.

Detail your national product distribution network.

PivIT Global operates a main facility in Oregon with distribution/partner hubs across the United States, with inventory management systems that support real-time tracking, forecasting, and fulfillment. We ship from in-stock inventory and offer next-business-day delivery for most items.

Detail your national installation and service delivery network.

Our EXTEND services team and partner network provide installation, configuration, and maintenance services nationally and internationally. We support remote and on-site deployments, including white-glove delivery, rack-and-stack services, as well as layer one ticketing.

Provide information regarding if your organization ever failed to complete any work awarded.

PivIT Global has never failed to complete any awarded work. We maintain a strong track record of performance and client satisfaction.

Provide information regarding if your firm, either presently or in the past, has been involved in any litigation, bankruptcy, or reorganization.

PivIT Global has not been involved in any litigation, bankruptcy, or reorganization.



CITY OF
TUCSON

RFP



CITY OF
TUCSON

CITY OF TUCSON
REQUEST FOR PROPOSAL

250135

USED NETWORKING EQUIPMENT

Due Date: Monday, June 16, 2025

City of Tucson

255 W Alameda St

Tucson, AZ 85701

Procurement portal

<https://secure.procurenow.com/portal/tucson-az>

Public Portal <https://secure.procurenow.com/portal/tucson-az/projects/163502>

PUBLISH DATE: May 14, 2025

CITY OF TUCSON
BUSINESS SERVICES DEPARTMENT
SHARED SERVICES PROCUREMENT DIVISION
255 W. ALAMEDA, 6TH FLOOR, TUCSON, AZ 85701

REQUEST FOR PROPOSAL NO. 250135
Page 2 of 38
RESPONSIBLE CONTRACT OFFICER: Nora Corral
PH: (520) 837-4143

Attachments:

A - Offer and Acceptance

E - Axia Cooperative Purchasing Program

F - Price Sheet

A. NOTICE

A.1. CITY OF TUCSON

NOTICE OF REQUEST FOR PROPOSAL NO 250135

TITLE: Used Networking Equipment

SUBMITTAL DUE DATE: Monday, June 16, 2025 AT 2:00 P.M. LOCAL AZ TIME

PRE-SUBMITTAL MEETING DATE: Thursday, May 22, 2025

TIME: 2:00 pm LOCAL AZ TIME

LOCATION: Microsoft Teams: Virtual Meeting Join the meeting now Meeting ID: 220 429 212 492 4
Passcode: cx38T79i Dial in by phone +1 213-293-2303,,769350859# United States, Los Angeles Find
a local number Phone conference ID: 769 350 859#

[Microsoft Teams Link](#)

QUESTIONS SHALL BE DIRECTED TO: Nora Corral
(520) 837-4143
nora.corral@tucsonaz.gov

Posted Date: Wednesday, May 14, 2025

Competitive sealed offers for the material or service specified in this solicitation must be submitted through the City's online bidding system. No late submitted offer will be accepted or considered. Responses submitted in physical form or by facsimile or email will not be considered. Offerors are cautioned to commence the submittal process sufficiently ahead of time to allow for unanticipated delays resulting from things like a slow internet connection, internet outage, difficulty uploading large documents, differing system requirements, etc.

Questions about this solicitation must be addressed to the responsible Contract Officer listed herein.

B. INTRODUCTION

B.1. Summary

The City of Tucson is soliciting proposals from **Authorized** preowned, used, and refurbished network equipment Resellers who are willing to provide **Certified** preowned, used, or refurbished Network Equipment and Software, and any associated Services in compliance with all solicitation specifications and requirements contained or referenced herein. The City primarily utilizes Cisco equipment and related software & services. It is, therefore, essential that offers address those needs. The City is also requesting buyback program information.

Offers may, in addition to used/refurbished Cisco equipment and related software and services, also include offers for similar programs of additional manufacturers, including (but not limited to) HPE Aruba, Dell, Juniper, Arista, Fortinet, Palo Alto, etc.

Awards may be made to multiple offerors to meet the City's needs.

