

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

BID NO. F-969 Page 1
Show this number on envelope

Contract No. 39811

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 and the reverse side, 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" on the reverse side of this form. 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 _____ DAY OF _____, 2017
City, State Date Month Year

BIDDER MUST COMPLETE AND SIGN BELOW:

Firm Name Zones Inc.

Phone 310-766-0124 Fax: 800-417-1993

Address 13915 Cerritos Corporate Drive Ste A, Cerritos, CA 90703
Street City State Zip

[Signature] Ronald McFadden Chief Financial Officer
Signature Printed Name Printed Title

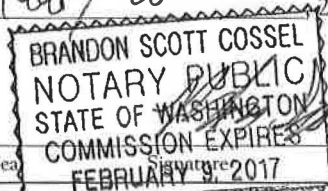
[Signature] Imran Yunus V.P Public Sector
Signature Printed Name Printed Title

(Approved Corporate Signature Methods) (AFFIX CORPORATE SEAL HERE)

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.

<p>County of <u>King</u> State of <u>Washington</u> S.S. Subscribed and sworn this date <u>January 26th</u> 2017  Notary Seal</p>	<p>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. By <u>[Signature]</u> Executive Director Harbor Department <u>5/9/17</u> Date</p>	<p>Approved as to form and legality <u>3-17</u>, 2017 City Attorney BY <u>[Signature]</u> Deputy</p>
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FORMAL REQUEST FOR BID

CITY OF LOS ANGELES
HARBOR DEPARTMENT

BID NO. F-969

SUBMIT BID TO:

Los Angeles Harbor
Department Purchasing Office,
1st Floor 500 Pier A Street
Wilmington, CA 90744

**BID DUE BEFORE
2:00 P.M.
January 31, 2017**

Buyer: Juan Benitez, Procurement Supervisor (310) 732-3896
Email: jbenitez@portla.org

**BIDS WILL BE PUBLICLY
OPENED**

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
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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] - + 1.00 %

State manufacturer: Hewlett Packard

Price list no./date: 2/6/2017

Applicable price column: Price Catalog is provided at www.Zones.com

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

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

REQ. NO.: D-17-179
NOTIFY: K. Chan

STATE TIME OF DELIVERY: 3-10 DAYS AFTER RECEIPT OF ORDER
TERMS Net 30 DISCOUNT FOR PAYMENT WITHIN _____ DAYS.
BIDDER MUST SIGN THIS BID ON PAGE 1

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2. 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] - + 1.00 %

State manufacturer: Lenovo

Price list no./date: 2/6/2017

Applicable price column: Price Catalog is provided at www.Zones.com

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

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

3. 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] - + 1.00 %

State manufacturer: Microsoft

Price list no./date: 2/6/2017

Applicable price column: Price Catalog is provided at www.Zones.com

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

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

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4. **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/EMC

Price list no./date: 2/6/2017

Applicable price column: Price Catalog is provided at www.Zones.com
Bidder shall include a copy of the manufacturer's latest price list(s) with the Quotation.

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

5. **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] - + .5 %

State manufacturer: Net App

Price list no./date: 2/6/2017

Applicable price column: Price Catalog is provided at www.Zones.com
Bidder shall include a copy of the manufacturer's latest price list(s) with the Quotation.

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

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6. **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] - + 1.0 %

State manufacturer: Brocade

Price list no./date: 2/6/2017

Applicable price column: Price Catalog is provided at www.Zones.com
Bidder shall include a copy of the manufacturer's latest price list(s) with the Quotation.

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

7. **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] - + 1.0 %

State manufacturer: Cisco

Price list no./date: 2/6/2017

Applicable price column: Price Catalog is provided at www.Zones.com
Bidder shall include a copy of the manufacturer's latest price list(s) with the Quotation.

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

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8. **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] - +1.0%

State manufacturer: Check Point

Price list no./date: 2/6/2017

Applicable price column: Price Catalog is provided at www.Zones.com

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

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

REQUEST FOR BID WORKSHEET (ATTACHMENT A):

Bidder must comply to specifications.

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 may 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.

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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 and the Los Angeles Business Assistance Virtual Network website – 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.

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: V.P

Telephone No.: 310-766-0124

Fax No.: 800-417-1993

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

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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 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 **\$750,000.00** 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 17/18	\$750,000
FY 18/19	\$750,000
FY 19/20	\$750,000

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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.

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

X 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:
_____.

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.

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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

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: 7:00AM A.M. to 5:30 PM P.M.

Saturday: 7:00AM A.M. to 3:00 PM 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.

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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 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. Track4LA[®] 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 Track4LA[®] 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 Track4LA[®] at <http://track4la.lacity.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.

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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.

RENEWAL

When an existing policy is timely renewed, you are encouraged to submit your renewal policy as soon as it is available to Track4LA[®]. 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.

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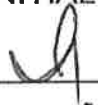
Auto Liability Insurance

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 **ONE MILLION DOLLARS (\$ 1,000,000.00)** 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 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.

FORMAL REQUEST FOR BID

**CITY OF LOS ANGELES
HARBOR DEPARTMENT**

BID NO. F-969

(SHOW THIS NUMBER ON ENVELOPE)

BID DUE BEFORE 2:00 PM ON: TUESDAY, JANUARY 31, 2017

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

Company: Zones Inc. _____

Address: 13915 Cerritos Corporate Drive _____

City: Cerritos, Ca 90703 _____

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 Inc. _____

ADDRESS: 1102 15th St. SW Suite 102 _____

Auburn, Washington, 98001 _____

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.

FORMAL REQUEST FOR BID

CITY OF LOS ANGELES
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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.

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.

FORMAL REQUEST FOR BID

CITY OF LOS ANGELES
HARBOR DEPARTMENT

BID NO. F-969

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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.

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.

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 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.

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.

FORMAL REQUEST FOR BID

**CITY OF LOS ANGELES
HARBOR DEPARTMENT**

BID NO. F-969

(SHOW THIS NUMBER ON ENVELOPE)

BID DUE BEFORE 2:00 PM ON: TUESDAY, JANUARY 31, 2017

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

FORMAL REQUEST FOR BID

CITY OF LOS ANGELES
HARBOR DEPARTMENT

BID NO. F-969

(SHOW THIS NUMBER ON ENVELOPE)

BID DUE BEFORE 2:00 PM ON: TUESDAY, JANUARY 31, 2017

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 MUNICIPLE 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.
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.

FORMAL REQUEST FOR BID

**CITY OF LOS ANGELES
HARBOR DEPARTMENT**

BID NO. F-969

(SHOW THIS NUMBER ON ENVELOPE)

BID DUE BEFORE 2:00 PM ON: TUESDAY, JANUARY 31, 2017

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 30th 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



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
Eugene D. Seroka
Ambassador Vilma S. Martinez President
Executive Director
David Arlan Vice President
Patricia Castellanos
Anthony Pirozzi, Jr.
Edward R. Renwick

DATE: January 27, 2017

BID ADDENDUM #1, Bid No.: F-969 DESCRIPTION: "IT EQUIPMENT, SUPPLIES AND RELATED SERVICES"

BID OPENING DATE: Tuesday, January 31, 2017, 2 p.m.

REVISED BID OPENING DATE: Tuesday, February 7, 2017, 2 p.m.

MODIFICATION:

Please use revised "ATTACHMENT A", REV 2, "Worksheet"

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,

Juan Benitez
Procurement Supervisor

ATTACHMENT "A", Rev 2

READ BEFORE COMPLETING THIS WORKSHEET:
 This estimated bid worksheet is for the purpose of establishing prices and comparing bids in order to determine the low bidder. The estimated units are used for evaluation purposes only. No guarantee can be given that these quantities will be reached or exceeded.
 ALL FIELDS MUST BE FILLED IN. If the cost of an item is zero (0) or no cost or the % Mark-Up is zero (0) or no cost, Bidders shall fill in the number zero (0) in the appropriate field. If an item is discontinued, please note "discontinued" on the Line Item and include a letter from the manufacturer or some other proof. Any fields left blank may render the bid non-responsive.
 Contractor shall provide new generations of equipment of the same types listed in Table 1 at the same % Mark-Up values or lower. For example, if the Contractor quotes the % Mark-Up over Landed Cost for the Dell Optiplex 749 Micro Form Factor BTX is 3%, when Dell comes out with a successor workstation model, POLA shall have the right to purchase it at a 3% Mark-Up over Landed Cost.
 Items listed below are samples of what may be purchased throughout the contract and POLA shall not be limited to the purchase of the items and quantities listed. The percentage mark-up submitted herein shall be firm during the term of the contract.
 For each item, enter your cost in the "VENDOR'S LANDED UNIT COST" column, your % Mark-up in the "PERCENTAGE MARK-UP (%)" column.
 If the specified part # is not available, please substitute with certified manufacture part # only.
 This spreadsheet will calculate automatically the columns for "POLA'S NET UNIT PRICE", the "EXTENDED PRICE" and the "GRAND TOTAL", so updating this worksheet by hand or typing is NOT recommended.
 Use the latest Excel worksheet posted on the website at www.labavn.org to complete your bid pricing. Save it on a CD, print a hard copy and submit both the hard copy and the CD with your bid response. DO NOT EMAIL.

TABLE 1: NEW IT EQUIPMENT WITH MANUFACTURER WARRANTY							
ITEM NO.	MANUFACTURER	DESCRIPTION	QTY	VENDOR'S LANDED UNIT COST	PERCENTAGE MARK-UP (%)	POLA NET UNIT PRICE	EXTENDED PRICE
1	HP	EliteDesk 800 35W G2 Desktop Mini PC - Intel Core i5-6500T (2.5GHz) - 8GB RAM - 500GB Hard Drive - Gigabit Ethernet, Windows 10 (W5X8UT#ABA)	500		0%	\$ -	\$ -
2	HP	HP EliteDisplay E240q Monitor - (M1P01AB#ABA)	500		0%	\$ -	\$ -
3	MICROSOFT	Microsoft Surface Pro4 Tablet - (7AX-00001 Microsoft) 12.3" - Core i5 6300U - 8 GB RAM - 256 GB SSD Tablet - no keyboard Operating Systems Windows 10 Pro 64-bit Intel Core i5 (6th Gen) 6300U / 2.4 GHz (3 GHz) / 3 MB Cache Display 12.3" touchscreen 2736 x 1824 Graphics Intel HD Graphics 520 Input Device Surface Pen Integrated Webcam Yes Networking Bluetooth 4.0, 802.11a/b/g/n/ac Battery Up to 9 hours Features Ambient light sensor Dockable Yes Security Trusted Platform Module (TPM) Security Chip, Windows Hello Color Silver Dimensions (WxDxH) 11.5 in x 7.9 in x 0.3 in Weight 27.72 oz Manufacturer Warranty - 1 year	25		0%	\$ -	\$ -
4	LENOVO	ThinkPad E470 (20h1c01WW) Processor Intel Core i5-7200U PROCESSOR (3M Cache, up to 3.10 GHz) Operating System Windows 10 Pro 64 Operating System Language Windows 10 Pro 64 English Display 14.0" FHD(1920x1080) IPS, AntiGlare Memory 8GB DDR4 2400MHz SODIMM Graphics Intel HD Graphics 520 Security Chip Software TPM & Hardware dTPM Display Panel 14.0" FHD(1920x1080) LED backlit, IPS, AntiGlare, Black Aluminum Keyboard Keyboard - English Pointing Device UltraNav (TrackPoint and TouchPad) without Fingerprint Reader Camera 720p HD Camera with MIC Hard Drive 500GB Hard Disk Drive, 7200rpm, 2.5" Battery 6 Cell Li-Ion Battery, 47Wh Power Cord 45W AC Adapter - US(2pin) Wireless Intel Dual Band Wireless 3165 AC, Bluetooth Version 4.0 No vPro Language Pack Publication - English Warranty 1 Year Depot or Carry-in	25		0%	\$ -	\$ -
5	HP	HP LaserJet Pro M402dn Printer (C5F94A#BGJ) 4800 x 600 dpi - USB 2.0 / Gigabit LAN - Duplex - Jet Intelligence	300		0%	\$ -	\$ -
6	HP	HP Color LaserJet Professional CP5225dn Printer (CE712A#BGJ) Color - Duplex - Laser - A3 - 600 dpi - up to 20 ppm (mono) / up to 20 ppm (color) - Cap	100		0%	\$ -	\$ -
7	HP	HP DL560 Server HP DL560 Gen9 CTO Mod-X (742657-B21) QTY -1 U.S. - English localization (742657-B21 ABA) QTY -1 HP DL560 Gen9 E5-4659v3 FIO Kit (742708-L21) QTY -1 HP DL560 Gen9 E5-4659v3 Kit (742708-B21) QTY -3 Factory Integrated (742708-B21 0D1) QTY -3 HP DL560 Gen9 CPU Mezz Board w/ Mech Kit (795107-B21) QTY -1 Factory Integrated (795107-B21 0D1) QTY -1 HP 32GB 4Rx4 PC4-2133P-L Kit (726722-B21) QTY -32 Factory Integrated (726722-B21 0D1) QTY -32 HP DL560 Gen9 2SFF Media Bay Kit (795090-B21) QTY -1 Factory Integrated (795090-B21 0D1) QTY -1 HP 146GB 8G SAS 15K 2.5in SC ENT HDD (652605-B21) QTY -2 Factory Integrated (652605-B21 0D1) QTY -2 HP Smart Array P440arr2G FIO Controller (749974-B21) QTY -1 HP Flex Fbr 10Gb 2P 556FLR-SFP+FIO Adptr (732456-B21) QTY -1 HP 2U LFF Easy Install Rail Kit (733662-B21) QTY -1 Factory Integrated (733662-B21 0D1) QTY -1 HP 62E 8Gb Dual-port PCI-e FC HBA (AJ763B) QTY -1 Factory Integrated (AJ763B 0D1) QTY -1 HP 1200W CS Plat PL HiPlg Pwr Supply Kit (656364-B21) QTY -2 Factory Integrated (656364-B21 0D1) QTY -2 HP 2U CMA for Easy Install Rail Kit (733664-B21) QTY -1	6		0%	\$ -	\$ -

