

TO: HARBOR DEPARTMENT PURCHASING OFFICE  
500 Pier "A" Street  
Berth 161  
Wilmington, CA 90744

ORIGINAL

BID NO. F-1137 Page 1  
Show this number on envelope

Contract No. 39979

1. COMPLETE CONTRACT

This entire Bid Request shall become the contract upon its execution by the Executive Director on behalf of the Harbor Department of the City of Los Angeles. The complete contract shall consist of the entire Bid (including Specifications), this page, terms and conditions, any addendums, and when required, CONTRACTOR'S BOND. Contractor will be provided with a copy of the executed contract.

2. GOODS AND SERVICES TO BE PROVIDED BY THE CONTRACTOR

The Contractor agrees, upon acceptance of this offer by the City, to furnish the goods and services herein specified according to the terms and conditions as set forth herein.

3. AMOUNT TO BE PAID

The City agrees to pay the contractor for the goods or services in the manner described in the paragraph entitled "PAYMENTS" according to the terms and conditions. Unless otherwise indicated by the Bidder, remittance by the City for goods or services will be made to the address below.

4. CHOICE OF ALTERNATIVE PROVISIONS; OPTIONS; NOTIFICATION

When alternative provisions are requested, or options are offered, the contractor will be notified as to which provision, or option, is being accepted when notification is sent that the Contractor is the successful bidder.

5. DECLARATION OF NON-COLLUSION

The undersigned certifies (or declares) under penalty of perjury that this bid is genuine and not sham or collusive, or made in the interest or on behalf of any person, firm, or corporation not herein named; that the bidder has not directly or indirectly induced or solicited any other bidder to put up a sham bid, or any other person, firm or corporation to refrain from bidding, and that the bidder has not in any manner sought by collusion to secure any advantage over other bidders.

6. LEGAL JUSTIFICATION

This agreement shall be deemed entered into in Los Angeles, California, and shall be governed and construed in accordance with the laws of the State of California.

EXECUTED AT: Auburn, Washington ON THE 7th DAY OF June, 2022  
City, State Date Month Year

BIDDER MUST COMPLETE AND SIGN BELOW:

Firm Name Zones, LLC  
Phone 310-766-0124 Fax 253-288-6795  
Address 13915 Cerritos Corporate Drive, Suite A Cerritos CA 90703  
Street City State Zip  
Signature Jon Bailey Assistant Secretary  
Signature Jessa Santeford VP, Finance  
(Approved Corporate Signature Methods)



- a) Two signatures: One by Chairman of Board of Directors, President, or a Vice-President AND one by Secretary, Assistant Secretary, Chief Financial Officer or an Assistant Treasurer.
- b) One signature: By corporate designated individual together with properly attested resolution of Board of Directors authorizing person to sign.

NOTARIZATION: Bids executed outside the State of California must be sworn to and notarized below.

County of King State of Washington S.S. Subscribed and sworn this date JUNE 7th, 2022. In witness whereof the Board of Harbor Commissioners of the City of Los Angeles has caused this contract to be executed by the Executive Director of the Harbor Department of said City and said Contractor has executed this contract the day and year written below. Approved as to form and legality August 11, 2022 City Attorney BY Deputy. DAVID LUXEM NOTARY PUBLIC #192739 STATE OF WASHINGTON COMMISSION EXPIRES JUNE 19, 2025

# FORMAL REQUEST FOR COOPERATIVE AGREEMENT

CITY OF LOS ANGELES  
HARBOR DEPARTMENT

BID NO. F-1137

|  |  |
|--|--|
| <b>SUBMIT BID TO :</b><br><br>Los Angeles Harbor Department<br>Purchasing Office, 1st Floor<br>500 Pier A Street<br>Wilmington, CA 90744 | <b>BID DUE BEFORE</b><br><b>11:00 A.M.</b><br><b>June 10, 2022</b> |
| <b>Buyer:</b> J. Benitez, Procurement Supervisor <a href="mailto:ibenitez@portla.org">ibenitez@portla.org</a>                            | <b>BIDS WILL BE PUBLICLY OPENED</b>                                |

ALL ITEMS REQUESTED MAY BE QUOTED AS "OR EQUAL".  
AFFIRMATIVE ACTION - AN APPROVED AA PLAN OR CERTIFICATION, IF NOT ON FILE, WILL BE REQUIRED PRIOR TO AWARD OF CONTRACT.

| QUANTITY AND UNIT | ITEMS and DESCRIPTION | UNIT PRICE QUOTED | EXTENSION |
|-------------------|-----------------------|-------------------|-----------|
|-------------------|-----------------------|-------------------|-----------|

## IT EQUIPMENT, SUPPLIES AND RELATED SERVICES

**BIDS** are requested for the annual requirements of the Los Angeles Harbor Department for **IT EQUIPMENT, SUPPLIES AND RELATED SERVICES** to be furnished and delivered as may be required upon the execution of the contract for a period of one-year from the date of contract execution, including two, one-year renewal options, subject to the approval of the Executive Director.

The **SPECIFICATIONS & "WORKSHEET"** are incorporated herein as **Attachment A**.

PRICE TO INCLUDE ALL DELIVERY CHARGES AND FEES EXCLUDING SALES TAX.

1. **Equipment, Computer - "HEWLETT-PACKARD"**  
**PRICE LIST DISCOUNTS/MARK UPS:**

Quotations are requested in the form of a discount (-)/mark up (+) you are offering the Port from/to the manufacturer's nationally published price list.

State percentage discount (-)/mark up (+) offered to the City: [circle one] - + 4 %

State manufacturer: HEWLETT PACKARD

Price list no./date: 6-7-2022

Applicable price column: Price Catalog is provided at www.zones.com. Prices are updated on daily basis

**Bidder shall include a copy of the manufacturer's latest price list(s) with the Quotation.**

Price Catalog is provided at www.zones.com. Prices are updated on daily basis.

**The "Price Agreement Conditions" herein shall apply to discounts/mark ups quoted.**

REQ. NO.: D-22-271  
NOTIFY: H. Nguyen

STATE TIME OF DELIVERY: 3-7 DAYS AFTER RECEIPT OF ORDER  
TERMS Net 30 % DISCOUNT FOR PAYMENT WITHIN     DAYS.  
BIDDER MUST SIGN THIS BID ON PAGE 1. WET SIGNATURES REQUIRED.

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CITY OF LOS ANGELES  
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BID NO. F-1137

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BID DUE BEFORE 11:00 AM ON: June 10, 2022

2. Equipment, Computer - "VIEWSONIC"

PRICE LIST DISCOUNTS/MARK UPS:

Quotations are requested in the form of a discount (-)/mark up (+) you are offering the Port from/to the manufacturer's nationally published price list.

State percentage discount (-)/mark up (+) offered to the City: [circle one] - + 4 %

State manufacturer: VIEWSONIC

Price list no./date: 6-7-2022

Applicable price column: Price Catalog is provided at www.zones.com. Prices are updated on daily basis

Bidder shall include a copy of the manufacturer's latest price list(s) with the Quotation.

Price Catalog is provided at www.zones.com. Prices are updated on daily basis.

The "Price Agreement Conditions" herein shall apply to discounts/mark ups quoted.

3. Equipment, Computer - "LENOVO"

PRICE LIST DISCOUNTS/MARK UPS:

Quotations are requested in the form of a discount (-)/mark up (+) you are offering the Port from/to the manufacturer's nationally published price list.

State percentage discount (-)/mark up (+) offered to the City: [circle one] - + 5 %

State manufacturer: LENOVO

Price list no./date: 6-7-2022

Applicable price column: Price Catalog is provided at www.zones.com. Prices are updated on daily basis

Bidder shall include a copy of the manufacturer's latest price list(s) with the Quotation.

Price Catalog is provided at www.zones.com. Prices are updated on daily basis.

The "Price Agreement Conditions" herein shall apply to discounts/mark ups quoted.

4. Equipment, Computer - "MICROSOFT"

PRICE LIST DISCOUNTS/MARK UPS:

Quotations are requested in the form of a discount (-)/mark up (+) you are offering the Port from/to the manufacturer's nationally published price list.

State percentage discount (-)/mark up (+) offered to the City: [circle one] - + 5 %

State manufacturer: MICROSOFT

Price list no./date: 6-7-2022

Applicable price column: Price Catalog is provided at www.zones.com. Prices are updated on daily basis

Bidder shall include a copy of the manufacturer's latest price list(s) with the Quotation.

Price Catalog is provided at www.zones.com. Prices are updated on daily basis.

**FORMAL REQUEST FOR COOPERATIVE AGREEMENT**

CITY OF LOS ANGELES  
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The "Price Agreement Conditions" herein shall apply to discounts/mark ups quoted.

**5. Equipment, Computer - "DELL"**

**PRICE LIST DISCOUNTS/MARK UPS:**

Quotations are requested in the form of a discount (-)/mark up (+) you are offering the Port from/to the manufacturer's nationally published price list.

State percentage discount (-)/mark up (+) offered to the City: [circle one] - + 5 %

State manufacturer: Dell

Price list no./date: 6-7-2022

Applicable price column: Price Catalog is provided at www.zones.com. Prices are updated on daily basis.

**Bidder shall include a copy of the manufacturer's latest price list(s) with the Quotation.**

Price Catalog is provided at www.zones.com. Prices are updated on daily basis.

The "Price Agreement Conditions" herein shall apply to discounts/mark ups quoted.

**6. Equipment, Computer - "CANON"**

**PRICE LIST DISCOUNTS/MARK UPS:**

Quotations are requested in the form of a discount (-)/mark up (+) you are offering the Port from/to the manufacturer's nationally published price list.

State percentage discount (-)/mark up (+) offered to the City: [circle one] - + 2 %

State manufacturer: CANON

Price list no./date: 6-7-2022

Applicable price column: Price Catalog is provided at www.zones.com. Prices are updated on daily basis.

**Bidder shall include a copy of the manufacturer's latest price list(s) with the Quotation.**

Price Catalog is provided at www.zones.com. Prices are updated on daily basis.

The "Price Agreement Conditions" herein shall apply to discounts/mark ups quoted.

**7. Equipment, Computer - "Net App"**

**PRICE LIST DISCOUNTS/MARK UPS:**

Quotations are requested in the form of a discount (-)/mark up (+) you are offering the Port from/to the manufacturer's nationally published price list.

State percentage discount (-)/mark up (+) offered to the City: [circle one] - + 3 %

State manufacturer: Net App

Price list no./date: 6-7-2022

Applicable price column: Price Catalog is provided at www.zones.com. Prices are updated on daily basis.

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**Bidder shall include a copy of the manufacturer's latest price list(s) with the Quotation.**  
Price Catalog is provided at [www.zones.com](http://www.zones.com). Prices are updated on daily basis.

**The "Price Agreement Conditions" herein shall apply to discounts/mark ups quoted.**

**8. Equipment, Computer - "Brocade"  
PRICE LIST DISCOUNTS/MARK UPS:**

**Quotations are requested in the form of a discount (-)/mark up (+) you are offering the Port from/to the manufacturer's nationally published price list.**

**State percentage discount (-)/mark up (+) offered to the City: [circle one] - + 3 %**

**State manufacturer:** Brocade

**Price list no./date:** 6-7-2022

**Applicable price column:** Price Catalog is provided at [www.zones.com](http://www.zones.com). Prices are updated on daily basis  
**Bidder shall include a copy of the manufacturer's latest price list(s) with the Quotation.**

Price Catalog is provided at [www.zones.com](http://www.zones.com). Prices are updated on daily basis.

**The "Price Agreement Conditions" herein shall apply to discounts/mark ups quoted.**

**9. Equipment, Computer - "Vertiv"  
PRICE LIST DISCOUNTS/MARK UPS:**

**Quotations are requested in the form of a discount (-)/mark up (+) you are offering the Port from/to the manufacturer's nationally published price list.**

**State percentage discount (-)/mark up (+) offered to the City: [circle one] - + 4 %**

**State manufacturer:** VERTIV

**Price list no./date:** 6-7-2022

**Applicable price column:** Price Catalog is provided at [www.zones.com](http://www.zones.com). Prices are updated on daily basis  
**Bidder shall include a copy of the manufacturer's latest price list(s) with the Quotation.**

Price Catalog is provided at [www.zones.com](http://www.zones.com). Prices are updated on daily basis.

**The "Price Agreement Conditions" herein shall apply to discounts/mark ups quoted.**

**10. Equipment, Computer - "BARRACUDA"  
PRICE LIST DISCOUNTS/MARK UPS:**

**Quotations are requested in the form of a discount (-)/mark up (+) you are offering the Port from/to the manufacturer's nationally published price list.**

**State percentage discount (-)/mark up (+) offered to the City: [circle one] - + 4 %**

**State manufacturer:** BARRACUDA

**Price list no./date:** 6-7-2022

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Bidder shall include a copy of the manufacturer's latest price list(s) with the Quotation.

Price Catalog is provided at www.zones.com. Prices are updated on daily basis.

The "Price Agreement Conditions" herein shall apply to discounts/mark ups quoted.

11. Equipment, Computer - "CISCO"

PRICE LIST DISCOUNTS/MARK UPS:

Quotations are requested in the form of a discount (-)/mark up (+) you are offering the Port from/to the manufacturer's nationally published price list.

State percentage discount (-)/mark up (+) offered to the City: [circle one] - + 3 %

State manufacturer: CISCO

Price list no./date: 6-7-2022

Applicable price column: Price Catalog is provided at www.zones.com. Prices are updated on daily basis  
Bidder shall include a copy of the manufacturer's latest price list(s) with the Quotation.

Price Catalog is provided at www.zones.com. Prices are updated on daily basis.

The "Price Agreement Conditions" herein shall apply to discounts/mark ups quoted.

12. Equipment, Computer - "CHECK POINT"

PRICE LIST DISCOUNTS/MARK UPS:

Quotations are requested in the form of a discount (-)/mark up (+) you are offering the Port from/to the manufacturer's nationally published price list.

State percentage discount (-)/mark up (+) offered to the City: [circle one] - + 3 %

State manufacturer: CHECKPOINT

Price list no./date: 6-7-2022

Applicable price column: Price Catalog is provided at www.zones.com. Prices are updated on daily basis  
Bidder shall include a copy of the manufacturer's latest price list(s) with the Quotation.

Price Catalog is provided at www.zones.com. Prices are updated on daily basis.

The "Price Agreement Conditions" herein shall apply to discounts/mark ups quoted.

13. Equipment, Computer - "APPLE/MAC"

PRICE LIST DISCOUNTS/MARK UPS:

Quotations are requested in the form of a discount (-)/mark up (+) you are offering the Port from/to the manufacturer's nationally published price list.

State percentage discount (-)/mark up (+) offered to the City: [circle one] - + 4 %

State manufacturer: APPLE/MAC

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Price list no./date: 6-7-2022

Applicable price column: Price Catalog is provided at www.zones.com. Prices are updated on daily basis

**Bidder shall include a copy of the manufacturer's latest price list(s) with the Quotation.**

Price Catalog is provided at www.zones.com. Prices are updated on daily basis.

**The "Price Agreement Conditions" herein shall apply to discounts/mark ups quoted.**

## REQUEST FOR BID WORKSHEET (ATTACHMENT A):

**Bidder must comply to specifications. (See clauses under "MATERIALS, EQUIPMENT, SERVICE")**

**Bidder must complete the attached worksheet** to reflect the City's Price based on your quoted discount/mark-up to the stated price list as provided herein. The worksheet is for evaluation purposes and is not intended to be restrictive in any way. **Failure to complete and return the worksheet with the RFB will void your bid.**

Bidder shall complete the worksheet filling in the catalog unit price, page # or excel row # where item price can be located in the price list, and the discount or mark-up offered in the appropriate columns. City Price, Extended Price and Total Quotation Price will be automatically calculated. .

**Bidder shall submit one (1) compact disc(CD) or thumb drive of the RFB Excel worksheet(.xlsx file or previous version) along with a printed copy of their worksheet attached to the bid.**

## **BIDDER'S INSTRUCTIONS**

**REQUEST FOR QUOTATION BIDDER RESPONSIVENESS.** In order to be responsive, bidders shall complete and return all Quotation documents requested by the Port, including addenda, specifications, drawings and all forms.

It shall be the bidder's responsibility to **provide one (1) original and one (1) copy** of the completed Quotation documents. The original and all copies shall include all quotation documents requested by the Port, including addenda, specifications, drawings and all forms.

The Purchasing Agent may deem a bidder non-responsive if the bidder fails to provide all Quotation documents requested by the Port at the Quotation closing date and time.

**ADDENDUMS.** From time to time, the Harbor Department may deem it necessary to issue an addendum(s) to modify or cancel a Bid Request. Such addendum(s) will be available on the Port of Los Angeles internet website – [www.portoflosangeles.org](http://www.portoflosangeles.org) and the Los Angeles Business Assistance Virtual Network website – [www.labavn.org](http://www.labavn.org). It is the responsibility of the bidder to be aware of and respond to any such addendum(s) before the deadline of the applicable bid request. Failure to do so may deem the bid non-responsive.

# FORMAL REQUEST FOR COOPERATIVE AGREEMENT

CITY OF LOS ANGELES  
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## BID SUBMITTAL TIMELINESS

Bidders solely are responsible for the timeliness of their submittals. As such, bidders are cautioned to budget adequate time to ensure that their bids are delivered at the location designated at or before the deadline set forth above. Bidders are cautioned that matters including, but not limited to, traffic congestion, security measures and/or events in or around the Harbor Department, may lengthen the amount of time necessary to deliver the bid, whether the bid is submitted in person or by mail.

**AWARD.** The Harbor Department reserves the right to reject any or all Bids, award Bid as a whole, split award or delete line items, as it may deem necessary, unless otherwise stated herein.

## SUPPLIER CONTACT INFORMATION:

Contact Person: Imran Yunus

Title: VP Sales

Telephone No.: 310-766-0124

Fax No.: 253-288-6795

E-Mail Address: imran.yunus@zones.com

24 Hour Contact No.: 310-766-0124

## **CONTRACTUAL TERMS SECTION**

**PRICE AGREEMENT CONDITIONS.** Prices charged the Harbor Department are based on a percentage discount from or mark-up to the manufacturer's published price list. Percentage discount/mark-up is to remain firm for the duration of the contract, but said Manufacturer's Price Lists are subject to fluctuation in accordance with changes as issued by the Manufacturer. Price Lists which are submitted with BID must be current in effect at time of BID opening and shall not be subject to change for a period of sixty (60) days after bid opening.

If the prices on the Price List are raised, the Harbor Department reserves the right to accept such raises or to cancel such items from the contract. The Harbor Department is to be given benefit of any decline in prices immediately upon the manufacturer's effective date of such decline. Changes in Price List shall be effective on the date designated on the Price List or upon receipt by the Harbor Department Purchasing Office, whichever is later. Increases in Price Lists shall not be retroactive.

Specifications and conditions in the BID shall supersede any conflicting conditions in PRICE LISTS.

Three (3) additional copies of the Price List(s) will be required to be submitted by the successful bidder prior to award of a contract. In addition, four (4) copies of any new or revised Price List(s) must be sent

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**BID DUE BEFORE 11:00 AM ON: June 10, 2022**

immediately to the Harbor Department Purchasing Officer, 500 Pier A Street, Wilmington, CA 90744. Price List shall show vendor's name along with the City Contract or Purchase Order Number.

**- WHEN QUOTING INTERNET / ON-LINE CATALOGS AND PRICE LISTS:**

The bidder shall provide, in its quotation, access to a secured (https) website for the City of Los Angeles Purchasing Agent to identify and confirm product prices online. The online price list must have a cross reference or search function to identify items and prices by Product/Part Number and/or Product Description.

The successful bidder shall provide website access to all City customers placing orders. The website must allow for printing any page on the customer's computer screen so as to create a "hard copy" record of the items and prices. City staff is required to print the price page for each item ordered and attach it to their Purchase Order for City auditing purposes.

**- WHEN NO CATALOG OR PRICE LIST EXISTS:**

When manufacturer's price lists do not exist or are not otherwise available for Cost Plus Mark-Up contracts, the following shall apply:

Prices charged the City are based on a Cost Plus Percentage Mark Up to the supplier's net/cost price, as indicated on invoices from the manufacturer, distributor, sub-supplier, or other supply chain source. Percentage mark-up is to remain firm for the duration of the contract, including renewal option periods.

A copy of each manufacturer's, distributor's, sub-supplier's, or other supply chain source's invoice pertaining to the specific City Sub-Purchase Order shall be submitted with the contractor's invoice. Failure to submit invoice copies may be considered a Breach of Contract, and will result in payment delays, or non-payment of the contractor's invoice.

**ESTIMATED EXPENDITURE:** Total expenditures under this contract are estimated to be **\$1.8 million** annually. No guarantee can be given that this total will be reached or that it will not be exceeded. Vendor agrees to furnish more or less at the unit prices quoted in accordance with actual requirements throughout the contract period, however, this amount may not be exceeded without prior written approval from the Board of Harbor Commissioners in the event the amount exceeds \$150,000.

|          |                |
|----------|----------------|
| FY 22/23 | \$1,800,000.00 |
| FY 23/24 | \$1,800,000.00 |
| FY 24/25 | \$1,800,000.00 |

**PRICE GUARANTEE.** Prices are **maximum** for the period of the contract. In the event of a **price decline**, or should you sell the same materials under similar quantity and delivery conditions to the State of California, or any County, Municipality or Legal District of the State of California at prices below those specified herein, such lower prices are to be immediately extended to the Harbor Department.

**RENEWAL OPTION.** State if you will grant the Harbor Department the option to extend any contract awarded hereunder for a period of one or two years, from the date of expiration, under the same terms and conditions, and at the same percentage discount off the applicable manufacturer's price list as stated herein. Option(s) granted will not be considered as a factor in awarding contracts.

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Yes (Yes, No) Option granted for one additional year.

Yes (Yes, No) Option granted for second additional year.

If any renewal option granted herein is exercised the Harbor Department will so notify the Contractor, in writing, prior to the expiration date.

### AUTHORIZED DISTRIBUTOR/DEALER:

Bidder must indicate if it is an authorized factory distributor/dealer for the manufacturer being quoted (please initial).

Yes: x  No: \_\_\_\_\_

If bidder is not an authorized distributor/dealer, the bidder shall submit with its Quotation a formal Letter of Certification from the manufacturer, stating that the manufacturer will honor any warranty claims by the City for equipment, parts, and/or materials provided by the bidder.

The manufacturer will be responsible for any default of the supplier that is not corrected by the supplier in a timely and efficient manner. This responsibility includes replacing incorrect or defective parts, trouble shooting, and correcting problems that are traceable to the manufacturer

**NEW AND UNUSED.** The equipment furnished shall be new and unused, current model.

**WARRANTY.** Terms of warranty on equipment offered. Free PARTS & SERVICE (LABOR) for defective parts and workmanship for the following time period after equipment has been accepted:  
Acknowledged. \_\_\_\_\_

### LIQUIDATED DAMAGES FOR LATE DELIVERY.

Delivery delays beyond the Contract/Purchase Order delivery date will result in added expense to the City. The City of Los Angeles-Harbor Department shall be paid damages for such delay. Inasmuch as the amount of damage is extremely difficult to ascertain, the supplier agrees to compensate the City in the amount of \$100.00 per calendar day beyond the delivery date specified. This amount shall be fixed as liquidated damages that the City will suffer by reason of such delay, and not as a penalty. The City shall have the right to deduct and retain the amount of such liquidated damages from any monies due the supplier.

The supplier shall be entitled to a reasonable extension of time for unavoidable delay in delivery due to causes not reasonably foreseeable by the parties at the time of the Contract/Purchase Order execution, and that are entirely beyond the control and without the fault or negligence of the supplier, including, but not limited to, acts of God or the public enemy, war or other national emergency making delivery temporarily impossible or illegal, acts or omissions of other suppliers, strikes and labor disputes not brought on by any act or omission of the supplier, fire, flood, epidemics, quarantines, or freight embargoes.

### **MATERIAL, EQUIPMENT, SERVICE**

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**DEVIATION FROM SPECIFICATIONS.** Specifications contained herein are to describe the construction, design, size, and quality of the desired product and are not intended to be restrictive to any particular product. If bidder proposes to furnish another product equal in quality and purpose, such bids will be considered as long as they materially comply with the specifications. Each deviation from the specifications must be stated in a letter, attached to bidder's submittal. Failure to do so may void bid.

**SPECIFICATION CHANGES.** If provisions of the Specifications preclude bidder from submitting bid, he may request in writing that the specifications be modified. Such request must be received by the Purchasing Officer at least five (5) working days before bid opening date. All bidders will be notified by Addendum of any approved changes in the specifications.

**ILLUSTRATIVE AND TECHNICAL DATA.** When quoting other than the specified brand or when no brand is indicated, Bidder must submit with bid, complete illustrative and technical data on materials or equipment proposed to be furnished. Failure to furnish such data may void bid.

**BUSINESS HOURS:** Vendor to indicate business hours:

Monday-Friday: 7:00 A.M. to 5:30 P.M.

Saturday: 7:00 A.M. to 3:00 P.M.

Sunday: Closed A.M. to \_\_\_\_\_ P.M.

**SAFETY AND HEALTH REQUIREMENTS.** All equipment, materials, procedures and services furnished and/or used by the Contractor shall comply with applicable current requirements of OSHA and CAL-OSHA. Contractor agrees to indemnify and hold harmless Los Angeles City, The Harbor Department, and agents, officers and employees thereof, for all damages assessed against them as a result of Contractor's failure to comply with said safety and health requirements.

**CARE & CUSTODY.** The contractor accepts full responsibility for the security against loss or damage to the equipment involved while in his\her possession or the possession of any of his\her agents. Contractor shall reimburse the Harbor Department for any loss or damage to Harbor Department equipment in his\her possession or the possession of any of his\her agents.

**INDEMNIFICATION AND INSURANCE:**

**Indemnification**

Except for the sole negligence or willful misconduct of the City, or any of its Boards, Officers, Agents, Employees, Assigns and Successors in Interest, Vendor undertakes and agrees to defend, indemnify and hold harmless the City and any of its Boards, Officers, Agents, Employees, Assigns, and Successors in Interest from and against all suits and causes of action, claims, losses, demands and expenses, including, but not limited to, attorney's fees (both in house and outside counsel) and cost of litigation (including all

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actual litigation costs incurred by the City, including but not limited to, costs of experts and consultants), damages or liability of any nature whatsoever, for death or injury to any person, including Vendor's employees and agents, or damage or destruction of any property of either party hereto or of third parties, arising in any manner by reason of the negligent acts, errors, omissions or willful misconduct incident to the performance of this Purchase Order by Vendor or its subcontractors of any tier. Rights and remedies available to the City under this provision are cumulative of those provided for elsewhere in this Purchase Order and those allowed under the laws of the United States, the State of California, and the City.

## Acceptable Evidence and Approval of Insurance

Electronic submission is the required method of submitting Vendor's insurance documents. KwikComply is the City's online insurance compliance system, designed to be used primarily by insurance brokers and agents as they submit client insurance certificates directly to the City. It uses the standard insurance industry form known as the ACORD 25 Certificate of Liability Insurance in electronic format. The advantages of KwikComply include standardized, universally accepted forms, paperless approval transactions (24 hours, 7 days per week), and security checks and balances. Vendor's insurance broker or agent shall obtain access to KwikComply at <https://kwikcomply.org/> and follow the instructions to register and submit the appropriate proof of insurance on Vendor's behalf.

## **Policy Copies**

Upon request by City, Vendor must furnish copy of full certified policy of any insurance policy required herein. Such request may occur outside of termination and/or expiration date of this contract.

## **PRIMARY COVERAGE**

The coverages submitted must be primary with respect to any insurance or self-insurance of the City of Los Angeles Harbor Department. The City of Los Angeles Harbor Department's program shall be excess of this insurance and non-contributing.

## **ADDITIONAL INSURED**

The City of Los Angeles Harbor Department, its officers, agents, and employees must be included as additional insureds in applicable liability policies to cover the City of Los Angeles Harbor Department's vicarious liability for the acts or omissions of the named insured. Such coverage is not expected to respond to the active negligence of the City of Los Angeles Harbor Department.