B.2. Background

NATIONAL CONTRACT REQUIREMENTS

Axia Coop LLC ("Axia Cooperative" or "Axia") is a national public sector cooperative purchasing organization. Axia works with respected leaders from the public procurement community to offer a growing portfolio of master agreements that leverage national volume to deliver savings, efficiency, and innovation for non-federal public sector agencies. Each agreement is publicly solicited by a lead agency utilizing the strictest of procurement standards. The resulting awards address the dynamic needs of today's evolving market while providing both value and cutting-edge solutions. For more information about the contracting process, please visit axiacoop.org/contracting-process.

The City of Tucson has entered into an agreement with Axia Cooperative to facilitate the Request For Proposals (RFP) and act as the primary contracting authority for the term of the resulting contract(s). Resulting contract(s) is/are made available to other public agencies nationally for "piggybacking" through the Axia Cooperative purchasing program and authorized by various joint powers authority statutes, rules and regulations within each state and local jurisdiction.

While Axia Cooperative makes no guarantees as to exact quantities and/or purchase volume made by Participating Agencies, the estimated annual volume for purchases made nationwide through this contract category is \$20,000,000. Please see **Attachment E** for more information regarding the Axia Cooperative purchasing program.

B.3. Contact Information

Nora Corral

Senior Contract Officer

Email: nora.corral@tucsonaz.gov

Phone: [\(520\) 837-4143](tel:5208374143)

Department:

Information Technology

CITY OF TUCSON
BUSINESS SERVICES DEPARTMENT
SHARED SERVICES PROCUREMENT DIVISION
255 W. ALAMEDA, 6TH FLOOR, TUCSON, AZ 85701

REQUEST FOR PROPOSAL NO. 250135
Page 5 of 38
RESPONSIBLE CONTRACT OFFICER: Nora Corral
PH: (520) 837-4143

B.4. Timeline

Issue Date	May 14, 2025
Pre-Submittal Meeting (Non-Mandatory)	May 22, 2025, 2:00pm Microsoft Teams: Virtual Meeting Join the meeting now Meeting ID: 220 429 212 492 4 Passcode: cx38T79i Dial in by phone +1 213-293-2303,,769350859# United States, Los Angeles Find a local number Phone conference ID: 769 350 859#
Question Submission Deadline	May 29, 2025, 12:00pm
Submittal Due Date	June 16, 2025, 2:00pm

C. SCOPE OF WORK

C.1. General Requirements

- A. **DELIVERY CONSIDERATION:** Delivery is an important consideration and will be a factor in the determination of an award. Therefore, delivery time after receipt of an order must be stated in definite terms. Should there be variations in delivery time by item, bids/offers must be clear in regard to those variations.
- B. **USAGE REPORT:** The Contractor shall provide an electronic copy of a usage report upon request to the Department of Business Services - Procurement. The report shall be sent after eleven (11) months of the Contract term. The report shall provide complete information on the quantity and description of items purchased under this Contract.
- C. **WARRANTY:** Bidder/Offeror shall warrant that all equipment and parts furnished in their bid/offer guarantee accepted trade standards of quality, fitness for the intended uses, and conformance to promises or specified specifications. No other express or implied warranty shall eliminate the vendor's liability as stated herein.

C.2. Network Products/Equipment

Contractor shall offer a complete offering of Network products and equipment including, but not limited to, application networking services products, blade switches, cloud and systems management, collaboration endpoints, conferencing, connected safety and security, customer collaboration, data center management and automation, data center switches, infrastructure software, interfaces and modules, networking software, optical networking, routers, security, servers, service exchange, storage networking, switches, unified communications, video, wireless, and any other products offered.

C.3. Network Services and Solutions

Contractor shall offer a complete offering of Network services and solutions including, but not limited to, cloud and systems management services, collaboration services, collaboration endpoints services, conferencing services, data center and virtualization services, enterprise network services, routing services, security services, services for application networking services, storage networking services, switching services, unified communication services, unified computing services, video services, wireless services and any other services and solutions offered.