		Factory Integrated (733664-B21 0D1) QTY -1	1		0%	\$	-	\$	-
		HP OV for DL 3yr 24x7 FIO Phys 1 Svr Lic (E5Y43A) QTY -1	1		0%	\$	-	\$	-
		HP 3Y 4 hr 24x7 Proactive Care SVC (H1K92A3) QTY -1	1		0%	\$	-	\$	-
		HP One View w/lo Supp (H1K92A3 SVN) QTY -1	1		0%	\$	-	\$	-
		HP ProLiant DL560 Gen9 Supp (H1K92A3 YHG) QTY -1	1		0%	\$	-	\$	-
		HP 15m Multi-mode OM3 LC/LC FC Cable (AJ837A) QTY -4	4		0%	\$	-	\$	-
		HP BLc 10G SFP+ SR Transceiver (455003-B21) QTY -2	2		0%	\$	-	\$	-
8	DELL	Dell EMC Unity SAN	2					\$	-
		UNITY 4X8GB SFP FC CONNECTION (D3SFP8F) QTY -1	1		0%	\$	-	\$	-
		UNITY 800GB FLASH 25X2.5 DRIVE (D3-2S12FX-800) QTY -6	6		0%	\$	-	\$	-
		UNITY 2TB NLSAS 15X3.5 DRIVE (D3-VS07-2000) QTY -31	31		0%	\$	-	\$	-
		UNITY 800GB 10K SAS 25X2.5 DRIVE (D3-2S10-600) QTY -13	13		0%	\$	-	\$	-
		UNITY 2X4 PORT 10GB ISCSI/ETH OPT IO (D3SL10IO4PT) QTY -1	1		0%	\$	-	\$	-
		UNITY 2U 25X2.5 DRIVE DAE FLD RCK (D3122F) QTY -1	1		0%	\$	-	\$	-
		UNITY 25 DRIVE DPE FLD INSTALL KIT (D31DEMCK2K5) QTY -1	1		0%	\$	-	\$	-
		UNITY 400 2U DPE 25X2.5 DRIVE FLD RCK (D32D32AF25) QTY -1	1		0%	\$	-	\$	-
		UNITY 5YSPACK 6X600GB 10K SAS 25X2.5 (D3SP-56X600-10) QTY -1	1		0%	\$	-	\$	-
		UNITY LEARNING CTR VIDEO 1 TITLE=UC (CE-UNITYLRNCT) QTY -1	1		0%	\$	-	\$	-
		NXT VALPAK (CE-EVALPAKXNT) QTY -1	1		0%	\$	-	\$	-
		UNITY 3U 15X3.5 DRIVE DAE FLD RCK (D3123F) QTY -3	3		0%	\$	-	\$	-
		UNITY 400GB FAST CACHE 25X2.5 DRIVE (D3FC-2S12FX-40) QTY -3	3		0%	\$	-	\$	-
		BASE PLUS IMPLEMENTATION (PS-BAS-UXIMBP) QTY -1	1		0%	\$	-	\$	-
9	NetApp	NetAPP SAN	2					\$	-
		FAS8020 High Availability System (FAS8020A-001-R6) - Qty 2	2		0%	\$	-	\$	-
		Chassis,FAS8020,AC PS,-C (X6226-R6-C) - QTY 1	1		0%	\$	-	\$	-
		Cable,Cnlr-Shell/Switch,2m,LC/LC,Op,-C (X6553-R6-C) - QTY 4	4		0%	\$	-	\$	-
		Cable,SAS Cnlr-Shell/Shell-Shell/HA,0.5m,-C (X6557-R6-C) - QTY 12	12		0%	\$	-	\$	-
		Cable,SAS Cnlr-Shell/Shell-Shell/HA,2m,-C (X6558-R6-C) - QTY 8	8		0%	\$	-	\$	-
		Cable,Ethernet,0.5m RJ45 CAT6,-C (X6560-R6-C) - QTY 12	12		0%	\$	-	\$	-
		Cable,Ethernet,2m RJ45 CAT6,-C (X6561-R6-C) - QTY 2	2		0%	\$	-	\$	-
		Cable,Ethernet,5m RJ45 CAT6,-C (X6562-R6-C) - QTY 2	2		0%	\$	-	\$	-
		Cable,Ethernet,3m RJ45 CAT6,-C (X6565-R6-C) - QTY 1	1		0%	\$	-	\$	-
		Cable,Direct Attach CU SFP+10G,0.5M,-C (X6568B-05-R6-C) - QTY 2	2		0%	\$	-	\$	-
		HBA,4-Port SAS 3/6/12Gbps (X2089-R6-C) - QTY 2	2		0%	\$	-	\$	-
		Rackmount Kit,4N2,DS14- Middle,-C,R6 (X5516A-R6-C) - QTY 1	1		0%	\$	-	\$	-
		Rackmount Kit,4-Post,Universal,-C,R6 (X5526A-R6-C) - QTY 8	8		0%	\$	-	\$	-
		SFP+ FC Optical 18Gb,-C (X6596-R6-C) - QTY 4	4		0%	\$	-	\$	-
		Documents,8020,-C (DOC-8020-C) - QTY 1	1		0%	\$	-	\$	-
		Power Cable,In-Cabinet,C13-C14,-C (X800-42U-R6-C) - QTY 18	18		0%	\$	-	\$	-
		Power Cable,In-Cabinet,C13-C14 (X800-42U-R6) - QTY 2	2		0%	\$	-	\$	-
		Rackmount Kit,4-Post,Universal,R6 (X5526A-R6) - QTY 1	1		0%	\$	-	\$	-
		Cable,SAS Cnlr-Shell/Shell-Shell/HA,2m (X6560-R6) - QTY 4	4		0%	\$	-	\$	-
		Cable,Ethernet,0.5m RJ45 CAT6 (X6560-R6) - QTY 1	1		0%	\$	-	\$	-
		Cable,Ethernet,2m RJ45 CAT6 (X6561-R6) - QTY 2	2		0%	\$	-	\$	-
		DSK SHLF,24x900GB,6G,0P,-C (DS2246- 21.6TB-0P-R6-C) - QTY 6	6		0%	\$	-	\$	-
		DSK SHLF,24x2.0TB,7.2K,6G,0P,-C (DS4246-0746- 24A-0P-R6-C) - QTY 2	2		0%	\$	-	\$	-
		6SD SHLF,12x200GB,QS (DS2246- SL024-12A-QS-R6) - QTY 1	1		0%	\$	-	\$	-
		OS -							
		OS Enable,Par-0,1TB,ONTAP,Cap-Stor,0P,-C (OS-ONTAP- CAP1-0P-C) - QTY 960	960		0%	\$	-	\$	-
		OS Enable,Par-0,1TB,ONTAP,Perf-Stor,0P,-C (OS-ONTAP- CAP2-0P-C) - QTY 1296	1296		0%	\$	-	\$	-
		OS Enable,Par-0,1TB,ONTAP,Ultra-Stor,0P,QS (OS-ONTAP- CAP3-0P-QS) - QTY 24	24		0%	\$	-	\$	-
		Software							
		SW-2,Premium BNOL,8020A,-C (SW-2-8020A-) - QTY 2	2		0%	\$	-	\$	-
		Service							
		CS-O2-4HR-VA SupportEdge Premium 4hr - QTY 1	1		0%	\$	-	\$	-
		Onsite, VA (VA)							
		Service Period Duration: 12 Months							
10	Brocade	Brocade SAN Switch with Support	4					\$	-
		Brocade 300 Switch - 8 Ports Active with 8 Gbps SFPs (BR-320-0008) - QTY 1	1		0%	\$	-	\$	-
		Brocade 1 years 24x7x4 Hardware Maintenance (300-SVS-40S-3) - QTY 1	1		0%	\$	-	\$	-
11	Cisco	Cisco Catalyst 3850-12X48U-S Switch - Managed - 48 (WS-C3850-12X48U-S) - QTY 1	8					\$	-
		Catalyst 3750X Stack Power Cable 30 CM (CAB-SPWR-30CM) - QTY 1	1		0%	\$	-	\$	-
		CAT3850 Universal k9 Image (S3850UK9-37E) - QTY 1	1		0%	\$	-	\$	-
		1100W AC Config 1 Power Supply (PWR-C1-1100WAC) - QTY 1	1		0%	\$	-	\$	-
		60CM Type 1 Stacking Cable (STACK-T1-60CM) - QTY 1	1		0%	\$	-	\$	-
		1100W AC Config 1 Power Supply (PWR-C1-1100WAC) - QTY 1	1		0%	\$	-	\$	-
		North America AC Type A Power Cable (CAB-TA-NA) - QTY 2	2		0%	\$	-	\$	-
		Cisco Catalyst 3850 8 x 10GE Network Module (C3850-NM-8-10G) - QTY 1	1		0%	\$	-	\$	-
		Cisco - Transceiver Module - SFP+ -1 x 10GBase-SR - 850 nm (SFP-10G-SR) - QTY 1	1		0%	\$	-	\$	-
		Cisco Catalyst 3850-24U-L Switch - Managed - 24 x 10/100/1000 (UPOE) - Desktop / Rack-mountable - UPOE (WS-C3850-24XU-L) - QTY 2	2		0%	\$	-	\$	-
		CAT3850 Universal k9 Image (S3850UK9-37E) - QTY 2	2		0%	\$	-	\$	-
		1100W AC Config 1 Power Supply (PWR-C1-1100WAC) - QTY 2	2		0%	\$	-	\$	-
		60CM Type 1 Stacking Cable (STACK-T1-60CM) - QTY 2	2		0%	\$	-	\$	-
		1100W AC Config 1 Secondary Power Supply (PWR-C1-1100WAC/2) - QTY 2	2		0%	\$	-	\$	-
		Cisco Catalyst 3850 8 x 10GE Network Module (C3850-NM-8-10G) - QTY 2	2		0%	\$	-	\$	-
		North America AC Type A Power Cable (CAB-TA-NA) - QTY 4	4		0%	\$	-	\$	-
12	CHECK POINT	Check Point 5600 Next Generation Threat Prevention Security Appliance - 10MB LAN - 100MB LAN - Gigabit Ethernet - 1U (CPAP-SG5600-NGTP)	2		0%	\$	-	\$	-



City Ethics Commission
 200 N Spring Street
 City Hall — 24th Floor
 Los Angeles, CA 90012
 Mail Stop 129
 (213) 978-1960

Prohibited Contributors (Bidders)

CEC Form 55

This form must be completed in its entirety and submitted to the awarding authority with your bid or proposal for the contract noted below. A bid or proposal that does not include a completed form will be deemed nonresponsive. Please write legibly.

Original filing Amended filing (original signed on _____; last amendment signed on _____)

Bid/Contract/BAVN Number (or other identifying information if no number):

Bid No F-969

Date Bid Submitted:

Description of Contract:

IT Equipment, Supplies and Related Services

Awarding Authority (Department):

Port of Los Angeles

BIDDER

Name: Zones Inc,

Address: 13915 Cerritos Corporate Drive Suite A, Cerritos, Ca 90703

Email (optional): imran.yunus@zones.com Phone: 310-766-0124

State Contractor ID: _____

State ID must be disclosed for identification purposes, even if not performing work on this contract under that license. If the bidder does not have a state contractor ID, indicate "not applicable".

PRINCIPALS

Please identify the names and titles of all 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: President and CEO

Address: 1102 15th Street SW, Auburn Washington 98001

Name: Ronald McFadden Title: CFO

Address: 1102 15th Street SW, Auburn, Washington 98001

Name: _____ Title: _____

Address: _____

Name: _____ Title: _____

Address: _____

_____ additional sheets are attached. Bidder is an individual and no other principals exist.



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 200 N Spring Street
 City Hall — 24th Floor
 Los Angeles, CA 90012
 Mail Stop 129
 (213) 978-1960

Prohibited Contributors (Bidders) CEC Form 55

SUBCONTRACTORS

Please identify all subcontractors whose subcontracts are worth \$100,000 or more (attach additional sheets if necessary). If the subcontractor has a state contractor license, the ID must be disclosed for identification purposes, even if the subcontractor is not performing work on this contract under that license.

Subcontractor: _____
 Address: _____
 State Contractor ID (for identification purposes; if none, indicate "not applicable"): _____

Subcontractor: _____
 Address: _____
 State Contractor ID (for identification purposes; if none, indicate "not applicable"): _____

Subcontractor: _____
 Address: _____
 State Contractor ID (for identification purposes; if none, indicate "not applicable"): _____

Subcontractor: _____
 Address: _____
 State Contractor ID (for identification purposes; if none, indicate "not applicable"): _____

Subcontractor: _____
 Address: _____
 State Contractor ID (for identification purposes; if none, indicate "not applicable"): _____

Subcontractor: _____
 Address: _____
 State Contractor ID (for identification purposes; if none, indicate "not applicable"): _____

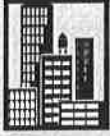
Subcontractor: _____
 Address: _____
 State Contractor ID (for identification purposes; if none, indicate "not applicable"): _____

Subcontractor: _____
 Address: _____
 State Contractor ID (for identification purposes; if none, indicate "not applicable"): _____

Subcontractor: _____
 Address: _____
 State Contractor ID (for identification purposes; if none, indicate "not applicable"): _____

_____ additional sheets are attached.

Bidder has no subcontractors on this bid or proposal whose subcontracts are worth \$100,000 or more.



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 (213) 978-1960

Prohibited Contributors (Bidders) CEC Form 55

PRINCIPALS OF SUBCONTRACTORS

Please identify the names and titles of all principals for each subcontractor identified on page 2 (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: _____

Subcontractor: _____

Name: _____ Title: _____

Address: _____

Subcontractor: _____

Name: _____ Title: _____

Address: _____

Subcontractor: _____

Name: _____ Title: _____

Address: _____

Subcontractor: _____

Name: _____ Title: _____

Address: _____

Subcontractor: _____

Of the subcontractors identified on page 2, the following are individuals and no other principals exist (attach additional sheets if necessary):

Subcontractor: _____

Subcontractor: _____

_____ additional sheets are attached.

Bidder has no subcontractors on this bid or proposal whose subcontracts are worth \$100,000 or more.

CERTIFICATION

I certify that I understand, will comply with, and have notified my principals and subcontractors of the requirements and restrictions in Los Angeles City Charter section 470(c)(12) and any related ordinances. I understand that I must amend this form within ten business days if the information above changes. I certify under penalty of perjury under the laws of the City of Los Angeles and the state of California that the information provided above is true and complete.

Date: 2/5/2017

Signature: 

Name: Imran Yunus

Title: V.P. Public Sector

Under Los Angeles City Charter § 470(c)(12), this form must be submitted to the awarding authority with your bid or proposal. A bid or proposal that does not include a completed Form 55 will be deemed nonresponsive.

ATTACHMENT "A"

READ BEFORE COMPLETING THIS WORKSHEET:

This estimated bid worksheet is for the purpose of establishing prices and comparing bids in order to determine the low bidder. The estimated units are used for evaluation purposes only. No guarantee can be given that these quantities will be reached or exceeded.

ALL FIELDS MUST BE FILLED IN. If the cost of an item is zero (0) or no cost or the % Mark-Up is zero (0) or no cost, Bidders shall fill in the number zero (0) in the appropriate field. If an item is discontinued, please note "discontinued" on the Line Item and include a letter from the manufacturer or some other proof. Any fields left blank may render the bid non-responsive.

Contractor shall provide new generations of equipment of the same types listed in Table 1 at the same % Mark-Up values or lower. For example, if the Contractor quotes the % Mark-Up over Landed Cost for the Dell Optiplex 749 Micro Form Factor BTX is 3%, when Dell comes out with a successor workstation model, POLA shall have the right to purchase it at a 3% Mark-Up over Landed Cost.

Items listed below are samples of what may be purchased throughout the contract and POLA shall not be limited to the purchase of the items and quantities listed. The percentage mark-up submitted herein shall be firm during the term of the contract.

For each item, enter your cost in the "VENDOR'S LANDED UNIT COST" column, your % Mark-up in the "PERCENTAGE MARK-UP (%)" column.

If the specified part # is not available, please substitute with certified manufacture part # only.

This spreadsheet will calculate automatically the columns for "POLA'S NET UNIT PRICE", the "EXTENDED PRICE" and the "GRAND TOTAL", so updating this worksheet by hand or typing is NOT recommended.

Use the latest Excel worksheet posted on the website at www.labavn.org to complete your bid pricing. Save it on a CD, print a hard copy and submit both the hard copy and the CD with your bid response. DO NOT EMAIL.

TABLE 1: NEW IT EQUIPMENT WITH MANUFACTURER WARRANTY

ITEM NO.	MANUFACTURER	DESCRIPTION	QTY	VENDOR'S LANDED UNIT COST	PERCENTAGE MARK-UP (%)	POLA NET UNIT PRICE	EXTENDED PRICE
1	HP	EliteDesk 800 35W G2 Desktop Mini PC - Intel Core i5-6500T (2.5GHz) - 8GB RAM - 500GB Hard Drive - Gigabit Ethernet, Windows 10 (W5X88UT#ABA)	500	\$ 591.40	1.00%	\$ 597.31	\$ 298,657.00
2	HP	HP EliteDisplay E240q Monitor - (M1P01A6#ABA)	500	\$ 219.00	1.00%	\$ 221.19	\$ 110,595.00
3	MICROSOFT	Microsoft Surface Pro4 Tablet - (7AX-00001 Microsoft) 12.3" - Core i5 6300U - 8 GB RAM - 256 GB SSD Tablet - no keyboard Operating Systems Windows 10 Pro 64-bit Intel Core i5 (6th Gen) 6300U / 2.4 GHz (3 GHz) / 3 MB Cache Display 12.3" touchscreen 2736 x 1824 Graphics Intel HD Graphics 520 Input Device Surface Pen Integrated Webcam Yes Networking Bluetooth 4.0, 802.11a/b/g/n/ac Battery Up to 9 hours Features Ambient light sensor Dockable Yes Security Trusted Platform Module (TPM) Security Chip, Windows Hello Color Silver Dimensions (WxDxH) 11.5 in x 7.9 in x 0.3 in Weight 27.72 oz Manufacturer Warranty - 1 year	25	\$ 1,071.23	1.00%	\$ 1,081.94	\$ 27,048.56
4	LENOVO	ThinkPad E470 (20h1c401WW) Processor Intel Core i5-7200U PROCESSOR (3M Cache, up to 3.10 GHz) Operating System Windows 10 Pro 64 Operating System Language Windows 10 Pro 64 English Display 14.0 FHD(1920x1080) IPS, AntiGlare Memory 8GB DDR4 2400MHz SODIMM	25	\$ 740.00	1.00%	\$ 747.40	\$ 18,685.00

TABLE 2: GENERAL IT EQUIPMENT, SUPPLIES & MANUFACTURER BASED SERVICES CATEGORY

ITEM NO.	DESCRIPTIONS	ESTIMATED PURCHASE AMOUNT FOR BID CALCULATION	PERCENTAGE MARK-UP	EXTENDED PRICE
1	Workstation and Monitors	\$ 500,000	1.0%	\$ 505,000
2	Servers	\$ 250,000	1.0%	\$ 252,500
3	Printers	\$ 100,000	1.0%	\$ 101,000
4	Laptops	\$ 100,000	1.0%	\$ 101,000
5	Tablets	\$ 50,000	1.0%	\$ 50,500
6	IT Appliances	\$ 200,000	1.0%	\$ 202,000
7	Data Center Switches	\$ 100,000	1.0%	\$ 101,000
8	Network Switches	\$ 100,000	1.0%	\$ 101,000
9	Storage Area Network	\$ 200,000	0.5%	\$ 201,000
10	Network Attached Storage	\$ 100,000	1.0%	\$ 101,000
11	Peripheral Equipment	\$ 100,000	1.5%	\$ 101,500
12	Manufacturer-Based Hardware Maintenance Service	\$ 50,000	1.5%	\$ 50,750
13	Manufacturer-Based Basic Hardware Installation Services	\$ 50,000	1.0%	\$ 50,500
14	Training	\$ 50,000	1.0%	\$ 50,500
15	Other	\$ 300,000	1.0%	\$ 303,000

APPROXIMATE TOTAL: \$

2,250,000

\$

2,272,250

ZONES™

ZONES™



WORKING TOGETHER



Port of Los Angeles

IT Equipment, supplies and Related Services

Zones, Inc.