## NOTICE OF CANCELLATION.

By terms of the contract, the contracting company agrees to maintain all required insurance in full force for the duration of the contractor's business with the City of Los Angeles Harbor Department. Each contractually required insurance policy shall provide that it will not be canceled or reduced in coverage until after the Board of Harbor Commissioners, Attention: Risk Manager and the City Attorney of the City of Los Angeles Harbor Department have been given thirty (30) days' prior notice (or 10 days' notice of non-payment of premium) by registered mail addressed to 425 S. Palos Verdes Street, San Pedro, California 90731.

# FORMAL REQUEST FOR COOPERATIVE AGREEMENT

CITY OF LOS ANGELES  
HARBOR DEPARTMENT

BID NO. F-1137

(SHOW THIS NUMBER ON ENVELOPE)

**BID DUE BEFORE 11:00 AM ON: June 10, 2022**

## RENEWAL.

When an existing policy is timely renewed, you are encouraged to submit your renewal policy as soon as it is available to KwikComply. All renewals must continue to meet the policy conditions listed above. As a courtesy, Risk Management sends notifications of expiring or expired insurance. However, it is the responsibility of the contracting company to ensure evidence of insurance remains effective for the duration of the contract.

For further clarification on Insurance procedures, coverage information and documentation please go to <http://www.portoflosangeles.org/business/risk.asp>.

Vendor will be required to furnish, at its own expense and within TEN (10) days of notification of pending award, proof of insurance, in accordance with the types and in the minimum limits shown below:

## NOTE

**FAILURE TO SUBMIT PROOF OF INSURANCE WITHIN (10) DAYS UPON RECEIPT OF NOTICE OF INTENT TO AWARD WILL DEEM THE BIDDER NON- RESPONSIVE AND THE PROSPECTIVE AWARD MAY BE CANCELLED.**

## General Liability Insurance

Vendor shall procure and maintain in effect throughout the term of this Purchase Order, without requiring additional compensation from the City, commercial general liability insurance covering personal and advertising injury, bodily injury, and property damage providing contractual liability, independent contractors, products and completed operations, and premises/operations coverage written by an insurance company authorized to do business in the State of California rated VII, A- or better in Best's Insurance Guide (or an alternate guide acceptable to City if Best's is not available) within Vendor's normal limits of liability but not less than **ONE MILLION DOLLARS (\$ 1,000,000.00)** combined single limit for injury or claim. Said limits shall provide first dollar coverage except that Executive Director may permit a self-insured retention or self-insurance in those cases where, in his or her judgment, such retention or self-insurance is justified by the net worth of Vendor. The retention or self-insurance provided shall provide that any other insurance maintained by the Harbor Department shall be excess of Vendor's insurance and shall not contribute to it. In all cases, regardless of any deductible or retention, said insurance shall contain a defense of suits provision and a severability of interest clause. Additionally, each policy shall include an additional insured endorsement (CG 2010 or equivalent) naming the City of Los Angeles Harbor Department, its officers, agents and employees as Primary additional insureds, a 10-days notice of cancellation for nonpayment of premium, and a 30-days notice of cancellation for any other reasons.

## Auto Liability Insurance

Vendor shall procure and maintain at its expense and keep in force at all times during the term of this Purchase Order, automobile liability insurance written by an insurance company authorized to do business in the State of California rated VII, A- or better in Best's Insurance Guide (or an alternate guide acceptable to City if Best's is not available) within Consultant's normal limits of liability but not less than **FIVE HUNDRED THOUSAND DOLLARS (\$ 500,000.00)** covering damages, injuries or death resulting from each accident or claim arising out of any one claim or accident. Said insurance shall protect against claims arising from actions or operations of the insured, or by its employees. Coverage shall contain a defense of suits provision and a severability of interest clause. Additionally, each policy shall include an additional insured

# FORMAL REQUEST FOR COOPERATIVE AGREEMENT

CITY OF LOS ANGELES  
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endorsement (CG 2010 or equivalent) naming the City of Los Angeles Harbor Department, its officers, agents and employees as Primary additional insureds, a 10-days notice of cancellation for nonpayment of premium, and a 30-days notice of cancellation for any other reasons.

## Workers' Compensation and Employer's Liability

Vendor shall certify that it is aware of the provisions of Section 3700 of the California Labor code which requires every employer to be insured against liability for Workers' Compensation or to undertake self-insurance in accordance with the provisions of that Code, and that Vendor shall comply with such provisions before commencing the performance of the tasks under this Purchase Order. Coverage for claims under U.S. Longshore and Harbor Workers' Compensation Act, if required under applicable law, shall be included. Vendor shall submit Workers' Compensation policies whether underwritten by the state insurance fund or private carrier, which provide that the public or private carrier waives its right of subrogation against the City in any circumstance in which it is alleged that actions or omissions of the City contributed to the accident. Such Worker's Compensation and occupational disease requirements shall include coverage for all employees of Vendor, and for all employees of any subcontractor or other vendor retained by Vendor.

INITIAL HERE ACKNOWLEDGING INSURANCE REQUIREMENTS:

 (initial) 

Upon approval of insurance, contractor will receive written authorization to proceed.

**NO WORK MAY BE PERFORMED WITHOUT SUCH WRITTEN AUTHORIZATION TO PROCEED**

## **DELIVERY**

**DELIVERY.** Delivery is desired within **3** days after vendor receives order. If this time cannot be met, show in the space provided on the Bid Sheet the best delivery time you can guarantee. The Harbor Department reserves the right to make award based on delivery time quoted.

**DELIVERY POINT.** Prices to include all delivery charges, F.O.B. the Harbor Department, Information Technology Division, 425 S. Palos Verdes St., San Pedro, CA 90732.

**NOTIFICATION.** The vendor shall notify the requester of the Los Angeles Harbor Department not less than three (3) days in advance that the item(s) is/are ready for delivery.

**DELIVERY POINT, WILL CALL.** Location where material may be picked up on a "Will Call" basis:

Company: Zones, LLC

Address: 13915 Cerritos Corporate Drive, Suite A

City: Cerritos, CA, 90703.

# FORMAL REQUEST FOR COOPERATIVE AGREEMENT

CITY OF LOS ANGELES  
HARBOR DEPARTMENT

**BID NO. F-1137**

(SHOW THIS NUMBER ON ENVELOPE)

**BID DUE BEFORE 11:00 AM ON: June 10, 2022**

## **FINANCIAL SECTION**

**BILLING DISCOUNT TERMS.** Billing Discount terms offering 20 days or more will be considered in making evaluation for award.

**SALES TAXES.** Do not include Sales Taxes in your Bid. Sales Taxes will be added at time of order.

**SALES TAX PERMIT.** Vendor's California State Board of Equalization Permit No. required to collect California State Sales Tax. Permit Number: 102302546

**FEDERAL EXCISE TAX.** The City of Los Angeles Harbor Department is exempt from payment of Federal Excise Taxes, and will furnish vendor with a Tax Exemption Certificate. **PRICING NOT TO INCLUDE ANY FEDERAL EXCISE TAX.**

**VENDOR PAYMENT.** Please note. Vendor name and address must be submitted exactly as it will appear on the invoice. If invoice remit to (remittance) name and address are different from the bid name and address, please indicate:

REMIT TO: NAME: Zones, LLC

ADDRESS: PO Box 34740 Seattle, WA 981241740 USA

Invoices submitted for payment where the invoice name and address does not match the name as it appears on the purchase order or as indicated in the space above, will not be processed and will be returned to the vendor.

### **PRICE VERIFICATION:**

The Contractor must have the capability to provide list price or cost information, before discounts or mark-ups and net prices after discounts or mark-ups, for all items ordered and invoiced. This information will be used by ordering and accounts payable personnel to verify compliance with the pricing terms of the contract. Price verification information may be provided on invoices or on a separate sheet attached with invoices. Failure to provide price verification information will delay payments until such information is provided.

### **ELECTRONIC CATALOG AND ELECTRONIC PRICE LIST:**

If contractor produces electronic catalogs and /or electronic price lists, either by means of CD-ROM or website, the Contractor shall provide authorized City /Harbor Personnel with such electronic catalogs and price lists or access via internet connection to them at no additional charge to the City.

# FORMAL REQUEST FOR COOPERATIVE AGREEMENT

CITY OF LOS ANGELES  
HARBOR DEPARTMENT

**BID NO. F-1137**

(SHOW THIS NUMBER ON ENVELOPE)

**BID DUE BEFORE 11:00 AM ON: June 10, 2022**

## INVOICE INSTRUCTIONS

To ensure prompt payment of invoices, please follow the instructions listed below:

1. All invoices for Port of Los Angeles pertaining to materials and services, which ordered must be mailed to:

**Harbor Department, City of Los Angeles  
Accounting Section  
PO Box 191  
San Pedro, CA 90733-0191**

2. All invoices MUST HAVE THE PURCHASE ORDER/CONTRACT NUMBERS PROVIDED BY THE ENTITY ORDERING/RECEIVING THE MATERIAL OR SERVICE. Port and Division name (i.e., Port Police, Finance, etc.) must also be provided as part of the ordering requirements. Invoices without division name may delay the payment process due to incomplete information.
3. All invoices WITH INCORRECT OR MISSING PURCHASE ORDER/CONTRACT NUMBERS WILL BE RETURNED TO THE VENDOR.
4. The invoice prices, descriptions and quantities MUST AGREE WITH THE PURCHASE ORDER/CONTRACT LINE ITEMS; otherwise payments will be delayed or will not be made for any items or charges not specified in the Purchase Order/contract (including freight charges, restocking charges, etc. unless specified in the contract. Discounts or payment terms should be printed on the invoices clearly and accurately. It is the Port's goal to take all available discounts being offered by the vendor.
5. Important miscellaneous invoice instructions are as follows:

**FREIGHT CHARGES:** Freight charges that are authorized in the contract must be invoiced by the Contractor, and not the freight company that made the delivery. Contractor must include a copy of the freight bill to substantiate freight charges on invoice for any freight charges.

**BUSINESS TAX REGISTRATION CERTIFICATE (BTRC).** In accordance with the City of Los Angeles Municipal Code, a Business Tax Registration Certificate may be required of persons engaged in business activity within the City. The Office of Finance, Tax and Permit Division, (844) 663-4411, has sole authority in determining a firm's tax requirements and in issuing Business Tax Registration Certificates or Business Tax Exemption Numbers. Accordingly, firm's current Business Tax Registration Certificate or Business Tax Exemption Number must be clearly shown on all invoices submitted for payment. Bidder, in submitting this bid, acknowledges and accepts the above requirements and recognizes that no invoice will be processed for payment without inclusion of the Business Tax Registration Certificate or Business Tax Exemption Number.

**TAXPAYER IDENTIFICATION NUMBER.** Contractor declares that it has an authorized Taxpayer Identification Number (TIN), which must be indicated on all invoices. No payments will be made under this agreement without a valid TIN number.

# FORMAL REQUEST FOR COOPERATIVE AGREEMENT

CITY OF LOS ANGELES  
HARBOR DEPARTMENT

**BID NO. F-1137**

(SHOW THIS NUMBER ON ENVELOPE)

**BID DUE BEFORE 11:00 AM ON: June 10, 2022**

## **GENERAL RULES AND REGULATIONS**

**MINORITY, WOMEN, AND OTHER BUSINESS ENTERPRISE (MBE/WBE/OBE).** It is the policy of the Los Angeles Harbor Department to provide minority (MBE), women (WBE) and all other (OBE) business enterprises an equal opportunity to participate in the performance of all Harbor Department contracts. Such opportunities have resulted in combined M/WBE participation of over 20%. Bidders are encouraged to continue assisting the Department in implementing this policy by taking all reasonable steps to ensure that all available business enterprises have an equal opportunity to compete for and participate in Department contracts. All bidders are encouraged to reach out to M/W/OBEs when opportunities are available.

**IRAN CONTRACTING ACT OF 2010.** The California Legislature adopted the Iran Contracting Act of 2010 to respond to policies of Iran in a uniform fashion (PCC § 2201(q)). The Iran Contracting Act prohibits bidders engaged in investment activities in Iran from submitting bids for, or entering into or renewing contracts with public entities for goods and services of one million dollars (\$1,000,000) or more (PCC § 2203(a)). In accordance with California Public Contract Code Sections 2200-2208, all bidders submitting bids for, entering into, or renewing contracts with the Harbor Department for goods and services estimated at \$1,000,000 or more are required to complete, sign, and submit the Iran Contracting Act of 2010 Compliance Affidavit (See Attachment X).

**ADD ATTACHMENT TO FORMAL BID. SEE FILE SAVED AS "Purchasing\_ Iran Contracting Act of 2010".**

**EQUAL BENEFITS POLICY.** The Board of Harbor Commissioner of the City of Los Angeles adopted Resolution No. 6328 on January 12, 2005, agreeing to adopt the provisions of Los Angeles City Ordinance 172,908, as amended, relating to Equal Benefits (Section 10.8.2 et seq. of the Los Angeles Administrative Code) as a policy of the Harbor Department. Bidder shall comply with the policy whenever applicable. Violation of the policy shall entitle the City to terminate any agreement with Bidder and pursue any or all other legal remedies that may be available.

### **CONTRACT SOLICITATIONS CHARTER SECTION 470(c)(12)**

Persons who submit a response to this solicitation (bidders) are subject to Charter section 470(c)(12) and related ordinances. As a result, bidders may not make campaign contributions to and or engage in fundraising for certain elected City officials or candidates for elected City office from the time they submit the response until either the contract is approved or, for successful bidders, 12 months after the contract is signed. The bidder's principals and subcontractors performing \$100,000 or more in work on the contract, as well as the principals of those subcontractors, are also subject to the same limitations on campaign contributions and fundraising.

Bidders must submit City Ethics Commission (CEC) Form 55 to the awarding authority at the same time the bid is submitted (see attachment). The form requires bidders to identify their principals, their subcontractors performing \$100,000 or more in work on the contract, and the principals of those

# FORMAL REQUEST FOR COOPERATIVE AGREEMENT

CITY OF LOS ANGELES  
HARBOR DEPARTMENT

**BID NO. F-1137**

(SHOW THIS NUMBER ON ENVELOPE)

**BID DUE BEFORE 11:00 AM ON: June 10, 2022**

subcontractors. Bidders must also notify their principals and subcontractors in writing of the restrictions and include the notice in contracts with subcontractors. Responses submitted without a completed CEC Form 55 shall be deemed nonresponsive. Bidders who fail to comply with City law may be subject to penalties, termination of contract, and debarment. Additional information regarding these restrictions and requirements may be obtained from the City Ethics Commission at (213) 978-1960 or [ethics.lacity.org](http://ethics.lacity.org).

**COMPLIANCE WITH LAWS.** Vendor shall comply with all applicable Ordinances, laws, Rules and Regulations of the City and of any County, State or Federal Government, or subdivision thereof.

**DEFAULT BY SUPPLIER.** In case of default by Vendor, the City reserves the right to procure the articles or services from other sources and to hold the vendor responsible for any excess costs occasioned to the City thereby.

**SPECIAL NOTE.** If you are not bidding, please state reason for not bidding and return bid to the Purchasing Office:

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# FORMAL REQUEST FOR COOPERATIVE AGREEMENT

CITY OF LOS ANGELES  
HARBOR DEPARTMENT

**BID NO. F-1137**

(SHOW THIS NUMBER ON ENVELOPE)

**BID DUE BEFORE 11:00 AM ON: June 10, 2022**

## GENERAL CONDITIONS READ CAREFULLY

1. **FORM OF BID AND SIGNATURE.** The Bid must be made on this form only, and is limited to the Terms and Conditions contained herein, unless expressly agreed otherwise in writing by the City. No telephonic or facsimile bid is acceptable, unless otherwise indicated. Bid should be enclosed in a sealed envelope, showing the Bid No. in the lower left corner, and addressed to the Port of Los Angeles Contracts and Purchasing Division, 500 Pier "A" Street, Wilmington, CA 90744. Bids must be signed with the firm's corporate name or DBA and by a responsible officer or authorized employee. In case of error in extension of prices, unit price will govern. All prices must be firm unless the specification provides for adjustment.
2. **TAXES:** Do not include any Sales or Federal Excise Tax in prices unless the specifications specifically require that they be included. Sales tax will be added by the City at time of award. The City will furnish Federal Excise Tax Exemption Certificate to Supplier. Any other taxes must be included in bid prices.
3. **SPECIFICATION CHANGES.** Vendor may request in writing that specifications be modified if its provisions restrict vendor from bidding. Such request must be received by the Director of Purchasing at least five (5) working days before bid opening date. All vendors will be notified by Addendum of any approved changes in the specifications.
4. **BRAND NAMES AND SPECIFICATIONS.** The detailed specifications and/or brand name references are descriptive and indicate quality, design, and construction of items required. Offers will be considered to supply articles substantially the same as those described therein but with minor variations. Vendor must describe variations in their Bid.
5. **AWARD OF CONTRACT.** Bid shall be subject to acceptance by the City for a period of three (3) months unless a lesser period is prescribed in the quotation by the vendor. The City may make combined award of all items complete to one vendor or may award separate items to various vendors. Vendors may submit alternate prices, a lump sum or a discount conditional on receiving an award for two or more items. The right is reserved to reject any, or all, bids and to waive informality in bids.
6. **PURCHASE AGREEMENT.** A copy of the Bid, Specifications and General Conditions will remain on file in the Purchasing Office. All material or services supplied by the Contractor shall conform to the applicable requirements of the City Charter, City Ordinances, and all applicable State and Federal Laws, as well as conforming to the Specifications, Terms and Conditions contained herein.
7. **PRICE GUARANTEE.** If during the term of any agreement awarded pursuant to this Bid, the supplier sells the same materials or services under similar quantity and delivery conditions, at prices below those stated herein, such lower prices are to immediately be extended to the City.
8. **DEFAULT BY SUPPLIER.** In case of default by supplier, the City reserves the right to procure the articles or services from other sources and to hold the supplier responsible for any excess costs incurred by the City.
9. **DELIVERY:** If delivery of the commodity or service cannot be made exactly as specified and at the price shown, notify the Director of Contracts and Purchasing immediately. Do not make delivery without his approval. Any correspondence, other than invoices, relating to this order must be sent to the Director of Contracts and Purchasing.
10. **INSPECTION:** All materials furnished on this order will be subject to test and inspection and, if rejected, will be held subject to order of shipper and subject to accrued charges.
11. **INVOICING:** The point of free delivery, terms, contract number, name and address of department must appear on all invoices.  
  
All materials must be marked and tagged with the Contract number and be accompanied by packing list in detail. Material must be packed and shipped in conformity with tariff or classification requirements.  
  
Prices on the contract include delivery to the division within building unless otherwise specified on the contract.  
  
Prepaid charges for transportation must be accompanied by original expense bill marked paid and is not subject to transportation tax, due to the exemption permitted municipalities as indicated.  
  
Materials shall be listed separately on invoices covering repairs or installation service. The Harbor Department will not be responsible for services, materials, or supplies furnished without prior authorization from the Director of Contracts and Purchasing.  
  
This contract must not be assigned or transferred to anyone without the written approval of the Director of Contracts and Purchasing.  
  
Discount period to be computed from date of receipt of invoice, or complete acceptance of goods or services, whichever is the later date.  
  
In case of delay of payment beyond 30 days after acceptance of goods or services or date of invoice, whichever is later, please write the Harbor Department Accounting Section giving the contract number, stating to which division and on what date delivery was made.  
  
Harbor Department may pay on partial deliveries, but right is reserved by the Director of Contracts and Purchasing to require complete delivery before payment.
12. **TIME AND MATERIALS WITH NO FIXED FEES: ALL INVOICES WITH PAYMENTS FOR TIME AND MATERIALS MUST BE SUPPORTED / BACKED UP BY TIME SHEETS.**  
  
**NOTE: THOSE INVOICES WITH FIXED FEE RATES DO NOT REQUIRE TIME SHEETS.**
13. **CITY OF LOS ANGELES MUNICIPAL CODE:** All items must meet the requirements of the City of Los Angeles Municipal Code.
14. **PAYMENTS.** Payment terms are NET 30 days unless vendor quotes otherwise. Cash discounts allowing less than 20 days or 20th Proxima will not be considered by the City when evaluating Bids. All Cash Discounts are computed from the date of delivery in full or completion and acceptance of the work or material, or from date of receipt of invoice, whichever is latest. Partial payments may be made by the City on delivery and acceptance of goods and on receipt of vendor's invoice. Invoices must be submitted as specified on the Purchase Order or Notice to Proceed.
15. **ASSIGNMENT.** The supplier shall not assign or transfer by operation of law any obligation without the prior written consent of the Director of Contracts and Purchasing.
16. **NONDISCRIMINATION.** During the performance of this contract, the contractor shall not discriminate in employment practices against any employee or applicant for employment because of the employee's race, religion, national origin, ancestry, sex, sexual orientation, age, disability, marital status, domestic partner status or medical condition, in accordance with L.A. Admin. Code Sections 10.8 to 10.13, whose provisions are incorporated herein. All subcontracts awarded under any such contract shall contain a like nondiscrimination provision.
17. **SAFETY APPROVAL.** Articles supplied under this contract will not be accepted unless they comply with current safety regulations of the City Department of Building and Safety, U.L., the Safety Orders of the California Division of Occupation Safety and Health (CalOSHA) and OSHA requirements.
18. **PREVAILING WAGES.** Where labor is required for public work as a part of this contract, pursuant to the provisions of the Labor Code of the State of California, contractor shall pay no less than the general prevailing wages for the area as determined by the Director of the Department of Industrial Relations, State of California. Copy of wage schedule is obtainable from the Office of the Board of Public Works, City Hall, Los Angeles.
19. **CONTRACTOR'S LIABILITY.** The contractor agrees to, at all times, relieve, protect, save harmless, and fully indemnify the City of Los Angeles, its officers, agents and employees from any and all liability whatsoever that may arise or be claimed by reason of any acts of said contractor, contractor's employees and agents, in connection with the work to be performed under the contract.

# FORMAL REQUEST FOR COOPERATIVE AGREEMENT

**CITY OF LOS ANGELES  
HARBOR DEPARTMENT**

**BID NO. F-11xx**  
(SHOW THIS NUMBER ON ENVELOPE)

**BID DUE BEFORE 2:00 PM ON: Monday, April 4, 2022**

20. **PATENT RIGHTS.** The person, firm, or corporation, upon whom this order is drawn, does, in case the materials or supplies to be furnished are covered wholly or in part by U.S. Letters Patent, by the acceptance of this order agrees to indemnify and hold the City of Los Angeles harmless from any and all injuries or damage which the City may sustain by reason of the sale to or use by it of such materials or supplies and arising out of the alleged or actual infringement of said letters patent.
21. **LEGAL JUSTIFICATION.** This agreement shall be deemed entered into in Los Angeles, California, and shall be governed and construed in accordance with the laws of the State of California.
22. **TERMINATION FOR NON-APPROPRIATION.** The Harbor Department of the City of Los Angeles' (City's) obligation to pay any amount hereunder, for any City fiscal year after the current fiscal year is contingent upon City's appropriation of funds for that purpose. The City's fiscal year ends on June 30<sup>th</sup> of each calendar year. Accordingly, anything to the contrary notwithstanding, the City may terminate this contract and future monetary obligations hereunder as of the end of any fiscal year.
23. **CANCELLATION.** The contract may be terminated in whole or in part by the Harbor Department of the City of Los Angeles (City) for its convenience, without penalty, provided that the Vendor is given not less than 30 days written notice (delivered by certified mail, return receipt requested) of the intent to terminate. The City will pay for that portion of the orders fulfilled or work performed. The City has the right to cancel the contract for cause at any time.

THE END

No. 285 Rev. 07/15-116

# Vendor Quotes

(Proof of cost)





QUOTE #: 124375926-1  
 REFERENCE #:  
 ACCOUNT #: 38042792

DATE:  
06/08/2022

PREPARED FOR:

ZONES INCORPORATED  
 1102 15th St SW  
 Auburn, WA 98001-6524

QUOTE VALID TO DATE:  
07/08/2022

ACCOUNT OWNER:  
 SUPER NAT A-6  
 SUPERNATIONALA6@TECHDATA.C  
 727-539-7429

End User:  
 Port of Los Angeles

GRAND TOTAL: \$1,510.07

Notes:  
20066693BR

| Line #    | Part #        | TO Part # | Description                              | Qty | Unit List Price | Extended List Price | Unit Price | Extended Price | Start Date | End Date   |  |
|-----------|---------------|-----------|--|-----|-----------------|---------------------|------------|----------------|------------|------------|--|
| 1         | VG27407       | 14426037  | ZTR 24DCONF MON W/ INTEGRATED CAM 19X10  | 1   | \$412.00        | \$412.00            | \$450.35   | \$450.35       | 06/08/2022 | 07/31/2022 |  |
| 2         | VP2400A       | 14280299  | VP2400A 24IN LED LCD MON 19X10 SNGE      | 1   | \$417.00        | \$417.00            | \$278.46   | \$278.46       | 06/09/2022 | 07/31/2022 |  |
| 3         | VX3275-MHD    | 14186383  | 32IN LED LCD IPS MON 19X10 4MS HDMI DPT  | 1   | \$265.00        | \$265.00            | \$178.57   | \$178.57       | 06/01/2022 | 07/31/2022 |  |
| 4         | VX3276-K-MHD  | 13716272  | VX3276-K-MHD 32IN LED LCD MON 38X21      | 1   | \$507.00        | \$507.00            | \$345.29   | \$345.29       | 06/01/2022 | 07/31/2022 |  |
| 5         | VX3276-2K-MHD | 13414151  | VX3276-2K-MHD 32IN LED LCD MON 20X14 4MS | 1   | \$366.00        | \$366.00            | \$242.29   | \$242.29       | 06/01/2022 | 07/31/2022 |  |
| 8         | VG2440V       | 14330225  | 24IN VID CONFERENCE MON W/ECAM 19X10     | 1   | \$323.00        | \$323.00            | \$204.06   | \$204.06       | 06/08/2022 | 07/31/2022 |  |
| Subtotals |               |           |  |     |                 |                     |            |                | \$2,283.00 |            |  |
|           |               |           |  |     |                 |                     |            |                | \$1,510.07 |            |  |

Legal Disclaimers

Thank you for your inquiry. We are pleased to provide you with this quote, which is not an order or offer to sell. Until you issue a purchase order and Tech Data Corporation ("Tech Data") accepts it, there is no contract for sale.

Unless you have an existing agreement with Tech Data Corporation and its U.S. subsidiaries (together "TDC") this quote is governed by the commercial terms of sale located at <https://tdcontent.techdata.com/content/visitor/about/conditions.aspx>. This summary section and all attachments are incorporated to form the entire quotation and supersede all prior communications between the parties, regardless of form. Further, Tech Data Corporation are not responsible for compliance with regulations, requirements or obligations associated with any contract resulting from this quotation.

Some Tech Data Vendors require that our customers agree to certain terms before we can sell the Vendors' Products. By submitting a purchase order to Tech Data, you are acknowledging, as an authorized representative of your company, that you have read and agree to be bound and abide by any applicable terms located at <https://tdcontent.techdata.com/reseller/secure/commerce/promos/vendor-pass.aspx>.