D. INSTRUCTIONS TO OFFERORS

D.1. DEFINITION OF KEY WORDS USED IN THE SOLICITATION

For purposes of this solicitation and any subsequent contract, the following terms have the meanings set forth below:

City:The City of Tucson, Arizona

Contract:The legal agreement(s) executed between City and the Successful Offeror(s). The Contract will be deemed to include all the conditions and requirements set forth in this solicitation and any Addenda to the solicitation, all the Special Terms and Conditions and Standard Terms and Conditions, and all the terms of the Offer submitted by Offeror as finally negotiated and accepted by the City.

Contractor/Consultant:A Successful Offeror that enters into a Contract with the City.

Contract Representative:The City employee or employees who have been designated to act as the City contact for this solicitation process and who are responsible for monitoring and overseeing the Contractor's performance under the Contract.

Business Services Director:The contracting authority for the City, authorized to sign contracts and addenda thereto on behalf of the City.

May: Indicates something that is not mandatory but permissible.

May not:The indicated party is prohibited from taking the action.

Must: The action or condition is required.

Offer:Any proposal, statement of qualifications, bid, or other submission provided by an Offeror in response to this Solicitation.

Offeror: Each individual or entity that submits an Offer in response to this solicitation.

Successful Offeror: An Offeror who received a Notice of Award or a Notice of Intent to Award from the City.

Will:The indicated party is promising to take the action or abide by the condition.

D.2. PRE-SUBMITTAL MEETING

A Pre-Submittal Meeting will be held at the date and time stated on the cover page of this solicitation, if such a date and time is provided. Attendance at this meeting is not mandatory, but written minutes and/or notes regarding the meeting will NOT be provided, so attendance is encouraged. The purpose of this meeting will be to clarify the contents of this solicitation in order to prevent any misunderstanding of the City's position.

D.3. INQUIRIES

Any questions about this solicitation or the proposed Contract must be presented at the Pre-Submittal Meeting, if there is one (see above), or submitted in writing, via email, or through the online bidding system, to the Contract Officer by the Question Submission Deadline. The email must refer to the solicitation number and the paragraph number of the provision that the question concerns. The Contract

Officer may respond by email or may, if they deem it appropriate, address the question in a solicitation addendum or response through the question and answer portal in the online bidding system. Offeror may not rely on oral interpretations or clarifications about the solicitation; only questions answered in an email by the Contract Officer, posted through the online bidding system, or posted as a formal solicitation addendum will be binding.

D.4. ADDENDUM OF SOLICITATION

Solicitation Addenda will be posted on the City's link to the online bidding website. Offeror is responsible for checking the webpage regularly for new solicitation addenda and must acknowledge each addendum to this solicitation in its submittal. Please note that vendors who have registered with the Business Services Department at <https://procurement.opengov.com/portal/tucson-az> and follow the City of Tucson will receive email notifications of solicitation addenda.

D.5. UNDERSTANDING SCOPE OF WORK

Before submitting an Offer to this solicitation, Offeror must familiarize itself with the Scope of Work, laws, regulations, physical conditions, and other factors affecting the obligations – including the expense and difficulty of fulfilling those obligations – that Offeror will have under the Contract if awarded to Offeror. No adjustment to the financial or other terms of the Contract will be justified by Offeror's failure to fully understand or appreciate the Contract requirements or other factors affecting Contract performance.

D.6. PREPARATION OF OFFER

- A. Form and Organization. If Offer forms are included in this Solicitation, Offeror's Submittal must be on those forms. Supporting documentation must be arranged in a manner that follows and clearly refers to corresponding sections of the solicitation. Offeror may copy the submittal forms in order to complete them electronically but may not alter or rearrange them or change any paragraph designations.
- B. Confidential Information. Any information in its submittal that Offeror wishes to be treated as confidential must be clearly marked "CONFIDENTIAL."
- C. Offer Contents. Offeror's submittal must contain responses to all sections of this solicitation, any Offer forms provided must be completed and any requested supporting documentation must be attached.
- D. Signatures. Offeror must include in their submittal signed copies of the Offer and Acceptance page. Any cover letter accompanying the proposal documents must be signed. Offeror must initial each erasure, interlineation or other modification in the submittal. The person signing and initialing on behalf of Offeror must be a person authorized to legally bind Offeror.
- E. Prices. Where a unit price is provided it will govern over any erroneous extension of the price.
- F. Time Periods. Periods of time, stated as a number of days, will be calendar days unless specifically stated otherwise.
- G. Accuracy. Mistakes in preparation of its submittal confers on Offeror no right to modify or withdraw its submittal after the Submittal Deadline.