13915 Cerritos Corporate Drive Suite A
Cerritos, Ca 90703

Feb 5, 2016

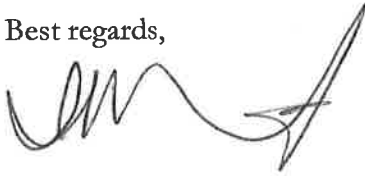
Juan Benitez
Procurement Supervisor
Port of Los Angeles
425 South Palos Verdes Street
San Pedro, Ca 90732

Dear Mr. Benitez,

Thank you for offering Zones the opportunity to become the Ports provider of IT Hardware and related services. We are confident that we will deliver cost savings, enhanced support and improved overall service.

Zones has successfully demonstrated that we are a trusted and reliable partner. We believe that our demonstrated record of success with several of our State and local customers with several completed projects with other clients, make us an ideal choice. As your point of contact I am available to answer any questions you may have. Please don't hesitate to contact me at the phone number or e- mail below.

Best regards,

A handwritten signature in black ink, appearing to read 'Imran Yunus', with a stylized flourish at the end.

Imran Yunus
Vice President, SLED
Imran.yunus@zones.com
310-766-0124

Section 1 – Minimum Requirements

Contractor shall meet the minimum requirements listed below. Any bid that does not meet the minimum requirements, is incomplete, and/or contains qualified responses to bid terms and conditions may render the bid non-responsive and may result in its rejection at POLA's sole discretion.

- A minimum of three (3) years of continuous work experience immediately prior to the due date of this RFB as a business directly engaged in the reselling of IT equipment and manufacturer's warranty maintenance services similar to the products, services, and volume described herein. Contractor shall submit at least 3 references with its bid where similar products, services, and volume were provided by the Contractor.

Please see references below

Reference 1:

Port of Seattle
2711 Alaska Way P69
Seattle, WA 98121
Jim Dawson
dawson.j@portseattle.org
206-787-3332

Reference 2:

City of Oklahoma City
100 N. Walker, Suite 200
Oklahoma City, OK 73102
Dan Keeth
Daniel.keeth@okc.gov
405-297-3954

Reference 3:

King County
Department of Finance and Business Operations
405 5th Avenue
Seattle, WA 98104
Amy Pierce
Amy.Pierce@kingcounty.gov
206-263-9400

***Zones has been in IT product and services business for 30 years and does meet this requirement.
Please see below references***

Zones is a certified Minority Business Enterprise powered by 1,600 creative professionals around the world dedicated to using technology to increase your success. Working in partnership with the world's largest technology companies, we will create solutions that enable you to increase revenue, productivity, and quality, and decrease cost, risk, and uncertainty.

We're local and global, working with customers across the public, private, and voluntary sector. You can find us in class rooms, board rooms, and treatment

rooms. In 911 call centers, data centers, and community centers.

You can find us anywhere customers need a technology partner and certified Minority Business Enterprise offering the flexibility, creativity, and personal attention of a small company with the stability, systems, and security of a global enterprise.

History

It all began 30 years ago in a small warehouse outside of Seattle, Washington. There were seven of us then, spending our days talking with customers, using our knowledge of technology to help them choose the hardware and software they needed to be successful, and making sure that everything arrived safely, wherever and whenever they needed it.

As the technology evolved, so did we. But our basic focus stayed the same. Only now making our customers successful required us to go deeper into their organization, as business analysts, solutions architects, and engineers. And “arriving safely” required managing inventory, logistics, and supply chains across a global network of warehousing and distribution points. As business moved into the cloud, we were already there, offering programming, provisioning, and management.

Our seven pioneers in Seattle are now 1,600 creative professionals working in integration labs, technology centers, business offices and logistics facilities around the world. And our customers span the world, too, working with us to increase their success in the public, private, and voluntary sectors.

Zones is a certified Minority Business Enterprise (MBE) and Corporate Plus member of the National Minority Supplier Development Council. This means State Farm can capture tier-one diversity spend on every single transaction billed through Zones. Not only has Zones won numerous Minority Supplier of the Year awards from councils throughout the U.S., but we were also recognized with the Northwest MSDC’s first-ever MBE-to-MBE Inclusion Award for our efforts to include minority suppliers in our own corporate contracts and purchases.

- All products and services specified in Appendix A shall be provided through an authorized reseller. All product warranty and extended maintenance support must be provided by the manufacturer directly. Dated and signed documents certifying that the Contractor and/or its partner(s) is (are) authorized reseller(s) shall be submitted with its bid. Failure to provide such documents may render the bid non-responsive.

Zones is an authorized reseller of all products requested by the Port. Please see attached letters from Distributors and/or Manufacturers.

- Contractor shall be required to complete all fields and bid on all items listed in Appendix A
 - o Appendix A is not intended to restrict orders placed under the contract and will be used to assist POLA in the evaluation of bids only. To ensure equitable evaluation, Contractor shall obtain and submit quotes from the manufacturer for all the items bid in Appendix A with POLA's name as the end customer and a quotation date that falls within the bid release date and bid close date. These quotes shall include the unit cost for each Item No. requested in Appendix A showing all the components covered under said item. These quotes shall be submitted as a part of the Contractor's bid response and will be used as price verifications during bid evaluations.

Zones understands this requirement and has provided all required quotes.

BID SCOPE

The purpose of this RFB is to provide a contract vehicle for the purchase of any computer-based equipment or system, optical equipment or system, other IT related equipment, and manufacturer-based warranty and maintenance services required by POLA. The equipment and services include, but are not limited to, desktop computers, laptops, tablets, printers, plotters, wireless equipment (Wi-Fi and Microwave), Public Safety radio and video system equipment, data storage systems, appliances, servers, Local Area Network (LAN) and Wide Area Network (WAN) equipment, associated software or firmware and peripherals necessary for integration into POLA's IT environment, and manufacturer-based SKU installation, training, repairs, warranty and maintenance services for equipment already owned by POLA as well as for new purchases. All equipment, software, firmware, and systems provided by the Contractor to POLA must be new unused current models for the US region and must come with a minimum 1-year manufacturer warranty at no extra cost to POLA. All equipment offered must qualify for any and all maintenance program(s) offered by the manufacturer. POLA shall not be required to perform additional work to have equipment covered under the manufacturer's maintenance program. Equipment must be configured to order and drop ship from the manufacturer plant upon receipt of purchase order. Equipment assembled and/or configured at reseller site will not be accepted.

Zones understands the Bid Scope, and will comply with all requirements.

Warranty and Subcontracting

All maintenance and/or warranty services purchased by POLA shall be performed directly by the equipment manufacturers and not by a third party/subcontractor nor by the successful bidder. The successful bidder is simply purchasing the warranty and/or maintenance plan from the equipment manufacturer on POLA's behalf and shall be responsible for registering POLA as the owner/title of equipment, warranty and maintenance plan and/or agreement. POLA will interface with the manufacturer directly for any warranty, maintenance supports and/or replacement services under the purchased plan and/or agreement.

Zones understands this requirement and will comply.

Pricing Determination

For this bid and the duration of the contract, Contractors shall provide pricing based on a percentage mark-up from the Contractor's cost.

Percentage mark-up shall remain firm for the duration of the contract. However, the Contractor's Costs may be subjected to change in accordance with the price adjustments made by the manufacturers. Contractor shall be required to notify POLA in writing of any decline or increase in prices within 10 days of manufacturer's notice to Contractor and give POLA the effective dates. Contractor shall provide POLA the benefit of any price decline for any POLA orders placed thereafter. Percentage Mark-up pricing is formulated by increasing the Manufacturer's price by an agreed upon percentage as submitted in Appendix A of the Contractor's bid. For example, if the Manufacturer's cost for a product is \$100.00 and the Contractor's proposed mark-up is 2%, the final price to POLA will be $(\$100.00 + \$100 \times 2\%)$ or a total of \$102.00. Contractor shall provide supporting documents confirming the cost of each item from the manufacturer with its invoice for pricing verification.

Zones understands this requirement and will comply. Zones is offering a cost plus price structure, as per page 6 of the bid document Zones will provide on line catalog and will provide manufacturer/Supplier invoice as proof of cost.

Price Quotations

Price quotations shall not take longer than three (3) business days from the date requested (unless the pricing data is not available from the manufacturer). Contractor shall give POLA the option of requesting a price quotation via email or via telephone. All contact information (e-mail, telephone, and mailing address) from the Contractor for obtaining price quotes shall be provided to POLA upon award of the contract. Price quotes

must contain the following:

- The Landed Cost F.O.B. delivery point requested by POLA for all items. For more detail on delivery, please refer to Section 6.
- Each item ordered must list the quantity, unit price and detailed descriptions.
- Coverage term for warranty and/or maintenance support services as applicable.
- The estimated delivery time.

Zones understands this requirement and will comply

OPTIONS AND FEATURES

As technologies advance, POLA intends to acquire the latest models or products from any new manufacturers of related technology available on the market that were not originally included in this RFB on an ongoing basis. POLA reserves the right to acquire all models and products from any manufacturers of related technology during the contract term in accordance with the percentage mark-up quoted in Appendix A under Table 3.

Zones understands this requirement and will comply

ORDERING

Procurements shall be accomplished by means of a POLA issued Purchase Order. Contractors may not accept verbal orders from POLA, or any order that is not on a Purchase Order approved by POLA.

Within three (3) business days after receipt of an order, the Contractor must verify the accuracy of this order and provide written or electronic notification of Contractor's acceptance or rejection of the order and if acceptance, the estimated delivery date.

If an item is discontinued, the Contractor must notify POLA ITD within three (3) business days of receipt of an order or upon notification by the manufacturer or distributor (whichever comes first) that the order cannot be filled. The Contractor must not fill the

order with a substitute item without the prior written approval and revised Purchase Order from POLA ITD. Items that are substituted without POLA ITD's prior approval may be returned at no cost to the City and the order cancelled. Contractor shall be responsible for the freight costs associated in the return of such item(s).

Zones understands this requirement and will comply

DELIVERY

- 6.1. Contractor shall deliver products to POLA within ten (10) business days after receipt of an order, unless the product is not available from the manufacturer. Contractor must notify POLA within three (3) business days if delivery of an order will be delayed beyond ten (10) business days. Contractor must keep POLA apprised of changes in the delivery status of the delayed orders.
- 6.2. Contractor must deliver, free of charge, all products sold to POLA. All shipments shall be made "F.O.B. Destination" to all POLA delivery locations identified on the Purchase Order. All shipments shall be delivered to facilities at or within 10 miles of 425 S. Palos Verdes Street, San Pedro, CA 90731. POLA reserves the right to request shipments to be delivered to POLA's Disaster Recovery Site and will reimburse contractor for the actual freight cost without additional markup. Contractor will be required to provide billing document for the freight cost as back-up documentation.
- 6.3. Orders must be delivered to POLA in total, unless a prior written authorization for partial shipment has been received from POLA.
- 6.4. All products shall be delivered inside the building(s) or inside the office suite(s) specified

- on the Purchase Order unless otherwise instructed by POLA.
- 6.5. If Contractor fails to deliver an item or items of the quality, in the manner, and within the time specified in this specification and/or bid document, POLA may cancel the order at no cost to POLA and acquire such item(s) from a different source.
 - 6.6. Delivery of an order will not be considered complete until all the items listed in the invoice are in POLA's possession. Deliveries of orders should be made Monday through Thursday between the hours of 9:00AM and 2:00PM Pacific Standard Time, excluding POLA holidays. No deliveries will be accepted on Fridays unless prior arrangements have been made with POLA ITD.

Zones understands delivery requirements and will comply

RETURN RIGHTS

Any items received by POLA that are found to be refurbished, defective, or damaged during shipping must be replaced at no cost to POLA. Any delivered items that do not match the requested items on POLA's issued purchase order must be replaced with the requested items on the purchase order at no cost to POLA. Contractor shall be responsible for all shipping costs associated with the return of these items back to the Contractor. Contractors shall accept all PCs, Servers, Storage Devices, Printers, and Network Equipment (defined as "Standard Procurements"), if they have not been opened, for return within thirty (30) days of delivery and credit POLA in full. POLA shall not pay restocking fees. For all other types of products and for products that have been opened, Contractors may only pass through actual and reasonable restocking fees incurred from a third party. Administrative costs and handling fees from the Contractor for returns shall not be allowed. On all returns, Contractor must provide documentation for restocking fees charged by manufacturer/supplier before POLA returns the item and provide this documentation when invoicing POLA.

Zones understands this requirement and will comply

CANCELLATION

Contractor shall allow any order of Standard Procurements to be cancelled by POLA within 7 days prior to its scheduled delivery.

Zones understands this requirement and will comply

TITLE AND WARRANTY

- 9.1. Warranty Service - Contractor shall pass on all warranties offered by manufacturers to POLA on all procurements. Contractor shall also offer any additional warranty services offered by a manufacturer for purchase.
- 9.2. Passage of Title - Contractor shall pass title of all items procured to POLA within 2 POLA business days of delivery and POLA must be eligible for all benefits of ownership including services provided at no additional cost under manufacturer's warranties. Failure to comply with any of the above may result in penalties of up to \$100 per day from the date that the issue is first reported by POLA to the Contractor.

Zones understands this requirement

COMMUNICATIONS WITH POLA

Contractors shall make reasonable efforts to respond to inquiries from POLA within one business day. POLA inquiries may include requests for consultation, pricing, order status, product comparisons, compatibility information and return information.

Contractors shall provide a local telephone number and an e-mail address(s) to accommodate such inquiries staffed by adequate personnel to provide prompt, courteous, and informed answers to POLA inquiries.

Zones Understands and will comply

CONTRACTOR PERFORMANCE

Performance of the Contractor will be monitored for the duration of the contract. Contractor will be monitored on the following:

- 11.1. Price quotations- Quotations should be provided to POLA within three (3) business days or less. Quotations that are provided to POLA after three (3) business days may negatively impact the Contractor's performance record.
- 11.2. Order Delivery- Orders should be delivered within ten (10) business days from receipt of POLA's purchase order if the item is in stock at the manufacturer. Orders delivered later than 10 business days for in stock items or after a promised delivery date may negatively impact the Contractor's performance record. Items that are back ordered or delayed due to the manufacturer will be exempt.
- 11.3. The Contractor should deliver the correct items the first time. Incorrect items delivered to POLA may negatively impact the Contractor's performance record.
- 11.4. Contractor shall submit the required insurance as specified in the attached Administrative Requirements and is responsible for keeping the insurance current at all times during the term of the contract. Failure to do so shall result in outstanding invoices not being paid until the Contractor's insurance is approved by POLA's Risk Management Office. Allowing Contractor's insurance to lapse or not providing POLA's Risk Management Office with current insurance documentation and renewals may negatively impact the Contractor's performance record.
- 11.5. All contractor's employees and/or manufacturers' representatives shall be required to comply with POLA Security Badge Program and shall obtain POLA identification badges, at no cost to POLA, upon award of contract in order to perform any warranty or maintenance services on POLA's properties. If POLA feels that the performance of the Contractor is not satisfactory, POLA reserves the right, at its sole discretion, to terminate the contract upon giving 30 days written notice, at no penalty to POLA. Upon termination, Contractor shall return all items belonging to POLA such as badges, permits, or any other items issued by POLA.

Zones Understands this requirement and will comply. Zones representatives will meet with POLA as often as needed to make sure that all the needs are being met and all issues re being addressed by the support team assigned to POLA .

CONTRACT AWARD

POLA will award a contract to the lowest cost, responsive, responsible bidder based on net price ranking of Appendix A, Grand Total field, subject to approval by the Board of Harbor Commissioners.

Zones understands this process.