**From:** Anne Marie Corsame <annecorsame@synnex.com>  
**Sent:** Friday, June 10, 2022 4:24 PM  
**To:** Anne Marie Corsame; Anne Marie Corsame  
**Subject:** TD SYNEX Quote-WQ118278107 (as of 6/10/22)



## QUOTE ORDER INFORMATION As of 6/10/22

| Reseller Account | PO/Quote#   | Pricing        |
|------------------|-------------|----------------|
| 314090           | WQ118278107 | Vendor SPA(VS) |

**Bill-to**  
 ZONES LLC  
 1102 15TH STREET SW  
 AUBURN, WA 98001

**Terms**  
 1/2% 15 NET 30(E15)

**Quote Description**

**Ship-to**  
 ZONES LLC  
 785 CENTER AVENUE  
 CAROL STREAM, IL  
 60188

**Reseller**  
 ZONES LLC  
 1102 15TH ST SW  
 ATTN WENDY GILES A/P  
 AUBURN, WA 98001

**Item No 6 of Spreadsheet F-1137 - POLA Hardware Requirement Table 1**

| SKU<br>TD SYNEXP/N | Mfg. P/N  | Description   | MSRP/List Price | NTE Price | Availability | Reseller<br>Price  | Qty | Ext. Price  |
|--------------------|-----------|---|-----------------|-----------|--------------|--|-----|-------------|
| 6364328            | 8PR-00050 | MICROSOFT CORP :<br>Microsoft Surface Pro8<br>i5/8/256 Commercial<br>Graphite Windows10 Pro<br>120Hz 13in Touch Display | \$1,299.99      |           | 61           | \$922.04<br>includes<br>(\$253.00)<br>rebate<br>expiring<br>06/30/2022 | 25  | \$23,051.00 |

**TOTAL: \$23,051.00**

**Pricing Information**

All prices are displayed in USD.

The above is not intended to be an offer, and the parties do not intend for the above terms to be a binding agreement among the parties with respect to the subject matter hereof.

Product, available inventory, additional fees and pricing data are updated frequently and may change without notice.

Pricing is not finalized until the date payment for the entire order amount has been received.

**Legal Disclaimers**

We are pleased to provide you with this quote, which is not an order or offer to sell. Until you issue a purchase order and TD SYNEX Corporation ("TD SYNEX") accepts it, there is no contract for sale.

All prices and descriptions are subject to change without notice.

Unless you have an existing agreement with TD SYNEX this quote is governed by the commercial terms of sale located at <https://www.synnexcorp.com/terms/>. This summary section and all attachments are incorporated to form the entire quotation and supersede all prior communications between the parties, regardless of form. Further, TD SYNEX is not responsible for compliance with regulations, requirements or obligations associated with any contract resulting from this quotation.

Certain TD SYNEX Vendors require TD SYNEX to pass-through terms for the Product to resellers and end users. By purchasing the Product from TD SYNEX, Buyer agrees to these Vendor pass-through terms, which are located at <https://www.synnexcorp.com/vendor-pass-through-terms/>.

Please note, this quote includes Quote Quicklink options that enable the recipient to jump into the quote in ECEExpress by clicking on the hotlinks below.

If you do not have, or fail to use, a valid ECEExpress login and password, you will not be granted access.

You may [RELOAD AND MODIFY THIS QUOTE](#) online in ECEExpress.

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## Thank you for choosing Lenovo

### Lenovo Special Bid Pricing Quantity Restricted Contract

To purchase items referenced in this quotation or to receive your orderable part numbers, please contact your Lenovo sales representative by the validity date stated below. New system unit configurations will be assigned a new part number during the part number creation process.

Upon acceptance of this price quotation, the special price offering will be available to you between the start and end dates under the terms and conditions stated below. Prices quoted are subject to change due to events outside Lenovo's reasonable control which may necessitate a price increase. Pricing does not include taxes, fees, or other charges which may be imposed on the items purchased.

To learn how Lenovo Financial Services can help customers expand their buying power and lower their total cost of ownership with leasing, contact your Lenovo sales representative.

Lenovo offers its pricing either Up-Front/Net Bill OR Back-End Rebate for our Indirect channel and each must be executed as outlined below:  
 Up-Front/Net Bill Bid Pricing (denoted by the "Contract Number" beginning with "540xxxxx.") must be accepted by the quotation expiration date stated below by notifying Lenovo in writing or placing an order referencing the correct 'Contract' number.  
 It is the responsibility of the partner to ensure the product is ordered with reference to the Contract number so that agreed price is invoiced. No back-end claims for sales made will be supported for the products under this bid.  
 Back-End Special Bid Rebate Pricing (denoted by the "Contract Number" beginning with "65xxxx.") must be accepted by the validity date stated below by notifying Lenovo in writing or making a qualifying sale of Eligible Products to the approved Customer. A rebate claim referencing the correct 'Contract Number' must be submitted to receive the agreed price discount.

#### END CUSTOMER DETAILS

|                     |                     |
|---------------------|---------------------|
| Customer Name:      | Port of Los Angeles |
| Account No :        | 1212532396          |
| Master Contract No: | MC80151595          |

#### QUOTATION DETAILS

|                            |                     |
|----------------------------|---------------------|
| Quotation No:              |                     |
| Quotation Date:            |                     |
| Quotation Expiration Date: |                     |
| Channel:                   | Indirect            |
| Contract No:               | 6501811530          |
| Contract Start Date:       | 31-May-22           |
| Contract Expiration Date:  | 30-Jul-22           |
| Contract Qty Type:         | Quantity Restricted |
| Runrate:                   |                     |
| Uncovered Account:         | not applicable      |

#### PRODUCT AND SERVICES DETAILS **Item No 7 of spreadsheet F-1137 - POLA Hardware Requirement Table 1**

| Line Item No | Product Code                       | Product Description   | Price Start Date | Price End Date | Qty | (Per Unit) Bid Price              | Total Amount                        |
|--------------|------------------------------------|---|------------------|----------------|-----|-----------------------------------|-------------------------------------|
| 10           | 20E300EDUS                         | ThinkPad L15 <input type="checkbox"/> , Intel Core i3 <input type="checkbox"/> 1165 <input type="checkbox"/> (2.80 <input type="checkbox"/> 12MB) 15.6 1920x1080 Non-Touch, <input type="checkbox"/> Windows 10 Pro 64 preinstalled through downgrade rights in <input type="checkbox"/> Windows 11 Pro 64, 16.0 <input type="checkbox"/> B, 1x512 <input type="checkbox"/> B SSD M.2 2280 PCIe TLC Opal, <input type="checkbox"/> Wi-Fi 6E <input type="checkbox"/> BT 5.0 or above, <input type="checkbox"/> 20p <input type="checkbox"/> D Cam <input type="checkbox"/> Mic, 3 C | 31-May-22        | 30-Jul-22      | 25  | USD1,209.44                       | USD30,236.00                        |
| 20           | 5PS0N <input type="checkbox"/> 156 | <input type="checkbox"/> R Lenovo Protect (Premier Support <input type="checkbox"/> <input type="checkbox"/> Rep <input type="checkbox"/> Our Drive <input type="checkbox"/> Accidental Damage Protection <input type="checkbox"/> International Upg)   | 31-May-22        | 30-Jul-22      | 25  | USD152.29                         | USD3,80 <input type="checkbox"/> 25 |
| 30           | 40A0135US                          | ThinkPad Ultra Docking Station (American Standard Plug)   | 31-May-22        | 30-Jul-22      | 25  | USD249.3 <input type="checkbox"/> | USD6,234.25                         |

#### CONFIGURATION DETAILS

| Components | Description |
|------------|-------------|
| None       | None        |

#### TERMS & CONDITIONS

Unless a separate agreement exists between Lenovo and Customer, any and all purchases are subject to the Lenovo Terms and Conditions displayed at the following internet address:  
<http://download.lenovo.com/lenovo/content/pdf/tnc/tc3.pdf>

**Eligible Channel Partners**

| Partner Account No                     | Partner Name                                 | Partner Address  |
|--|--|--|
| 1213385512<br>1213385513<br>1213385514 | DISTRIBUTION<br>INRAM MICRO INC<br>SONNECORP | 100 Tech Drive Harrisburg Pennsylvania USA 17112-4514<br>1600 E Saint Andrew Pl Santa Ana California USA 92705-4931<br>39 Pelham Ridge Drive Greenville South Carolina USA<br>29615-5939 |
| 1213385518<br>1213385501               | TEC DATA PRODUCT MANACEMENT INC<br>DNES INC  | 5350 Tech Data Dr CLEARWATER Florida USA 33760-3122<br>Suite 102 1102 15th St S Suite 102 AUBURN Washington USA<br>98001-6524  |
| 1213385501                             | DNES INC                                     | Suite 102 1102 15th St S Suite 102 AUBURN Washington USA<br>98001-6524   |



### A quote for your consideration

Based on your business needs, we put the following quote together to help with your purchase decision. Below is a detailed summary of the quote we've created to help you with your purchase decision.

To proceed with this quote, you may respond to this email, order online through your [Premier page](#), or, if you do not have Premier, use this [Quote to Order](#).

|                         |                        |                   |  |
|-------------------------|------------------------|-------------------|--|
| <b>Quote No.</b>        | <b>3000121994047.1</b> | <b>Sales Rep</b>  | Preston Pease  |
| <b>Total</b>            | <b>\$1,233.10</b>      | <b>Phone</b>      | (800) 456-3355, 6182650  |
| <b>Customer #</b>       | 145947126              | <b>Email</b>      | <a href="mailto:Preston_Pease@Dell.com">Preston_Pease@Dell.com</a> |
| <b>Quoted On</b>        | Jun. 03, 2022          | <b>Billing To</b> | ACCOUNTS PAYABLE   |
| <b>Expires by</b>       | Jul. 03, 2022          |                   | ZONES  |
| <b>Contract Code</b>    | C000000006679          |                   | 1102 15TH ST SW STE 102  |
| <b>Deal ID</b>          | 23375414               |                   | AUBURN, WA 98001-6524  |
| <b>End User Details</b> | PORT OF LOS ANGELES    |                   |  |
|                         | SAN PEDRO. CA          |                   |  |
|                         | 90731-3309             |                   |  |

#### Message from your Sales Rep

Please ensure all specs are correct before submitting an order. CARE may charge at least 15% restocking fee on RMAs that are non-Dell errors. **\*\*FOR ALL ACCESSORIES/MONITORS THAT WILL BE DROP SHIPPED (DIRECT FROM DELL TO ENDUSER) – PLEASE MAKE SURE A SPA IS CREATED FOR YOUR ITEMS. IF YOU ARE REFRESHING A CTO BUILD QUOTE, PLEASE OPEN AN UPDATE ITEM CASE PRIOR TO RELEASING YOUR SALES ORDER\*\*** **\*\*MAKE SURE YOU ARE DOING A SPA load in CRM for accessories\*\*** **\*\*FOR DROP SHIP, please ensure delivery phone number is included to minimize any issues with shipping carrier\*\*** With given nature of environment, we cannot promise or guarantee price will be honored after quote expires. To ensure pricing, please make sure order is processed before quote expires.

Regards,  
Preston Pease

#### Shipping Group

|                         |                             |
|-------------------------|-----------------------------|
| <b>Shipping To</b>      | <b>Shipping Method</b>      |
| ACCOUNTS PAYABLE        | Standard Delivery Free Cost |
| ZONES                   |                             |
| 1102 15TH ST SW STE 102 |                             |
| AUBURN, WA 98001-6524   |                             |
| (253) 205-3000          |                             |

| Product  | Unit Price | Quantity | Subtotal                   |
|--|------------|----------|----------------------------|
| Dell Latitude 5520   | \$1,233.10 | 1        | \$1,233.10                 |
| <b>Item No 8 of spreadsheet F-1137 - POLA Hardware Requirement Table 1</b> |            |          | <b>Subtotal:</b>           |
|  |            |          | \$1,233.10                 |
|  |            |          | <b>Shipping:</b>           |
|  |            |          | \$0.00                     |
|  |            |          | <b>Environmental Fee:</b>  |
|  |            |          | \$0.00                     |
|  |            |          | <b>Non-Taxable Amount:</b> |
|  |            |          | \$1,233.10                 |
|  |            |          | <b>Taxable Amount:</b>     |
|  |            |          | \$0.00                     |
|  |            |          | <b>Estimated Tax:</b>      |
|  |            |          | \$0.00                     |
| <b>Total:</b>  |            |          | <b>\$1,233.10</b>          |

**Shipping Group Details**

|  |  |
|--|--|
| <p><b>Shipping To</b><br/>                 ACCOUNTS PAYABLE<br/>                 ZONES<br/>                 1102 15TH ST SW STE 102<br/>                 AUBURN, WA 98001-6524<br/>                 (253) 205-3000</p> | <p><b>Shipping Method</b><br/>                 Standard Delivery Free Cost</p> |
|--|--|

|  |                 |                   |
|--|-----------------|-------------------|
|  | <b>Quantity</b> | <b>Subtotal</b>   |
| <b>Dell Latitude 5520</b>  | \$1,233.10 1    | \$1,233.10        |
| Estimated delivery if purchased today:<br>Jun. 14, 2022<br>Contract # C000000006679          |                 |                   |
| <b>Description</b>   | <b>SKU</b>      | <b>Unit Price</b> |
| Dell Latitude 5520 BTX Base  | 210-AXVQ        | -                 |
| 11th Generation Intel vPro with Intel Core i7-1185G7 (4 Core, 12 MB Cache, up to 4.8GHz)     | 379-BEHI        | -                 |
| Windows 10 Pro (Includes Windows 11 Pro License) English, French, Spanish                    | 619-AQMP        | -                 |
| No Microsoft Office License Included - 30 day Trial Offer Only                               | 658-BCSB        | -                 |
| Assembly base  | 338-BXRY        | -                 |
| i7-1185G7 vPro, Intel Iris Xe Graphics Capable, Thunderbolt                                  | 338-BXSI        | -                 |
| vPro Manageability   | 631-ACTD        | -                 |
| 16GB, 1x16GB, DDR4 Non-ECC   | 370-AFVP        | -                 |
| M.2 512GB PCIe NVMe Class 35 Solid State Drive   | 400-BKVF        | -                 |
| LCD back cover for Latitude 5520 WLAN/WWAN   | 320-BECT        | -                 |
| HD + IR Camera Bezel with Mic  | 325-BDZE        | -                 |
| 15.6" FHD (1920x1080) Non-Touch, Anti-Glare, 250nits   | 391-BFPM        | -                 |
| Palmrest NFC, Fingerprint Reader, Contacted & Contactless SmartCard Reader, Thunderbolt 4    | 346-BGVT        | -                 |
| Single Pointing Backlit English US Keyboard with numeric keypad                              | 583-BHBG        | -                 |
| Wireless Intel AX201 WLAN Driver   | 555-BGGN        | -                 |
| Intel Wi-Fi 6 AX201 2x2 .11ax 160MHz + Bluetooth 5.2   | 555-BGGT        | -                 |
| 4 Cell 63Whr ExpressCharge™ Capable Battery  | 451-BCSW        | -                 |
| 65W Type-C EPEAT Adapter   | 492-BCXP        | -                 |
| E4 Power Cord 1M for US  | 537-BBBL        | -                 |
| Quick Start Guide  | 340-CTXV        | -                 |
| Fixed Hardware Configuration   | 998-FGEL        | -                 |
| SupportAssist  | 525-BBCL        | -                 |
| Dell(TM) Digital Delivery Cirrus Client  | 640-BBLW        | -                 |
| Dell Client System Update (Updates latest Dell Recommended BIOS, Drivers, Firmware and Apps) | 658-BBMR        | -                 |
| Waves Maxx Audio   | 658-BBRB        | -                 |
| Dell Power Manager   | 658-BDVK        | -                 |
| Dell SupportAssist OS Recovery Tool  | 658-BEOK        | -                 |
| Dell Optimizer   | 658-BEQP        | -                 |
| Windows PKID Label   | 658-BFDQ        | -                 |
| Packaging BTS 65W adapter + TGL CPU  | 340-CTZQ        | -                 |
| 11th Gen Intel Core i7 vPro label  | 340-CTSW        | -                 |
| ENERGY STAR Qualified  | 387-BBPI        | -                 |
| 5520 Laptop Bottom Door Integrated Graphics  | 321-BGBG        | -                 |
| EPEAT 2018 Registered (Gold)   | 379-BDZB        | -                 |
| Dell Limited Hardware Warranty   | 997-8317        | -                 |
| Onsite/In-Home Service After Remote Diagnosis, 1 Year  | 997-8328        | -                 |

|                           |                   |
|---------------------------|-------------------|
| <b>Subtotal:</b>          | <b>\$1,233.10</b> |
| <b>Shipping:</b>          | <b>\$0.00</b>     |
| <b>Environmental Fee:</b> | <b>\$0.00</b>     |
| <b>Estimated Tax:</b>     | <b>\$0.00</b>     |

6/7/22, 10:13 AM

Your Dell Quote 3000121994047.1

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**Total: \$1,233.10**

HP Quote



|   |   |  |                |                               |
|---|---|--|----------------|-------------------------------|
| <b>Deal #:</b> 44497737 <b>Version #:</b> 1 |   | <b>Quote Distribution Date:</b> 06/01/22 |                | IPG Indirect Deal             |
| <b>Deal Description:</b> DVP FOR PORT OF LA |   |  |                | PUBLIC_SECTOR                 |
| <b>Dates:</b>                               | <b>Sellout Begin:</b> 06/01/22                | <b>Deal Lead:</b> LORI GABALDON          |                | Country Code    US            |
|   | <b>Sellout End:</b> 08/31/22                  | <b>Sales Rep:</b> SCOTT RUBERRY          |                | Price List Code    US         |
|   | <b>Order From:</b> 06/01/22                   |  |                | Price Term    Duty Paid       |
|   | <b>Order To:</b> 08/31/22                     |  |                | Currency    US \$             |
| <b>End User:</b>                            | <b>Sales Rep E-mail:</b> scott.ruberry@hp.com |  | MC Code    72M |                               |
| PORT OF LOS ANGELES<br>SAN PEDRO CA         |   |  |                | Exclusivity    N              |
|   |   |  |                | Complex Deal    N             |
|   |   |  |                | Agent/Sales Incentive    N    |
|   |   |  |                | Bundle Accum Mode*    Invoice |

|                          |           |   |
|--------------------------|-----------|---|
| <b>Reseller B</b>        |           | ZONES, LLC AUBURN WA US                             |
| PRM Location ID 10286022 | Outlet ID |   |
| <b>Reseller A</b>        |           | INGRAM MICRO INC IRVINE CA US                       |
| PRM Location ID 10257531 | Outlet ID |   |
| PRM Location ID 10271948 | Outlet ID | TD SYNEX CORPORATION FREMONT CA US                  |
| PRM Location ID 10282596 | Outlet ID | D & H DISTRIBUTING COMPANY HARRISBURG PA US         |
| PRM Location ID 10322672 | Outlet ID | TECH DATA PRODUCT MANAGEMENT, INC. CLEARWATER FL US |
| PRM Location ID 10321907 | Outlet ID | ESSENDANT CO DEERFIELD IL US                        |

Although the Big Deal quotation lists a single tier reseller as Reseller A, all resellers must follow the Terms and Conditions of their Reseller Agreement with HP. The Reseller Agreement takes precedent over this Big Deal quotation

**Product Number Offerings**  
Discounts are additional to Purchase agreement

| Product Number | Opt | Description                          | PL | Qty | Ord Min Qty           | Rsr Min Qty | Rsr Max Qty | Ln Max Qty | Std Disc % | List Prc US \$ | Offering US \$ | Offer Type | Begin Date | End Date |
|----------------|-----|--------------------------------------|----|-----|-----------------------|-------------|-------------|------------|------------|----------------|----------------|------------|------------|----------|
| 22500F         |     | HP LaserJet Pro 4001dn Printer       | L7 | 500 | Item No 9 of Table 1  |             | 500         |            |            | 586.50         | 404.68         | BD Net     | 06/01/22   | 08/31/22 |
| T3U43A         |     | HP Color LaserJet Ent M751n Prntr    | GS | 50  | Item No 11 of Table 1 |             | 50          |            |            | 3,165.00       | 2,183.85       | BD Net     | 06/01/22   | 08/31/22 |
| W1Y44A         |     | HP Color LaserJet Pro M454dn Printer | 8A | 75  | Item No 10 of Table 1 |             | 75          |            |            | 727.06         | 501.67         | BD Net     | 06/01/22   | 08/31/22 |

**TechData**

QUOTE # 124558777  
 RECEIVED # 13262322 12448950  
 ACCOUNT # 38442750

DATE: 6/3/2022

PREPARED FOR:  
 SP Quanta  
 ZONES INCORPORATED  
 1102 150th SW  
 Auburn WA 98001-6524

HARDWARE: \$28,178.00  
 SOFTWARE: \$0.00  
 SERVICE: \$0.00

QUOTE VALID TO DATE: 7/3/2022

ACCOUNT OFFICER:  
 SUPER NAT A-4  
 SuperNatalA4@techdata.com  
 727-539-7429

Buyer name

NET PRICE \$28,178.00  
 SHIPPING AND HANDLING \$0.00

**GRAND TOTAL: \$28,178.00**

Notes:  
 Zones / Canon Scan cop  
 Port of LA  
 BID031122-007

| Item #    | Part #  | TD Part # | Description                           | QTY | Unit Price | Extended Price | Comments   | Quote # | Quote Date | Quote Status |               |           |    |
|-----------|---------|-----------|---------------------------------------|-----|------------|----------------|--|---------|------------|--------------|---------------|-----------|----|
| System 1  |         |           |                                       |     |            |                |  |         |            |              |               |           |    |
| 1         | 4044002 | 13852483  | DR-S150-SMTFEGGCAN-45PPM-20PDR-EGDR   | 20  | \$895.00   | \$17,900.00    | Item No 12 of spreadsheet F-1127 - POLA Hardware Requirement Table 1 | 31 85%  | 6029 85    | \$12,159.20  | BID031122-007 | 6/30/2022 | 7  |
| 2         | 2405002 | 12921514  | DR-M220-COL-SMTFEGGCAN-30PDR-EGDR-USB | 20  | \$1,195.00 | \$23,900.00    | Item No 13 of spreadsheet F-1127 - POLA Hardware Requirement Table 1 | 33 54%  | 1795 84    | \$15,015.60  | BID031122-007 | 6/30/2022 | 47 |
| Subtotals |         |           |                                       |     |            | \$41,800.00    |  |         |            | \$28,178.00  |               |           |    |

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Unless you have an existing agreement with Tech Data Corporation and its U.S. subsidiaries (together "TDC"), this quote is governed by the commercial terms of sale located at <https://support.techdata.com/Content/Articles/Articles/conditions.aspx>. This summary section and all attachments are incorporated to form the entire quotation and supersede all prior communications between the parties, regardless of form. Further, Tech Data Corporation are not responsible for compliance with regulations, requirements or obligations associated with any contract resulting from this quotation.

Some Tech Data Vendors require that our customers agree to certain terms before we can sell the Vendor's Products. By submitting a purchase order to Tech Data, you are acknowledging, as an authorized representative of your company, that you have read and agree to be bound and abide by any applicable terms located at <https://support.techdata.com/Content/Articles/Articles/commerce/promises/vendor/pass.aspx>.

|                       |                          |
|-----------------------|--------------------------|
| Quote #               | DQ003720209-04 - 6443821 |
| Partner Name          | ZONES, INC               |
| OCA UCID #            | 5126492228-01            |
| End User              | Port of Los Angeles      |
| Quote Creation Date   | 6/8/2022                 |
| Quote Expiration Date | 7/8/2022                 |

|                     |             |
|---------------------|-------------|
| Estimated Lead Time | 136 Days    |
| Total List Price    | \$83,647.00 |
| Quote Subtotal      | \$56,077.38 |
| Shipping Charge     |             |
| Total               | \$56,077.38 |



**\*\* Pricing is valid for 30 days, unless special pricing expires first \*\***  
 The shipping cost is subject to change with any increases in rates.  
 The capture shipping charge is only valid for 30 days, which is 30 days unless customer priority is given.  
 Technical Questions - Est. 7724 For customers that qualify for free technical service through Ingram Micro, please dial this extension. Otherwise, please reply to your existing e-mail thread.  
 Pricing Questions - Please refer to your existing e-mail thread, or contact your Ingram Micro HPE ICAM.

Estimated Lead Time column reflects how long until the product will be made available to the factory for build. Build and ship time must be factored in. Product Lead time is only an estimate provided from HPE. Lead times and/or product availability can change at any time without notice from HPE. An accurate estimated ship date can only be provided once an order is placed with HPE.  
**\*\*Per HPE policy, there are no returns on CTO/Watson configurations\*\***  
**\*\*HPE reserves the right to alter, amend or cancel any Special Pricing and/or Promotion at any time without notice\*\***

| Quantity  | Part #         | Description   | Unit Price | Product Price | Product Price | Product Price | Product Price | Product Price | Product Price | Product Price | Product Price | Product Price |
|---|----------------|---|------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| <b>Item No 14 of spreadsheet F-1137 - POLA Hardware Requirement Table 1</b> |                |   |            |               |               |               |               |               |               |               |               |               |
| 1   | 668703-B21     | GPE-0013522252 Public Sector Pricing Deal RepOpp: REGE-0013522252 | \$2,702.00 | \$2,702.00    | 33.31         | \$1,801.68    | \$1,801.68    | BY            | HW            | 15            |               |               |
| 1   | 668703-B21 ADA | HPE DL380 Gen10 8SFF CTO Server                                   |            |               |               |               |               | BY            | HW            | 23            |               |               |
| 1   | P24470-L21     | HPE DL380 Gen10 8SFF CTO Server                                   | \$4,821.00 | \$4,821.00    | 33.31         | \$3,281.81    | \$3,281.81    | BY            | HW            | 15            |               |               |
| 1   | P24470-L21     | Intel Xeon-G 6240R P/O Kit for DL380 G10                          | \$4,821.00 | \$4,821.00    | 33.31         | \$3,281.81    | \$3,281.81    | BY            | HW            | 66            |               |               |
| 1   | P24470-L21     | Intel Xeon-G 6240R Kit for DL380 Gen10                            |            |               |               |               |               | BY            | HW            | 66            |               |               |
| 1   | P24470-L21 0D1 | Factory Integrated  |            |               |               |               |               | BY            | HW            | 66            |               |               |
| 1   | P24470-L21 0D1 | HPE 64GB 2D>4 PCL-2200V.8 Server Kit                              | \$1,560.00 | \$1,560.00    | 33.31         | \$1,040.00    | \$1,040.00    | BY            | HW            | 21            |               |               |
| 1   | P24470-L21 0D1 | Factory Integrated  |            |               |               |               |               | BY            | HW            | 21            |               |               |
| 2   | P18422-B21     | HPE 480GB SATA R1 SFF 5U NV SSD                                   | \$723.00   | \$1,446.00    | 33.31         | \$482.17      | \$964.34      | SI            | HW            | 12            |               |               |
| 2   | P18422-B21 0D1 | Factory Integrated  |            |               |               |               |               | SI            | HW            | 12            |               |               |
| 1   | P8084A         | HPE S11100Q 780G 2p FC HBA  | \$2,429.00 | \$2,429.00    | 33.31         | \$1,619.90    | \$1,619.90    | 1Y            | HW            | 15            |               |               |
| 1   | P8084A 0D1     | Factory Integrated  |            |               |               |               |               | 1Y            | HW            | 15            |               |               |
| 1   | P01306-B21     | HPE 96W Smart 512 L-to-S 145mm Kit                                | \$202.00   | \$202.00      | 33.31         | \$134.71      | \$134.71      | 5H            | HW            | 15            |               |               |
| 1   | P01306-B21 0D1 | Factory Integrated  |            |               |               |               |               | 5H            | HW            | 15            |               |               |
| 1   | 604331-B21     | HPE Smart Array P408i-a 3H Gen10 65W                              | \$2,167.00 | \$2,167.00    | 33.31         | \$1,444.17    | \$1,444.17    | 5Y            | HW            | 136           |               |               |
| 1   | 604331-B21 0D1 | Factory Integrated  |            |               |               |               |               | 5Y            | HW            | 136           |               |               |
| 1   | 727054-B21     | HPE 1006E 2p FLR-SFP+ X710 Adptr                                  | \$1,259.00 | \$1,259.00    | 33.31         | \$839.63      | \$839.63      | SI            | HW            | 25            |               |               |
| 1   | 727054-B21 0D1 | Factory Integrated  |            |               |               |               |               | SI            | HW            | 25            |               |               |
| 1   | 807310-B21     | HPE DL380 Gen10 High Prof Fan                                     | \$354.00   | \$354.00      | 33.31         | \$236.00      | \$236.00      | 5Y            | HW            | 67            |               |               |
| 1   | 807310-B21 0D1 | Factory Integrated  |            |               |               |               |               | 5Y            | HW            | 67            |               |               |
| 1   | 807310-B21 0D1 | Factory Integrated  |            |               |               |               |               | 5Y            | HW            | 67            |               |               |
| 2   | 805414-B21     | HPE 800W PS Plus H.P.P. L1 Pwr 24y KIT                            | \$224.00   | \$448.00      | 33.31         | \$290.68      | \$581.36      | 5Y            | HW            | 31            |               |               |
| 2   | 805414-B21 0D1 | Factory Integrated  |            |               |               |               |               | 5Y            | HW            | 31            |               |               |
| 1   | 80505A         | HPE 4U Adv 1-4x 1.5y Support                                      | \$489.00   | \$489.00      | 33.31         | \$322.78      | \$322.78      | 4U            | SW            | 20            |               |               |
| 1   | 80505A 0D1     | Factory Integrated  |            |               |               |               |               | 4U            | SW            | 20            |               |               |
| 1   | 864279-B21     | HPE TPM 2.0 Gen10 Kit   | \$118.00   | \$118.00      | 33.31         | \$78.69       | \$78.69       | SI            | HW            | 23            |               |               |
| 1   | 864279-B21 0D1 | Factory Integrated  |            |               |               |               |               | SI            | HW            | 23            |               |               |
| 1   | 867828-B21     | HPE DL380 2U Smart Kit  | \$87.00    | \$87.00       | 11.31         | \$58.00       | \$58.00       | 5Y            | HW            | 66            |               |               |
| 1   | 867828-B21 0D1 | Factory Integrated  |            |               |               |               |               | 5Y            | HW            | 66            |               |               |
| 1   | 733080-B21     | HPE 2U SFF Easy Install Rail Kit                                  | \$131.00   | \$131.00      | 33.31         | \$87.36       | \$87.36       | SI            | HW            | 15            |               |               |
| 1   | 733080-B21 0D1 | Factory Integrated  |            |               |               |               |               | SI            | HW            | 15            |               |               |
| 1   | HJ4A8A3        | HPE 3Y Tech Care Essential SVC                                    |            |               |               |               |               | 72            | ES            |               |               |               |
| 1   | HJ4A8A3 WAH    | HPE DL380 Gen10 Support   | \$4,083.00 | \$4,083.00    | 26.13         | \$3,018.19    | \$3,018.19    | 66            | ES            |               | 868703-B21(1) |               |

|                       |                         |
|-----------------------|-------------------------|
| Quote #               | 0003720322-04 - 8443921 |
| Partner Name          | ZONES, INC              |
| OCA UCID #            | 5128492245-01           |
| End User              | Port of Los Angeles     |
| Quote Creation Date   | 6/16/2022               |
| Quote Expiration Date | 7/16/2022               |

|                     |             |
|---------------------|-------------|
| Estimated Lead Time | 130 Days    |
| Total List Price    | \$20,799.00 |
| Quote Subtotal      | \$14,066.74 |
| Shipping Charge     |             |
| Total               | \$14,066.74 |

Ball column N for specific, site A for lead time



**\*\* Pricing is valid for 30 days unless specified otherwise \*\***  
 The amount of change is also valid for 30 days unless specified otherwise.  
 Technical Questions - Ext. 72264 For customers that qualify for best technical service through Ingram Micro, please email the extension. Otherwise, please reply to your existing email thread.  
 Pricing Questions - Please reply to your existing email thread, or contact your Ingram Micro HPE ICAM.