- H. Cost of Preparation. The City will not reimburse Offeror for the cost of developing, presenting, submitting or providing any response to this solicitation.
- I. Subcontractors. Offeror must, in their submittal, list any subcontractors that it will utilize in the performance of the Contract if they are awarded the Contract and must describe their qualifications in detail.
- J. Incomplete Information. Failure to include all requested information may have a negative impact on the evaluation of Offeror's submittal.

D.7. PAYMENT DISCOUNTS

Payment discount periods shall be computed from the date of receipt of the material/service or correct invoice, whichever is later, to the date City's payment warrant is mailed. Unless freight and other charges are itemized, any discount provided shall be taken on full amount of invoice. Payment discounts of twenty-one calendar days or more shall be deducted from the proposed price in determining the price points. However, the City shall be entitled to take advantage of any payment discount offered by a vendor provided payment is made within the discount period. The payment discount shall apply to all purchases and to all payment methods.

D.8. TAXES

The City is exempt from federal excise tax, including the federal transportation tax, but is not exempt from any other taxes, including state and local sales and excise taxes.

D.9. EXCEPTIONS TO CONTRACT PROVISIONS

By submitting an offer in response to this solicitation, Offeror is offering to enter into the Contract with the City. If Offeror wishes to modify any Contract terms and conditions, Offeror must, in its Offer, clearly identify the changes it is requesting. No requested modification will be deemed accepted by the City unless and until the City's Business Services Director or their designee expressly accepts it in writing.

D.10. PUBLIC RECORD

Any documents submitted by Offeror in response to this solicitation will become the property of the City. Except as set forth below with respect to Confidential Information, the Submittal will be deemed to be a public record available for review by the public after the award notification.

D.11. CONFIDENTIAL INFORMATION

The City is obligated to abide by the Arizona Public Records Law, A.R.S. §§ 39-101 through 39-161. If Offeror believes that any portion of its Offer, specification, protest or correspondence contains information that is confidential and subject to being withheld from disclosure in the event that the City receives a public records request to which the record is responsive, Offeror must, when the record is submitted, provide the Contract Officer written notification of that fact. The records or portions of records that Offeror wishes to be treated as confidential must also be clearly marked "CONFIDENTIAL" on their face. Pricing will not be treated as confidential.

If the City, after award notification, receives a public-records request the scope of which includes a document submitted by Offeror and marked "CONFIDENTIAL", the Contract Officer will make a written determination regarding whether the document will be provided to the requestor. If the Contract Officer determines that the document should be released, City will notify Offeror in writing. Unless Offeror, within 10 days after the date of that notice, obtains and provides to City an order from a court of competent jurisdiction prohibiting the City from releasing the documents, the City may release the documents without any liability to Offeror.

D.12. WHEN AND HOW TO SUBMIT OFFERS

In order to be considered, Offeror must, no later than the Offer Submittal Deadline, submit its Offer electronically through the City's online bidding system:
<https://procurement.opengov.com/portal/tucson-az>

NOTE: THE ENTIRE OFFER MUST BE IN ""SUBMITTED"" STATUS IN THE CITY'S ONLINE BIDDING SYSTEM IN ORDER TO BE CONSIDERED. RESPONSES THAT HAVE BEEN CREATED IN THE SYSTEM, BUT THAT ARE NOT IN ""SUBMITTED"" STATUS BY THE OFFER SUBMITTAL DEADLINE WILL NOT BE CONSIDERED.