ACCOUNT MANAGER

Upon award of the contract, the successful Contractor must designate an individual and a backup person within their organization as the Account Manager. Duties of the account manager shall include, but are not limited to:

- Provide price quotations and/or oversee this process to make sure the information is sent to POLA in a timely manner and reflects the correct pricing with best discounts applicable to POLA;
- Resolve any invoice issues;
- Represent the Contractor to POLA;
- Resolve any issues due to poor Contractor performance;
- Able to answer any inquiries with regard to the Contractor;
- Have the authority to make decisions on behalf of the company; and,
- Attend quarterly meetings and present reports as requested by POLA.
- Ensure that all manufacturer-based warranties and maintenance services are registered and confirmed with the appropriate manufacturer.

Zones understands this requirement and will assign an account manager who has multiyear experience in working with contracts such as the one resulting from this solicitation.

ZonesConnect User Guide

ZONES™

Connecting Business and Technology

Login/Access

- Access zones.com then login using your username/password



The screenshot shows the ZONES website interface. At the top, there is a navigation menu with links for 'Login', 'Order Status', 'Feedback', '800.468.5633', 'Search Products', 'Solutions & Services', 'Products', 'Global', and 'My Account'. Below the navigation is a login form with fields for 'Username' and 'Password', and a 'Log In' button. To the right of the login form is a shopping cart icon showing '0 \$0.00' and a 'Checkout' button. The main content area features a large image of a server room with the text 'Zones Solutions and Services' and 'We're experts in technology. It is as simple as that.' Below this is a sub-headline 'Delivering complex IT solutions, simply' and a 'Learn More' button. The ZONES logo is in the bottom right corner of the main content area.

A horizontal row of logos for various partners and sectors. From left to right, the logos are: Corporate, Healthcare, Public Sector, Retail, and Global. Below these are logos for Intel, APC, HP, VMware, Microsoft, and Apple.

Product Selection

Select product(s) and place in Shopping Cart. When you are finished shopping, click **Checkout**

The screenshot displays the ZONES website interface. At the top, a navigation bar includes links for 'Logout', 'Order Status', 'Feedback', and '800.408.5653'. The ZONES logo is prominently displayed, along with a search bar and a shopping cart icon showing '5 \$2,211.00'. Below the navigation, a sidebar lists categories: 'Shop Zones', 'Solutions & Services', 'Products', 'Global', and 'My Account'. The main content area features a welcome message from the Ecommerce Team, a ZC logo, and a list of navigation options: Standards, Recent Orders, Order History, Purchase History, AP Statements, Shopping Lists, Quotes, License Tracker, Manage Account, Purchase Mgmt., and Order Lookup. The product list includes:

- APC AR3100 NetShelter SX 42U Enclosure with Sides - 600mm x 1070mm - Black** (Item # AR3100, Item # 0003886, \$ 980.00)
- HP ProLiant ML350e Gen8** (Item # 68673-001, Item # 0362959, \$ 3,224.00)
- Epson WorkForce Pro WP4090 Network Color Printer w/PCL 11/16 ISO** (Item # C11029001, Item # 03631822, \$ 113.00)

Shopping Cart

- From the Shopping Cart you are able to:
- Change quantity and update cart
- Save items in the cart to Shopping Lists
- Create a quote by clicking Create Quote
- Or you can just Checkout

Shopping Cart

Item #	Description	Status	Unit Price	Qty	Est Price	Update	Delists
000126629	BELKIN PRO PARALLEL DB25M-COMM CABLE - 8FT A-B MFR: P2A046-06	In Stock	\$ 0.00	1	\$ 0.00	X	X
03031073	HP ML350p Gash 8-SFF 8-Core Xeon E5-2620 2.9 8GB DVD P4208512MB PS3PC MFR: 080714-301	In Stock	1,822.00	1			
03253258	REC MultiSync EA1920L BK 19in 1280x1024 DVI/VEA/Display Port LED Monitor MFR: EA1920L-BK	In Stock	174.00	2	\$ 348.00	X	X
00507701	28T BEE 12M AC FMS PRINTER DE244MICROCEITD0M C MFR: P2A045-20	In Stock	33.00	1	\$ 33.00		

Subtotal: \$ 2,211.00

Tax and shipping will be calculated in Checkout

Checkout >>

Create Quote

Shopping Cart/Create Quote

- Create Quote feature:

- Click **Create Quote** in the Shopping Cart
- Select Billing Address
- Select Shipping Address
- Select Shipping Method
- Click on "Submit quote to my Account Executive" if you would like your AE to take action
- Click on "Email a .pdf quote to recipient(s)" to send the quote to yourself or a colleague
- Enter Quote Name (optional)
- Enter Personalized Message (optional)
- Click **Send**

Shopping List
 Create
 License Transfer
 Manage Account
 Purchase Mgmt.
 Order Lookup
 Order Invoice
 Billing Cycle Date

Product Subscribers
 Need help using the new
 Commerce interface? We
 have your high-contrast
 print-ready companion?
 View list of essentials

Select Billing Address
Zone Admin

Select Shipping Address
Zone Admin

Shipping Information

Select a Carrier:

<input checked="" type="radio"/> FedEx Ground	\$1.00
<input type="radio"/> FedEx 2nd Day	\$25.04
<input type="radio"/> FedEx 1 Day 250gsm	\$225.00
<input type="radio"/> FedEx 1 Day 10.5lbm	\$411.36
<input type="radio"/> UPS Ground	\$122.27
<input type="radio"/> UPS 2 Day	\$152.22
<input type="radio"/> UPS 1 Day	\$400.00
<input type="radio"/> International Priority	\$4.00

Shipping Cost Calculator

Subtotal	\$2,211.00
Shipping	\$4.00
Tax	\$790.85
Total:	\$3,005.85

Quote Information

Submit quote to my Account Executive.
 Email a .pdf quote to recipient(s).
 Email Recipient(s): *required, no blue asterisk in P.O. Column.

Checkout – Step 1, Payment

To proceed with Checkout:

- Enter payment method
 - PO or Credit Card
 - Select Billing Address
 - Click **Continue »**

Checkout

[? Need Help?](#)

1 Payment Information **2** Shipping/Billing Details **3** Shipping Method **4** Review/Submit Order

Payment Information

Purchase Order **Credit Card**

Purchase Order #:

You can attach your PO during final order review

This is a secure encrypted payment
(Your credit card information will not be stored)

Credit Card Type #*:

Credit Card Expiration #*:


Credit Card #:

Credit ID #*:

AMEX Customer Ref #:

*Required Information

Card Identification Number

 Norton SECURED
POWERED BY VERISIGN

For your protection, please verify your credit card number by entering the card identification number

Billing Address

Selected Billing Address

Autumn Office

Shipping Options

Choose one:

Ship this order to a Single Destination

Ship this order to Multiple Destinations

[Previous](#) [Continue »](#)

Checkout – Step 2, Bill To/Ship To

- Select Ship To Address from dropdown selections

■ Click

[Continue »](#)

Checkout

[? Need Help?](#)

1 Payment Information

2 Shipping/Billing Details

3 Shipping Method

4 Review/Submit Order

Shipping/Billing Details

Bill To:

ZONCONNECT AUBURN TEST AP
699 SUPREME DR
BENSENVILLE, IL 60106

Ship To:

Default Billing
Auburn Office
Boston Office
Central Ave Office
Kent Office
Knoxville Office
Moe's Tavern
Puyallup Office
Seahawks HQ
Terano Office
Test Ship To Address Field Length with this line 1
Toronto Office
Tsar Lar



Item #	Description
03784231	LG EB2442T-BN 24in 1920x1080 Widescreen DVI/VGA LED monitor - 1000 to 1179.98

\$ 179.98

Subtotal: \$179.98

Do not ship until all items are available

[« Previous](#)

[Continue »](#)

Checkout – Step 3, Shipping Method

- Select a Shipping Method

■ Click [Continue »](#)

Checkout

[? Need Help?](#)

1 Payment Information 2 Shipping/Billing Details **3 Shipping Method** 4 Review/Submit Order

Shipping Methods

FedEx Ground: In-Stock orders placed before 6:00 p.m. ET Monday-Friday will arrive within 3 to 7 business days.

Ship to: Billing Address

Select a Carrier:

- FedEx Ground \$15.88
- FedEx 2nd Day \$31.72
- FedEx 1 Day 3:00pm \$40.16
- FedEx 1 Day 10:30am \$48.19
- UPS Ground \$18.40
- UPS 2 DAY \$42.00
- UPS 1 DAY \$69.99
- Special/Cust Freight \$0.00

Shipping Cost Calculator

Subtotal	\$179.98
Shipping	\$15.88
Tax	\$15.67
Total:	\$211.53



Order Cut-off Time

We make every effort to ship product the same day that it is ordered. Each order must go through credit approval process and be transmitted to the shipping warehouse. Each shipping warehouse has cutoff times that vary by location. Orders that arrive at the shipping warehouse past the cutoff time will ship the next business day.

[« Previous](#)

[Continue »](#)

ZONES

Checkout – Step 4, Review/Submit

- (Optional) Attach a PO
- Enter the Name of the person who is receiving the order into the Attention To: Field
- Add additional email addresses to have them receive an order and ship confirmation email with tracking info
- Click **Submit Order**

Checkout

1 Payment Information 2 Shipping/Carrier Details 3 Shipping Method 4 Review/Submit Order 5 Need help?

Review/Submit Order

Bill To:
ZONESCONNECT AUBURN TEST AP
899 SUPREME DR.
BENSENVILLE, IL 60106

Payment:
Purchase Order No: 307854F
Attach PO:

Item #	Description	Select	Qty	Est. Price
0291502	CLPS C38 Lightroom V4 IE LVL 1	Call For Availability	1	\$ 144.92
0722064	HP BLU650 Gmail 16-core AMD Ryzen 3 1600B	Call For Availability	1	\$ 2,719.99

Ship To:
ZONESCONNECT AUBURN/
TEST AP
899 SUPREME DR.
BENSENVILLE, IL 60106

Order Total: \$ 4,186.59

Customer Reference:

Additional email confirmation for this order only (comma separated):

Return Policy:
Several manufacturers have imposed certain restrictions on the return process. In all cases, return requests must be made within the specified time frame. In some instances, we administer a return policy with a partial refund. For more information, please contact our customer support.

Submit Order

Order Confirmation

■ Your order number will appear on the top right (starts with "B")

Checkout

[? Need Help?](#)

Order Confirmation

[Print this page](#)

Thank you for your order!

Your order has been successfully submitted. You will soon receive a confirmation email containing your order number. Tracking information will be posted to the order status page once your order has been shipped.

Your Order Number: **B2414417**
PO #: **asdfasf**

Item #	Description	Status	Unit Price	Qty.	Ext. Price
000126829	BELKIN PRO PARALLEL DB25MCS6M CABLE - 6FT A-	In Stock	\$ 8.00	1	\$ 8.00
03631073	HP ML350p Gen8 SFF 6-core Xeon E5-2620 2.0 8G	In Stock	\$ 1,822.00	1	\$ 1,822.00
03253258	NEC MultiSync EA192M-BK 19in 1280X1024 DVWG	In Stock	\$ 174.00	2	\$ 348.00
00501701	20FT IEEE 1284 AC PAR PRINTER DB25M/MICROCENT	In Stock	\$ 33.00	1	\$ 33.00

Ship To:
CARRIE BARKER
ECOMMERCE TEAM
1102 15TH ST SW
AUBURN, WA 98001
Attention :

Subtotal: \$ 2,211.00
Shipping: \$ 0.00
Tax: \$ 210.05
Total: \$ 2,421.05

Order Total: \$ 2,421.05

[Print this page](#)

[Continue Shopping](#)

Order Status

Select Recent Orders from the menu on the left side to view updates on recent orders, view invoices and check tracking

ACCOUNT EXECUTIVE Lane Emerrick lane.emerrick@zones.com (253) 265-3992 • (800) 254-6682 • Fax: (253) 265-3992

Logout Order Status Feedback 880.683.9853

Welcome to ZonesConnect

ZONES Search Products

Shop Zones Solutions & Services Products Global My Account \$ 6 \$2,211.00 Checkout

VIEW orders placed in the last 14 days, including invoices and tracking information

Order #	Order Date	P.O. #	Order Amt.	Last Ship Date	Status
8241378	08/10/2014	12312124	\$ 3,483.77		In Process
8241328	08/04/2014	invoiced	\$ 1,003.30		In Process
8240274	08/02/2014	dlawc	\$ 1,539.62		In Process
8241873	08/02/2014	1234	\$ 1,073.50		In Process
8240776	08/02/2014	Test Email Lun	\$ 208.44		In Process
8240888	08/01/2014		\$ 8,192,894.85		In Process
8240682	08/01/2014	sd	\$ 1,873.10		In Process
8240227	08/01/2014	12328884	\$ 1,882.15		In Process

Standards Recent Orders Order History Purchase History AP Statements Shopping Lists Quotes License Tracker Manage Account Purchase Mgmt.

View Orders View Orders View Orders View Orders View Orders View Orders View Orders

Tracking

Click on the hyperlink to track your package

[Home](#) | [Order Status](#) | [Feedback](#) | [888.498.3883](#) | [Welcome to Zonedirect](#)
ZONES | [Search Products](#) | [Sales & Services](#) | [Products](#) | [Global](#) | [My Account](#) | [\\$ 82,211.00](#) | [Cart](#)

YOUR ACCOUNT EXECUTIVE: [Lara Emanuel](mailto:Lara.Emanuel@zones.com), [\(251\) 265-3892](tel:(251)265-3892) • [\(800\) 254-4882](tel:(800)254-4882) • [Fax: \(251\) 256-2982](tel:(251)256-2982)

Standards

Recent Orders

Order History

Purchase History

AP Statements

Shipping Lists

Quotes

License Tracker

Manage Account

Purchase Mgmt.

Recent Orders

Review orders placed in the last 14 days, including invoices and tracking information

Order #	Order #	Order Date	Order Amt.	Lead Ship Date	Status
123123124	123123124	04/18/2014	\$ 3,489.77		In Process
123123124	123123124	04/18/2014			
123123124	123123124	04/18/2014			
123123124	123123124	04/18/2014			
123123124	123123124	04/18/2014			
123123124	123123124	04/18/2014			
123123124	123123124	04/18/2014			
123123124	123123124	04/18/2014			
123123124	123123124	04/18/2014			
123123124	123123124	04/18/2014			

PRINT

P.O. Attachments:

Some orders ship in multiple shipments due to the size of the order or product availability.

Click on the drop down box to see any or all shipments in this order that were placed for that address:

01

Click on a tracking number to see your shipment details

Ship Level	Ship Date	Ship Method	Tracking #	ETA Date	POD Signature
01	04/18/2014	FedEx Ground	3275827103148		



View Quotes

- Click on the View Quotes link to select recent quotes
- Click on the hyperlink or the View Quote button to open quote and view PDF

Quotes
Review quotes created in the last 7 days

Open Quote	Quote Items	Submission Date	Cardex Total	Response Total	Expiration	View Quote	View Quote
B211630	B211630-1	05/05/2014	\$1105.00	\$ 880.00	04/22/2014	X	X
B211636	B211636-2	05/05/2014	\$1105.00	\$ 880.00		X	X

Example email address: example@yourdomain.com

Buttons: [View Quote](#), [View Quote](#)

View Quotes

Use right scroll bar to scroll through your quote

Quotes - Quote Details

View and modify quote details

Page: 1 of 1
Automatic Zoom

ZONES™
Connecting Business & Technology

Bill To :
ECCOMMERCE TEAM
ECCOMMERCE TEAM A/P
1102 15TH ST SW
AUBURN WA 98001
Phone : (253)205-3000

Ship To:
ECCOMMERCE TEAM
CARRIE BARKER
1102 15TH ST SW
AUBURN WA 98001

06/06/2014
Account # 300675571
Quote : B2411630

Software prices subject to change
Hardware quotes are valid for 7 business days
Memory Prices are valid for 24 hours only, call for verification

REMIT PAYMENT TO:
ZONES, INC
P.O. BOX 34740
SEATTLE, WA 98124-1740

Lars Emerick
Email: lars.emerick@zones.com

PLEASE SEND PURCHASE
ORDERS DIRECTLY TO YOUR
ZONES ACCOUNT EXECUTIVE
VIA FAX OR EMAIL

Item#	Qty	Mfr. Name	Description	Manufacturers Part #	Unit Price	Total
P 00403688	1	APC	APC NetShelter AP3100 SX 42U Enclosure with Sides - BLACK	AP3100	980.00	980.00

View Quotes

- To purchase quote, click on Place Order Now
- To modify quote, click Add to Cart. The quote will be placed into the Shopping Cart for more options. Here you can update quantity, continue shopping, save to Shopping Lists, search or Checkout.