Estimated Lead Time column reflects how long until the product will be made available to the factory for build. Build and ship time must be factored in. Product Lead time is only an estimate provided from HPE. Lead times and/or product availability can change at any time without notice from HPE. An accurate estimated ship date can only be provided once an order is placed with HPE.  
**\*\*Per HPE policy, there are no returns on CTO/Watson configurations\*\***  
**\*\*HPE reserves the right to alter, amend or cancel any Special Pricing and/or Promotion at any time without notice\*\***

| Quantity  | Item #         | Description                                 | List Price | Special Price | Unit Price | Quantity   | Special Price | Weight (LBS) | Program | Program | Program | Program | Program |
|---|----------------|---|------------|---------------|------------|------------|---------------|--------------|---------|---------|---------|---------|---------|
| <b>Item No 15 of spreadsheet F-1137 - POLA Hardware Requirement Table 1</b> |                |   |            |               |            |            |               |              |         |         |         |         |         |
|   |                | OPE-0013022252   Public Sector Pricing      |            |               |            |            |               |              |         |         |         |         |         |
|   |                | Deal Reg Opp REG-0013022252                 |            |               |            |            |               |              |         |         |         |         |         |
|   |                | HPE DL380 Gen10 85FF CTO Server             | \$2,615.00 | \$2,615.00    | 21.21      | 31,747.98  | \$1,180.94    | 24           | HW      | HW      | HW      | HW      | HW      |
| 1   | 867059-B21 ABA | HPE DL380 Gen10 85FF CTO Server             | \$2,615.00 | \$2,615.00    | 21.21      | 31,747.98  | \$1,180.94    | 24           | HW      | HW      | HW      | HW      | HW      |
| 1   | P13874-B21     | Intel Xeon E-2278 16C 16T 16M 16K 16N 16D   | \$1,031.00 | \$1,031.00    | 11.31      | 3,661.57   | \$323.75      | 24           | HW      | HW      | HW      | HW      | HW      |
| 1   | P13874-B21     | Intel Xeon E-2278 16C 16T 16M 16K 16N 16D   | \$1,031.00 | \$1,031.00    | 11.31      | 3,661.57   | \$323.75      | 24           | HW      | HW      | HW      | HW      | HW      |
| 1   | P13874-B21     | Factory Integrated                          |            |               |            |            |               |              |         |         |         |         |         |
| 1   | P00920-B21     | HPE 16GB 1.8" 16GB 16GB 16GB 16GB           | \$349.00   | \$349.00      | 21.30      | \$3,568.20 | \$1,679.60    | 21           | HW      | HW      | HW      | HW      | HW      |
| 1   | P00920-B21     | Factory Integrated                          |            |               |            |            |               |              |         |         |         |         |         |
| 1   | P14190-K1      | HPE 980GB SATA 9.5TB SATA 9.5TB 9.5TB 9.5TB | \$394.00   | \$394.00      | 33.31      | \$3,940.22 | \$1,272.44    | 21           | HW      | HW      | HW      | HW      | HW      |
| 1   | P14190-K1      | Factory Integrated                          |            |               |            |            |               |              |         |         |         |         |         |
| 1   | P02377-B21     | HPE Smart Hybrid Capacitor w/ 145nm CBI     | \$307.00   | \$307.00      | 33.31      | \$2,647.76 | \$264.76      | 21           | HW      | HW      | HW      | HW      | HW      |
| 1   | P02377-B21     | Factory Integrated                          |            |               |            |            |               |              |         |         |         |         |         |
| 1   | 004331-B21     | HPE Smart Array P408i-a 2.5" Serial/Ch      | \$2,169.00 | \$2,169.00    | 33.31      | \$1,445.17 | \$1,445.17    | 21           | HW      | HW      | HW      | HW      | HW      |
| 1   | 004331-B21     | Factory Integrated                          |            |               |            |            |               |              |         |         |         |         |         |
| 1   | 005414-B21     | HPE 400W 55-400W 55-400W 55-400W            | \$354.00   | \$354.00      | 33.31      | \$3,456.42 | \$369.42      | 21           | HW      | HW      | HW      | HW      | HW      |
| 1   | 005414-B21     | Factory Integrated                          |            |               |            |            |               |              |         |         |         |         |         |
| 1   | 80905A         | HPE AD Adv 1-yr Lic 3yr Support             | \$489.00   | \$489.00      | 33.31      | \$312.78   | \$312.78      | 4U           | SW      | SW      | SW      | SW      | SW      |
| 1   | 80905A         | Factory Integrated                          |            |               |            |            |               |              |         |         |         |         |         |
| 1   | 864279-B21     | HPE TPM 2.0 Gen10 K2                        | \$118.00   | \$118.00      | 33.31      | \$79.60    | \$79.60       | 21           | HW      | HW      | HW      | HW      | HW      |
| 1   | 864279-B21     | Factory Integrated                          |            |               |            |            |               |              |         |         |         |         |         |
| 1   | 867059-B21     | HPE DL380 Gen10 Factor K1                   | \$70.00    | \$70.00       | 33.31      | \$23.66    | \$23.66       | 21           | HW      | HW      | HW      | HW      | HW      |
| 1   | 867059-B21     | Factory Integrated                          |            |               |            |            |               |              |         |         |         |         |         |
| 1   | 874543-B21     | HPE LU Gen10 SFF Easy Install R4 K1         | \$141.00   | \$141.00      | 33.31      | \$84.03    | \$84.03       | 21           | HW      | HW      | HW      | HW      | HW      |
| 1   | 874543-B21     | Factory Integrated                          |            |               |            |            |               |              |         |         |         |         |         |
| 1   | HJ448A3        | HPE 3Y Tech Care Essential SVC              |            |               |            |            |               |              |         |         |         |         |         |
| 1   | HJ448A3        | Factory Integrated                          |            |               |            |            |               |              |         |         |         |         |         |
| 1   | HJ448A3        | HPE DL380 Gen10 Support                     | \$3,008.00 | \$3,008.00    | 26.13      | \$2,220.98 | \$2,220.98    | 96           | ES      | ES      | ES      | ES      | ES      |

867059-B21(1)





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Call reference # QUO-11271315-K4R4Y8  
To ensure fastest and most accurate processing of your order, please provide the quote# at the time of purchase

Quote: QUO-11271315-K4R4Y8 -1

Name: OPP00317015 \*\*\*HPE\*\*\*

Customer Name: ZONES LLC

Currency: US Dollar

Effective To: 6/30/2022

Send Date: 06/07/2022

Expiry Date:

Customer Question:

Kindly share public sector pricing quote for 7x P40401-B21.

### Item No 17 of Spreadsheet F-1137 - POLA Hardware Requirement Table 1

| Item # | SKU    | Manufacturer           | Mfr. Part #                      | Qty | Description and Product Info   | Discount**  | Avail. Qty | MSRP        | Ext MSRP     | Price       | Ext Price   | Comments               |
|--------|--------|------------------------|----------------------------------|-----|--|---|------------|-------------|--------------|-------------|-------------|------------------------|
| 1      | 8RV153 | HPE - PROLIANT SERVERS | P40401-B21                       | 7   | HPE DL360 GEN10 5220 2P 64G<br>NC SYST 8SFF SVR PL-SY<br><br>Country of Origin: N/A<br>Weight: 50.00<br>Dim Weight: 8,775.84 | <u>Discount included in price:</u><br>Amount: \$2698.08<br>Type: -<br>Discount Expiration Date: 2022-06-30<br>Quantity Limit: - | 0          | \$16,863.00 | \$118,041.00 | \$10,284.96 | \$71,994.72 | SLED Price<br>11259.32 |
|        |        |                        | <b>Products / Services Total</b> | 7   |  |   |            |             | \$118,041.00 |             | \$71,994.72 |                        |
|        |        |                        | <b>Total</b>                     |     |  |   |            |             |              |             | \$71,994.72 |                        |

Purchase this for \$71,994.72 or lease for \$2,519.82 per month.

#### Solution Product Terms:

Please note: "Limited time promotional pricing" on Mfg # P23577-B21, P23465-B21, 872479-B21, 870759-B21, P00924-B21, P00922-B21, P00920-B21, P07646-B21, P06033-B21, P18432-B21, P18424-B21. Effective until Oct 31 2022 or until funds have been exhausted.

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\* Your Account Number  
\* Payment Method  
\* Your fax number  
\* Shipping instructions  
\* End user PO number

\* End user company name  
\* End user address  
\* End user contact  
\* End user contact email address  
\* End user contact phone number  
\* End user contact fax number

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Arrow ECS Quote



|   |   |                                       |                                      |   |
|---|---|---------------------------------------|--------------------------------------|---|
| <b>Arrow Quote#:</b> SWS13308052-V5                         | <b>Reseller:</b> ZONES LLC-1000122      | <b>ISR:</b> GERNES, PHILIP A (PHILJP) | <b>Supplier Opp#:</b> 1429448        | <b>Partner Level:</b> PLATINUM          |
| <b>Quote Name:</b> 19072476_Quote for Port of Los Angeles - | <b>End User(s):</b> Port of Los Angeles | <b>ISR Phone:</b> +1 952-975-3785     | <b>Supplier Quote#:</b> 19072476     | <b>Deal Registration:</b>               |
| <b>Quote Currency:</b> USD                                  | <b>Region:</b> US                       | <b>End User State/Province:</b>       | <b>ISR Email:</b> pgermes@arrow.com  | <b>Configuration#:</b> 19072476JORAGEN- |
| <b>Quote Expiration Date:</b> 03-JUL-22                     | <b>Quote Generation Date:</b> 03-JUN-22 | <b>Segment:</b>                       | <b>Reseller Opportunity Number#:</b> |   |

Notes: **Item No 18 of spreadsheet F-1137 - POLA Hardware Requirement Table 1**

| Line                     | Item Number               | Description                                    | Supplier | Qty Quoted | Available Stock | List Price   | List Price Ext        | Reseller Price | Reseller Price Ext  |
|--------------------------|---------------------------|--|----------|------------|-----------------|--------------|-----------------------|----------------|---------------------|
| 1                        | AFF-A400                  | AFF-A400, HEADER LINE                          | NETAPP   | 1          | 0               | \$0.00       | \$0.00                | \$0.00         | \$0.00              |
| 2                        | AFF-A400A-003             | AFF-A400 HA System,Ethernet Bundle             | NETAPP   | 2          | 0               | \$26,545.00  | \$53,090.00           | \$9,474.07     | \$18,948.14         |
| 3                        | SW-2-NVME-C               | SW-2,NVMe/oF Protocol,-C                       | NETAPP   | 2          | 0               | \$0.00       | \$0.00                | \$0.00         | \$0.00              |
| 4                        | SW-2-A400A-NVE-C          | SW,Data at Rest Encryption Enabled,A400A,-C    | NETAPP   | 2          | 0               | \$0.00       | \$0.00                | \$0.00         | \$0.00              |
| 5                        | SW-2-A400A-TPM-C          | SW,Trusted Platform Module Enabled,A400A,-C    | NETAPP   | 2          | 0               | \$0.00       | \$0.00                | \$0.00         | \$0.00              |
| 6                        | X1148A-N-C                | C  | NETAPP   | 2          | 0               | \$8,075.00   | \$12,150.00           | \$2,168.20     | \$4,336.40          |
| 7                        | X1151A-N-C                | NIC,100GbE,PCIe gen3 x16, Smart IO,-C          | NETAPP   | 2          | 0               | \$10,000.00  | \$20,000.00           | \$3,589.08     | \$7,138.12          |
| 8                        | X1122A-N-C                | NIC 2-Port Bare Cage 25GbE RoCE SFP28 PCIe,-C  | NETAPP   | 2          | 0               | \$4,100.00   | \$8,200.00            | \$1,463.31     | \$2,926.62          |
| 9                        | X1135A-N-C                | HBA,4-port FCP Target-Init 32Gb PCIe w/SFP+,-C | NETAPP   | 2          | 0               | \$10,270.00  | \$20,540.00           | \$3,685.42     | \$7,330.84          |
| 10                       | X1161A-C                  | MEZZANINE,4-Port,25G,CX5,-C                    | NETAPP   | 2          | 0               | \$0.00       | \$0.00                | \$0.00         | \$0.00              |
| 11                       | DATA-AT-REST-ENCRYPTION   | Data at Rest Encryption Capable Operating Sys  | NETAPP   | 2          | 0               | \$0.00       | \$0.00                | \$0.00         | \$0.00              |
| 12                       | X-02659-03-N-C            | Rail Kit,4-Post,Rnd/Sq-Hole,Adj,24-32,-C       | NETAPP   | 1          | 0               | \$0.00       | \$0.00                | \$0.00         | \$0.00              |
| 13                       | X5532A-N-C                | Rail,4-Post,Thin,Rnd/Sq-Hole,Sm,Adj,24-32,-C   | NETAPP   | 2          | 0               | \$0.00       | \$0.00                | \$0.00         | \$0.00              |
| 14                       | X65404-N-C                | SFP28,25GbE,SR,-C                              | NETAPP   | 12         | 0               | \$0.00       | \$0.00                | \$0.00         | \$0.00              |
| 15                       | X3184A-C                  | Chassis,AFF-A400,FAS8300/8700,AC PS,-C         | NETAPP   | 1          | 0               | \$0.00       | \$0.00                | \$0.00         | \$0.00              |
| 16                       | DOC-AFF-A400-C            | Documents,AFF-A400,-C                          | NETAPP   | 1          | 0               | \$0.00       | \$0.00                | \$0.00         | \$0.00              |
| 17                       | NS224-SED-3.8-12-N-C      | NVMe SHLF,12x3.8TB,SED,-C                      | NETAPP   | 1          | 0               | \$90,040.00  | \$90,040.00           | \$32,135.84    | \$32,135.84         |
| 18                       | NS224-SED-3.8-24-N-C      | NVMe SHLF,24x3.8TB,SED,-C                      | NETAPP   | 1          | 0               | \$156,460.00 | \$156,460.00          | \$55,842.03    | \$55,842.03         |
| 19                       | X800-42U-R8-C             | Jumper Crd,In-Cab,C13-C14,-C                   | NETAPP   | 8          | 0               | \$0.00       | \$0.00                | \$0.00         | \$0.00              |
| 20                       | X66240A-05-N-C            | Cable,25GbE,SFP28-SFP28,Cu,0.5m,-C             | NETAPP   | 2          | 0               | \$0.00       | \$0.00                | \$0.00         | \$0.00              |
| 21                       | X68250-2-N-C              | Cable,LC-LC,OM4,2m,-C                          | NETAPP   | 20         | 0               | \$0.00       | \$0.00                | \$0.00         | \$0.00              |
| 22                       | X68211A-05-N-C            | Cable,100GbE,QSFP28-QSFP28,Cu,0.5m,-C          | NETAPP   | 2          | 0               | \$0.00       | \$0.00                | \$0.00         | \$0.00              |
| 23                       | X68211B-2-N-C             | Cable,100GbE,QSFP28-QSFP28,Cu,2m,-C            | NETAPP   | 8          | 0               | \$0.00       | \$0.00                | \$0.00         | \$0.00              |
| 24                       | SW-DATA-PRO-BDLNVME-A03-C | SW,Data Protectn Bdl,Per-0,1TB,NVMe,A03,-C     | NETAPP   | 1368       | 0               | \$107.00     | \$146,376.00          | \$38.19        | \$52,243.92         |
| 25                       | SW-CORE-BNDLE-NVME-A03-C  | SW,Core Bundle,Per-0,1TB,NVMe,A03,-C           | NETAPP   | 1368       | 0               | \$250.00     | \$342,000.00          | \$89.22        | \$122,052.96        |
| 26                       | PS-DEPLOY-STAND-AFF-M     | PS Deployment,Standard,AFF,Med                 | NETAPP   | 1          | 0               | \$10,700.00  | \$10,700.00           | \$6,207.28     | \$8,207.28          |
| 27                       | CS-4HR-REPLACEMENT        | 4hr Parts Delivery and Replacement             | NETAPP   | 1          | 0               | \$23,638.98  | \$23,638.98           | \$13,641.77    | \$13,641.77         |
| 28                       | CS-G1-SE-ADVISOR          | SupportEdge Advisor                            | NETAPP   | 1          | 0               | \$118,194.90 | \$118,194.90          | \$68,208.84    | \$68,208.84         |
| 29                       | NVME-SSD-DRIVE-PACKS      | NVMe SSD Drive Packs,Model                     | NETAPP   | 3          | 0               | \$0.00       | \$0.00                | \$0.00         | \$0.00              |
| 30                       | X4011A-2                  | Drive Pack,NVMe,SSD,SED,2X3.8TB                | NETAPP   | 3          | 0               | \$15,500.00  | \$46,500.00           | \$5,532.04     | \$16,596.12         |
| 31                       | SW-DATA-PRO-NVME-A03-QS   | SW,Data Protectn Bdl,Per-0,1TB,NVMe,A03,QS     | NETAPP   | 228        | 0               | \$118.00     | \$26,904.00           | \$42.12        | \$9,603.36          |
| 32                       | SW-CORE-BNDLE-NVME-AD-A03 | SW,Core Bundle,Per-0,1TB,NVMe,Add-On,A03,QS    | NETAPP   | 228        | 0               | \$275.00     | \$62,700.00           | \$98.15        | \$22,378.20         |
| 33                       | PS-DEPLOY-STAND-SHELF     | PS Deployment,Standard,Shelf                   | NETAPP   | 3          | 0               | \$1,500.00   | \$4,500.00            | \$1,150.55     | \$3,451.65          |
| 34                       | CS-4HR-REPLACEMENT        | 4hr Parts Delivery and Replacement             | NETAPP   | 3          | 0               | \$1,361.04   | \$4,083.12            | \$785.44       | \$2,356.32          |
| 35                       | CS-G1-SE-ADVISOR-ADD-ON   | SupportEdge Advisor                            | NETAPP   | 3          | 0               | \$6,805.20   | \$20,415.60           | \$3,927.20     | \$11,781.60         |
| 36                       | PS-TM-CONSULT-DAY-TE-2A   | Consulting Day >10 + TE, Exp. 1yr. from PO     | NETAPP   | 4          | 0               | \$3,645.00   | \$14,580.00           | \$2,795.83     | \$11,183.32         |
| <b>Subtotal</b>          |                           |  |          |            |                 |              | <b>\$1,181,072.60</b> |                | <b>\$470,363.31</b> |
| <b>Estimated Tax</b>     |                           |  |          |            |                 |              |                       |                | <b>\$400.00</b>     |
| <b>Estimated Freight</b> |                           |  |          |            |                 |              |                       |                |                     |
| <b>Grand Total</b>       |                           |  |          |            |                 |              |                       |                | <b>\$470,763.31</b> |

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- French Canadian: <https://www.arrow.com/fr-fr/legal/terms-and-conditions-of-sale>

Arrow ECS Quote



|  |                                  |                                |  |                           |
|--|----------------------------------|--------------------------------|--|---------------------------|
| <b>Arrow Quote#:</b> SWS13308052-V6                  | Reseller: ZONES LLC-1000122      | ISR: GERNES, PHILIP A (PHILIP) | Supplier Opp#: 1429448                 | Partner Level: PLATINUM   |
| Quote Name: 19072504_Quote for Port of Los Angeles - | End User(s): Port of Los Angeles | ISR Phone: +1 952-975-3785     | Supplier Quote#: 19072504              | Deal Registration:        |
| Quote Currency: USD                                  | Region: US                       | End User State/Province:       | Configuration#: 19072504 ORAGEN-992148 | Earliest Expiration Date: |
| Quote Expiration Date: 30-JUN-22                     | Quote Generation Date: 03-JUN-22 | Segment:                       | Reseller Opportunity Number#:          |                           |

Notes: **Item No 19 of spreadsheet F-1137 - POLA Hardware Requirement Table 1**

| Line               | Item Number               | Description                                   | Supplier | Qty Quoted | Available Stock | List Price  | List Price Ext | Reseller Price | Reseller Price Ext  |
|--------------------|---------------------------|---|----------|------------|-----------------|-------------|----------------|----------------|---------------------|
| 1                  | FAS2720A                  | HEADER LINE                                   | NETAPP   | 1          | 0               | \$0.00      | \$0.00         | \$0.00         | \$0.00              |
| 2                  | FAS2720A-005              | FAS2720 HA System,CNA                         | NETAPP   | 2          | 0               | \$7,825.00  | \$15,650.00    | \$2,793.27     | \$5,586.54          |
| 3                  | SW-2-2720A-TPM-C          | SW.Trusted Platform Module Enabled.2720A,-C   | NETAPP   | 2          | 0               | \$0.00      | \$0.00         | \$0.00         | \$0.00              |
| 4                  | SW-2-2720A-NVE-C          | SW.Data at Rest Encryption Enabled.2720A,-C   | NETAPP   | 2          | 0               | \$0.00      | \$0.00         | \$0.00         | \$0.00              |
| 5                  | X86250-5-N-C              | Cable,LC-LC,OM4,5m,-C                         | NETAPP   | 8          | 0               | \$0.00      | \$0.00         | \$0.00         | \$0.00              |
| 6                  | X8566B-05-N-C             | Cable,Direct Attach CU SFP+ 10G,0.5M,-C       | NETAPP   | 2          | 0               | \$0.00      | \$0.00         | \$0.00         | \$0.00              |
| 7                  | X86030A-N-C               | Cable,12Gb,Mini SAS HD,0.5m,-C                | NETAPP   | 8          | 0               | \$0.00      | \$0.00         | \$0.00         | \$0.00              |
| 8                  | X66032A-N-C               | Cable,12Gb,Mini SAS HD,2m,-C                  | NETAPP   | 4          | 0               | \$0.00      | \$0.00         | \$0.00         | \$0.00              |
| 9                  | X800-42U-R8-C             | Jumper Crd,In-Cab,C13-C14,-C                  | NETAPP   | 12         | 0               | \$0.00      | \$0.00         | \$0.00         | \$0.00              |
| 10                 | SW-DATA-PR-BDL-NLSASF01-C | SW.Data Protection Bdl,Per-0.1TB,NLSAS,F01,-C | NETAPP   | 7200       | 0               | \$20.00     | \$144,000.00   | \$7.13         | \$51,336.00         |
| 11                 | SW-CORE-BNDLE-NLSAS-F01-C | SW.Core Bundle,Per-0.1TB,NLSAS,F01,-C         | NETAPP   | 7200       | 0               | \$18.00     | \$129,600.00   | \$8.42         | \$48,224.00         |
| 12                 | X8589-N-C                 | SFP+Optical 10Gb Shortwave,-C                 | NETAPP   | 4          | 0               | \$0.00      | \$0.00         | \$0.00         | \$0.00              |
| 13                 | X8596-F8-N-C              | SFP+ FC Optical 16Gb,-C                       | NETAPP   | 4          | 0               | \$0.00      | \$0.00         | \$0.00         | \$0.00              |
| 14                 | DOC-2720-C                | Documents,FAS2720,-C                          | NETAPP   | 1          | 0               | \$0.00      | \$0.00         | \$0.00         | \$0.00              |
| 15                 | DATA-AT-REST-ENCRYPTION   | Data at Rest Encryption Capable Operating Sys | NETAPP   | 2          | 0               | \$0.00      | \$0.00         | \$0.00         | \$0.00              |
| 16                 | FAS2720-104-C             | FAS2720,12x10TB,7.2K,-C                       | NETAPP   | 1          | 0               | \$15,390.00 | \$15,390.00    | \$5,493.74     | \$5,493.74          |
| 17                 | X-02857-00-N-C            | Rail Kit,Thin,Rnd/Sq-Hole,4-Post,Adj,24-32,-C | NETAPP   | 6          | 0               | \$0.00      | \$0.00         | \$0.00         | \$0.00              |
| 18                 | PS-DEPLOY-STAND-FAS-L     | PS Deployment,Standard,FAS,Low                | NETAPP   | 1          | 0               | \$5,700.00  | \$5,700.00     | \$4,372.84     | \$4,372.84          |
| 19                 | CS-4HR-REPLACEMENT        | 4hr Parts Delivery and Replacement            | NETAPP   | 1          | 0               | \$9,139.20  | \$9,139.20     | \$4,745.50     | \$4,745.50          |
| 20                 | CS-G1-SE-ADVISOR          | SupportEdge Advisor                           | NETAPP   | 1          | 0               | \$45,896.00 | \$45,896.00    | \$23,727.52    | \$23,727.52         |
| 21                 | FAS2720A-EXP              | FAS2720,Expansion Shelf,Model                 | NETAPP   | 1          | 0               | \$0.00      | \$0.00         | \$0.00         | \$0.00              |
| 22                 | DS212C-07-10-12B-SK       | Disk Shelf,12G,12x10TB,7.2K,-SK               | NETAPP   | 5          | 0               | \$15,390.00 | \$76,950.00    | \$5,493.74     | \$27,468.70         |
| 23                 | CS-4HR-REPLACEMENT        | 4hr Parts Delivery and Replacement            | NETAPP   | 1          | 0               | \$2,308.50  | \$2,308.50     | \$1,188.86     | \$1,188.86          |
| 24                 | CS-G1-SE-ADVISOR          | SupportEdge Advisor                           | NETAPP   | 1          | 0               | \$11,542.50 | \$11,542.50    | \$5,993.41     | \$5,993.41          |
| 25                 | PS-TM-CONSULT-DAY-TE-ZA   | Consulting Day >10 + TE, Exp. 1yr, from PO    | NETAPP   | 4          | 0               | \$3,845.00  | \$14,580.00    | \$2,786.32     | \$11,185.28         |
| Subtotal           |                           |   |          |            |                 |             | \$470,556.20   |                | \$187,332.21        |
| Estimated Tax      |                           |   |          |            |                 |             |                |                | \$400.00            |
| Estimated Freight  |                           |   |          |            |                 |             |                |                |                     |
| <b>Grand Total</b> |                           |   |          |            |                 |             |                |                | <b>\$187,732.21</b> |

Legal Notification: This is a computer generated document, no signature is required.