D.13. CERTIFICATION OF NONCOLLUSION; CONFLICTS OF INTEREST

Offeror will not communicate, orally or in writing, with any member of the Mayor and Council, or with any City staff outside the Procurement Division of the Business Services Department, regarding this Solicitation. By submitting an Offer, Offeror warrants that:

- A. Preparation and submission of the submittal did not involve collusion or other anti-competitive practices.
- B. Offeror has not given, offered to give, nor intends to give at any time hereafter, any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor, meal or service to a public servant in connection with this solicitation.
- C. No person has been employed or retained to solicit or secure a Contract under this solicitation upon a promise of a commission, percentage, brokerage, or contingent fee.
- D. No employee of the City involved in this Solicitation process, or any family member of such an employee, has any substantial financial interest in Offeror's firm. No member of the City of Tucson Mayor and Council who has, or whose family member has, any substantial financial interest in Offeror's firm will participate in any action taken by the Mayor and Council with respect to this Contract. The terms "relative" and "substantial interest" have the meanings assigned in A.R.S. § 38-502

The City may disqualify Offeror from further participation in the solicitation process if the City determines that any City employee or official involved in this Solicitation process has an actual or apparent conflict of interest or if Offeror has engaged in any collusion or anti-competitive practices.

D.14. WITHDRAWAL OF OFFER; BINDING OFFER

By submitting an Offer in response to this Solicitation, Offeror is offering to enter into the Contract with the City. Offeror may withdraw a submitted Offer at any time prior to the Offer Submittal Deadline. Telephonic or oral withdrawals are not effective.

Offeror cannot withdraw an Offer that is in "submitted" status as of the Offer Submittal Deadline unless the Director of the Business Services Department consents in writing to the withdrawal. The Offer will be irrevocable for 90 days after the Offer Submittal Deadline.

D.15. DISCUSSIONS

The City may, at its discretion, conduct discussions with Offeror for the purpose of eliminating minor irregularities, informalities, or apparent clerical mistakes in Offeror's submittal in order to clarify the offer and assure full understanding of, and responsiveness to, solicitation requirements.

D.16. VENDOR REGISTRATION; BUSINESS LICENSE

In order to be eligible for award of a Contract, Offeror must:

- A. Register with the City's Business Services Department. Registration can be completed at <https://procurement.opengov.com/portal/tucson-az>
- B. Obtain a City of Tucson Business License or a written determination from the City's Business License Section that a license is not required. For questions contact the City's Business License Section at (520) 791-4566 or email at license@tucsonaz.gov

E. OFFER EVALUATION AND CONTRACT AWARD

E.1. PROPOSAL EVALUATION CRITERIA – (listed in relative order of importance)

- A. Method of Approach
- B. Qualifications & Experience
- C. Price Proposal

E.2. INTERVIEWS

The City may interview some or all of the offerors at any point during the evaluation process. If interviews are conducted, information provided during the interview process will be taken into consideration in the evaluation process. The City will not reimburse the Offeror for any costs Offeror incurs during its participation in the interview process.

E.3. ADDITIONAL INVESTIGATIONS

The City may undertake any additional investigations it deems appropriate to evaluate the competence and financial stability of any offeror.

E.4. OTHER INFORMATION

Information that evaluation committee members have about an offeror beyond what is provided in the offeror's Offer may be taken into consideration during the evaluation process.

E.5. PRICE

- A. **Tax Offset Policy.** If applicable under Section 28-18(6) or Section 28-17(7)(d) of the Tucson Procurement Code, the City will include the amount of all business privilege taxes other than the City's in evaluating the pricing component of each Offer.
- B. **Payment Discounts.** Any discounts offered by Offeror for payments made within 21 calendar days or more will be deducted from the proposed price in evaluating an offeror's pricing. However, the City may take advantage of any early- or timely-payment discounts offered by a vendor. Any proposed payment discount will apply to all purchases and to all payment methods

E.6. CITY'S RIGHT TO WAIVE DEFECTS OR REJECT OFFERS

Notwithstanding any other provision of this solicitation, the City may:

- A. Waive any immaterial defect or informality; or
- B. Reject any or all submittals, or portions thereof; or
- C. Reissue the solicitation.