Purchase Order #:

Attach PO:

Clear

Browse

Purchase Order

Credit Card

This is a secure encrypted payment
(Your credit card information will not be stored)

Credit Card Type #:

Credit Card Expiration #:

Credit Card #:

Credit ID #:

AMEX Customer Ref #:

Required Information

Norton SECURED
powered by Symantec

Card Identification Number

American Express Only

Place Order Now

Add to Cart

Additional Order/Ship Confirmation Emails (comma separate):

ZONES 16

Thank You!

**If you need further assistance, please contact your
Zones Account Executive**

ZONES™

Connecting Business and Technology

Letters of Authorizations
For
Zones Inc.

Certificate Of Partnership



Effective from: November 30, 2016

ZONES INC

UNITED STATES

It is an **HP Partner First** member and has the following designations:

Platinum

Partner First Platinum Imaging Printing Partner
Partner First Platinum Supplies Partner

Partner First Platinum Personal Systems Partner

Specializations

Partner First Managed Print Specialist
Partner First Mobility Solutions Specialist
Partner First Technical Production Specialist

Partner First Managed Print Specialist Select
Partner First Services Specialist Delivery

Handwritten signature of David Lary in black ink.

David Lary
Vice President
Partner Development & Programs
Americas Commercial Channel
HP Inc.

Handwritten signature of Claudio Raupp in black ink.

Claudio Raupp
VP LATAM Channels &
Managing Director HP Brazil



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Microsoft Corporation
One Microsoft Way
Redmond, WA 98052-6399

Tel 425.882.8080
Fax 425.706.7329
www.microsoft.com



April 22, 2016

Re: Zones' Microsoft Authorized Device Reseller Authorization

To Whom It May Concern:

This letter confirms that Zones, Inc., located at 1102 15th St. SW Suite 102 Auburn, WA 98001, is a Microsoft Authorized Device Reseller during Microsoft's Fiscal Year 2016.

Please contact me with any questions.

Cordially,

A handwritten signature in black ink, appearing to read "m. grady", written in a cursive style.

Michael Grady | Partner Sales Executive

migrady@microsoft.com

425.882.8080

Lenovo.com

1009 Think Place
Morrisville, NC 27560

The Lenovo logo is positioned vertically on the right side of the page. It consists of the word "Lenovo" in a white, sans-serif font, set against a dark grey rectangular background.

1/23//2017

To Whom It May Concern:

This letter is to certify that Zones, Inc. is a Lenovo Authorized Reseller for the resale of Lenovo Think brand products. Zones, Inc. partner SAP BPID is: 1213385701

A handwritten signature in black ink, which appears to read "Kris Holladay". The signature is fluid and cursive.

Kris Holladay

Lenovo Partner Assist Manager



Hewlett Packard Enterprise

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

December 2, 2016

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

To whom it may concern:

Zones Inc. 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 Inc. holds the following additional authorizations:

Hewlett Packard Enterprise Storage [PLS: 3Z, 4F, LJ, LK, and LM]
Hewlett Packard Enterprise Business Critical Servers [PLs: 1X, 23, TQ, and TR]
Hewlett Packard Enterprise Networking [I6]
Superdome [PL 1X/12]
Arcsight
Fortify
Tipping Point

Zones Inc. 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 / 1-888-629-6914

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

Sincerely,

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



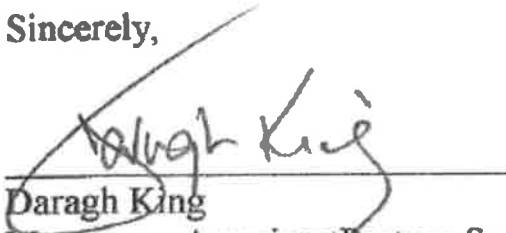
January 18, 2017

Zones, INC
1102 15th St SW
Auburn, WA 98001

To Whom It May Concern:

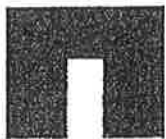
This letter is to confirm that pursuant to the Authorized Reseller Marketing Support Agreement (the "Agreement") between EMC Corporation ("EMC") and **Zones, INC (1102 15th St SW, Auburn, WA 98001)**. **Zones, INC** is currently authorized to resell EMC equipment, software licenses, and associated maintenance services, as purchased from an EMC authorized distributor. This includes the full portfolio of Backup & Recovery, Storage, and Enterprise-Class Storage products.

Sincerely,



Daragh King

Manager – Americas Partner Support Center
EMC Corporation
55 Constitution Blvd.
Franklin, MA 02038



NetApp™

www.netapp.com

703.918.7200 Tel
703.918.7301 Fax

1921 Gallows Road
Suite 600
Vienna, VA 22182

January 24, 2017

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

REF: Port of Los Angeles Bid No. F-969

To Whom It May Concern,

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

NetApp shall provide to Zones the products and services ("Products") listed in NetApp's North America Price List for the above-referenced **Port of Los Angeles Bid No. F-969** ("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.

Zones must at all times be a NetApp reseller in good standing. If for any reason Zones' contract with NetApp lapses or is terminated, the authorization under this letter shall immediately be revoked and Zones 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 Zones' 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 Zones 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. Zones 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 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:
Point of Contact:
Address:
Telephone:

NetApp, Inc.
Harry Franks, SLED Sales Operations Manager
495 E. Java Drive, Sunnyvale, CA, 94089, USA
408-822-6000

Fax:
NetApp Dun and Bradstreet No:

703-918-7301
80-205-4742

Sincerely,

A handwritten signature in black ink, appearing to read 'Robert Stein', with a stylized flourish at the end.

Robert Stein
Vice President



To Whom It may concern,

Zones is an authorized reseller of Brocade products and solutions.

If you have any questions, please contact me.

Best Regards,

James Dunlap

National Account Manager-Channel Sales

C: 310.908.3237

Jdunlap@brocade.com

www.ruckuswireless.com

www.brocade.com

https://www.youtube.com/watch?v=BvIu_g3nN4g



MANUFACTURER'S AUTHORIZATION FORM

Date: January 17, 2017

To: Port of Los Angeles, Harbor Department Purchasing Office
500 Pier "A" Street
Berth 161
Wilmington, CA 90744

Subject: Bid #F-969 LA BAVN ID 29210 IT EQUIPMENT, SUPPLIES, AND RELATED SERVICES

Cisco Systems, Inc., a company duly organized under the laws of the State of California 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 ("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.

This Authorization 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 for and on behalf of: **Cisco Systems, Inc.**

A handwritten signature in black ink, appearing to read "Travis Waters".

Travis Waters, Director, Mgmt-Finance

AUTHORIZED RESELLER LETTER

January 26, 2017

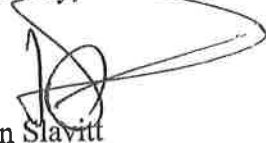
Los Angeles Harbor Department
Purchasing Office, 1st Floor
500 Pier Street
Wilmington, CA 90744
Attention: Juan Benitez,
Procurement Supervisor
(310) 732-3896
jbenitez@portla.org

Dear Sir or Madam:

This letter confirms that Zones Inc., located at 1102 15th Street SW, Auburn WA 98055, US ("Zones"), is currently a 3 Star Partner and authorized reseller of products and support for Check Point Software Technologies, Inc. ("Check Point") and may purchase Check Point products and support through Check Point's authorized distributors, for resale to end users.

If you have any questions, please contact Mr. Michael Allen, Channel Manager, National Resellers West Region, at mallen@checkpoint.com.

Sincerely,



John Slavitt
General Counsel
Check Point Software Technologies, Inc.

January 24, 2017

38042792

ZONES INCORPORATED
Attn: Wilson Garcia

233 N. Michigan Avenue
Suite 2600
Chicago, IL 60601

RE: Port of Los Angeles (Harbor Dept) Bid # F-969

TO WHOM IT MAY CONCERN:

Tech Data Corporation ("Tech Data") is one of the largest distributors of microcomputer hardware and software in the United States. As of the date of this letter **ZONES INCORPORATED** ("Customer") is a reseller in good credit standing with Tech Data. Subject to applicable manufacturer restrictions, Customer is authorized to purchase product from Tech Data. A line card with a listing of products available from Tech Data is attached for your reference.

The information contained herein is valid as of the date of this letter, and Tech Data assumes no obligation to update information in the event of change in Customer's credit standing or the products available from Tech Data.

Sincerely,



Richard Pereira

Vice President Sales, National and Major Accounts

3Dconnexion, Inc.	ASUS Computer International
3M Stationary and Office Supplies	AT&T
3M Specialty Displays and Projection Business Unit	Atom Labs, LLC
A&D Engineering, Inc.	Atto Technology, Inc.
Absolute Software Corporation	Autodesk, Inc.-Canada
Acer America Corporation	Avaya Canada
Acer Latin America	Avenir Telecom
Actiontec Electronics	Avocent Huntsville Corp.
ActivAeon LTD	Axcient, Inc.
Acosta Training	Axiom Memory Solutions
Acoustic Arc International	Axis Communications, Inc.
Acronis Canada	Bancroft Technology Group
Add On Computer	Barracuda Networks
Adara Networks	Barrister Global Services Network, Inc.
Adesso	Battery Technology, Inc.
Adex	Belkin International, Inc.
Advanced Digital Information Corporation	BenQ Latin America Corp.
Agile Thought, LLC	BenQ Canada
Ainsworth, Inc.	Beyond Trust, Inc.
AirLink 101	Bi-Silque Visual Communication Products
Airo	Biometric Associates, LP
Airwatch	BitTitan, Inc.
Alienware Corporation	Blueforce Development Corporation
Allied Telesis, Inc.	Blu Products
Altigen Communications, Inc.	Blue Microphones
Amazon Web Services	Boson Software LLC
Ambir Technology, Inc.	Brawn Consulting, LLC.
Americas Media and Energy Group, a division of	Bretford Manufacturing, Inc.
Sony Latin America, Inc.	Brocade Communications Systems, Inc.
Antemeta SAS	Brother International Corporation
Anthian, LLC.	Buffalo Americas, Inc.
AnythingIT, Inc.	CA, Inc.
Apex Systems	CA Technologies
Apogee dba Kanex	C2G
Apple Computer Inc.	Canon USA Inc.
Apple Latin America	Carbonite, Inc.
Aprima Medical Software, Inc.	Case Logic
Aprivia	Cbeyond, Inc.
Aruba Networks, Inc.	Centon Electronics
Arvato Digital Services LLC	Champion Solutions Group dba

	MessageOps
Aster Graphics, Inc.	
Check Point Software	Fiberlink
Chief Manufacturing, a division of Milestone AV Technologies LLC	FileMaker, Inc.
Ciena Communications, Inc.	Fortinet, Inc.
Cirrus Data Solutions	Fujitsu America, Inc.
Cisco Systems, Inc. et al	Fujitsu Computer Products of America, Inc.
Cleer Limited dba Cleer Delaware, LLC.	Gardant Technologies, Inc.
Collab 9	Gecko Gear
Computer Exchange Ltd.	Global Digital Technology, Inc.
Comtrol Corporation	Global Knowledge Network, Inc.
Conduvix Technologies Corporation	Global Marketing Partners, Inc.
Connect Wise	GlobalNet Training Solutions
Corel Corporation	Google, Inc.
CTA Digital, Inc.	GRABBA
Cyber Power Systems (USA), Inc.	Green Cartridge Technology
Datalocker, Inc.	Gresso, LLC
Dell Marketing USA LP	Griffin Technology, Inc.
Dell World Trade L.P.	Ground Control Solutions
Dialogic Corporation	Harman Consumer, Inc.
Digi International, Inc.	Hewlett-Packard Company
Digitech Systems, Inc.	High Wire Networks
DinCloud	Hitachi America, Ltd.
DKO International, Inc.	HTC
EarthLink, Inc.	I/O Magic Corporation
Eaton Corporation	I-Blason, LLC
eBryIT, Inc.	IBM Corporation
Egan TeamBoard	Image Communications Corp.
Eizo, Inc.	Incipio Technologies, Inc.
Electronic Systems Protection, Inc.	Infinio Systems, Inc.
Elitegroup Computer Systems, Inc.	InFocus Corporation
EMC Corporation	Innoco Technology Group
Encover, Inc.	Innovatia, Inc.
Envision Peripherals, Inc.	Innovations Computers Group, Inc.
Epson America, Inc.	Innovimobile, LLC
eReplacements, LLC	Insperty Business Services
Ergotron, Inc.	Intel Corporation
Evault, Inc.	IntelPeer
Extreme Networks, Inc.	Intermedia.Net, Inc.
Eye-Fi, Inc.	International Laser Group
	Intuit, Inc

Fast Lane Consulting and Education Services, Inc.	iolo Technologies, Inc.
Fellowes	
iOmounts, LLC	Mach Speed Holdings LLC.
IP Commerce, Inc.	Mail Protector
Ipswitch, Inc.	Man & Machine
IP Trade Networks	McAfee, Inc.
Istore Victoria Inc.	Meebox, Inc.
iTeam, Inc.	Meet Me in the Cloud LLC
IT Mission	Mellanox Technologies, Inc.
	Mentor Media USA Supply Chain Management, Inc.
Jatheon Technologies	
JAMF Software, LLC	Microsoft
	Mitsubishi Electric Visual Solutions America, Inc.
JAWBONE	MOBI Wireless Management, LLC.
JEHE Technology	
Jolera, Inc.	Mobile Edge
Kaspersky Lab, Inc.	ModusLink Corporation
Keebox, Inc.	Motorola
Kensington Technology Group, a division of ACCO Brands, Inc.	Motorola Mobility, Inc.
Keywest Technology, Inc.	Mozy
Kingston Digital	MTM Technologies, Inc
Kingston Technology Company	National Sales Source
KIS Software	NCP Network Communication Products
Knowledge Key Associates, Inc.	NDS Surgical Imaging, Inc.
Koda Case, Inc.	NEC Display Solutions of America, Inc.
Kodak Alaris, Inc.	NetEffect, Inc.
Kofax Image Products	NetX Information Systems, Inc.
Koolspan, Inc.	Netgear, Inc.
Lab Tech	Net IQ, Inc.
Lantronix Corporation	Netlan Technology Center, Inc.
	NetManage
Lava Computer MFG, Inc.	New Horizons Computer Learning Centers, Inc.
Learn iT!, Inc.	Next Step Learning
Learn.com, Inc.	Night Owl SP, LLC
Learnquest	Nokia
Lenovo, Inc.	Novatel Wireless
Lexar Media, Inc.	Novell, Inc.
Lexmark International, Inc.	NterOne Corporation
LG	NVIDIA Corporation
Liebert Corporation	OBI Connect
Lifeworks	OCZ Technology Group, Inc.

Logical Maintenance Solutions	Oki Data Americas, Inc.
Logitech, Inc.	Olympus Imaging America, Inc.
Loop1 Systems, Inc.	Ominivex Corporation
M-Edge International	
OnForce, Inc.	Samsung Electronics Latin America
	Sanford L.P., an operating division of
Open Computing	Newell
Option Wireless Technology	Rubbermaid, Inc
Oracle America, Inc.	SAP America, Inc.
Panasonic Systems Communication Company	Saratoga Speed, Inc.
Panasonic Latin America, S.A.	Seal Shield, LLC.
Panduit Corporation	SEEBURGER, Inc.
Parallels, Inc.	Seidio
Peek 10	Seismic LLC
Peerless Industries, Inc.	Sennheiser
Pentax Ricoh Imaging Company	Sharp Electronics
Perfect Fit Technologies	Sherweb, Inc.
PGi	Shortel, Inc.
Philips Accessories and Computer Peripherals	Sierra w/o Wires
Philips Speech Processing North America	SIIG, Inc.
Planar Systems, Inc.	Skillsoft
Plantronics, Inc.	Skyline Computer Corporation
PNY Technologies, Inc.	Small Dog Electronics, Inc.
POSDATA, A Business Unit of Control Solutions, Inc.	Smart Source, Inc.
Promise Technology, Inc.	Softlayer by IBM
Promethean, Inc.	Solarflare Communications, Inc.
Proservelt Corporation	Solarwinds.net, Inc.
Proxicast	Sonicwall
Pure WRX	Sony Creative Software
Qlogic Corporation	Sony Electronics Inc.
Quality Computer Accessories, Inc.	Sony Puerto Rico, Inc.
	Sony Recording Media and Energy Latin
Quattro, Inc.	America
Quintum Technologies, Inc.	Soonr
Rackforce, Inc.	Source Support Services, Inc.
Raritan, Inc.	Spring Path
Red Hat, Inc.	Sprint
Redfly	SquareTrade, Inc.
Refexion Networks, Inc.	SRA OSS, Inc.
Reticare	Stack IQ, Inc.
Revolve Mobile	StarTech.Com USA LLP
RF Industries	Stephen Gould

Ricoh Corporation	STM Bags, LLC
Ricoh Imaging Americas Corporation	StorageCraft Technology Corporation
Rise Vision, Inc.	Super Micro Computer, Inc.
Samsung Electronics America, Inc.	Superna
Supply-Chain Services, Inc.	VARStreet, Inc.
Symantec Corporation	Vasco Data Security, Inc.
T Mobile	VCE Company, LLC
Tandberg Data Corp.	Verbatim Americas, LLC.
Targus, Inc.	Veterans Engineering & Professional Services
TCT Mobile	Via West
Tech 2000, Inc.	videoNEXT, Inc.
Tech Sherpas	ViewSonic Corporation
Technocel	Virtual Iron Software
Telovations, Inc.	Visioneer, Inc.
Toshiba America	VMware, Inc.
Total Defense, Inc.	VXL Instruments Limited
Trade Kreative Solutions Group, Inc.	Wasp Technologies - Informatics
TrainerBox, Inc.	WatchGuard Technologies, Inc.
Transcender	Webroot Software, Inc.
Transition Networks, Inc.	Westlake Training and Development
Trend Micro, Inc.	West Tech Solutions
Trendware International, Inc.	Windows Phone
Tripp Lite	Winnov
Tulsat Corporation	Wyse Technology
U.S. Robotics Corporation	Xerox Corporation
United Digital Technologies	Xobni
United Services Source	Zerospam Security
United Training Corporation	Zimbra, Inc.
Unitek, Inc.	Zoom Telephonics, Inc.
Unitrends, Inc.	ZyXel Communications, Inc.