**ARROW'S TERMS AND CONDITIONS OF SALE**

Arrow's Terms and Conditions are located at <https://www.arrow.com/en/legal/terms-of-sale>  
 This order is hereby governed by Arrow's Terms and Conditions of Sale unless there is a signed agreement between the parties, in which case the signed agreement shall govern.  
 The Arrow's Terms and Conditions of Sale can be accessed in additional languages:

- English: <https://www.arrow.com/en/legal/terms-and-conditions-of-sale>
- Spanish: <https://www.arrow.com/es-mx/legal/terms-and-conditions-of-sale>
- French Canadian: <https://www.arrow.com/fr-fr/legal/terms-and-conditions-of-sale>



QUOTE # 124361109  
 REFERENCE # 1720517 12447933  
 ACCOUNT # 78842792

DATE:  
06/2022

PREPARED FOR:  
Khashey Khan  
ZONES INCORPORATED  
1102 15th St SW  
Auburn, WA 98001-6524

HARDWARE: \$181,485.00  
 SOFTWARE: \$0.00  
 SERVICE: \$29,538.18

QUOTE VALID TO DATE:  
7/8/2022

ACCOUNT OWNER:  
SUPER NAT A-6  
SuperNatalA6@techdata.com  
727-539-7429

End User

NET PRICE \$211,023.18  
 SHIPPING AND HANDLING \$0.00

**GRAND TOTAL: \$211,023.18**

Notes:

**Item No 20 of spreadsheet F-1137 - POLA Hardware Requirement Table 1**

| Line #           | Part #                | TIT Part # | Description                   | Qty | Unit Cost Price | Extended Unit Price | Unit Price  | Extended Price      | AVAIL |
|------------------|-----------------------|------------|-------------------------------|-----|-----------------|---------------------|-------------|---------------------|-------|
| 1                | BR-G620-24-32G-R-1    | 14239604   | G620 24PT 24 32GB SFP 2AC PSE | 6   | \$34,888.23     | \$209,329.38        | \$19,214.67 | \$115,288.02        | CALL  |
| 2                | X8R-G6M/DR12PTPOD-32G | 12083550   | SW POD LIC 12PT 12X32G        | 6   | \$18,177.92     | \$109,067.52        | \$10,749.52 | \$64,497.12         | CALL  |
| 3                | X8R-R000296           | 11802248   | FRU UNIV RM KIT 4 POST        | 6   | \$478.85        | \$2,873.10          | \$283.31    | \$1,699.66          | CALL  |
| 4                | G620-SVS-40S-3        | 12083605   | 3YR ESS 4HR ONSITE SPT G620   | 6   | \$5,218.00      | \$31,314.00         | \$4,922.03  | \$29,538.18         | CALL  |
| <b>Subtotals</b> |                       |            |                               |     |                 | <b>\$352,664.00</b> |             | <b>\$211,023.18</b> |       |

**\*\*All products are NON-CANCELABLE/NON-RETURNABLE once a PO is submitted for processing. When placing a PO written acknowledgment that this is understood will need to be included in email or on PO\*\***

**LEAD TIMES: Per Broadcom: Due to ongoing issues with the pandemic continued supply chain and material constraints that the industry is experiencing lead times are extending to 28 weeks. Brocade does not allow vendor drop-ship.**

**Brocade.com/Brocade does not offer any dealer realization program, any additional discount programs, or any new 2+3 (or) 3+3.**

**Legal Disclaimers**

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Some Tech Data Vendors require that our customers agree to certain terms before we can sell the Vendors' Products. By submitting a purchase order to Tech Data, you are acknowledging, as an authorized representative of your company, that you have read and agree to be bound and abide by any applicable terms located at <https://tdcontent.techdata.com/reseller/secure/commerce/promos/vendor-pass.aspx>



QUOTE #: 124261259-1  
 REFERENCE #: 13386607-12447685  
 ACCOUNT #: 18042792

DATE:  
6/6/2022

PREPARED FOR:  
Iwan Yunus  
ZONES INCORPORATED  
1102 15th St SW  
Auburn, WA 98001-5524

HARDWARE: \$42,057.00  
 SOFTWARE: \$0.00  
 SERVICE: \$0.00

QUOTE VALID TO DATE:  
7/6/2022

ACCOUNT OWNER:  
SUPER NAT A-6  
SuperNationalA6@techdata.com  
727-539-7429

End user

NET PRICE \$42,057.00  
 SHIPPING AND HANDLING \$0.00

**GRAND TOTAL: \$42,057.00**

Notes:

**Item No 21 & 22 of spreadsheet F-1137 - POLA Hardware Requirement Table 1**

| Line #           | Part #                     | TD Part # | Description                                 | Qty | Unit List Price | Extended List Price | Disc % | List Price | Extended Price     | AVAIL |
|------------------|----------------------------|-----------|---|-----|-----------------|---------------------|--------|------------|--------------------|-------|
| System 1         |                            |           |   |     |                 |                     |        |            |                    |       |
| 1                | LRA185KMM-G01<br>Line Item | 13523756  | 18.5IN LCD USB KYBD 2USB<br>PASS US TAA     | 6   | \$1,994.00      | \$11,964.00         | 50.00% | \$997.00   | \$5,982.00         | CALL  |
| 2                | MP04032DAC-400             | 14067568  | 32PT 4 DIGTL RVM PATHS<br>DUAL AC PIS 1 LCC | 6   | \$12,025.00     | \$72,150.00         | 50.00% | \$6,012.50 | \$36,075.00        | CALL  |
| <b>Subtotals</b> |                            |           |   |     |                 | <b>\$84,114.00</b>  |        |            | <b>\$42,057.00</b> |       |

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Some Tech Data Vendors require that our customers agree to certain terms before we can sell the Vendors' Products. By submitting a purchase order to Tech Data, you are acknowledging, as an authorized representative of your company, that you have read and agree to be bound and abide by any applicable terms located at <https://tdcontent.techdata.com/reseller/secure/commerce/promos/vendor-pass.aspx>.



**Quote Information**  
As of 6/1/22

Reseller: 314290  
 PO Number: Q-443825-3  
 Vendor: SP4(ND)  
 Ship-to:  
 ZONES LLC  
 1102 15TH ST SW  
 ATTN: WENDY GILES AP  
 AUBURN, VA 90001  
 Terms: 12% NET 30E15  
 Quote Description: **quote expires on 06/31/2022**  
 Reseller:  
 ZONES LLC  
 1102 15TH ST SW  
 ATTN: WENDY GILES AP  
 AUBURN, VA 90001

| SKU    | Qty    | Unit Price | Description   | Manufacturer | Part Number | Unit Price | Qty         | Ext. Price    | MO Start   | Start Date | End Date |                    |
|--------|--------|------------|---|--------------|-------------|------------|-------------|---------------|------------|------------|----------|--------------------|
| 684892 | 16,032 | \$2.40     | BARRACUDA NETWORKS : Email Protection, Email Gateway Defense, per User, 1 Month   | Cal          | \$2.14      | 16,032     | \$35,582.48 | 778354        |            |            |          |                    |
| 687009 | 12     | \$399.00   | BARRACUDA NETWORKS : Barracuda Cloud Security Gateway Virtual License 300 Subscription                                    | Cal          | \$213.85    | 12         | \$2,562.72  | 792143        | 08/25/2022 | 08/24/2023 |          |                    |
| 687008 | 12     | \$145.00   | BARRACUDA NETWORKS : Barracuda Email Security Gateway Virtual License 300 Advanced Threat Protection Subscription 1 Month | Cal          | \$187.14    | 12         | \$2,245.68  | 792143        | 07/15/2022 | 07/14/2023 |          |                    |
| 687005 | 92     | \$268.00   | BARRACUDA NETWORKS : Barracuda Message Archiver Appliance 850 Minor 1 Month   | Cal          | \$288.98    | 92         | \$26,586.16 | 1258280       | 08/08/2022 | 08/07/2023 |          |                    |
| 687007 | 12     | \$748.00   | BARRACUDA NETWORKS : Barracuda Message Archiver Appliance 850 Standard 1 Month  | Cal          | \$627.36    | 12         | \$7,528.32  | 1258280       | 07/01/2022 | 06/30/2023 |          |                    |
| 687006 | 12     | \$810.00   | BARRACUDA NETWORKS : Barracuda Message Archiver Appliance 850 Enterprise Updates Subscription 1 Month                     | Cal          | \$747.47    | 12         | \$8,969.64  | 1258280       | 07/01/2022 | 06/30/2023 |          |                    |
|        |        |            |   |              |             |            |             | <b>TOTAL:</b> |            |            |          | <b>\$65,054.30</b> |

Item No 24 of spreadsheet F-1137 - POLA Hardware Requirement Table 1

Item No 23 of spreadsheet F-1137 - POLA Hardware Requirement Table 1

**Pricing Information**

All prices are displayed in USD.  
 The above is not intended to be an offer, and the parties do not intend for the above terms to be a binding agreement among the parties with respect to the subject matter hereof.  
 Product, available inventory, additional fees and pricing data are updated frequently and may change without notice.  
 Pricing is not finalized until the date payment for the entire order amount has been received.

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 All prices and descriptions are subject to change without notice.  
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 This summary section and all attachments are incorporated to form the entire quotation and supersede all prior communications between the parties, regardless of form. Further, TD SYNEX is not responsible for compliance with regulations, requirements or obligations associated with any contract resulting from this quote.  
 Certain TD SYNEX Vendors require TD SYNEX to pass-through terms for the Product to resellers and end users. By purchasing the Product from TD SYNEX, Buyer agrees to these Vendor pass-through terms, which are located at <https://www.synex.com/procurement>.

Item No 25 of spreadsheet F-1137 - POLA Hardware Requirement Table 1

Price Quotation

Date: 03-Jun-2022

End Customer: RQPT OF LOS ANGELES  
PO BOX 191

SAC: PECPO  
CA  
US 96733

Deal ID: 1402738  
Quote ID: 474E-00

Quote Name: CPO03030300 PORT OF LA  
Quote Status: Approved  
Date Approved: 03-Jun-2022  
Deal Expiration: 07-Dec-2022

Bill to ID: 1-04E-00  
Net Price Protection ID: 31-2022

For Federal Government: M  
TAA Requested? M  
Price List: Cisco Price List US A (6/22/22)  
Currency: USD

Financial Summary

| Part Number | Line Item             | Special Items | Discount % | Special Item Total |
|-------------|-----------------------|---------------|------------|--------------------|
| TECH DATA   | Product SubTotal      | 29,554.99     | 50.00      | 14,277.49          |
|             | Product SubTotal      | 6,466.33      | 32.00      | 4,413.59           |
|             | Service SubTotal      | 0.00          | 0.00       | 0.00               |
|             | Subscription SubTotal | 35,053.29     | 46.00      | 18,691.04          |
|             | Quote Total           | 35,053.29     | 46.00      | 18,691.04          |

Items with Discounts and Credits

| #    | Part Number  | Part Description                      | Service Duration | Buy Method | Unit List Price | Special Items (or Quantity) | Estimate of Lead Time (in Days) | Extends of List Price | Discount % | Discount | Unit List Price Before Credits | Credits | Effective Discount % | Unit Net Price | Extends of Net Price | Included Item | Purchase Adjective | Smart Account at Buy | Smart Account at Buy | Original List Price | Magic Key | Spec Equival at SKU | Spec MFR List Price | Spec SKU Discount |
|------|--------------|---------------------------------------|------------------|------------|-----------------|-----------------------------|---------------------------------|-----------------------|------------|----------|--------------------------------|---------|----------------------|----------------|----------------------|---------------|--------------------|----------------------|----------------------|---------------------|-----------|---------------------|---------------------|-------------------|
| 10   | QJGLX-814200 | 100Mbps 8-Port Wide Rugged E-         |                  | TECH DATA  | 1,335.28        | 2                           | N/A                             | 2,670.56              | 50.00      | 1,335.28 | 0.00                           | 0.00    | 50.00                | 50.00          | 1,335.28             | No            | 0.00               |                      |                      |                     |           | 1,335.28            | 50.00               |                   |
| 20   | QJGLX-814200 | Caravel 5300 48-Port 10GbE Net-       |                  | TECH DATA  | 13,192.04       | 1                           | N/A                             | 13,192.04             | 50.00      | 6,596.02 | 6,596.02                       | 0.00    | 50.00                | 6,596.02       | 6,596.02             | No            | 0.00               |                      |                      |                     |           | 13,192.04           | 40.00               |                   |
| 20-1 | QJGLX-814200 | SOUL SUPP EXTENDED Cable/1            |                  | TECH DATA  | 1,677.69        | 1                           | N/A                             | 1,677.69              | 0.00       | 0.00     | 1,677.69                       | 0.00    | 0.00                 | 1,677.69       | 1,677.69             | No            | 0.00               |                      |                      |                     |           | 1,677.69            | 0.00                |                   |
| 21   | QJGLX-814200 | QF00C Network Advantage 48-Port       |                  | TECH DATA  | 0.00            | 1                           | N/A                             | 0.00                  | 50.00      | 0.00     | 0.00                           | 0.00    | 50.00                | 0.00           | 0.00                 | Yes           | 0.00               |                      |                      |                     |           | 0.00                | 0.00                |                   |
| 21-1 | QJGLX-814200 | 1100VAC-1100V AC 50- pin/um Config 1- |                  | TECH DATA  | 0.00            | 1                           | N/A                             | 0.00                  | 50.00      | 0.00     | 0.00                           | 0.00    | 50.00                | 0.00           | 0.00                 | Yes           | 0.00               |                      |                      |                     |           | 0.00                | 0.00                |                   |
| 23   | QJGLX-814200 | 1100VAC-1100V AC 50- pin/um Config 1- |                  | TECH DATA  | 2,247.48        | 1                           | N/A                             | 2,247.48              | 60.00      | 1,348.49 | 1,129.74                       | 0.00    | 50.00                | 1,129.74       | 1,129.74             | No            | 0.00               |                      |                      |                     |           | 2,247.48            | 100.00              |                   |
| 24   | QJGLX-814200 | North America AC Type A Power S-      |                  | TECH DATA  | 0.00            | 2                           | N/A                             | 0.00                  | 50.00      | 0.00     | 0.00                           | 0.00    | 50.00                | 0.00           | 0.00                 | No            | 0.00               |                      |                      |                     |           | 0.00                | 0.00                |                   |
| 25   | QJGLX-814200 | No SFD Card Selected                  |                  | TECH DATA  | 0.00            | 1                           | N/A                             | 0.00                  | 50.00      | 0.00     | 0.00                           | 0.00    | 50.00                | 0.00           | 0.00                 | No            | 0.00               |                      |                      |                     |           | 0.00                | 0.00                |                   |
| 26   | QJGLX-814200 | No SFD Card Selected                  |                  | TECH DATA  | 0.00            | 1                           | N/A                             | 0.00                  | 50.00      | 0.00     | 0.00                           | 0.00    | 50.00                | 0.00           | 0.00                 | No            | 0.00               |                      |                      |                     |           | 0.00                | 0.00                |                   |
| 27   | QJGLX-814200 | No SFD Card Selected                  |                  | TECH DATA  | 0.00            | 1                           | N/A                             | 0.00                  | 50.00      | 0.00     | 0.00                           | 0.00    | 50.00                | 0.00           | 0.00                 | No            | 0.00               |                      |                      |                     |           | 0.00                | 0.00                |                   |
| 28   | QJGLX-814200 | No SFD Card Selected                  |                  | TECH DATA  | 0.00            | 1                           | N/A                             | 0.00                  | 50.00      | 0.00     | 0.00                           | 0.00    | 50.00                | 0.00           | 0.00                 | No            | 0.00               |                      |                      |                     |           | 0.00                | 0.00                |                   |
| 29   | QJGLX-814200 | No SFD Card Selected                  |                  | TECH DATA  | 0.00            | 1                           | N/A                             | 0.00                  | 50.00      | 0.00     | 0.00                           | 0.00    | 50.00                | 0.00           | 0.00                 | No            | 0.00               |                      |                      |                     |           | 0.00                | 0.00                |                   |
| 30   | QJGLX-814200 | No SFD Card Selected                  |                  | TECH DATA  | 0.00            | 1                           | N/A                             | 0.00                  | 50.00      | 0.00     | 0.00                           | 0.00    | 50.00                | 0.00           | 0.00                 | No            | 0.00               |                      |                      |                     |           | 0.00                | 0.00                |                   |
| 31   | QJGLX-814200 | No SFD Card Selected                  |                  | TECH DATA  | 0.00            | 1                           | N/A                             | 0.00                  | 50.00      | 0.00     | 0.00                           | 0.00    | 50.00                | 0.00           | 0.00                 | No            | 0.00               |                      |                      |                     |           | 0.00                | 0.00                |                   |
| 32   | QJGLX-814200 | No SFD Card Selected                  |                  | TECH DATA  | 0.00            | 1                           | N/A                             | 0.00                  | 50.00      | 0.00     | 0.00                           | 0.00    | 50.00                | 0.00           | 0.00                 | No            | 0.00               |                      |                      |                     |           | 0.00                | 0.00                |                   |
| 33   | QJGLX-814200 | No SFD Card Selected                  |                  | TECH DATA  | 0.00            | 1                           | N/A                             | 0.00                  | 50.00      | 0.00     | 0.00                           | 0.00    | 50.00                | 0.00           | 0.00                 | No            | 0.00               |                      |                      |                     |           | 0.00                | 0.00                |                   |
| 34   | QJGLX-814200 | No SFD Card Selected                  |                  | TECH DATA  | 0.00            | 1                           | N/A                             | 0.00                  | 50.00      | 0.00     | 0.00                           | 0.00    | 50.00                | 0.00           | 0.00                 | No            | 0.00               |                      |                      |                     |           | 0.00                | 0.00                |                   |
| 35   | QJGLX-814200 | No SFD Card Selected                  |                  | TECH DATA  | 0.00            | 1                           | N/A                             | 0.00                  | 50.00      | 0.00     | 0.00                           | 0.00    | 50.00                | 0.00           | 0.00                 | No            | 0.00               |                      |                      |                     |           | 0.00                | 0.00                |                   |
| 36   | QJGLX-814200 | No SFD Card Selected                  |                  | TECH DATA  | 0.00            | 1                           | N/A                             | 0.00                  | 50.00      | 0.00     | 0.00                           | 0.00    | 50.00                | 0.00           | 0.00                 | No            | 0.00               |                      |                      |                     |           | 0.00                | 0.00                |                   |
| 37   | QJGLX-814200 | No SFD Card Selected                  |                  | TECH DATA  | 0.00            | 1                           | N/A                             | 0.00                  | 50.00      | 0.00     | 0.00                           | 0.00    | 50.00                | 0.00           | 0.00                 | No            | 0.00               |                      |                      |                     |           | 0.00                | 0.00                |                   |
| 38   | QJGLX-814200 | No SFD Card Selected                  |                  | TECH DATA  | 0.00            | 1                           | N/A                             | 0.00                  | 50.00      | 0.00     | 0.00                           | 0.00    | 50.00                | 0.00           | 0.00                 | No            | 0.00               |                      |                      |                     |           | 0.00                | 0.00                |                   |
| 39   | QJGLX-814200 | No SFD Card Selected                  |                  | TECH DATA  | 0.00            | 1                           | N/A                             | 0.00                  | 50.00      | 0.00     | 0.00                           | 0.00    | 50.00                | 0.00           | 0.00                 | No            | 0.00               |                      |                      |                     |           | 0.00                | 0.00                |                   |
| 40   | QJGLX-814200 | No SFD Card Selected                  |                  | TECH DATA  | 0.00            | 1                           | N/A                             | 0.00                  | 50.00      | 0.00     | 0.00                           | 0.00    | 50.00                | 0.00           | 0.00                 | No            | 0.00               |                      |                      |                     |           | 0.00                | 0.00                |                   |
| 41   | QJGLX-814200 | No SFD Card Selected                  |                  | TECH DATA  | 0.00            | 1                           | N/A                             | 0.00                  | 50.00      | 0.00     | 0.00                           | 0.00    | 50.00                | 0.00           | 0.00                 | No            | 0.00               |                      |                      |                     |           | 0.00                | 0.00                |                   |
| 42   | QJGLX-814200 | No SFD Card Selected                  |                  | TECH DATA  | 0.00            | 1                           | N/A                             | 0.00                  | 50.00      | 0.00     | 0.00                           | 0.00    | 50.00                | 0.00           | 0.00                 | No            | 0.00               |                      |                      |                     |           | 0.00                | 0.00                |                   |
| 43   | QJGLX-814200 | No SFD Card Selected                  |                  | TECH DATA  | 0.00            | 1                           | N/A                             | 0.00                  | 50.00      | 0.00     | 0.00                           | 0.00    | 50.00                | 0.00           | 0.00                 | No            | 0.00               |                      |                      |                     |           | 0.00                | 0.00                |                   |
| 44   | QJGLX-814200 | No SFD Card Selected                  |                  | TECH DATA  | 0.00            | 1                           | N/A                             | 0.00                  | 50.00      | 0.00     | 0.00                           | 0.00    | 50.00                | 0.00           | 0.00                 | No            | 0.00               |                      |                      |                     |           | 0.00                | 0.00                |                   |
| 45   | QJGLX-814200 | No SFD Card Selected                  |                  | TECH DATA  | 0.00            | 1                           | N/A                             | 0.00                  | 50.00      | 0.00     | 0.00                           | 0.00    | 50.00                | 0.00           | 0.00                 | No            | 0.00               |                      |                      |                     |           | 0.00                | 0.00                |                   |
| 46   | QJGLX-814200 | No SFD Card Selected                  |                  | TECH DATA  | 0.00            | 1                           | N/A                             | 0.00                  | 50.00      | 0.00     | 0.00                           | 0.00    | 50.00                | 0.00           | 0.00                 | No            | 0.00               |                      |                      |                     |           | 0.00                | 0.00                |                   |
| 47   | QJGLX-814200 | No SFD Card Selected                  |                  | TECH DATA  | 0.00            | 1                           | N/A                             | 0.00                  | 50.00      | 0.00     | 0.00                           | 0.00    | 50.00                | 0.00           | 0.00                 | No            | 0.00               |                      |                      |                     |           | 0.00                | 0.00                |                   |
| 48   | QJGLX-814200 | No SFD Card Selected                  |                  | TECH DATA  | 0.00            | 1                           | N/A                             | 0.00                  | 50.00      | 0.00     | 0.00                           | 0.00    | 50.00                | 0.00           | 0.00                 | No            | 0.00               |                      |                      |                     |           | 0.00                | 0.00                |                   |
| 49   | QJGLX-814200 | No SFD Card Selected                  |                  | TECH DATA  | 0.00            | 1                           | N/A                             | 0.00                  | 50.00      | 0.00     | 0.00                           | 0.00    | 50.00                | 0.00           | 0.00                 | No            | 0.00               |                      |                      |                     |           | 0.00                | 0.00                |                   |
| 50   | QJGLX-814200 | No SFD Card Selected                  |                  | TECH DATA  | 0.00            | 1                           | N/A                             | 0.00                  | 50.00      | 0.00     | 0.00                           | 0.00    | 50.00                | 0.00           | 0.00                 | No            | 0.00               |                      |                      |                     |           | 0.00                | 0.00                |                   |
| 51   | QJGLX-814200 | No SFD Card Selected                  |                  | TECH DATA  | 0.00            | 1                           | N/A                             | 0.00                  | 50.00      | 0.00     | 0.00                           | 0.00    | 50.00                | 0.00           | 0.00                 | No            | 0.00               |                      |                      |                     |           | 0.00                | 0.00                |                   |
| 52   | QJGLX-814200 | No SFD Card Selected                  |                  | TECH DATA  | 0.00            | 1                           | N/A                             | 0.00                  | 50.00      | 0.00     | 0.00                           | 0.00    | 50.00                | 0.00           | 0.00                 | No            | 0.00               |                      |                      |                     |           | 0.00                | 0.00                |                   |
| 53   | QJGLX-814200 | No SFD Card Selected                  |                  | TECH DATA  | 0.00            | 1                           | N/A                             | 0.00                  | 50.00      | 0.00     | 0.00                           | 0.00    | 50.00                | 0.00           | 0.00                 | No            | 0.00               |                      |                      |                     |           | 0.00                | 0.00                |                   |
| 54   | QJGLX-814200 | No SFD Card Selected                  |                  | TECH DATA  | 0.00            | 1                           | N/A                             | 0.00                  | 50.00      | 0.00     | 0.00                           | 0.00    | 50.00                | 0.00           | 0.00                 | No            | 0.00               |                      |                      |                     |           | 0.00                | 0.00                |                   |
| 55   | QJGLX-814200 | No SFD Card Selected                  |                  | TECH DATA  | 0.00            | 1                           | N/A                             | 0.00                  | 50.00      | 0.00     | 0.00                           | 0.00    | 50.00                | 0.00           | 0.00                 | No            | 0.00               |                      |                      |                     |           | 0.00                | 0.00                |                   |
| 56   | QJGLX-814200 | No SFD Card Selected                  |                  | TECH DATA  | 0.00            | 1                           | N/A                             | 0.00                  | 50.00      | 0.00     | 0.00                           | 0.00    | 50.00                | 0.00           | 0.00                 | No            | 0.00               |                      |                      |                     |           | 0.00                | 0.00                |                   |
| 57   | QJGLX-814200 | No SFD Card Selected                  |                  | TECH DATA  | 0.00            | 1                           | N/A                             | 0.00                  | 50.00      | 0.00     | 0.00                           | 0.00    | 50.00                | 0.00           | 0.00                 | No            | 0.00               |                      |                      |                     |           | 0.00                | 0.00                |                   |
| 58   | QJGLX-814200 | No SFD Card Selected                  |                  | TECH DATA  | 0.00            | 1                           | N/A                             | 0.00                  | 50.00      | 0.00     | 0.00                           | 0.00    | 50.00                | 0.00           | 0.00                 | No            | 0.00               |                      |                      |                     |           | 0.00                | 0.00                |                   |
| 59   | QJGLX-814200 | No SFD Card Selected                  |                  | TECH DATA  | 0.00            | 1                           | N/A                             | 0.00                  | 50.00      | 0.00     | 0.00                           | 0.00    | 50.00                | 0.00           | 0.00                 | No            | 0.00               |                      |                      |                     |           | 0.00                | 0.00                |                   |
| 60   | QJGLX-814200 | No SFD Card Selected                  |                  | TECH DATA  | 0.00            | 1                           | N/A                             | 0.00                  | 50.00      | 0.00     | 0.00                           | 0.00    | 50.00                | 0.00           | 0.00                 | No            | 0.00               |                      |                      |                     |           | 0.00                | 0.00                |                   |
| 61   | QJGLX-814200 | No SFD Card Selected                  |                  | TECH DATA  | 0.00            | 1                           | N/A                             | 0.00                  | 50.00      | 0.00     | 0.00                           | 0.00    | 50.00                | 0.00           | 0.00                 | No            | 0.00               |                      |                      |                     |           | 0.00                | 0.00                |                   |
| 62   | QJGLX-814200 | No SFD Card Selected                  |                  | TECH DATA  | 0.00            | 1                           | N/A                             | 0.00                  | 50.00      | 0.00     | 0.00                           | 0.00    | 50.00                | 0.00           | 0.00                 | No            | 0.00               |                      |                      |                     |           | 0.00                | 0.00                |                   |
| 63   | QJGLX-814200 | No SFD Card Selected                  |                  | TECH DATA  | 0.00            | 1                           | N/A                             | 0.00                  | 50.00      | 0.00     | 0.00                           | 0.00    | 50.00                | 0.00           | 0.00                 | No            | 0.00               |                      |                      |                     |           | 0.00                | 0.00                |                   |
| 64   | QJGLX-814200 | No SFD Card Selected                  |                  | TECH DATA  | 0.00            | 1                           | N/A                             | 0.00                  | 50.00      | 0.00     | 0.00                           | 0.00    | 50.00                | 0.00           | 0.00                 | No            | 0.00               |                      |                      |                     |           | 0.00                | 0.00                |                   |
| 65   | QJGLX-814200 | No SFD Card Selected                  |                  | TECH DATA  | 0.00            | 1                           | N/A                             | 0.00                  | 50.00      | 0.00     | 0.00                           | 0.00    | 50.00                | 0.00           | 0.00                 | No            | 0.00               |                      |                      |                     |           | 0.00                | 0.00                |                   |
| 66   | QJGLX-814200 | No SFD Card Selected                  |                  | TECH DATA  | 0.00            | 1                           | N/A                             | 0.00                  | 50.00      | 0.00     | 0.00                           | 0.00    | 50.00                | 0.00           | 0.00                 | No            | 0.00               |                      |                      |                     |           | 0.00                | 0.00                |                   |
| 67   | QJGLX-814200 | No SFD Card Selected                  |                  | TECH DATA  | 0.00            | 1                           | N/A                             | 0.00                  | 50.00      | 0.00     | 0.00                           | 0.00    | 50.00                | 0.00           | 0.00                 | No            | 0.00               |                      |                      |                     |           |                     |                     |                   |



## Zones Letters of Authorizations

Hewlett-Packard Company  
3000 Hanover St  
Palo Alto, CA 94304  
USA



hp.com

March 18, 2021

Zones LLC  
1102 15th St SW Ste 102  
Auburn, WA, 98001-0000

To whom it may concern:

Zones LLC is an HP Authorized Partner in the US, which includes access to all commercial products – not requiring additional authorization and includes all Open products from an authorized HP US Commercial Distributor, for resale to end user customers in the USA.