E.7. CONTRACT NEGOTIATIONS

At the City's discretion, it may negotiate with one or more responsible offerors to agree upon the final conditions, terms and price of the Contract. In doing so, the City will treat offerors fairly and will not disclose to any offeror information from responses submitted by other offerors. Exclusive or concurrent negotiations do not constitute a contract award and do not confer any rights to the offerors participating in such negotiations. In the event the City deems that negotiations are not progressing, the City may formally terminate these negotiations and may enter into concurrent or exclusive negotiations with the next most qualified firm(s).

E.8. AWARD OF CONTRACT

A Contract is created when, and only when, it is formally awarded, which occurs when the Business Services Director and the City Attorney sign the Offer and Acceptance page of the Successful Offeror's submittal. When a Contract is awarded, the City will send the Contractor a Notice of Award.

The City may first issue a Notice of Intent to Award to the Successful Offeror(s). Offeror, if it receives a Notice of Intent to Award from the City, must sign and file with the City, within ten (10) days after receipt of the Notice, all documents necessary for execution of the Contract. A Notice of Intent to Award does not create a contract. Only a subsequent formal award, as described above, creates a Contract.

E.9. MULTIPLE AWARDS

The City, at its sole discretion, may award multiple Contracts.

E.10. SUBMITTAL RESULTS

After the City issues a Notice of Award, the City will post the name(s) of the Successful Offeror(s) on the Business Services Department's Internet site at <https://procurement.opengov.com/portaltucson-az/contracts>

E.11. PROTESTS

Any interested party, may, in accordance with Article IX of the Tucson Procurement Code, protest either this solicitation or the award of a Contract under this solicitation. A protest based on alleged improprieties in this solicitation must be filed no later than five (5) working days before the Proposal Submittal Deadline. A protest of a proposed or actual award must be filed no later than ten (10) calendar days after the City issues a Notice of Intent to Award or, if no Notice of Intent to Award is issued, after the City issues a Notice of Award.

A protest must be made in writing and filed with the Contract Officer. It must include:

- A. The name, address, and telephone number of the protestant;
- B. The signature of the protestant or its representative;
- C. The solicitation or Contract number;
- D. A detailed statement of the legal and factual grounds for the protest along with copies of all relevant documents; and

CITY OF TUCSON
BUSINESS SERVICES DEPARTMENT
SHARED SERVICES PROCUREMENT DIVISION
255 W. ALAMEDA, 6TH FLOOR, TUCSON, AZ 85701

REQUEST FOR PROPOSAL NO. 250135
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RESPONSIBLE CONTRACT OFFICER: Nora Corral
PH: (520) 837-4143

E. The form of relief requested.

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F. EVALUATION CRITERIA

No.	Evaluation Criteria	Scoring Method	Weight (Points)
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1.	Method of Approach Provide a detailed response for each of the following: A. Detail the scope of used/refurbished Cisco equipment and related products that your company offers. Your response should detail proposed sub-categories (if applicable) and total number of products in your catalog being made available (as well as a breakdown of number of available products within each category). B. How do you ensure device sanitization? C. Are available used/refurbished Cisco products compliant with Cisco SmartNet eligibility? D. Do you provide serialized audit reports or certificates of testing? E. Detail the scope of used/refurbished equipment and related products for other brands (HPE Aruba, Dell, Juniper, Arista, Fortinet, Palo Alto, etc.) that your company offers. Your response should detail proposed sub-categories (if applicable) and total number of products in your catalog being made available (as well as a breakdown of number of available products within each category). F. What are the costs of any maintenance or extended support options? G. What is your return rate or RMA (Return Merchandise Authorization) history? H. Detail any value-added services and programs that may complement the comprehensive used/refurbished networking equipment offering. Such offerings may include (but are not necessarily limited to): 1. Online ordering capabilities, including (but not necessarily limited to): a. eCommerce platform capabilities b. Availability of mobile websites and/or mobile apps c. Online order tracking and order history d. Availability of contract pricing through the proposed online system e. Ability to accept pCards, etc. f. Ability to manage and restrict access to the proposed online system g. Ability to view product data, such as technical information, illustrations, Material Safety Data Sheets (MSDS) h. Ability to save "favorite" products or curate personal lists	N/A	N/A
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