Proof of Cost

Zones Inc.

Pricing Notes

Item 1 HP Desktop Mini:

HP has issued a special price for the Port of LA where Zones Cost is 620.80, however HP has is priving an extra rebate to Zones only called NBO rebate. Zones is passing that on to the Port to provide additional savings, decimation is attached with the proof of cost.

Item 2 HP Elite Display Monitor:

P/N M1P01AA8 #ABA is a "Smart Buy" and cannot be added to any special price. To offer a special price on the same Monitor HP had to change the P/N to P/N M1P01AA, please see attached specs which are exactly the same, See HP's note attached with the proof of cost.

Item 9 NetApp:

P/N DS2246-SL024-12-QS-R6 is not end of life and is replaced with DS2246-SL024-QS-R6, see note from distributor.

Imran Yunus
V.P. Public Sector
310-766-0124

big deal number : 40025786 **version #** 4

Deal Status: Won

Driving HP sales rep: RACHEL LOPEZ

hp sales phone : null

price date : 2/3/2017

end user : CITY OF LOS ANGELES - LOS ANGELES, CA

Deal description : Port of LA Indirect

1st tier : INGRAM MICRO INC
SYNNEX CORPORATION
TECH DATA PRODUCT MANAGEMENT INC

2nd tier : 10286022-ZONES INC - AUBURN, WA

Product number	Opt code	List price	Ndp	Big deal rebate	Promo amount	Unit cost	Big deal rebate type	Remaining Qty(RQ)	RQ Deal Line Offering Id	RQ Source	NBO Rebate
W5X88UT ^H		\$799.00	\$735.08	\$114.28	\$0.00	\$620.80	BDN	500	W5X88UT	PN	\$29.40

\$620.80 - \$29.40 = \$591.40

H - HP Product Q - Compaq Product S - Product has additional offering.

Note : Rebate Types : PL% = Product Line % disc
PN% = Product % disc
BDN = BDNet
PFF% = Product Family % disc
PFS% = Product Family Series % disc
PFM% = Product Family Model % disc

Partner Name: Zones Inc
Outlet Name: Zones Inc
Deal Creator: Haver, Nelson
Deal Creator Email: dealreg@zones.com
HQ LocationID: 10286022
LocationID: 10286022

Project

Project Name 4106293
Projected Close Date 1/31/2017
Compensation Level Requested
Projected Start Date
Actual Customer Type State/Local
Conflict Of Interest Certified?

Sales Team

Your Company Sales Rep SMITH, DAVID
david.smith@zones.com
 253-288-6011
HP End User Rep Not listed,
HP PBM/Inside Rep/Alliance Mgr Griffin, Erica

Your Company Contacts Zones, HP NBO
 253-205-3000
hpnbo@zones.com
HP End User DM

End User Customer Information:

Sold To Address

Company Name PORT OF LOS ANGELES
Address 425 SOUTH PALOS VERDES BLVD
City, State, Zip SAN PEDRO, California 90731 United States

Ship To Address

Company Name PORT OF LOS ANGELES
Address 425 SOUTH PALOS VERDES BLVD
City, State, Zip SAN PEDRO, California 90731 United States

Contact name CHAN, KEI
Phone 3107327678
Contact Email kchan@portoflosangeles.org

Partner Sales
Storage Specialist

Software ..
Reseller

Deal Details

Deal Type / Product Category	Eligible Product Lines	Expire Date/Comp. Rate	Projected Sales Amount by Deal	Status
PC Desktops and Care Packs NBO (Upfront Pricing Deal Type)		7/16/2017	365,000.00	Approved

PC Desktops and Care Packs

365,000.00

HP - Generic Category

5U - Commercial Transactional Desktop	4.00%	Approved
7F - Commercial Desktop PCs	4.00%	Approved
9F - Commercial Desktop Accesories	4.00%	Approved
DG - Commercial Desktop L10	4.00%	Approved
GA - Commercial Desktop L10Value	4.00%	Approved
MG - Commercial Support Services	4.00%	Approved

Deal Type / Product Category	Eligible Product Lines	Expire Date/Comp. Rate	Projected Sales Amount by Deal	Status
PC Digital Signage and Care Packs NBO (Upfront Pricing Deal Type)		7/16/2017	135,000.00	Approved

PC Digital Signage and Care Packs

135,000.00

HP - Generic Category

MG - Commercial Support Services	4.00%
UT - Digital Signage	4.00%

Product Number Offerings

Discounts are additional to Purchase agreement

Product Number	Opt	Description	PL	Qty	Ord Min Qty	Rslr Min Qty	Rslr Max Qty	Ln Max Qty	Std Disc %	List Prc US \$	Offering US \$	Offer Type	Begin Date	End Date
F7M97AA		HP Advanced Wireless Dock	8N	50				50	6	319.00	157.91	BD Net	11/02/16	12/31/17
K1U77A4		HP Z Display Z34c Curved MNT	TB	50				50	8	1,299.00	870.33	BD Net	11/02/16	12/31/17
M1P01AA		HP EliteDisplay E240q Monitor	BO	500				500	8	469.00	219.00	BD Net	01/17/17	12/31/17 *
M1P04AA		HP EliteDisplay E272q Monitor	BO	500				500	8	569.00	299.00	BD Net	01/17/17	12/31/17 *
N6N00AA		HP PC Mounting Bracket for Monitors	9F	50				50	6	37.00	30.61	BD Net	11/02/16	12/31/17
NQ576AA		HP LCD Speaker Bar	9F	50				50	6	29.00	16.82	BD Net	11/02/16	12/31/17
P5Q54AA		HP Elite 65W TB3 Dock	MP	50				50	6	279.00	169.33	BD Net	11/02/16	12/31/17
UE333E		HP 4y NextBusDay Onsite/DMR DT Only SVC	MG	500				500	22	82.00	40.01	BD Net	10/13/16	12/31/17
W5X48UT		HP Pro 800G2ED DM i56500T 256G 8.0G 54 PC	7F	500				500	8	829.00	659.60	BD Net	10/13/16	12/31/17
W5X88UT		HP Pro 800G2ED DM i56500T 500G 8.0G 54 PC	7F	500				500	8	799.00	620.80	BD Net	10/13/16	12/31/17

HP CONFIDENTIAL AND PROPRIETARY INFORMATION DO NOT SHARE**TERMS AND CONDITIONS FOR ALL HP RESELLERS****If a Customer, is specified in this quotation:**

Partner acknowledges and agrees that, in addition to the Terms contained within this Quotation, that acceptance of this quotation constitutes acceptance of the HP Partner End-User Special Negotiated Discount Program Terms.

Or

If a Customer is not specified in this quotation:

Partner acknowledges and agrees that, in addition to the Terms contained within this Quotation, that acceptance of this quotation constitutes acceptance of the HP Partner Product Promotion and Channel Partner Discount Terms. The HP Partner Product Promotion and Channel Partner Discount Terms that can be found on the Partner Portal apply to commercial Promotions only.

These Terms can be found on the HP Partner Portal.

"Customer" has the meaning defined in your HP Partner Agreement.

Other Notes:

All Big Deal / End-User Special Negotiated Discount [Channel, Value Indirect, and HP Source quotes are subject to the Big Deals / End-User Special Negotiated Discount Terms and Conditions, which are fully incorporated into this quote by reference. For a copy of the current Big Deals / End-User Special Negotiated Discount Terms and Conditions, please visit the HP Partner Portal at www.hp.com/partners/us <<http://www.hp.com/partners/us>>. The Big Deal / End-User Special Negotiated Discount Terms and Conditions are accessible by clicking on "Programs" button and by selecting "HP Big Deals /Special Pricing" from the available menu. From there, look under "Volume Big Deal Details" and select "Terms and Conditions". HP uses the HP list price on the reseller date of shipment to the end-user customer to calculate any rebate amount. List prices are also available on the above website by clicking the "Prices" button, or by selecting "view your HP big deal quotes and list prices" from the big deals program menu referenced above.

The quotation for each non-standard offering is valid for 30 days. If the business opportunity is not awarded by the End User within this timeframe, HP reserves the right to re-quote or withdraw this offer.

(Unless specifically designated as a "Global" deal, all prices quoted are intended for purchase within the specified country only, and are not applicable to sales in any other country. For Big Deal / End-User Special Negotiated Discount pricing, contact the local Sales organization in the installing country.)

If this Big Deal / End-User Special Negotiated Discount letter references "HP Quote", located at the top of this document, the special discounted prices listed are for the purposes of quoting an opportunity only and cannot be used to claim a rebate. HP reserves the right to terminate a quote at any time prior to HP's notification to the partner that an OPG has been issued and is not required to honor the special pricing if the end-user customer or business opportunity information provided is found to be fraudulent or unverifiable.

If this Big Deal / End-User Special Negotiated Discount letter references "Order Processing Guideline" (OPG), located at the top of this document, the special discounted prices listed are for the purposes of both rebate calculation and claiming rebates. Rebate calculations will be based on the special discounted prices in effect on the date of shipment.

Each version of this Big Deal / End-User Special Negotiated Discount letter (Quote or OPG) supersedes all other previous versions, as indicated by the Big Deal / End-User Special Negotiated Discount Number and Version Number on each letter. HP's release of a later version of any Big Deal / End-User Special Negotiated Discount letter nullifies and voids all previous versions.

Unless otherwise agreed to by HP, HP reserves the right to modify or terminate any OPG upon written notice.

Quote Definitions:

(These definitions are provided for clarification purposes only. For legal considerations, please refer to the Big Deal / End-User Special Negotiated Discount Terms and Conditions, Partner Agreements, Agent Addendum, and/or HP Contract Terms and Conditions applicable to this quote.)

Reseller A: Reseller who buys Products directly from HP and resells to Reseller B

Reseller B: Reseller that sells Products to the End User.

Indicators:

Channel Deal: Indicates that this deal is quoted under the two tier channel business model.

Country Code: Indicates quote is valid for a particular country.

OPG: 'OPG' means Order Processing Guideline. This term applies to a Big Deal / End-User Special Negotiated Discount letter where Reseller B has won the End User business.

MC Code: Miscellaneous Charge code for internal discount accounting purposes.

Exclusivity: "Y" indicates the End User and HP have selected specific reseller(s).

Global: "Y" indicates there is a global offering associated with this deal as outlined in the Special Terms and Conditions outlined on the quote.

*: Indicates this line is new, or modified with this current version of the quote.

Offering: A reference price used by the Reseller A to calculate their price to the Reseller B. See "Understanding Rebates" on the Partnership Website.

Offering Types:

Product Line (PL): Offering which applies to all HP product numbers within the quoted PL.

Product Family (PF): Offering which applies to all HP product numbers within an HP PF. PF is a subset of PL.

Product Series (SR): Offering which applies to all HP product numbers within an HP SR. SR is a subset of PF.

Product Model (MD): Offering which applies to all HP product numbers within an HP MD. MD is a subset of SR.

Product Number (PN): Offering which applies to the designated product number only.

% off Dist / Corp Reseller Cost: Authorized additional discount percentage off the Distributor/ Corporate Reseller Cost (Standard Net Price for Reseller A).

BD Net Price: Big Deal / End-User Special Negotiated Discount Net Price offered on the Product Number.

Offering Type: Indication of which non-standard offering is authorized for each product number on the quote; BD Net Price, or % of HP List/ % of Distributor / Corporate Reseller Cost.

Dates:

Deal Duration: Date range indicating the earliest Effective Date and the latest End Date of any offering line item on the quote.

Effective Date: First End User shipment date the offering is available on the line item

End Date: Last End User shipment date the offering is available on the line item.

Version Date: Date this version of the quote was released for quotation.

Special Configurations:

When HP generates a quote for a Special Configuration, a TBx Option is initially specified on the quote. On the subsequent version of the quote, the TBx Option is replaced by HP with an orderable SKU number. When filing a rebate claim on a Special Configuration, please submit the product information with orderable SKU number. Claims with a TBx Option specified will be denied. For the latest version of the Big Deal / End-User Special Negotiated Discount quote, please contact your HP Sales Representative.

HP has financing options available for technology solutions for the End User. If in the U.S., please contact the local HP Technology Finance representative or call 1-888-999-HPTF (4783) for more information; if in Canada, please call 1-800- HP LEASE (1-800-475-3273).

For Customer Satisfaction, RFP or Project Based opportunities, the offer price is based on the purchase of the quantities and product mix specifically identified in this offer.

Changes in quantities or product mix are subject to further review by HP. If such changes occur, HP reserves the right to re-quote or withdraw this offer. This applies to both standalone product offers and bundled offers for which this special pricing was created.

Imran,

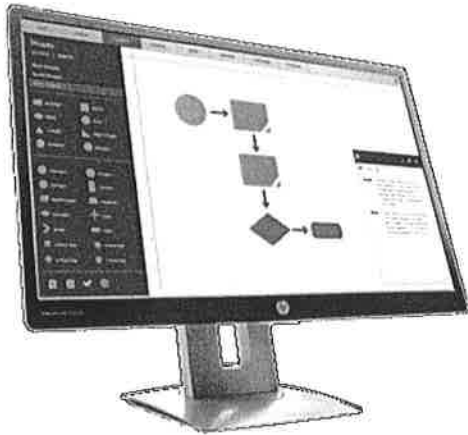
Per our conversation, I provided the email in which I attempted to explain pricing on Smart Buy items. Please note the Smart Buy part number which typically ends in A8 or UT, is the same exact product/model as the part number that ends in AA.

Thank you,

Rachel Lopez | Sales Account Manager | HP Inc. | Rachel.Lopez@hp.com | 866-625-1019
Brian Jaramillo | Sales Account Manager | HP Inc. | BJaramillo@hp.com | 505-301-1059



• [Business Monitors/](#)



EliteDisplays

HP EliteDisplay E240q 23.8-inch Monitor(M1P01AA)

\$469.00*

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HP EliteDisplay E-series – your everyday Elite experience

Put every detail on display. Customize your comfort. And gain connectivity for everything you use – with the HP EliteDisplays E-series monitors.

• Image may differ from actual product.