Zones LLC holds the following additional authorizations:

HP Enterprise Storage [PLs 3Z 4F U LK LM]  
Superdome [PL 1X/12/HA]  
HP Business Critical Servers [PLs: 1X, 23, 2M, TQ, and TR]  
HP Enterprise Networking [PL: 16]  
HP Qualified Software [PLs 1W 33 4Y 6F 87 9N 9Q CM D9 FC FM TE TF U3 VE]  
HP Autonomy Data Protector [PL LH]  
Fortify  
Tipping Point  
ArcSight  
Qualified Supplies Partner Program

Zones LLC has been an HP ServiceOne Enterprise Group (EG) and Printing & Personal Systems (PPS) Delivery Partner since 11/11/2005

HP ServiceOne EG and PPS Delivery Partners are authorized to deliver warranty and HP Care Pack Services on HP Personal Systems (such as HP Business PCs or HP Commercial Notebooks), HP Imaging & Printing products (such as HP LaserJet shared printers or HP DesignJet large format printing), Industry Standard Servers, HP Storage and Networking products, provided that the technicians performing the Services hold the appropriate service and/or solution qualifications.

HP Point of Contacts for Partner Authorization verification are listed below:  
Adriana Mejias : HPContractsComplianceSupport@hp.com / 1-888-629-6914  
Jason Holgreen: HPContractsComplianceSupport@hp.com / 1-888-629-6914

Customers can also locate or confirm partners through the HP Partner Locator at <http://www8.hp.com/us/en/store-finder/index.do>

Sincerely,

A handwritten signature in black ink, appearing to read 'Adriana Mejias', written over a horizontal line.

Adriana Mejias.  
Hewlett-Packard Company  
Americas Partner Contracts and Compliance



April 12, 2022

Zones, LLC  
1102 15<sup>th</sup> Street SW Suite 102  
Auburn, WA 98001-6509  
Attn: Imran Yunus  
Email: Imran.yunus@zones.com

**Subject: Letter of Authorization**

To Whom It May Concern:

ViewSonic Corporation ("ViewSonic") is a worldwide provider of Visual Display Technology™ products under the brand names of ViewSonic®.

This letter is to certify that Zones, LLC ("Reseller") is authorized to sell ViewSonic products as a direct authorized reseller of ViewSonic products. The Reseller must submit documentation demonstrating to ViewSonic's satisfaction that they are licensed to conduct business in a particular state or province. The contract between the parties entitles the Reseller access to special programs and benefits offered by ViewSonic, including marketing and technical support.

By providing this letter, ViewSonic does not intend to be legally bound by the terms and conditions of any Request for Proposal, Request for Quotation, Contract, or any other legally binding document.

Any questions relating to ViewSonic's products should be directed to a ViewSonic Sales Representative.

Sincerely,

Sung Yi  
CFO



March 21st, 2021

Re: SURFACE AUTHORIZATION

This letter is to confirm that ZONES is authorized to resell Microsoft Devices, including Microsoft Surface and accessories.

This authorization is effective through August 31st, 2021 and is renewed annually. ZONES has held status as a Microsoft Authorized Device Reseller since the inception of our program in 2014 and is a partner in good standing.

David Smith  
Vice President, US OCP  
Microsoft  
1 Microsoft Way Redmond, WA 98052  
David.smith@microsoft.com

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Lenovo.com

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1009 Think Place  
Morrisville, NC. 27560  
United States



March 25, 2021

ZONES INC  
1102 15th St SW Suite 102  
Auburn, WA 98001

SAP ID: 1213385701

**Lenovo Reseller Program**

To whom it may concern,

This notification is to confirm that **ZONES INC** is an authorized Lenovo Reseller located in the above address. This Authorized Partner is authorized to resell all Lenovo PCSD and DCG products including but not limited to: personal computer products, ThinkCentre desktops, ThinkPad notebooks, ThinkVision monitors, ThinkStation workstations, ThinkServer servers, System X servers and related PC, Enterprise accessories and options, Lenovo Idea notebooks and desktops, related Lenovo branded Visuals and Options.

If you have any questions please feel free to contact us at 1-877-2lenovo x 7769.

Sincerely,

Fernando Sallan

dfsallan@lenovo.com  
BP Authorization Team  
Lenovo Americas



# Zones

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HAS MET THE PROGRAM PREREQUISITES AND BUSINESS REQUIREMENTS TO QUALIFY  
AS A DELL TECHNOLOGIES PARTNER PROGRAM TITANIUM SOLUTION PROVIDER

A handwritten signature in black ink, appearing to read "Rola Dagher", is positioned above a horizontal line.

**Rola Dagher**  
Global Channel Chief

*February 2021 to January 2022*

A solid blue horizontal bar spans the width of the page at the bottom.

---

**From:** Vincent Francis Caso <vcaso@cusa.canon.com>  
**Sent:** Wednesday, June 1, 2022 6:56 PM  
**To:** Imran Yunus  
**Cc:** Saad Bhatti; Aqil Khan  
**Subject:** RE: Port of LA

**Caution:** This email originated from a source outside Zones. Do not click on links or open attachments unless you recognize the sender and you know the content is safe.

Hi Imran,

Zones is a reseller in good standing and able to purchase Canon document scanners from one of our authorized distributors.

Regards,



**Vince Caso**  
Account Executive  
CDIA+  
Hybrid Workplace Solutions Group (HSG)

**Canon U.S.A., Inc.**  
15955 Alton Parkway, Irvine, CA 92618  
[www.usa.canon.com](http://www.usa.canon.com)  
[vcaso@cusa.canon.com](mailto:vcaso@cusa.canon.com)  
C 310.755.8743



## Hewlett Packard Enterprise

Hewlett-Packard Company  
3000 Hanover St  
Palo Alto, CA 94304  
USA

March 17, 2021

**Zones LLC**  
1102 15th St SW Ste 102  
Auburn, WA, 98001-0000

To whom it may concern:

Zones LLC is an HP Enterprise Authorized Partner in the US, which includes access to all commercial products and the services associated with them – not requiring additional authorization and includes all Open products from an authorized HPE US Commercial Distributor, for resale to end user customers in the USA.

Zones LLC holds the following additional authorizations:

Hewlett Packard Enterprise Storage [PLS 3Z, 4F, LJ, LK, and LL]  
Hewlett Packard Enterprise Business Critical Servers [PLs 1X, 2S, 7Q, and 1R]  
Hewlett Packard Enterprise Networking [R]  
Superdome [PL 1X/12]  
Aresight  
Fortify  
Tipping Point

Zones LLC has been an HPE Enterprise Group (EG) Service Delivery Partner since 11/11/2005.

HPE EG Service Delivery Partners are authorized to deliver warranty and HPE Care Pack Services on Industry Standard Servers, HPE Storage and Networking products, provided that the technicians performing the Services hold the appropriate service and/or solution qualifications.

HPE Point of Contacts for Partner Authorization verification are listed below:  
Support Team: [AMSpartersupport@hpe.com](mailto:AMSpartersupport@hpe.com) / 1-888-629-6914

Customers can also locate or confirm partners through the HPE Partner Locator at <http://findapartner.hpe.com/>

Sincerely,

Adriana Mejias.  
Hewlett-Packard Enterprise  
Americas Partner Contracts and Compliance



www.netapp.com

703 918 7200 Tel  
703 918 7301 Fax

1921 Gallows Road  
Suite 600  
Vienna, VA 22182

June 02, 2022

Zones, Inc.  
1102 15th Street SW  
Auburn, WA 98001

REF: **Letter/State/Contract/RFP Number** Harbor Department City of Los Angeles, Bid No. F-1137, Contract No. 39979

To Whom It May Concern,

NetApp, Inc. ("NetApp") affirms that Zones, Inc. ("**Partner**") is an authorized reseller of NetApp products and services in the SLED market.

NetApp shall provide to Partner the products and services ("Products") listed in NetApp's US Public Sector Price List found at [US Public Sector Price List](#) for the above-referenced Harbor Department City of Los Angeles, Bid No. F-1137, Contract No. 39979 ("Contract") beginning on the date wherein NetApp Products are added to the Contract and for the duration of the Contract and any extensions thereof, subject to the conditions below.

Partner must at all times be a NetApp reseller in good standing. If for any reason Partner contract with NetApp lapses or is terminated, the authorization under this letter shall immediately be revoked and Partner shall work to remove its listing of NetApp products and services from the Contract.

Nothing in this letter shall be construed as imposing additional terms and conditions upon NetApp in relation to Partner's sales of Products under the Contract; all such sales shall be governed by the terms and conditions of the reseller agreement in place between NetApp and Partner at the time of sale.

NetApp Products proposed for inclusion on the Contract or any subsequent Contract modification are commercial-off-the-shelf ("COTS") products and services developed entirely at private expense; are of a type customarily used by the general public for purposes other than governmental purposes; and are sold, leased, or licensed in the course of normal business operations to the general public. Partner shall not extend to Contract end-users any rights to NetApp's intellectual property beyond those expressly authorized by NetApp.

NetApp will provide Standard Pricing for Products made available for inclusion on the Contract. NetApp's Standard Pricing provides a small incremental discount to the pricing offered through NetApp's WSCA-NASPO pricing (inclusive of applicable fees). Please contact your distributor for more details on Standard Pricing. Note that Registered Pricing may be available for selected sales opportunities completed under the Contract following award provided that all the Registration criteria are met for the opportunity. NetApp reserves the right to cancel this letter of authority, either in whole or in part, upon thirty (30) days written notice.

|                               |   |
|-------------------------------|---|
| Manufacturers Name:           | NetApp, Inc.                                |
| Point of Contact:             | Harry Franks, SLED Sales Operations Manager |
| Address:                      | 3060 Olsen Drive, San Jose, CA 95128, USA   |
| Telephone:                    | 408-822-6000                                |
| Fax:                          | 703-918-7301                                |
| NetApp Dun and Bradstreet No: | 80-205-4742                                 |

Sincerely,

*Michelle Rudnick*

Michelle Rudnick  
VP NetApp US Public Sector

---

**From:** Tovin.McVay@vertiv.com  
**Sent:** Friday, June 3, 2022 4:13 PM  
**To:** Imran Yunus  
**Cc:** Aqil Khan; Saad Bhatti  
**Subject:** Black Diamond Partner

**Caution:** This email originated from a source outside Zones. Do not click on links or open attachments unless you recognize the sender and you know the content is safe.

To whom it may concern,

As a Black Diamond partner of Vertiv, Inc., Zones LLC is authorized to sell vertiv products nationally and globally.

Thank you,

**Tovin McVay**

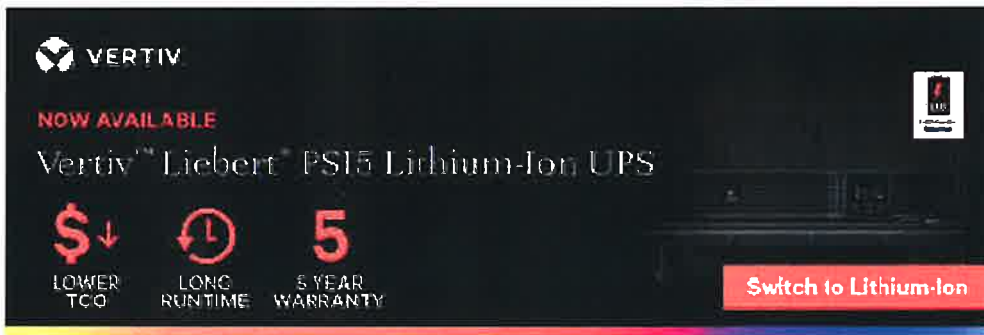
National Account Manager - Channel Sales, North America

**VERTIV** | 445 North High St | Columbus, Ohio 43215

**Direct Line** 614-841-6109

[tovin.mcvay@vertiv.com](mailto:tovin.mcvay@vertiv.com)

[www.vertiv.com](http://www.vertiv.com) Connect with Vertiv on [social media](#)



mail and delete all copies from your system.

**CONFIDENTIALITY NOTICE:** This e-mail and any files transmitted with it are intended solely for the use of the individual or entity to whom they are addressed and may contain confidential and privileged information protected by law. If you received this e-mail in error, any review, use, dissemination, distribution, or copying of the e-mail is strictly prohibited. Please notify the sender immediately by return e-mail and delete all copies from your system.



## Manufacturer's Authorization Form

**Date:** June 2, 2022  
**To:** Port of Los Angeles  
425 S. Palos Verdes Street  
San Pedro, California 90731  
**Subject:** BID NO. F-1137 IT EQUIPMENT, SUPPLIES AND RELATED SERVICES

Cisco Systems, Inc., a company duly organized under the laws of the State of Delaware of the United States, having its principal place of business at 170 W. Tasman Drive, San Jose, CA 95134-1706, USA ("Cisco"), who is a provider of networking products and services, hereby confirms that, as of the date of this letter, Zones, LLC ("Partner") wishes to participate in the Bid or Project stated above and has entered into an agreement for the purchase and resale of Cisco Products and/or Services which entitles Partner to do the following:

1. resell and/or distribute Cisco products and/or services in United States to end users within that territory;
2. bid, negotiate and conclude a contract with you for the above products/services manufactured or supplied by Cisco. The Partner is an independent contractor and has no authority to commit and/or bind Cisco or its affiliates in any way.

Cisco will, within the scope of its agreement with its authorized channels, provide support and product warranty services for Cisco products obtained through its authorized channels.

The confirmation provided under this Authorization form shall be accurate as of the date appearing at the top of this letter.

If you need any additional information, please do not hesitate to contact Ralph Swartz at (919) 392-9391. For more information about Cisco's channel partner program, please visit the following URL: <http://www.cisco.com/web/partners/index.html>.

Duly authorized to sign this authorization form for and on behalf of: Cisco Systems, Inc.

A handwritten signature in blue ink, appearing to read "Brian Dulac".

Brian Dulac, Director, Finance



1759 Wehrle Drive  
Williamsville, NY 14221

### DISTRIBUTOR AUTHORIZATION FORM

Date: **Friday, March 19, 2021**

End User:

Reseller: **ZONES INC - Hardware and Software**

Street Address: **1102 15TH ST SW STE 102**

City, State & Zip Code: **AUBURN WA 98001-6509**

Contact Name:

Phone Number:

Email Address:

Fax Number:

*Reseller is authorized to purchase, receive standard warranty support and to resell products from manufacturers listed below. This is not a commitment of product availability. Manufacturer's purchasing restrictions and authorizations may apply. For clarification as to depth and or requirements of manufacturer authorizations for Reseller account and upon ordering, Reseller should contact their Ingram Micro account representative.*

#### Manufacturers:

See Attached pdf for reference of manufacturers.

GOVT AGENCIES: For confirming of product authorizations through **Ingram Micro, Inc.** , please contact:

**W. Charles Graf, Program Manager**

716.633.3600



## DISTRIBUTOR AUTHORIZATION FORM

### Manufacturers:

|                                     |                                   |                            |
|-------------------------------------|-----------------------------------|----------------------------|
| CBT SUPPLY                          | ITSENCLOSURES DIRECTSHIP          | SONY -MEDIA                |
| CCX CORPORATION                     | IVIDEON GROUP                     | SOPHOS MAINT SUPPORT       |
| CENOIRE                             | IVINA                             | SOPHOS MM ENT NON UTM      |
| CHAMBERLAIN                         | JAEGA SOFTWARE                    | SOPHOS MM ENT UTM          |
| CHANNEL SOURCES                     | JATON                             | SOPHOS PRO SERVICES        |
| CHANNEL SOURCES - BUSINESS LOGIC CO | JAWBONE                           | SOPHOS SMB NON UTM         |
| CHECK POINT SOFTWARE                | JELCO                             | SOPHOS SMB UTM             |
| CHECK POINT-CAT SS                  | JNL-BOUNTY HUNTER                 | SOURCEFIRE                 |
| CHECK POINT-SMALL APPLIANCE         | JNL-NIGHT OWL OPTICS              | SPARKLE POWER              |
| CHECKPOINT                          | JUNIPER - CONFIGURATIONS          | SPECK                      |
| CHELSIO COMMUNICATIONS              | JUNIPER - IMSOURCING DS           | SPECO OBSERVATION/SECURITY |
| CHERRY                              | JUNIPER - TRAPEZE                 | SPRACHT                    |
| CHERRY GOVERNMENT                   | JUNIPER 500/5000                  | STADIA MEDIA LLC           |
| CHERRY HEALTHCARE                   | JUNIPER ACCESS CONTROL            | STAR MICRONICS             |
| CHIEF                               | JUNIPER APAC SUPPORT              | STAR MICRONICS LA          |
| CHIP PC                             | JUNIPER CONTENT SUBS AND FUNK SBR | STAR MICRONICS NC_NR       |
| CHIP PC DIRECTSHIP                  | JUNIPER CTP                       | STAR MICRONICS SPARES      |
| CISCO - ASR9K                       | JUNIPER EMEA SUPPORT              | STAR MICRONICS-SVC         |
| CISCO - CCW LEARNING CREDITS        | JUNIPER ENTERPRISE ROUTING        | STARTECH.COM               |
| CISCO - CCW MULTI YEAR              | JUNIPER EX SERIES SWITCHING       | STEELSERIES                |
| CISCO - CDW ONLY MULTIYEAR SMARTNET | JUNIPER FIREWALL VPN              | STEREN-CUSTOM INSTALL      |
| CISCO - CISCO CCW SERVICES          | JUNIPER H/E SW SRX BRANCH SRX LIC | STORIX                     |
| CISCO - EDELIVERY                   | JUNIPER IDP                       | SUMMER INFANT              |
| CISCO - EDELIVERY BORDERLESS NTWRKS | JUNIPER NETWORKING                | SUPERMICRO                 |
| CISCO - EDELIVERY DATA CENTER       | JUNIPER NEW SUPPORT               | SUPERMICRO COMPUTER INC    |
| CISCO - FUSIONSTORM                 | JUNIPER PRO SERVICES              | SUPERSONIC INC.            |
| CISCO - HW APP NETWRK SERVICES      | JUNIPER RENEWALS                  | SURGEX                     |
| CISCO - HW CABLES AND TRANSCEIVERS  | JUNIPER SECURE ACCESS PRODUCT     | SWAIVE                     |
| CISCO - HW DATA CENTER SWITCHING    | JUNIPER SPI                       | SWANN                      |
| CISCO - HW DIRECT SHIP              | JUNIPER WLAN LICENSES             | SWANN PROFESSIONAL         |
| CISCO - HW HIGH END ROUTERS         | JUNIPER WX HARDWARE               | SYBA                       |
| CISCO - HW NETWORK MGMT/IOS         | JUNIPER-IMSOURCING                | SYMANTEC                   |
| CISCO - HW NEXUS                    | JVC-CAMERAS                       | SYMANTEC - ACADEMIC        |
| CISCO - HW OPTICAL NETWORKING       | JVC-HEADPHONES                    | SYMANTEC - APPLIANCE       |
| CISCO - HW ROUTERS - HR             | KANGURU                           | SYMANTEC - LOGISTICS       |

From: contracts@apple.com <contracts@apple.com>  
Sent: Friday, June 3, 2022 10:03 AM  
To: Mike Dennis <mike.dennis@zones.com>  
Cc: gdunn@apple.com  
Subject: Apple Authorization Letter

Caution: This email originated from a source outside Zones. Do not click on links or open attachments unless you recognize the sender and you know the content is safe.

Date: 06/03/22

To Whom It May Concern:

Re: Authorized Status of ZONES LLC - CID# 9200

Please accept this letter as verification that ZONES LLC is currently an Apple Authorized Reseller. ZONES LLC is also authorized to participate in the Apple Government Reseller Program. ZONES LLC's reseller authorization is valid through 04/30/25.

If there are any questions regarding their authorization, please email the US Contracts Operations team at [contracts@apple.com](mailto:contracts@apple.com).

Sincerely,

US Contracts Operations  
Apple Inc.

**IMPORTANT INFORMATION**

This correspondence is for the named persons use only. It may contain confidential or legally privileged information or both. No confidentiality or privilege is waived or lost by any mistaken transmission. If you receive this correspondence in error, please immediately delete it from your system and notify the sender. You must not disclose, copy or rely on any part of this correspondence if you are not the intended recipient.

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Follow-up: 791029713



Date Prepared: June 10, 2022

Customer: Zones, LLC

Customer Address: 1102 15th St SW, Suite 102, Auburn, WA 98001

**Re: Letter of Authorization**

To Whom It May Concern,

To the extent that: (i) Zones, LLC (“**Customer**”) is authorized by the vendor to purchase products distributed by Tech Data Corporation (“**Tech Data**”) (provided such vendor authorization requirement applies), (ii) Customer remains in good credit standing with Tech Data (as determined solely by Tech Data), (iii) Customer does not exceed its credit limits, and (iv) Tech Data maintains a distribution relationship with such vendors, Customer may purchase from Tech Data for resale any of the vendor products on Tech Data’s line card pursuant to Tech Data’s Standard Terms and Conditions of Sale. A copy of the line card is available at <https://www.techdata.com/vendors.html>.

**Please note:** Tech Data DOES NOT make warranties or representations for the products it distributes. Any and all warranties and representations, if any, are granted solely by the manufacturer.

Please contact me if you have any questions.

Sincerely yours,  
TECH DATA CORPORATION

A handwritten signature in blue ink, appearing to read 'Marc McClure', written over a light blue horizontal line.

Marc McClure  
SVP, Sales

Tech Data customers can choose the right technology solutions across an end-to-end continuum and leverage our extensive capabilities to educate and influence the market with insight and impact. From the latest endpoint devices and advanced solutions, to services and specialized offerings, we help connect our reseller customers to the industry's leading technologies from our vendor partners:

|                        |                                |  |
|------------------------|--------------------------------|--|
| 3Dconnexion            | Global Digital                 | Panasonic Systems                            |
| 3M Specialty           | Technology, Inc.               | Communication                                |
| Displays and Projector | Global Knowledge Network, Inc. | Company                                      |
| Business Unit          | Global Marketing               | Panduit Corporation                          |
| 3M Stationary          | Partners, Inc.                 | Parallels                                    |
| And Office             | Globalnet Training             | Peak 10                                      |
| Supplies               | Solutions                      | Peerless Industries, Inc.                    |
| A&D Engineering, Inc.  | Google, Inc.                   | Pentax Ricoh Imaging Company                 |
| Accelerated            | Ground Control Solutions, Inc. | Pgi  |
| Concepts Inc.          | Havis, Inc.                    | Philips Accessories And Computer Peripherals |
| Acuutech               |                                | Planar Systems, Inc.                         |
|                        |                                | PNY Technologies, Inc.                       |

## FEATURED VENDORS

- Cisco
- HPE Latin America
- HP Calculator Latin America
- Lenovo
- Quest
- Trend Micro, Inc.

|   |  |   |
|---|--|---|
| International<br><a href="#">Adaptec</a>          | Hillstone Networks<br>Corp                                     | Promethean, Inc.                                      |
| Adara Networks<br><a href="#">Addon</a>           | <a href="#">Hitachi-Vantara</a>                                | Promise Technology, Inc.                              |
| Adex  | HPE-Latin-America  | ProModel Corporation                                  |
| AMPRO ADLINK<br>TECHNOLOGY,<br>INC.               | HPE-OEM  | <a href="#">Propel GPS</a>                            |
| Advanced<br>Technology<br>Services Group,<br>LLC. | <a href="#">HPI</a>  | Proservelt Corporation                                |
| Advantech   | HPI Latin America  | Proxicast   |
| Aerohive<br>Networks Inc.                         | HTC  | Purewrx, Inc.   |
| Agile Thought,<br>LLC.                            | I/O Magic<br>Corporation                                       | QPCS Technology<br>Integration Solutions              |
| Ainsworth, Inc.                                   | I-Blason,LLC.  | Quanta Cloud Tech                                     |
| Airlink 101                                       | <a href="#">IBM</a>  | Quantela, Inc.  |
| Airo  | Ibm Credit, LLC.   | Quattro, Inc.   |
| Airwatch  | Ilantus Technologies<br>Private Limited                        | QuickLaunch   |
| Akumina, Inc.                                     | Indeni, Inc.   | Qumulo, Inc.  |
| Alert Logic                                       | Industry Weapon,<br>LLC  | Rackforce, Inc.                                       |
| Alienware<br>Corporation                          | Infinidat Ltd.   | <a href="#">Rackmount.IT</a>                          |
| <a href="#">Allied Telesis</a>                    | Infonic Document<br>Management, LLC.                           | <a href="#">Raritan</a>                               |
| Allot   | Information Builders   | Redfly  |
| Alteryx   | Innoco Technology<br>Group                                     | <a href="#">Redhat</a>                                |
| Altigen   | Innovatia, Inc.  | Redis Labs  |
| Communications,<br>Inc.                           | Innovations<br>Computers Group,<br>Inc.                        | Relayr  |
| Amazon Web<br>Services (AWS)                      | Institute For<br>Networking And<br>Data Center<br>Technologies | ReSec Technologies                                    |
| <a href="#">Ambir Technology</a>                  | <a href="#">IntegraOptics, Inc.</a>                            | Revolve Mobile  |
| American<br>Industrial<br>Systems, Inc.           | <a href="#">Intel</a>  | Rf Industries   |
| <a href="#">AMD</a>                               | Intel Americas, Inc.<br>(Latin America)                        | RHA Technologies Ltd.                                 |
| Antemeta Sas                                      | Intelepeer   | Rise Vision, Inc.                                     |
| Anthian   | Intercept B.V.   | <a href="#">Riverbed</a>                              |
| AOC   | Intuit, Inc.   | Rockport Networks                                     |
|   |  | rPost Communications<br>Limited                       |
|   |  | RSA   |
|   |  | <a href="#">Commscope Ruckus</a>                      |
|   |  | Commscope Ruckus-<br>Latin-America                    |
|   |  | Safe Breach, Inc.                                     |
|   |  | <a href="#">Salamander Designs</a>                    |
|   |  | <a href="#">Samsung Electronics<br/>America, Inc.</a> |



|                                  |                                     |                                      |
|----------------------------------|-------------------------------------|--------------------------------------|
| Apparatus                        | Corporation                         | Seismic, LLC.                        |
| <a href="#">Apple</a>            | iPass Inc.                          | Sennheiser                           |
| Aprima Medical                   | Ipcelerate                          | Sepio                                |
| Software, Inc.                   | Istore Victoria, Inc.               | <a href="#">Server Technology</a>    |
| Apriva                           | It Mission                          | Servicepoint 365, LLC                |
| Area 1 Security                  | ITPro.TV                            | <a href="#">Sharp Electronics</a>    |
| Inc.                             | It University Online                | Sherweb, Inc.                        |
| <a href="#">ARMOR</a>            | Iternity GMBH                       | Shortel, Inc.                        |
| <a href="#">ACQUISITION</a>      | iValu8, Inc.                        | Sierra W/O Wires                     |
| <a href="#">LLC.</a>             |                                     | <a href="#">Siig, Inc.</a>           |
| Artisight, Inc.                  | <a href="#">Jamf</a>                | Silk                                 |
| <a href="#">Aruba Networks</a>   | Jamf Software, LLC.                 | SimpliVity                           |
| Aruba Networks                   |                                     | Skillsoft                            |
| Latin America                    | <a href="#">Kensington</a>          | Skooler Inc.                         |
| Arvato Digital                   | <a href="#">Technology Group, A</a> | Skyline Computer                     |
| Services, LLC.                   | <a href="#">Division Of Acco</a>    | Corporation                          |
| Aster Graphics                   | <a href="#">Brands, Inc.</a>        | Small Dog Electronics,               |
| Inc.                             | <a href="#">Keywest Technology,</a> | Inc.                                 |
| <a href="#">Asus</a>             | <a href="#">Inc.</a>                | Smart Connect                        |
| At&T                             | <a href="#">Kingston</a>            | Technologies, Inc.                   |
| <a href="#">Autodesk Inc.</a>    | Kis Software                        | Smart Source, Inc.                   |
| Automation                       | Knomo USA, Inc.                     | Smartoptics Us Corp.                 |
| Anywhere                         | Knowledge Key                       | Softlayer By Ibm                     |
| Avaya                            | Associates, Inc.                    | Software AG                          |
| AvePoint                         | Koda Cases, Inc.                    | Solarflare                           |
| AVer Information,                | <a href="#">Kodak Alaris</a>        | Communications, Inc.                 |
| Inc.                             | <a href="#">Kofax Image</a>         | <a href="#">Solarwinds.Net, Inc.</a> |
| <a href="#">Avocent</a>          | <a href="#">Products</a>            | Sonic Solutions                      |
| Avocor                           | Kony, Inc.                          | <a href="#">SonicWall</a>            |
| Axcient, Inc.                    | Koolspan                            | <a href="#">Sony</a>                 |
| <a href="#">Axiom</a>            |                                     | Sony Latin America, Inc.             |
| <a href="#">Axis</a>             | Labtech                             | Sony Mobile                          |
| <a href="#">Communications</a>   | <a href="#">Landesk</a>             | Communications                       |
|                                  | <a href="#">Lantronix</a>           | Soonr                                |
| Bancroft                         | Lava Computer Mfg,                  | Source Support Services,             |
| Technology Group                 | Inc.                                | Inc.                                 |
| <a href="#">Barco</a>            | Learn It!, Inc.                     | Spanning Clouds Apps,                |
| <a href="#">Barco ClickShare</a> | Learnquest                          | LLC.                                 |
| Barracuda                        | Legrand AV, Inc.                    | Spark Innovation LLC                 |
| Barrister                        | <a href="#">Lenovo</a>              | Sprint                               |
|                                  | Lenovo-OEM                          | Sra Oss, Inc.                        |

|   |   |  |
|---|---|--|
| Bi-Silque Visual<br>Communication<br>Products<br><a href="#">Bitdefender</a><br>Bittitan, Inc.-<br>Streamone<br>Black Pearl Mail<br>Limited<br><a href="#">BlackStratus</a><br>Blu Products Inc.<br><a href="#">BlueCat</a><br><a href="#">Blue Microphones</a><br>Boson Software<br>Brawn Consulting,<br>LLC.<br><a href="#">Bretford</a><br>Bridgehead<br>Software<br>Broadcom Limited<br><a href="#">Brother</a><br>Brydge Global<br>Brydge<br>Technologies, LLC.<br>Buffalo<br>Business<br>Technology<br>Architects, LLC. | Life-Works<br>Lightspeed Systems<br><a href="#">Logitech</a><br><br>Mach Speed<br>Holdings, LLC.<br>Mail Protector<br>Man & Machine<br>Marshall Electronic<br>dba MXL<br><a href="#">McAfee</a><br>Meebox, Inc.-Isccs<br>Meet Me In The<br>Cloud, LLC.<br><a href="#">Mellanox</a><br>Mentor Media Usa<br>Supply Chain<br>Management, Inc.<br><a href="#">Micro Focus</a><br><a href="#">Software</a><br>Microsoft<br><a href="#">Microsoft Education</a><br><a href="#">Microsoft OEM</a><br><a href="#">Microsoft Surface</a><br>Microsoft Surface<br>Hub<br>Microsoft 0365<br>Microsoft Azure<br>MicroStrategy<br>Mitsubishi Electric<br>Visual Solutions<br>America, Inc.<br>Mizari Enterprises,<br>Inc.<br>MK Management Inc.<br>dba CompuDirect<br>3000 Inc.<br>Mobile Edge<br>Moduslink<br>Corporation<br>Molex, LLC | <a href="#">Storagecraft Technology<br/>Corporation</a><br>StorOne<br>Stratum Global<br>STS International, Inc.<br><a href="#">Supermicro Computer<br/>Inc.</a><br>Supply Chain Services<br><a href="#">SUSE</a><br><a href="#">Symantec</a><br><br>Talari<br>Tamr, Inc.<br><a href="#">Tandberg Data Corp.</a><br><a href="#">Targus</a><br>Tarmin, Inc.<br>Tct Mobile (Us), Inc.<br><a href="#">TDSourcing</a><br>Tech 2000, Inc.<br>Tech Sherpas<br>Techturn, Ltd. (Services)<br>Teklink Corporation<br>Telespace, LLC<br>Telovations, Inc.<br>Thoughtspot, Inc.<br>Thule Organization<br>Solutions, Inc. Dba Case<br>Logic<br><a href="#">T-Mobile</a><br><a href="#">Toshiba</a><br>Toshiba America<br>Total Defense<br>Trainerbox, Inc.<br>Transcender<br><a href="#">Transition Networks, Inc.</a><br><a href="#">Trend Micro, Inc.</a><br><a href="#">TRENDnet, Inc.</a><br>Trendware International,<br>Inc.<br><a href="#">Tripp Lite</a><br><a href="#">Tripwire, Inc.</a> |
|---|---|--|



|                               |                                      |  |
|-------------------------------|--------------------------------------|--|
| Inc.                          | Ms2012                               | United Digital                               |
| Chelsio                       | MSI Computer Corp.                   | Technologies                                 |
| Chief Manufacturing           | Mtm Technologies, Inc.               | United Services Source                       |
| Ciena                         | MXL                                  | United Training Corporation                  |
| Communications, Inc.          | Myricom                              | Unitek, Inc.                                 |
| Cirrus Data Solutions         | National Sales Source                | Unitrends, Inc.                              |
| Cisco                         | National Products                    | Usa.Net, Inc.                                |
| Cisco-Latin-America           | Inc.                                 | Varstreet                                    |
| Cleer Usa, Inc.               | Nds Surgical Imaging, Inc.           | VCE Company                                  |
| CloudAccess Inc. dba Xenex    | NEC                                  | Veeam Software Corporation                   |
| CloudChekr Inc.               | Nerdio, Inc.                         | Vequity Inc. dba                             |
| Cloudera                      | NetApp                               | Rangeforce                                   |
| Cloud Range                   | Neteffect, Inc.                      | Verbatim                                     |
| Cyber                         | Netgear                              | Verbatim Americas, LLC.                      |
| Cloudscann, Inc.              | Netiq                                | Veritas                                      |
| Cobalt Iron                   | Netlan Technology Center, Inc.       | Verizon                                      |
| Cohesity, Inc.                | Netmanage                            | Vertiv/AVOCENT/Liebert                       |
| Coho Data, Inc.               | Network Appliance, Inc. (aka NetApp) | Vertiv Latin America                         |
| Collabtech Group LLC          | Netx Information Systems, Inc.-      | Veterans Engineering & Professional Services |
| Commvault                     | Education                            | Videonext, Inc.                              |
| Compal                        | New Horizons                         | Viewsonic                                    |
| Electronics, Inc.             | Computer Learning Centers, Inc.      | Violux, Inc.                                 |
| Control                       | Nexiona                              | Virtual Iron Software                        |
| Computer Exchange             | Connectocrats, SL                    | Vision and Go lamp Products                  |
| Computer Technology Link Corp | Next Step Learning                   | Visioneer, Inc.                              |
| Conexlink, LLC                | Nokia                                | Vizio  |
| Connected Io, Inc.            | Novatel Wireless                     | VMware                                       |
| Connectwise                   | Nter One Corporation                 | Vpodsolutions UK Ltd                         |
| Connectria                    | NTP Software                         | VXL Instruments Limited                      |
| Corel Corporation             | Nutanix                              | Vzure  |
| Cornelis Networks             | Nvidia Corporation                   | W. Capra Consulting Group, Inc.              |
|                               | Obi Connect                          | Wasp Barcode Technologies                    |



|   |                                      |                                 |
|---|--------------------------------------|---------------------------------|
| Ltd.  | One Cloud                            | Western Digital                 |
| <a href="#">Cyberpower</a>                                  | Consulting                           | Westlake Training And           |
| CYBERShark  | Open Computing                       | Development                     |
|   | Option Wireless                      | Windows Phone                   |
| <a href="#">D-Link</a>                                      | Technology                           | Winnov                          |
| Da-Lite   | <a href="#">Oracle America, Inc.</a> | <a href="#">Wyse Technology</a> |
| Dataram   | <a href="#">Overland Storage,</a>    |                                 |
| DataSpan  | <a href="#">Inc.</a>                 | <a href="#">Xerox</a>           |
| <a href="#">Dell Technologies</a>                           | Other World                          | xMatters                        |
| Dell Latin America  | Computing Inc.                       | Xobni                           |
| <a href="#">Digi-International</a>                          | (OWC)                                | Xs Commerce                     |
| Digitate  |                                      |                                 |
| Din Cloud   |                                      | Yagna IQ Inc                    |
| Dko International,<br>Inc.                                  |                                      | Zerospam Security               |
| DoubleTake  |                                      | Zoom Rooms                      |
| Druva   |                                      |                                 |
| DuVoice<br>Corporation                                      |                                      |                                 |
| Earthlink, Inc.   |                                      |                                 |
| <a href="#">Eaton</a>                                       |                                      |                                 |
| Ebryit, Inc.  |                                      |                                 |
| Edge-Core   |                                      |                                 |
| Edistorm, Inc.  |                                      |                                 |
| Eizo, Inc.  |                                      |                                 |
| Ekahau  |                                      |                                 |
| <a href="#">Electronic<br/>Systems<br/>Protection, Inc.</a> |                                      |                                 |
| Elitegroup<br>Computer<br>Systems, Inc.                     |                                      |                                 |
| Elsight LTD   |                                      |                                 |
| EMC   |                                      |                                 |
| Encover, Inc.   |                                      |                                 |
| EnterpriseDB  |                                      |                                 |
| Envision  |                                      |                                 |
| Peripherals, Inc.   |                                      |                                 |
| <a href="#">Epson</a>                                       |                                      |                                 |



Ericom Software,  
Inc.

[Extreme  
Networks](#)  
Eye-Fi Inc.

Facebook, Inc.

Faction

Fast Lane

Consulting And  
Education

Services, Inc.

[Filemaker](#)

[Fluency](#)

[Fortinet](#)

Freshworks, Inc.

[Fujitsu](#)

Fujitsu DO Brasil  
LTDA

[back to top](#)



This form must be submitted with your bid or proposal to the City department that is awarding the contract noted below. If you have questions about this form, please contact the Ethics Commission at (213) 978-1960.

**Original Filing**       **Amendment:** Date of Signed Original \_\_\_\_\_ Date of Last Amendment \_\_\_\_\_

|   |  |
|---|--|
| Reference Number (Bid, Contract, or BAVN)<br>F-1137                   | Awarding Authority (Department awarding the contract)<br>Port of Los Angeles |
| Bidder Name<br>Zones, LLC   |  |
| Address<br>13915 Cerritos Corporate Drive, Suite A Cerritos, CA 90703 |  |
| Email Address<br>imran.yunus@zones.com                                | Phone Number<br>310-766-0124   |

## Certification

I certify the following on my own behalf or on behalf of the entity named above, which I am authorized to represent:

A. I am applying for one of the following types of contracts with the City of Los Angeles:

1. A goods or services contract with a value of more than \$25,000 and a term of at least three months;
2. A construction contract with any value and duration;
3. A financial assistance contract, as defined in Los Angeles Administrative Code § 10.40.1(h), with a value of at least \$100,000 and a term of any duration; or
4. A public lease or license, as defined in Los Angeles Administrative Code § 10.40.1(i), with any value and duration.

B. I acknowledge and agree to comply with the disclosure requirements and prohibitions established in the Los Angeles Municipal Lobbying Ordinance if I qualify as a lobbying entity under Los Angeles Municipal Code § 48.02.

I certify under penalty of perjury under the laws of the City of Los Angeles and the state of California that the information in this form is true and complete.

Jon Bailey  
Name

  
Signature

Assistant Secretary  
Title

6-7-2022  
Date

# Prohibited Contributors (Bidders)

This form must be completed in its entirety and submitted with your bid or proposal to the City department that is awarding the contract. Failure to submit a completed form may affect your bid or proposal. If you have questions about this form, please contact the Ethics Commission at (213) 978-1960.

**Original Filing**       **Amendment:** Date of Signed Original \_\_\_\_\_ Date of Last Amendment \_\_\_\_\_

Reference Number (Bid, Contract, or BAVN): F-1137      Date Bid Submitted: \_\_\_\_\_

Contract Description (Title of the RFP or City contract solicitation and description of the services to be provided):

IT EQUIPMENT, SUPPLIES AND RELATED SERVICES

Awarding Authority (Department awarding the contract): Port of Los Angeles

Bidder Name: Zones, LLC

Bidder Address: 13915 Cerritos Corporate Drive, Suite A Cerritos, CA 90703

Bidder Email Address: imran.yunus@zones.com      Bidder Phone Number: 310-766-0124

## Schedule Summary

Please complete all three of the following:

- |  |   |  |
|--|---|--|
| <p><b>1. SCHEDULE A – Bidder's Principals</b> <i>(check one)</i><br/>The bidder has one or more <b>PRINCIPALS</b>, as defined in LAMC § 49.7.35(A)(6).<br/>At least one principal is required for entities. <i>(If you check "Yes", Schedule A is required.)</i></p> | <p><b>Yes</b><br/><input checked="" type="checkbox"/></p> | <p><b>No</b><br/><input type="checkbox"/></p>            |
| <p><b>2. SCHEDULE B – Subcontractors and Their Principals</b> <i>(check one)</i><br/>The bidder has one or more <b>SUBCONTRACTORS</b> on this bid or proposal with subcontracts worth \$100,000 or more. <i>(If you check "Yes", Schedule B is required.)</i></p>    | <p><b>Yes</b><br/><input type="checkbox"/></p>            | <p><b>No</b><br/><input checked="" type="checkbox"/></p> |
| <p><b>3. TOTAL NUMBER OF PAGES SUBMITTED</b> (including this cover page): <u>3</u></p>   |   |  |

## Certification

I certify the following under penalty of perjury under the laws of the City of Los Angeles and the state of California:

A) I understand, will comply with, and have notified my principals and subcontractors of the requirements and restrictions in Los Angeles City Charter § 470(c)(12) and any related ordinances; B) I understand that I must amend this form within ten business days if any information changes; C) I am the bidder named above or I am authorized to represent the bidder named above, and my name appears below; and D) The information provided in this form is true and complete to the best of my knowledge and belief.

Jon Bailey  
Name

  
Signature

Assistant Secretary  
Title

6-7-2022  
Date

## Schedule A - Bidder's Principals

Please identify the names and titles of all the bidder's principals (attach additional sheets if necessary). Principals include a bidder's board chair, president, chief executive officer, chief operating officer, and individuals who serve in the functional equivalent of one or more of those positions. Principals also include individuals who hold an ownership interest in the bidder of at least 20 percent and employees of the bidder who are authorized by the bid or proposal to represent the bidder before the City.

Name: Firoz Lalji Title: Chairman and CEO  
 Address: 1102 15th St SW, Auburn, WA 98001

Name: Russell Day Title: EVP, CFO & Chief Strategy Officer  
 Address: 1102 15th St SW, Auburn, WA 98001

Name: Dominic Camden Title: SVP and Chief Sale Office (CSO)  
 Address: 1102 15th St SW, Auburn, WA 98001

Name: Derek Hallock Title: President and Chief Operating Officer  
 Address: 1102 15th St SW, Auburn, WA 98001

Name: Sean Hobday Title: SVP International  
 Address: 1102 15th St SW, Auburn, WA 98001

Name: \_\_\_\_\_ Title: \_\_\_\_\_  
 Address: \_\_\_\_\_

Name: \_\_\_\_\_ Title: \_\_\_\_\_  
 Address: \_\_\_\_\_

Name: \_\_\_\_\_ Title: \_\_\_\_\_  
 Address: \_\_\_\_\_

Name: \_\_\_\_\_ Title: \_\_\_\_\_  
 Address: \_\_\_\_\_

Check this box if additional Schedule A pages are attached.

## Schedule B - Subcontractors and Their Principals

Please identify all subcontractors whose subcontracts are worth \$100,000 or more. Separate Schedule B pages are required for each subcontractor who meets the threshold.

|                         |
|-------------------------|
| Subcontractor's Name    |
| N/A                     |
| Subcontractor's Address |

Please check one of the following options:

**This subcontractor has one or more principals.**     Yes\*     No

*\* Each principal's name and title must be identified below. Attach additional sheets if necessary. Principals include a subcontractor's board chair, president, chief executive officer, chief operating officer, and individuals who serve in the functional equivalent of one or more of those positions. Principals also include individuals who hold an ownership interest in the subcontractor of at least 20 percent and employees of the subcontractor who are authorized by the bid or proposal to represent the subcontractor before the City.*

|                          |
|--------------------------|
| Name: _____ Title: _____ |
| Address: _____           |
| Name: _____ Title: _____ |
| Address: _____           |
| Name: _____ Title: _____ |
| Address: _____           |
| Name: _____ Title: _____ |
| Address: _____           |
| Name: _____ Title: _____ |
| Address: _____           |
| Name: _____ Title: _____ |
| Address: _____           |

Check this box if additional Schedule B pages are attached.

# IRAN CONTRACTING ACT OF 2010 COMPLIANCE AFFIDAVIT

(California Public Contract Code Sections 2200-2208)

The California Legislature adopted the Iran Contracting Act of 2010 to respond to policies of Iran in a uniform fashion (PCC § 2201(q)). The Iran Contracting Act prohibits bidders engaged in investment activities in Iran from submitting bids for, or entering into or renewing contracts with public entities for goods and services of one million dollars (\$1,000,000) or more (PCC § 2203(a)). A bidder who "engages in investment activities in Iran" is defined as either:

- A bidder providing goods or services of twenty million dollars (\$20,000,000) or more in the energy sector of Iran, including provision of oil or liquefied natural gas tankers, or products used to construct or maintain pipelines used to transport oil or liquefied natural gas, for the energy sector of Iran; or
- A bidder that is a financial institution (as that term is defined in 50 U.S.C. § 1701) that extends twenty million dollars (\$20,000,000) or more in credit to another person, for 45 days or more, if that person will use the credit to provide goods or services in the energy sector in Iran and is identified on a list created by the California Department of General Services (DGS) pursuant to PCC § 2203(b) as a person engaging in the investment activities in Iran.

The bidder shall certify that at the time of submitting a bid for a new contract or for the renewal of an existing contract, he or she is **not** identified on the DGS list of ineligible businesses or persons and that the bidder is **not** engaged in investment activities in Iran in violation of the Iran Contracting Act of 2010.

**California law establishes penalties for providing false certifications, including civil penalties equal to the greater of \$250,000 or twice the amount of the contract for which the false certification was made; contract termination; and three-year ineligibility to bid on contracts (PCC § 2205).**

To comply with the Iran Contracting Act of 2010, the bidder shall complete and sign ONE of the options shown below.

## OPTION #1: CERTIFICATION

I, the official named below, certify that I am duly authorized to execute this certification on behalf of the bidder or financial institution identified below, and that the bidder or financial institution identified below is **not** on the current DGS list of persons engaged in investment activities in Iran and is **not** a financial institution extending twenty million dollars (\$20,000,000) or more in credit to another person or vendor, for 45 days or more, if that other person or vendor will use the credit to provide goods or services in the energy sector in Iran and is identified on the current DGS list of persons engaged in investment activities in Iran.

Name of Bidder/Financial Institution (Printed): Zones, LLC

Signed by:  6-7-2022 (Authorized Signature)  
Jon Bailey (Printed Name)

Assistant Secretary (Title of Person Signing)

## OPTION #2: EXEMPTION

Pursuant to PCC § 2203(c) and (d), a public entity may permit a bidder or financial institution engaged in investment activities in Iran, on a case-by-case basis, to be eligible for, or to submit a bid for, or enter into, or renew, a contract for services. If the bidder or financial institution identified below has obtained an exemption from the certification requirement under the Iran Contracting Act of 2010, the bidder or financial institution shall complete and sign below and attach documentation demonstrating the exemption approval.

Name of bidder/Financial Institution (Printed): \_\_\_\_\_

Signed by: \_\_\_\_\_ (Authorized Signature)

\_\_\_\_\_ (Printed Name)

\_\_\_\_\_ (Title of Person Signing)

| ITEM NO. | MANUFACTURER | DESCRIPTION   | QTY | VENDOR'S LANDED UNIT COST | PERCENTAGE MARK-UP (%) | POLA NET UNIT PRICE | EXTENDED PRICE |
|----------|--------------|---|-----|---------------------------|------------------------|---------------------|----------------|
| 1        | HP           | HP ProDesk 600 G6 - SFF (221D5UT)<br>Processor - Intel Core i5 (10th Gen) 10500 / 3.1 GHz (6-core)<br>Memory - 8 GB (Installed) / 128 GB (max) - DDR4 SDRAM - non-ECC<br>Storage - SSD 512 GB - PCI Express 3.0 - M.2 2280<br>HP 9.5 mm Slim DVD-Writer<br>Realtek ALC3867 Audio<br>HP USB 320K Keyboard<br>HP Wired 920M Mouse<br>HP Smart Support - 3/3/3 (material/labor/onsite) SFF Warranty<br>Windows 10  | 500 | \$770.00                  | 3%                     | \$793.10            | \$396,550.00   |
| 2        | *VIEWSONIC   | 24" Ergonomic 40-Degree Tilt 1080p IPS Monitor w/ HDMI, DP, VGA (VG2448A)   | 200 | \$293.04                  | 3%                     | \$301.83            | \$60,366.24    |
| 3        | VIEWSONIC    | 24" Video Conference Monitor w/Built-in Webcam, 1920x1080 Resolution (VG2440V)  | 200 | \$218.42                  | 3%                     | \$221.92            | \$44,384.00    |
| 4        | VIEWSONIC    | 27" Video Conference Monitor w/Integrated Camera, 1920x1080 Resolution (VG2740V)  | 50  | \$269.75                  | 3%                     | \$277.34            | \$13,867.00    |
| 5        | VIEWSONIC    | 32" WQHD IPS Monitor w/Stylish Ultra-Slim Frameless Design, 2560x1440 (VX3276-2K-MHD)   | 50  | \$242.29                  | 3%                     | \$249.56            | \$12,478.00    |
| 6        | MICROSOFT    | Microsoft Surface Pro 8 (8FR-00050)<br>Tablet - no keyboard<br>Processor - Intel Core i5 (11th Gen) 1135G7 Quad-Core 2.4 GHz 8 MB Cache<br>Display - 13" touchscreen 2880 x 1920<br>Storage - 256 GB SSD<br>Memory - 8 GB RAM<br>Operating System - Windows<br>Camera - 10 Megapixel (rear), 5 Megapixel (front)<br>Sound - stereo speakers, two microphones<br>Networking - Bluetooth 5.0, 802.11a/b/g/n/ac/ax<br>Graphics - Intel Iris Xe<br>Battery - Up to 16 hours<br>Dimensions (WxDxH) - 11.3" x 8.2" x 0.4"<br>Manufacturer Warranty - 1 Year   | 25  | \$1,070.00                | 4%                     | \$1,112.00          | \$27,800.00    |
| 7        | LENOVO       | Thinkpad L15 Gen 2 - 15.6" - Core i7 1165G7 - 16 GB RAM - 512 GB SSD - Windows 10 (20X300HDUS)<br>Processor - Intel Core i7 (11th Gen) 1165G7 / 2.8 GHz (4.7 GHz) / 12 MB Cache<br>Operating System - Windows 10 Pro 64-bit - English<br>Memory - 16 GB DDR4 (1 x 16 GB)<br>Storage - 512 GB SSD M.2 NVMe Express (NVMe)<br>Display - 15.6" LED backlight 1920 x 1080 / Full HD<br>Graphics Processor - Intel Iris Xe Graphics<br>Sound - Stereo speakers, dual array microphone<br>Keyboard - Backlight<br>Integrated Webcam<br>Networking - 802.11a/b/g/n/ac/ax, Bluetooth 5.2, Gigabit Ethernet<br>Battery - 3-cell lithium polymer up to 11.25 hours<br>Dimensions (WxDxH) - 14.4 in x 9.8 in x 0.8 in<br>Weight - 4.37 lbs<br>Limited warranty - 1 year - pick-up and return | 15  | \$1,209.44                | 4%                     | \$1,257.82          | \$18,867.30    |



ZONE 5

425 S. Palos Verdes Street Post Office Box 151 San Pedro, CA 90733-0151 TEL/TDD 310 SEA-PORT www.portoflosangeles.org

Eric Garcetti

Mayor, City of Los Angeles

Board of Harbor Commissioners

Jaime L. Lee  
President

Edward R. Renwick  
Vice President

Diane L. Middleton  
Commissioner

Lucia Moreno-Linares  
Commissioner

Anthony Pirozzi, Jr.  
Commissioner

Eugene D. Seroka

Executive Director

DATE: June 7, 2022

**ADDENDUM #1, Bid No.: F-1137**  
**DESCRIPTION: "IT EQUIPMENT "**

**BID OPENING DATE: Wednesday, June 10, 2022, 11 a.m.**

**Revised Bid Opening Date: Friday, June 17, 2022, 11 a.m.**

All other specifications, terms, and conditions shall remain the same.

QUESTIONS, BUYER: Juan Benitez, (310) 732-3890.

Please attach this addendum to your bid.