- [Overview](#)
- [Specifications](#)
- [Accessories and Services](#)

Display specifications

Display specifications

Display size (diagonal)
60.45 cm (23.8")

Panel active area:
20.69 x 11.64 in (± 0.03)

Aspect ratio
16:9

Native resolution

QHD (2560 x 1440 @ 60 Hz)

Resolutions supported:

- 2560 x 1440
- 1920 x 1200
- 1920 x 1080
- 1680 x 1050
- 1600 x 1200
- 1600 x 900
- 1440 x 900
- 1280 x 1024
- 1280 x 800
- 1280 x 720
- 1024 x 768
- 800 x 600
- 640 x 480

Pixel pitch

0.205 mm

Brightness300 cd/m² ¹**Contrast ratio**

1000:1 static

5000000:1 dynamic ¹**View angle**

178° horizontal

178° vertical

Response time7 ms gray to gray ¹**Tilt and swivel angle**

Tilt: -5 to +25°

Swivel: ±45°

Height: 150.33 mm

Pivot rotation: 90°

Display features

Anti-glare

In plane switching

Language selection

LED Backlights

On-screen controls

Pivot rotation

Plug and Play

User programmable

Physical security

Security lock-ready (lock is sold separately)

Connectivity**Connectivity****Input connector**

1 VGA

1 HDMI

1 DisplayPort 1.2 (with HDCP support)

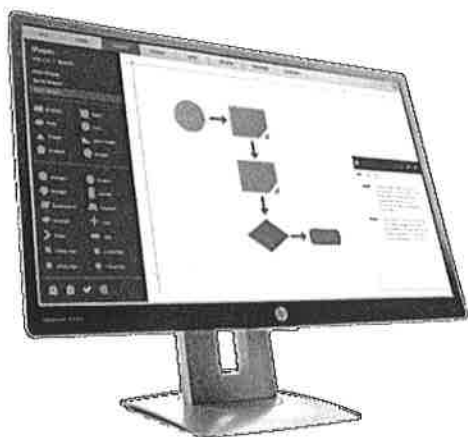
Ports

3 USB 2.0 (Two downstream and one upstream)

Dimensions and weight**Dimensions and weight**



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EliteDisplays

HP EliteDisplay E240q 23.8-inch Monitor(M1P01A8)

\$299.00*

[Find a reseller](#)

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[VIDEO](#)

HP EliteDisplay E-series – your everyday Elite experience

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- Image may differ from actual product.
- [Overview](#)
- [Specifications](#)
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Display specifications

Display specifications

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Panel active area:
20.69 x 11.64 in (± 0.03)

Aspect ratio
16:9

Native resolution

QHD (2560 x 1440 @ 60 Hz)

Resolutions supported:

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- 1920 x 1200
- 1920 x 1080
- 1680 x 1050
- 1600 x 1200
- 1600 x 900
- 1440 x 900
- 1280 x 1024
- 1280 x 800
- 1280 x 720
- 1024 x 768
- 800 x 600
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Brightness300 cd/m² ¹**Contrast ratio**

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Swivel: ±45°

Height: 150.33 mm

Pivot rotation: 90°

Display features

Anti-glare

In plane switching

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LED Backlights

On-screen controls

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User programmable

Physical security

Security lock-ready (lock is sold separately)

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1 VGA

1 HDMI

1 DisplayPort 1.2 (with HDCP support)

Ports

3 USB 2.0 (Two downstream and one upstream)

Dimensions and weight**Dimensions and weight**

7AX-00001

Order Quantity	Bid Grid Discount %	price with bid grid
0-4	does not qualify	1083.22
5-49	1.00%	1071.23
50-99	1.50%	1065.23
100-249	2.50%	1053.24
250+	3.50%	1041.25

bid grid only
PORT OF LOS ANGELES
Expiration date: 3/31/2017

Thanks,

Abie Palencia

email/skype abigailp@synnex.com | Team E-mail sales4503@synnex.com | Direct number: 864-349-4105 | SYNnex – STRATEGIC EAST Sales Division



Thank you for choosing Lenovo

Lenovo Special Bid Pricing Non Quantity Restricted Quotation

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. After this date, prices and discounts are subject to change. 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.

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: CITY OF LOS ANGELES PORT OF LOS ANG
 Account No : 1213347479
 Master Contract No: MC00112278

QUOTATION DETAILS

Quotation No: 541826902
 Quotation Date: 19-Jan-17
 Quotation Expiration Date: 19-Mar-17
 Channel: Indirect
 Contract Start Date: 20-Jan-17
 Contract Expiration Date: 19-Jan-18

SALES REP DETAILS

Sales Rep Name: Tucker Gumkowski
 Sales Rep Phone:
 Sales Rep Email: tgumkowski@lenovo.com
 General Website: www.lenovo.com

PRODUCT AND SERVICES DETAILS

Line Item No	Product Code	Product Description	Price Start Date	Price End Date	(Per Unit) Bid Price	Contract Type (F/B)
10	20H2CTO1WW	ThinkPad E470	20-Jan-17	19-Jan-18	USD740.00	F
20	20H2CTO1WW	ThinkPad E470	20-Jan-17	19-Jan-18	USD799.00	F

CONFIGURATION DETAILS

Components	Description
Line Item 10	20H2CTO1WW USD740.00
Selectable Warranty	1 Year Depot or Carry-in
Preload Type	Standard Image

Preload OS	Windows 10 Pro 64
Total memory	8GB DDR4 2400MHz SODIMM
Processor	Intel Core i5-7200U Processor (3MB Cache, up to 3.1Ghz)
System Unit	Intel HD Graphics 620
TPM Setting	Hardware dTPM2.0 Enabled
Display	14.0 FHD(1920x1080) IPS Non-Touch
Camera	720p HD Camera with MIC
Hard drive	500GB Hard Disk Drive, 7200rpm, 2.5", SATA3
WiFi wireless LAN adapters	Intel Dual Band Wireless AC(2x2) 8265, Bluetooth Version 4.1
Battery	3 Cell Li-Polymer Battery 45WH
AC Adapter and Power Cord	45W AC Adapter - US(2pin)
Keyboard Language	Keyboard - English
Publication Language	Publication - English
Preload Language	Windows 10 Pro 64 English
Pointing device	No Fingerprint Reader
Display Panel	14.0" FHD(1920x1080) LED Backlight AntiGlare Black
OS DPK	Windows 10 Pro
Line Item 20	20H2CTO1WW USD799.00
Selectable Warranty	1 Year Depot or Carry-in
Preload Type	Standard Image
Preload OS	Windows 10 Pro 64
Total memory	8GB DDR4 2400MHz SODIMM
Processor	Intel Core i5-7200U Processor (3MB Cache, up to 3.1Ghz)
System Unit	Intel HD Graphics 620
TPM Setting	Hardware dTPM2.0 Enabled
Display	14.0 FHD(1920x1080) IPS Non-Touch
Camera	720p HD Camera with MIC
Hard drive	500GB Hard Disk Drive, 7200rpm, 2.5", SATA3
WiFi wireless LAN adapters	Intel Dual Band Wireless AC(2x2) 8265, Bluetooth Version 4.1
Battery	3 Cell Li-Polymer Battery 45WH
AC Adapter and Power Cord	45W AC Adapter - US(2pin)
Keyboard Language	Keyboard - English
Publication Language	Publication - English
Preload Language	Windows 10 Pro 64 English
Pointing device	No Fingerprint Reader
Display Panel	14.0" FHD(1920x1080) LED Backlight AntiGlare Black
OS DPK	Windows 10 Pro
Warranty Services1	Warranty 3YR Depot/CCI

UNIQUE OFFERING TERMS

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/tc6.pdf>

Eligible Channel Partners

Partner Account No	Partner Name	Partner Address
1213385513	INGRAM MICRO INC	1600 E Saint Andrew Pl Santa Ana California USA 92705-4931
1213385512	D & H DISTRIBUTING CO	2525 N 7TH ST HARRISBURG Pennsylvania USA 17110-2500
1213378613	PCM, Inc.	954 W Washington Blvd Chicago Illinois USA 60607-2224
1213385701	ZONES INC	Suite 102 1102 15th St SW Suite 102 AUBURN Washington USA 98001-6524

Order Processing Guideline



Deal #: 93754741	Version #: 6	OPG #:	Quote Distribution Date: 01/19/17
Deal Description: LA Dept of Public Works			
Dates:	Sellout Begin: 05/04/16	Deal Lead: BRIAN JARAMILLO	
	Sellout End: 07/31/17	Sales Rep: RACHEL LOPEZ	
	Order From: 05/04/16		
	Order To: 07/31/17		
End User:	CITY OF LOS ANGELES LOS ANGELES CA		
Reseller B	PRM Location ID 10286022	Outlet ID	ZONES INC CAROL STREAM IL US
Reseller A	PRM Location ID 10274849	Outlet ID	SYNNEX CORPORATION FREMONT CA 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	Rslr Min Qty	Rslr Max Qty	Ln Max Qty	Std Disc %	List Prc US \$	Offering US \$	Offer Type	Begin Date	End Date
B9E24A		HP Designjet T3500 eMFP Printer	30	10				10		14,750.00	7,670.00	BD Net	05/06/16	07/31/17
C0C66A		HP Designjet Postscript Upgrade	30	10				10		1,700.00	544.00	BD Net	05/09/16	07/31/17
C5F94A		HP LaserJet Pro M402dn Printer	8A	300				300		382.06	199.00	BD Net	01/19/17	07/31/17 *
C5J91A		HP LaserJet Pro M402dne Prntr	8A	150				150		382.06	262.55	BD Net	12/07/16	07/31/17
CE712A		HP Color LaserJet CP5225dn Printer	4L	100				100		2,125.00	1,412.49	BD Net	12/07/16	07/31/17
CF389A		HP Color LaserJet Pro M452dn Printer	8A	100				100		573.72	408.43	BD Net	12/07/16	07/31/17

HP CONFIDENTIAL AND PROPRIETARY INFORMATION DO NOT SHARE**TERMS AND CONDITIONS FOR ALL HP RESELLERS****If a Customer, is specified in this quotation:**

Partner acknowledges and agrees that, in addition to the Terms contained within this Quotation, that acceptance of this quotation constitutes acceptance of the HP Partner End-User Special Negotiated Discount Program Terms.

Or

If a Customer is not specified in this quotation:

Partner acknowledges and agrees that, in addition to the Terms contained within this Quotation, that acceptance of this quotation constitutes acceptance of the HP Partner Product Promotion and Channel Partner Discount Terms. The HP Partner Product Promotion and Channel Partner Discount Terms that can be found on the Partner Portal apply to commercial Promotions only.

These Terms can be found on the HP Partner Portal.

"Customer" has the meaning defined in your HP Partner Agreement.

Other Notes:

All Big Deal / End-User Special Negotiated Discount [Channel, Value Indirect, and HP Source quotes are subject to the Big Deals / End-User Special Negotiated Discount Terms and Conditions, which are fully incorporated into this quote by reference. For a copy of the current Big Deals / End-User Special Negotiated Discount Terms and Conditions, please visit the HP Partner Portal at www.hp.com/partners/us <<http://www.hp.com/partners/us>>. The Big Deal / End-User Special Negotiated Discount Terms and Conditions are accessible by clicking on "Programs" button and by selecting "HP Big Deals /Special Pricing" from the available menu. From there, look under "Volume Big Deal Details" and select "Terms and Conditions". HP uses the HP list price on the reseller date of shipment to the end-user customer to calculate any rebate amount. List prices are also available on the above website by clicking the "Prices" button, or by selecting "view your HP big deal quotes and list prices" from the big deals program menu referenced above.

The quotation for each non-standard offering is valid for 30 days. If the business opportunity is not awarded by the End User within this timeframe, HP reserves the right to re-quote or withdraw this offer.

(Unless specifically designated as a "Global" deal, all prices quoted are intended for purchase within the specified country only, and are not applicable to sales in any other country. For Big Deal / End-User Special Negotiated Discount pricing, contact the local Sales organization in the installing country.)

If this Big Deal / End-User Special Negotiated Discount letter references "HP Quote", located at the top of this document, the special discounted prices listed are for the purposes of quoting an opportunity only and cannot be used to claim a rebate. HP reserves the right to terminate a quote at any time prior to HP's notification to the partner that an OPG has been issued and is not required to honor the special pricing if the end-user customer or business opportunity information provided is found to be fraudulent or unverifiable.

If this Big Deal / End-User Special Negotiated Discount letter references "Order Processing Guideline" (OPG), located at the top of this document, the special discounted prices listed are for the purposes of both rebate calculation and claiming rebates. Rebate calculations will be based on the special discounted prices in effect on the date of shipment.

Each version of this Big Deal / End-User Special Negotiated Discount letter (Quote or OPG) supersedes all other previous versions, as indicated by the Big Deal / End-User Special Negotiated Discount Number and Version Number on each letter. HP's release of a later version of any Big Deal / End-User Special Negotiated Discount letter nullifies and voids all previous versions.

Unless otherwise agreed to by HP, HP reserves the right to modify or terminate any OPG upon written notice.

Quote Definitions:

(These definitions are provided for clarification purposes only. For legal considerations, please refer to the Big Deal / End-User Special Negotiated Discount Terms and Conditions, Partner Agreements, Agent Addendum, and/or HP Contract Terms and Conditions applicable to this quote.)

Reseller A: Reseller who buys Products directly from HP and resells to Reseller B
Reseller B: Reseller that sells Products to the End User.

Indicators:

Channel Deal: Indicates that this deal is quoted under the two tier channel business model.

Country Code: Indicates quote is valid for a particular country.

OPG: 'OPG' means Order Processing Guideline. This term applies to a Big Deal / End-User Special Negotiated Discount letter where Reseller B has won the End User business.

MC Code: Miscellaneous Charge code for internal discount accounting purposes.

Exclusivity: "Y" indicates the End User and HP have selected specific reseller(s).

Global: "Y" indicates there is a global offering associated with this deal as outlined in the Special Terms and Conditions outlined on the quote.

*: Indicates this line is new, or modified with this current version of the quote.

Offering: A reference price used by the Reseller A to calculate their price to the Reseller B. See "Understanding Rebates" on the Partnership Website.

Offering Types:

Product Line (PL): Offering which applies to all HP product numbers within the quoted PL.

Product Family (PF): Offering which applies to all HP product numbers within an HP PF. PF is a subset of PL.

Product Series (SR): Offering which applies to all HP product numbers within an HP SR. SR is a subset of PF.

Product Model (MD): Offering which applies to all HP product numbers within an HP MD. MD is a subset of SR.

Product Number (PN): Offering which applies to the designated product number only.

% off Dist / Corp Reseller Cost: Authorized additional discount percentage off the Distributor/ Corporate Reseller Cost (Standard Net Price for Reseller A).
BD Net Price: Big Deal / End-User Special Negotiated Discount Net Price offered on the Product Number.

Offering Type: Indication of which non-standard offering is authorized for each product number on the quote; BD Net Price, or % of HP List/ % of Distributor / Corporate Reseller Cost.

Dates:

Deal Duration: Date range indicating the earliest Effective Date and the latest End Date of any offering line item on the quote.

Effective Date: First End User shipment date the offering is available on the line item

End Date: Last End User shipment date the offering is available on the line item.

Version Date: Date this version of the quote was released for quotation.

Special Configurations:

When HP generates a quote for a Special Configuration, a TBx Option is initially specified on the quote. On the subsequent version of the quote, the TBx Option is replaced by HP with an orderable SKU number. When filing a rebate claim on a Special Configuration, please submit the product information with orderable SKU number. Claims with a TBx Option specified will be denied. For the latest version of the Big Deal / End-User Special Negotiated Discount quote, please contact your HP Sales Representative.

HP has financing options available for technology solutions for the End User. If in the U.S., please contact the local HP Technology Finance representative or call 1-888-999-HPTF (4783) for more information; if in Canada, please call 1-800- HP LEASE (1-800-475-3273).

For Customer Satisfaction, RFP or Project Based opportunities, the offer price is based on the purchase of the quantities and product mix specifically identified in this offer.

Changes in quantities or product mix are subject to further review by HP. If such changes occur, HP reserves the right to re-quote or withdraw this offer. This applies to both standalone product offers and bundled offers for which this special pricing was created.



To: Joseph Vuilsteke
 Company: ZONES INCORPORATED
 End-user: Port of Los Angeles

Price Quotation # 4004574500
 Customer # 38042792
 01/27/2017

From: Niharika Srivastava
 Phone:
 Fax:
 E-mail: Niharika.Srivastava@techdata.com

Place this order at www.TechData.com

TERMS AND CONDITIONS
 All prices and descriptions are subject to change without notice.
 THIS PRICE LIST IS A QUOTATION ONLY AND IS NOT AN ORDER OR OFFER TO SELL. No contract for sale will exist unless and until a purchase order has been issued by you and accepted by Tech Data Corporation ("Tech Data").
 Acceptance by Tech Data of any offer, is expressly conditioned upon your assent to the Terms and Conditions of Sale set forth in Tech Data's invoices.
 The prices contained in this list may not be relied upon as the price at which Tech Data will accept an offer to purchase products unless expressly agreed to by Tech Data in writing.
 Products quoted were selected by Tech Data based on specifications available at the time of the quotation, and are not guaranteed to meet bid specifications. Product specifications may be changed by the manufacturer without notice. It is your responsibility to verify product conformance to specifications or any subsequent contract. All products are subject to availability from the manufacturer.
 Tech Data is not responsible for compliance with regulations, requirements or obligations associated with any contract resulting from this quotation unless said regulations, requirements or obligations have been passed to Tech Data and approved in writing by an authorized representative of Tech Data.

***The freight costs listed are estimates. Shipping costs may vary based on time of purchase, quantity ordered, shipment carrier and warehouse sourced. Actual shipping costs will be calculated during shipment and will be reflected on your invoice.
 Reseller is responsible for obtaining vendor authorization to sell product if required.