Regards,

Digitally signed by Juan Benitez  
DN: cn=Juan Benitez,  
o=Contracts & Purchasing  
Division, ou=Purchasing Section,  
email=jbenitez@portla.org, c=US  
Date: 2022.06.07 14:37:01 -07'00'

Juan Benitez  
Procurement Supervisor  
Port of Los Angeles, Contracts and Purchasing Division

ZONES

| ITEM NO. | MANUFACTURER | DESCRIPTION   | QTY | VENDOR'S LANDED UNIT COST | PERCENTAGE MARK-UP (%) | POLA NET UNIT PRICE | EXTENDED PRICE |
|----------|--------------|---|-----|---------------------------|------------------------|---------------------|----------------|
| 1        | *HP          | HP ProDesk 600 G6 - SFF (2210SUT)<br>Processor - Intel Core i5 (10th Gen) 10500 / 3.1 GHz (6-core)<br>Memory - 8 GB (installed) / 128 GB (max) - DDR4 SDRAM - non-ECC<br>Storage - SSD 512 GB - PCI Express 3.0 - M.2 2280<br>HP 9.5 mm Slim DVD-Writer<br>Realtek ALC3867 Audio<br>HP USB 320K Keyboard<br>HP Wired 320M Mouse<br>HP Smart Support - 3/3/3 (material/labor/onsite) SFF Warranty<br>Windows 10  | 500 | \$770.00                  | 4%                     | \$800.80            | \$400,400.00   |
| 2        | *VIEWSONIC   | 24" Ergonomic 40-Degree Tilt 1080p IPS Monitor w/HDMI, DP, VGA (VG2448A)  | 200 | \$278.48                  | 4%                     | \$289.62            | \$57,923.84    |
| 3        | VIEWSONIC    | 24" Video Conference Monitor w/Built-in Webcam, 1920x1080 Resolution (VG2440V)  | 200 | \$204.06                  | 4%                     | \$212.22            | \$42,444.48    |
| 4        | VIEWSONIC    | 27" Video Conference Monitor w/Integrated Camera, 1920x1080 Resolution (VG27M0V)  | 50  | \$260.38                  | 4%                     | \$270.80            | \$13,539.76    |
| 5        | VIEWSONIC    | 32" WQHD IPS Monitor w/Stylish Ultra-Slim Frameless Design, 2560x1440 (VX3276-2K-MHD)   | 50  | \$242.29                  | 4%                     | \$251.98            | \$12,599.08    |
| 6        | MICROSOFT    | Microsoft Surface Pro 8 (RPR-00050)<br>Tablet - no keyboard<br>Processor - Intel Core i5 (11th Gen) 1135G7 Quad-Core 2.4 GHz 8 MB Cache<br>Display - 13" touchscreen 2880 x 1920<br>Storage - 256 GB SSD<br>Memory - 8 GB RAM<br>Operating System - Windows<br>Camera - 10 Megapixel (rear), 5 Megapixel (front)<br>Sound - stereo speakers, two microphones<br>Networking - Bluetooth 5.0, 802.11a/b/g/n/ac/ax<br>Graphics - Intel Iris Xe<br>Battery - Up to 16 hours<br>Dimensions(WxDxH) - 11.3" x 8.2" x 0.4"<br>Manufacturer Warranty - 1 Year  | 25  | \$922.04                  | 5%                     | \$968.14            | \$24,203.55    |
| 7        | LENOVO       | Thinkpad L15 Gen 2 - 15.6" - Core i7 1165G7 - 16 GB RAM - 512 GB SSD - Windows 10 (20H2) (HDUS)<br>Processor - Intel Core i7 (11th Gen) 1165G7 / 2.8 GHz (4.7 GHz) / 12 MB Cache<br>Operating System - Windows 10 Pro 64-bit - English<br>Memory - 16 GB DDR4 (1 x 16 GB)<br>Storage - 512 GB SSD M.2 NVMe Express (NVMe)<br>Display - 15.6" LED backlight 1920 x 1080 / Full HD<br>Graphics Processor - Intel Iris Xe Graphics<br>Sound - Stereo speakers, dual array microphone<br>Keyboard - Backlight<br>Integrated Webcam<br>Networking - 802.11a/b/g/n/ac/ax, Bluetooth 5.2, Gigabit Ethernet<br>Battery - 3-cell lithium polymer up to 11.255 hours<br>Dimensions (WxDxH) - 14.4 in x 9.8 in x 0.8 in<br>Weight - 4.37 lbs<br>Limited warranty - 1 year - pick-up and return | 15  | \$1,209.44                | 5%                     | \$1,269.91          | \$19,048.68    |

|    |       |   |     |             |    |             |              |
|----|-------|---|-----|-------------|----|-------------|--------------|
| 8  | Dell  | Latitude 5520 - 15.6" - Core i7 1185G7 VPro - 16 GB RAM - 512 GB SSD - Windows 10 (OTANP)<br>Processor - Intel Core i7 (11th Gen) 1185G7 / 3.0 GHz / 12 MB Cache / VPro<br>Operating System - Windows 10 Pro 64-bit - English<br>Memory - 16 GB DDR4 (1 x 16 GB)<br>Storage - 512 GB SSD M.2 PCIe Class 35 - NVMe Express<br>Display - 15.6" FHD(1920x1080) Non-Touch, Anti-Glare<br>Graphics Processor - Intel Iris Xe Graphics<br>Sound - Stereo speakers, dual array microphone<br>Keyboard - Backlit<br>HD-IR Camera Bezel with Mic<br>Intel® Wi-Fi 6 AX201 2x2, 11ax 160MHz + Bluetooth 5.1<br>1 RU-45 Ethernet port, 1 USB 3.2 Gen 1 port, 1 USB 3.2 Gen 1 port with PowerShare<br>2 Thunderbolt 4 ports with DisplayPort Alt Mode/USB4/Power Delivery for 11th Generation Intel® Core™ i9/i5/i7 processors, 2 Thunderbolt 3 ports with DisplayPort Alt Mode/USB3.2 Gen2/Power Delivery for 10th Generation Intel® Core™ i5/i7 processors, 1 HDMI 2.0 port for 11th Generation Intel® Core™ i9/i5/i7 processors, 1 HDMI 1.4 port for 10th Generation Intel® Core™ i5/i7 processors<br>1 Universal audio port<br>Battery - 4 Cell ExpressCharge™ Capable Battery<br>Dell Limited Hardware Warranty, Onsite/In-Home Service After Remote Diagnosis, 1 Year  | 10  | \$1,293.10  | 5% | \$1,294.76  | \$12,947.55  |
| 9  | *HP   | HP LaserJet Pro M404dn Printer (W1A53A#Z01)<br>4800 x 600 dpi - Automatic Duplexing - USB 2.0 - Gigabit LAN - 256 MB Flash Memory   | 300 | \$404.68    | 2% | \$412.77    | \$123,852.08 |
| 10 | HP    | HP Color LaserJet Pro W454dn Printer (W1Y4A#BGG)<br>38,400 x 600 dpi - Automatic Duplexing - 256 MB Memory  | 50  | \$501.67    | 2% | \$511.70    | \$25,585.17  |
| 11 | HP    | HP Color LaserJet Enterprise M75In Printer (T3U4A#BGG)<br>1200 x 1200 dpi - 1.5 GB RAM - JetDirect  | 30  | \$2,183.85  | 2% | \$2,227.53  | \$66,825.81  |
| 12 | Canon | DR-S150 Scanner (4044C002)<br>ImageFORMULA DR-S150 Office-Document Scanner-Desktop-USB 2.0, Gigabit LAN, Wi-Fi, USB 3.2 Gen 1x1   | 10  | \$609.96    | 2% | \$622.16    | \$6,221.59   |
| 13 | Canon | DR-M260 Scanner (2405C002)<br>Canon ImageFORMULA DR-M260 Office-Document Scanner-Desktop-USB 3.1 Gen 1  | 10  | \$798.94    | 2% | \$814.92    | \$8,149.19   |
| 14 | HPE   | HPE DL380 Gen10 8SFF NC CTO Svr (P19720-B21)<br>HPE ProLiant DL380 Gen10 8SFF Configure-to-order Server (868703-B21) Qty 1<br>HPE DL380 Gen10 8SFF CTO Server (868703-B21, ABA) Qty 1<br>Intel Xeon-Gold 6240R (2.4GHz/24-core/165W) FIO Processor Kit for HPE ProLiant DL380 Gen10 (P24470-L21) Qty 1<br>Intel Xeon-Gold 6240R (2.4GHz/24-core/165W) Processor Kit for HPE ProLiant DL380 Gen10 (P24470-B21) Qty 1<br>Factory Integrated (P24470-B21, 0D1) Qty 1<br>HPE 64GB (1x64GB) Dual Rank x4 DDR4-2933 CAS-21-21-21 Registered Smart Memory Kit (P00930-B21) Qty 16<br>Factory Integrated (P00930-B21, 0D1) Qty 16<br>HPE 480GB SATA 6G Read Intensive SFF 3C Multi Vendor SSD (P18422-B21) Qty 2<br>Factory Integrated (P18422-B21, 0D1) Qty 2<br>HPE SMI1000 16Gb Dual Port Fibre Channel Host Bus Adapter (P9D94A) Qty 1<br>Factory Integrated (P9D94A, 0D1) Qty 1<br>HPE 96W Smart Storage Lithium-Ion Battery with 145mm Cable Kit (P01366-B21) Qty 1<br>Factory Integrated (P01366-B21, 0D1) Qty 1<br>HPE Smart Array P408iA SR Gen10 (8 Internal Lanes/2GB Cache) 12G SAS Modular Controller (804331-B21) Qty 1<br>Factory Integrated (804331-B21, 0D1) Qty 1<br>HPE Ethernet 10Gb 2-port FLR-SFP+ X710-DA2 Adapter (727054-B21) Qty 1<br>Factory Integrated (727054-B21, 0D1) Qty 1<br>HPE D138X Gen10 High Performance Temperature Fan Kit (867810-B21) Qty 1<br>Factory Integrated (867810-B21, 0D1) Qty 1<br>HPE 800W Flex Slot Platinum Hot Plug Low Halogen Power Supply Kit (865414-B21) Qty 2<br>Factory Integrated (865414-B21, 0D1) Qty 2<br>HPE iLO Advanced 1-server license with 3yr Support on iLO Licensed Features (BD505A) Qty 1<br>Factory Integrated (BD505A, 0D1) Qty 1<br>HPE Trusted Platform Module 2.0 Gen10 Option (864279-B21) Qty 1<br>Factory Integrated (864279-B21, 0D1) Qty 1<br>HPE Gen10 2U Bezel Kit (867809-B21) Qty 1<br>Factory Integrated (867809-B21, 0D1) Qty 1<br>HPE 2U Small Form Factor Easy Install Rail Kit (733660-B21) Qty 1<br>Factory Integrated (733660-B21, 0D1) Qty 1<br>HPE 3Y Tech Care Essential Service (HUAAGA3) Qty 1<br>HPE DL38x Gen10 Support (HUAAGA3 WAH) Qty 1 | 4   | \$56,077.38 | 2% | \$57,198.93 | \$228,795.71 |
| 15 | HPE   | HPE ProLiant DL360 Gen10 8SFF   | 4   | \$14,086.74 | 2% | \$14,368.47 | \$57,475.90  |







20223

| ITEM NO. | DESCRIPTION   | ESTIMATED PURCHASE AMOUNT FOR BID | PERCENTAGE MARK-UP | EXTENDED PRICE |
|----------|---|-----------------------------------|--------------------|----------------|
| 1        | Workstations and Monitors                               | \$800,000                         | 4.0%               | \$832,000      |
| 2        | Servers   | \$800,000                         | 2.0%               | \$816,000      |
| 3        | Printers  | \$200,000                         | 2.0%               | \$204,000      |
| 4        | Laptops   | \$200,000                         | 5.0%               | \$210,000      |
| 5        | Tablets   | \$100,000                         | 5.0%               | \$105,000      |
| 6        | IT Appliances   | \$500,000                         | 3.0%               | \$515,000      |
| 7        | Data Center Switches                                    | \$300,000                         | 3.0%               | \$309,000      |
| 8        | Network Switches  | \$300,000                         | 3.0%               | \$309,000      |
| 9        | Storage Area Network                                    | \$500,000                         | 3.0%               | \$515,000      |
| 10       | Network attached Storage                                | \$200,000                         | 3.0%               | \$206,000      |
| 11       | Peripheral Equipment                                    | \$200,000                         | 4.0%               | \$208,000      |
| 12       | Manufacturer-Based Hardware Maintenance Service         | \$200,000                         | 3.0%               | \$206,000      |
| 13       | Manufacturer-Based Basic Hardware Installation Services | \$200,000                         | 2.0%               | \$204,000      |
| 14       | Training  | \$100,000                         | 2.0%               | \$102,000      |
| 15       | Other   | \$800,000                         | 4.0%               | \$832,000      |

**APPROXIMATE TOTAL: \$5,400,000**

**\$5,573,000**

ZONES

## Pricing Notes

**Port of Los Angeles pricing notes for F-1137 - POLA Hardware Requirements Table 1.**

**HP ProDesk 600:**

(Line item 1)

Requested ProDesk 600 G6 is EOL. The transition is: 68U02UT as per HP

Name: Lori Gabaldon

Email: [Lori.gabaldon@hp.com](mailto:Lori.gabaldon@hp.com)

Phone: 951.500.2943

**VIEWSONIC:**

(Line item 2)

Requested model is EOL. Replacement is quoted as per

Name: Cheryl Badley

Email: [Cheryl.Badley@viewsonic.com](mailto:Cheryl.Badley@viewsonic.com)

Phone: 949-500-4551

**HP Printer:**

(Line item 9)

Requested M404dn is EOL. The transition is: M4001 2Z600F as per

Name: Lori Gabaldon

Email: [Lori.gabaldon@hp.com](mailto:Lori.gabaldon@hp.com)

Phone: 951.500.2943

ZONES

**NetApp AFF-A400 build:**  
(Lines 109 through 129)

You will find some changes to this build from the requested build. Zones worked with NetApp who provided updates where required for requested End of Life items. Zones quoted below configuration, and it is the most current available through NetApp. Recommended Configuration is for AFF-A400A-003 and corresponding parts as per

Name: Bill Parkey  
Email: [Bill.Parkey@netapp.com](mailto:Bill.Parkey@netapp.com)  
Phone: 770.361.6145

| Line | Item Number             | Description   | Qty Quoted |
|------|-------------------------|---|------------|
| 1    | AFF-A400                | AFF-A400. HEADER LINE                               | 1          |
| 2    | AFF-A400A-003           | AFF-A400 HA System, Ethernet Bundle                 | 2          |
| 3    | SW-2-NVME-C             | SW-2, NVMe/oF Protocol, -C                          | 2          |
| 4    | SW-2-A400A-NVE-C        | SW, Data at Rest Encryption Enabled, A400A, -C      | 2          |
| 5    | SW-2-A400A-TPM-C        | SW, Trusted Platform Module Enabled, A400A, -C      | 2          |
| 6    | X1148A-N-C              | NIC 2-Pt BareCage 100GbE RoCE QSFP28 PCIe, -C       | 2          |
| 7    | X1151A-N-C              | NIC, 100GbE, PCIe gen3 x16, Smart IO, -C            | 2          |
| 8    | X1122A-N-C              | NIC 2-Pt Bare Cage 25GbE RoCE SFP28 PCIe, -C        | 2          |
| 9    | X1135A-N-C              | HBA, 4-port FCP Targt-Init 32Gb PCIe w/SFP+, -C     | 2          |
| 10   | X1161A-C                | MEZZANINE, 4-Pt, 25G, CX5, -C                       | 2          |
| 11   | DATA-AT-REST-ENCRYPTION | Data at Rest Encryption Capable Operating Sys       | 2          |
| 12   | X-02659-00-N-C          | Rail Kit, 4-Post, Rnd/Sq-Hole, Adj, 24-32, -C       | 1          |
| 13   | X5532A-N-C              | Rail, 4-Post, Thin, Rnd/Sq-Hole, Sm, Adj, 24-32, -C | 2          |
| 14   | X65404-N-C              | SFP28, 25GbE, SR, -C                                | 12         |
| 15   | X3164A-C                | Chassis, AFF-A400, FAS8300/8700, AC PS, -C          | 1          |
| 16   | DOC-AFF-A400-C          | Documents, AFF-A400, -C                             | 1          |
| 17   | NS224-SED-3.8-12-N-C    | NVMe SHLF, 12x3.8TB, SED, -C                        | 1          |
| 18   | NS224-SED-3.8-24-N-C    | NVMe SHLF, 24x3.8TB, SED, -C                        | 1          |
| 19   | X800-42U-R6-C           | Jumper Crd, In-Cab, C13-C14, -C                     | 8          |
| 20   | X66240A-05-N-C          | Cable, 25GbE, SFP28-SFP28, Cu, 0.5m, -C             | 2          |
| 21   | X66250-2-N-C            | Cable, LC-LC, OM4, 2m, -C                           | 20         |

ZONES

|    |                           |   |      |
|----|---------------------------|---|------|
| 22 | X66211A-05-N-C            | Cable,100GbE,QSFP28-QSFP28,Cu,0.5m.-C       | 2    |
| 23 | X66211B-2-N-C             | Cable,100GbE,QSFP28-QSFP28,Cu,2m.-C         | 8    |
| 24 | SW-DATA-PRO-BDLNVME-A03-C | SW,Data Protectn Bdl,Per-0.1TB,NVMe,A03,-C  | 1368 |
| 25 | SW-CORE-BNDLE-NVME-A03-C  | SW,Core Bundle,Per-0.1TB,NVMe,A03,-C        | 1368 |
| 26 | PS-DEPLOY-STAND-AFF-M     | PS Deployment,Standard,AFF,Med              | 1    |
| 27 | CS-4HR-REPLACEMENT        | 4hr Parts Delivery and Replacement          | 1    |
| 28 | CS-G1-SE-ADVISOR          | SupportEdge Advisor                         | 1    |
| 29 | NVME-SSD-DRIVE-PACKS      | NVMe SSD Drive Packs,Model                  | 3    |
| 30 | X4011A-2                  | Drive Pack,NVMe,SSD,SED,2X3.8TB             | 3    |
| 31 | SW-DATA-PRO-NVME-A03-QS   | SW,Data Protectn Bdl,Per-0.1TB,NVMe,A03,QS  | 228  |
| 32 | SW-CORE-BNDLE-NVME-AD-A03 | SW,Core Bundle,Per-0.1TB,NVMe,Add-On,A03,QS | 228  |
| 33 | PS-DEPLOY-STAND-SHELF     | PS Deployment,Standard,Shelf                | 3    |
| 34 | CS-4HR-REPLACEMENT        | 4hr Parts Delivery and Replacement          | 3    |
| 35 | CS-G1-SE-ADVISOR-ADD-ON   | SupportEdge Advisor                         | 3    |
| 36 | PS-TM-CONSULT-DAY-TE-ZA   | Consulting Day >10 + TE, Exp. 1yr. from PO  | 4    |

ZONES

**NetApp FAS2720:**

(Lines 130 through 154)

You'll find some changes to this build from the requested build. Zones worked with NetApp who provided updates where required for requested End of Life items. Zones quoted below configuration, and it is the most current available through NetApp. Recommended Configuration is for FAS2720A-005 and corresponding parts as per

Name: Bill Parkey

Email: [Bill.Parkey@netapp.com](mailto:Bill.Parkey@netapp.com)

Phone: 770.361.6145

| Line | Item Number               | Description                                   |
|------|---------------------------|---|
| 1    | FAS2720A                  | HEADER LINE                                   |
| 2    | FAS2720A-005              | FAS2720 HA System.CNA                         |
| 3    | SW-2-2720A-TPM-C          | SW,Trusted Platform Module Enabled.2720A.-C   |
| 4    | SW-2-2720A-NVE-C          | SW,Data at Rest Encryption Enabled.2720A.-C   |
| 5    | X66250-5-N-C              | Cable,LC-LC,OM4,5m.-C                         |
| 6    | X6566B-05-N-C             | Cable,Direct Attach CU SFP+ 10G,0.5M,-C       |
| 7    | X66030A-N-C               | Cable,12Gb,Mini SAS HD,0.5m,-C                |
| 8    | X66032A-N-C               | Cable,12Gb,Mini SAS HD,2m.-C                  |
| 9    | X800-42U-R6-C             | Jumper Crd.In-Cab,C13-C14,-C                  |
| 10   | SW-DATA-PR-BDL-NLSASF01-C | SW,Data Protection Bdl,Per-0.1TB,NLSAS,F01,-C |
| 11   | SW-CORE-BNDLE-NLSAS-F01-C | SW,Core Bundle,Per-0.1TB,NLSAS,F01.-C         |
| 12   | X6589-N-C                 | SFP+Optical 10Gb Shortwave.-C                 |
| 13   | X6596-R6-N-C              | SFP+ FC Optical 16Gb.-C                       |
| 14   | DOC-2720-C                | Documents.FAS2720.-C                          |
| 15   | DATA-AT-REST-ENCRYPTION   | Data at Rest Encryption Capable Operating Sys |
| 16   | FAS2720-104-C             | FAS2720,12x10TB,7.2K,-C                       |
| 17   | X-02657-00-N-C            | Rail Kit,Thin,Rnd/Sq-Hole,4-Post,Adj,24-32,-C |
| 18   | PS-DEPLOY-STAND-FAS-L     | PS Deployment,Standard,FAS,Low                |
| 19   | CS-4HR-REPLACEMENT        | 4hr Parts Delivery and Replacement            |
| 20   | CS-G1-SE-ADVISOR          | SupportEdge Advisor                           |
| 21   | FAS2720A-EXP              | FAS2720,Expansion Shelf,Model                 |

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|    |                         |  |
|----|-------------------------|--|
| 22 | DS212C-07-10-12B-SK     | Disk Shelf, 12G, 12x10TB, 7.2K, -SK        |
| 23 | CS-4HR-REPLACEMENT      | 4hr Parts Delivery and Replacement         |
| 24 | CS-G1-SE-ADVISOR        | SupportEdge Advisor                        |
| 25 | PS-TM-CONSULT-DAY-TE-ZA | Consulting Day >10 + TE. Exp. 1yr. from PO |

**Brocade:**  
(Line 20)

X-G6MIDR12PTPOD-32 is not the Brocade orderable part number. X-G6MIDR12PTPOD-32 belongs to NetApp. Entire provided build is for Brocade branded product not NetApp. The hardware does not come with 3 Years warranty as requested . We have added the cost of additional 3 years warranty in the cost of product.

| QTY | Part#                 | Description   |
|-----|-----------------------|---|
| 6   | BR-G620-24-32G-R-1    | G620 48 SFP/4 QSFP port switch w/24 active SFP ports w/24 32Gb SWL SEC SFPs (2) AC PORT SIDE EXHAUST AIR FLOW |
| 6   | XBR-G6MIDR12PTPOD-32G | S/W 12 port POD LIC w/12 32G SWL SFPs for G620  |
| 6   | XBR-R000296           | Universal Rack Mount Kit 4 Post   |
| 6   | G620-SVS-4OS-3        | 3YR ESSENTIAL 4HR ONSITE SUPPORT G620   |

**Vertiv:**  
(Line 21)

Requested product with part number LRA185KMM-001 is Non TAA and we have quoted LRA185KMM-G01 which is TAA compliant.

Requested products do not come with three years warranty. Below is the config quoted as per

Name: Tovin McVay  
Email: [tovin.mcvay@vertiv.com](mailto:tovin.mcvay@vertiv.com)  
Phone: 614-841-6109

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| Part #         | Description                                 | Qty |
|----------------|---|-----|
| LRA185KMM-G01  | 18.5IN LCD USB KYBD 2USB PASS US TAA        | 6   |
| MPU4032DAC-400 | 32PT 4 DIGTL KVM PATHS DUAL AC P/S 1<br>LOC | 6   |

**Cisco:**

(Line 156 through 175)

Requested items for 'Cisco One' (Line 156 through 175) are now no more available and below is the Cisco recommended configuration as per

Name: Ray Aragon

Email: [ravarago@cisco.com](mailto:ravarago@cisco.com)

Phone: +1 818 291 2159

| #      | Part Number        | Part Description   | Quantity |
|--------|--------------------|--|----------|
| 1.0    | GLC-LX-SM-RGD=     | 1000Mbps Single Mode Rugged SFP                              | 2        |
| 2.0    | C9300-48U-A        | Catalyst 9300 48-port UPOE, Network Advantage                | 1        |
| 2.0.1  | CON-SSSNT-C93004UA | SOLN SUPP 8X5XNBD Catalyst 9300 48-port UPOE, Network Adva   | 1        |
| 2.1    | C9300-NW-A-48      | C9300 Network Advantage, 48-port license                     | 1        |
| 2.2    | PWR-C1-1100WAC-P   | 1100W AC 80+ platinum Config 1 Power Supply                  | 1        |
| 2.3    | PWR-C1-1100WAC-P/2 | 1100W AC 80+ platinum Config 1 Secondary Power Supply        | 1        |
| 2.4    | CAB-TA-NA          | North America AC Type A Power Cable                          | 2        |
| 2.5    | C9300-SSD-NONE     | No SSD Card Selected   | 1        |
| 2.6    | C9300-STACK-NONE   | No Stack Cable Selected                                      | 1        |
| 2.7    | C9300-SPWR-NONE    | No Stack Power Cable Selected                                | 1        |
| 2.8    | TE-C9K-SW          | TE agent for IOSXE on C9K                                    | 1        |
| 2.9    | PI-LFAS-T          | Prime Infrastructure Lifecycle & Assurance Term - Smart Lic  | 1        |
| 2.9.1  | PI-LFAS-AP-T-5Y    | PI Dev Lic for Lifecycle & Assurance Term 5Y                 | 1        |
| 2.10   | D-DNAS-EXT-S-T     | Cisco DNA Spaces Extend Term License for Catalyst Switches   | 1        |
| 2.10.1 | D-DNAS-EXT-S-5Y    | Cisco DNA Spaces Extend for Catalyst Switching - 5Year       | 1        |
| 2.11   | TE-EMBEDDED-T      | Cisco ThousandEyes Enterprise Agent IBN Embedded             | 1        |
| 2.11.1 | TE-EMBEDDED-T-5Y   | ThousandEyes - Enterprise Agents                             | 1        |
| 2.12   | C9300-NM-8X        | Catalyst 9300 8 x 10GE Network Module                        | 1        |
| 2.13   | NETWORK-PNP-LIC    | Network Plug-n-Play Connect for zero-touch device deployment | 1        |
| 2.14   | C1-ADD-OPTOUT      | Cisco DNA Premier Add-On Session Opt Out (No Fulfillment)    | 1        |
| 2.15   | SC9300UK9-176      | Cisco Catalyst 9300 XE 17.6 UNIVERSAL UNIVERSAL              | 1        |

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|          |                   |   |   |
|----------|-------------------|---|---|
| 2.16     | C9300-DNA-A-48    | C9300 DNA Advantage, 48-Port Term Licenses        | 1 |
| 2.16.0.1 | CON-SSTCM-C93A48  | SOLN SUPP SW SUBC9300 DNA Advantage               | 1 |
| 2.16.1   | C9300-DNA-A-48-5Y | C9300 DNA Advantage, 48-Port, 5 Year Term License | 1 |

**Checkpoint Quantum 16000 Series:**

(Line 177)

Checkpoint recommended Built inclusive of addition of "CHECK POINT SOFTWARE TECHNOLOGIES LTD. : Enterprise Software Subscription & Premium"

| SKU<br>TO SYNEX P/N                | Mfg. P/N                   | Description   |
|------------------------------------|----------------------------|---|
| 5838372<br>CPS-SG16000PLUSNB       | CPAP-SG16000-PLUS-SNBT     | CHECK POINT SOFTWARE TECHNOLOGIES LTD. :<br>16000 Plus Appliance with SandBlast subscription<br>package for 1 year                |
| 5585791<br>CPSRAM64GB16000INSTA    | CPAC-RAM64GB-16000-INSTALL | CHECK POINT SOFTWARE TECHNOLOGIES LTD. :<br>Memory upgrade kit from 64GB to 128GB for 16000<br>appliance                          |
| 5487645<br>CPS-CPAC81CCINSTALL     | CPAC-8-1C-C-INSTALL        | CHECK POINT SOFTWARE TECHNOLOGIES LTD. : 8<br>Port 10/100/1000 RJ45 interface card compatible with<br>6000 Security Gateways only |
| 5487810<br>CPS-<br>CPESSPREMIUMADD | CPES-SS-PREMIUM-ADD        | CHECK POINT SOFTWARE TECHNOLOGIES LTD. :<br>Enterprise Software Subscription & Premium  |