Qty	TD #	Mfr #	Description	Price ea.	Extended	Retail	Avail.	Promo Info
1	11791729	742657-B21	CTO DL560 GEN9 MOD X	✓ 1351.42	1351.42	3765.00	Call	
1	11872194	742708-L21	FIO DL560 GEN9 E5-4669V3 KIT	✓ 5460.63	5460.63	12319.00	Call	
3	11800248	742708-B21	DL560 GEN 9 E5-4669 V3 X/2.1 18C KIT	✓ 7442.41	22327.23	12319.00	Call	
1	11791732	795107-B21	DL560 GEN9 CPU MEZZ BD W/ MECH KIT	✓ 266.64	266.64	699.00	Call	
32	11528085	726722-B21	32GB 4RX4 PC4-2133P-L KIT	✓ 482.60	15443.20	1149.00	Call	
1	11791734	795090-B21	DL560 GEN9 2SFF MEDIA BAY KIT	✓ 67.09	67.09	179.00	Call	
2	10213625	652605-B21	HP 146GB 6G SAS 15K 2.5IN SC ENT HD	✓ 145.74	291.48	319.00	Call	
2	10214883	AF573A	PWR CORD 2M 1CA C-13-C14 JMFR CBL	✓ 14.89	29.78	26.00	Call	
1	11528275	749974-B21	FIO SMART ARRAY P440AR/ZG CTRL	✓ 166.44	166.44	649.00	Call	
1	12122232	732456-B21	FIO FLX FBR 10GB 2P 562FLR-SFP+ ADPT	✓ 174.39	174.39	310.00	Call	
1	10879353	665249-B21	ETH 10GB 2P 560SFP+ ADPT	✓ 316.42	316.42	699.00	Call	
1	11357127	733662-B21	2U LFF EASY INST RAIL KIT	✓ 47.42	47.42	100.00	Call	
1	10892766	AJ763B	82E 8GB DUAL-PT PCIE FC HBA	✓ 606.98	606.98	1849.00	Call	
2	10213789	658364-B21	HP 1200W CS PLAT PL HTPLG PWR SUPPLY KIT	✓ 175.04	350.08	429.00	Call	
1	11357128	733664-B21	2U CMA FOR EASY INST RAIL KIT	✓ 28.38	28.38	65.00	Call	
1	11256852	E5Y43A	FIO OV ILO 3YR 24X7 PHYS 1 LTU	✓ 653.76	653.76	799.00	Call	
1	10209904	389692-B21	FIO COMPLEX CCNFIG SVC	0.01	0.01	0.01	Call	
1	10216613	BD505A	HP ILO ADV 3YR TS U SVR LIC	179.68	179.68	469.00	Call	
1	10897802	H1K92A3#R2M	FIO CAREPACK ILO ADV NON BLADE SW SUP 3Y	13.00	13.00	26.00	Call	
1	11225869	H1K92A3#SVG	FIO CAREPACK CNE VIEW W/O ILO SUP	✓ 82.85	82.85	135.00	Call	
1	11802018	H1K92A3#YHG	FIO CAREPACK PROLIANT DL560 GEN 9 SUP	✓ 1993.27	1993.27	4267.00	Call	
1	10917331	AC114A	DOOR/DOCK MEDIUM ITEM LOGISTIC SVC	46.96	46.96	99.00	Call	
2	11526736	755258-B21	CTO DL360 GEN9 8 SFF SVR	803.14	1606.28	1797.00	Call	
2	12100575	818172-L21	FIO DL360 GEN9 E5-2620V4 KIT	349.19	698.38	719.00	Call	
8	12091396	805349-B21	16GB 1RX4 PC4-2400T-R KIT	193.79	1550.32	379.00	Call	
2	11528275	749974-B21	FIO SMART ARRAY P440AR/ZG CTRL	166.44	332.88	649.00	Call	
2	11708775	777894-B21	DUAL 120GB RI SOLID STATE M.2 KIT	356.71	713.42	999.00	Call	
2	11212022	734807-B21	1U SFF EASY INST RAIL KIT	40.24	80.48	100.00	Call	
2	10215259	AJ764A	82Q 8GB FC HBA 2PT PCIE QLOGIC CHIPSET	778.43	1556.86	1849.00	Call	
4	11527693	720478-B21	500W FS PLAT HT PLG P/S KIT	123.37	493.48	309.00	Call	
2	10216613	BD505A	HP ILO ADV 3YR TS U SVR LIC	179.68	359.36	469.00	Call	
2	11537117	U7AL9E	CAREPACK 3YR 24X7 DL360 GEN9 FC SVC	599.84	1199.68	1404.00	Call	
4	11526736	755258-B21	CTO DL360 GEN9 8 SFF SVR	803.14	3212.56	1797.00	Call	



Version 1.4

Price Quotation # 4004574500
Customer # 38042792
01/27/2017

To: Joseph Vuilsteke
Company: ZONES INCORPORATED
End-user: Port of Los Angeles

From: Niharika Srivastava
Phone:
Fax:

E-mail: Niharika.Srivastava@techdata.com

Place this order at www.TechData.com

TERMS AND CONDITIONS
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Acceptance by Tech Data of any offer is expressly conditioned upon your assent to the Terms and Conditions of Sale set forth in Tech Data's invoices.
The prices contained in this list may not be relied upon as the price at which Tech Data will accept an offer to purchase products unless expressly agreed to by Tech Data in writing.
Products quoted were selected by Tech Data based on specifications available at the time of the quotation, and are not guaranteed to meet bid specifications. Product specifications may be changed by the manufacturer without notice. It is your responsibility to verify product conformance to specifications of any subsequent contract. All products are subject to availability from the manufacturer.
Tech Data is not responsible for compliance with regulations, requirements or obligations associated with any contract resulting from this quotation unless said regulations, requirements or obligations have been passed to Tech Data and approved in writing by an authorized representative of Tech Data.

QTY	Part Number	Description	Unit Price	Total Price	Call
4	12100575	818172-L21	349.19	1396.76	Call
4	12092196	818172-B21	394.46	1577.84	Call
16	12092119	805351-B21	410.16	6562.56	Call
4	11528275	749974-B21	166.44	665.76	Call
4	11708775	777894-B21	356.71	1426.84	Call
4	11212022	734807-B21	40.24	160.96	Call
4	10215259	AJ764A	778.43	3113.72	Call
8	11527693	720478-B21	123.37	986.96	Call
4	10216613	BD505A	179.68	718.72	Call
4	11537117	U7AL9E	599.84	2399.36	Call
2	11526736	755258-B21	803.14	1606.28	Call
2	12165343	818190-L21	402.87	805.74	Call
8	12092118	805347-B21	131.74	1053.92	Call
2	11528275	749974-B21	166.44	332.88	Call
2	11708775	777894-B21	356.71	713.42	Call
2	11212022	734807-B21	40.24	160.96	Call
2	10215259	AJ764A	778.43	1556.86	Call
4	11527693	720478-B21	123.37	493.48	Call
2	10216613	BD505A	179.68	359.36	Call
2	11537117	U7AL9E	599.84	1199.68	Call
1	10879353	865249-B21	316.42	316.42	Call
2	10210551	455883-B21	✓ 357.36	714.72	Call
4	10215315	AJ837A	✓ 35.94	143.76	Call
16	10215315	AJ837A	35.94	575.04	Call
			Total:	90089.69	

***Freight Estimation: 0.00
***Handling Charges: 0.00

Arrow ECS Quote

Arrow Electronics, Inc.
 10000 Wilshire Blvd, Suite 1000
 Los Angeles, CA 90024

Quote Number: 6009828284
 Configuration: 6009828284-000
 Price Level: SPR-VN
 Deal Registration: Maintenance Included
 Bidder Expiration Date:

Quote Number: 6009828284
 Configuration: 6009828284-000
 Price Level: SPR-VN
 Deal Registration: Maintenance Included
 Bidder Expiration Date:

Quote Number: 6009828284
 Configuration: 6009828284-000
 Price Level: SPR-VN
 Deal Registration: Maintenance Included
 Bidder Expiration Date:

Quote Number: 6009828284
 Configuration: 6009828284-000
 Price Level: SPR-VN
 Deal Registration: Maintenance Included
 Bidder Expiration Date:

Line	Item Number	Description	Supplier	Qty Ordered	List Price	List Price Ext	Revision Price	Revision Price Ext	Priority Discount %	Product Class	Product Type	Serial Number	Purchased Manufacture
1	CE-UNTYLNCNTR	Unity Learning Ch Value 1	EMC	1	\$638.00	\$638.00	\$638.00	\$638.00	10.33	I	SVC		D
2	CE-EVALPMNXT	Next Version	EMC	1	\$500.00	\$500.00	\$500.00	\$500.00	10.20	I	SVC		D
3	D01DEMOCCSRGT	Unity Demo OPE FLD	EMC	1	\$0.00	\$0.00	\$0.00	\$0.00	0.00	UM	HW		0
4	D08P-59500-10K	UNITY 59500 10K SAS 2532.5 Drive	EMC	1	\$3,930.00	\$3,930.00	\$3,930.00	\$3,930.00	53.79	UM	HW		36
5	D08D0AFPS	Unity 400 2U DPE 2962.5 Drive FLD Rack	EMC	1	\$22,340.00	\$22,340.00	\$22,340.00	\$22,340.00	53.60	UMI	HW		36
6	D0FC-29112FA-400	UNITY 400GB FAST CACHE	EMC	3	\$2,135.00	\$6,405.00	\$6,405.00	\$6,405.00	53.02	UMI	HW		36
7	D0-28197X-800	UNITY 800GB FLASH 2832.5 DRIVE	EMC	6	\$3,780.00	\$22,680.00	\$22,680.00	\$22,680.00	53.80	UMI	HW		36
8	D0-281916-600	UNITY 600GB 10K SAS 2532.5 DRIVE	EMC	19	\$665.00	\$12,635.00	\$12,635.00	\$12,635.00	53.74	UM	HW		36
9	D012ZF	Unity 3U 1802.5 Drive DAE FLD Rack	EMC	3	\$2,170.00	\$6,510.00	\$6,510.00	\$6,510.00	53.02	UMI	HW		36
10	D0-V807-2000	UNITY 2TB N3AS 1830.5 Drive	EMC	31	\$745.00	\$23,085.00	\$23,085.00	\$23,085.00	53.03	UMI	HW		36
11	D012ZF	Unity 3U 2962.5 Drive DAE FLD Rack	EMC	1	\$2,440.00	\$2,440.00	\$2,440.00	\$2,440.00	53.81	UMI	HW		36
12	D0EPR8F	Unity 480GB SFF FC controller IO	EMC	1	\$0.00	\$0.00	\$0.00	\$0.00	0.00	UMI	HW		36
13	D0SL100CU	Unity 24 Port 10GBASE-T (8C2B) Base Plus Implementation	EMC	1	\$2,905.00	\$2,905.00	\$2,905.00	\$2,905.00	53.80	UMI	HW		36
14	PS-BAS-UMNBP	Unity 400 2U DPE 2962.5 Drive FLD Rack	EMC	1	\$3,640.00	\$3,640.00	\$3,640.00	\$3,640.00	50.27	FI	SVC		0
15	M-PRESWE-004	UNITY 400 BASE SOFTWARE SUPPORT	EMC	1	\$32,432.40	\$32,432.40	\$32,432.40	\$32,432.40	53.80	UM	HW		36
16	456-001-600	UNITY 600 BASE SOFTWARE SUPPORT	EMC	1	\$0.00	\$0.00	\$0.00	\$0.00	0.00	UMI	HW		36
17	M-PRESWE-004	UNITY 400 BASE SOFTWARE SUPPORT	EMC	1	\$0.00	\$0.00	\$0.00	\$0.00	0.00	UM	HW		36
18	456-001-375	UNITY 300 BASE SOFTWARE SUPPORT	EMC	1	\$0.00	\$0.00	\$0.00	\$0.00	0.00	UMI	HW		36
19	M-PRESWE-004	UNITY 400 BASE SOFTWARE SUPPORT	EMC	1	\$0.00	\$0.00	\$0.00	\$0.00	0.00	UM	HW		36
20	456-001-440	UNITY 400 BASE SOFTWARE SUPPORT	EMC	1	\$0.00	\$0.00	\$0.00	\$0.00	0.00	UMI	HW		36
21	456-107-600	UNITY 600 BASE SOFTWARE SUPPORT	EMC	1	\$0.00	\$0.00	\$0.00	\$0.00	0.00	D3	SW		36
22	M-PRESWE-001	UNITY 400 BASE SOFTWARE SUPPORT	EMC	1	\$0.00	\$0.00	\$0.00	\$0.00	0.00	UM	SW		36
23	456-002-066	UNITY 600 BASE SOFTWARE SUPPORT	EMC	1	\$0.00	\$0.00	\$0.00	\$0.00	0.00	H	SW		36
24	456-107-648	UNITY 600 BASE SOFTWARE SUPPORT	EMC	1	\$0.00	\$0.00	\$0.00	\$0.00	0.00	VPELEX	SW		36
25	M-PRESWE-015	UNITY 400 BASE SOFTWARE SUPPORT	EMC	1	\$0.00	\$0.00	\$0.00	\$0.00	0.00	G	SVC		36
26	456-001-426	UNITY 400 BASE SOFTWARE SUPPORT	EMC	1	\$0.00	\$0.00	\$0.00	\$0.00	0.00	UMI	SW		36
27	456-108-803	UNITY 600 BASE SOFTWARE SUPPORT	EMC	1	\$0.00	\$0.00	\$0.00	\$0.00	0.00	DM	SW		36
28	M-PRESWE-004	UNITY 400 BASE SOFTWARE SUPPORT	EMC	1	\$0.00	\$0.00	\$0.00	\$0.00	0.00	UM	HW		36
Sub Total:											\$138,482.40		
Estimated Freight:													
Grand Total:											\$138,482.40		

Notes:
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 • All purchase orders or awards received in response to the Arrow quote are subject to Arrow's standard Terms and Conditions of Sale.
 • Available quantities reflect a point in time and do not guarantee availability at time of order.
 • Subject to continuing credit approval, terms of payment are net 30 days from the invoice date unless otherwise noted.
 • The carrier is liable for damages caused during shipment. Freight cost is an estimate for planning purposes only and actual tax will be displayed on the final invoice.
 • Please consult the appropriate manufacturer's specifications for verification. All OOA and defective product issues must be handled through manufacturer directly. For standard warranty on hardware, please contact manufacturer or your Arrow representative.
 • Programs and prices are subject to change without notice.
 • Arrow is responsible for the content of this document at time of its original transmission only. Any subsequent changes to content and implications thereof will become the responsibility of the recipient.

ARROW ECS Quote



Reseller: ZONES INC-1000122	Prepared For:	Arrow Quote#: SWS10183780	Revision: V0	Supplier Opportunity#:
End User(s): PORT OF LOS ANGELES	Phone:	Quote Name: 14310907 8020A		Supplier Quote#: 14310907
End user Address:	Email:	Quote Currency: USD	Region: US	Configuration#: 14310907
	Prepared By (ISR): GARRETT NINOW	Quote Generation Date: 20-JAN-17		Partner Level: GOLD
	Phone:	Quote Expiration Date: 19-FEB-17		Deal Registration:
Field Sales Rep:	Email: ganinow@arrow.com	Revised By: GARRETT NINOW		Earliest Expiration Date:

Notes:

Line	Item Number	Description	Qty Quoted	List Price	List Price Ext	Reseller Price	Reseller Price Ext
1	DS2246-R5	DS2246-R5	1	\$0.00	\$0.00	\$0.00	\$0.00
2	X800-42U-R6	Power Cable, In-Cabinet, C13-C14	2	\$0.00	\$0.00	\$0.00	\$0.00
3	DS2246-SL048-12S-QS-R6	SSD SHLF, 12x400GB, QS	1	\$36,200.00	\$36,200.00	\$29,316.89	\$29,316.89
4	OS-ONTAP1-CAP3-0P-QS	OS Enable, Per-0.1TB, ONTAP, Ultra-Stor, 0P, QS	48	\$571.00	\$27,408.00	\$451.09	\$21,652.32
5	X5526A-R6	Rackmount Kit, 4-Post, Universal, R6	1	\$100.00	\$100.00	\$79.00	\$79.00
6	X6558-R6	Cable, SAS Cntlr-Shelf/Shelf-Shelf/HA, 2m	4	\$150.00	\$600.00	\$121.50	\$486.00
7	X6560-R6	Cable, Ethernet, 0.5m RJ45 CAT6	1	\$6.00	\$6.00	\$4.86	\$4.86
8	X6561-R6	Cable, Ethernet, 2m RJ45 CAT6	2	\$9.00	\$18.00	\$7.29	\$14.58
9	CS-O2-4HR-VA	SupportEdge Premium 4hr Onsite, VA	1	\$3,262.49	\$3,262.49	\$2,609.99	\$2,609.99
10	FAS8020-R6	FAS8020-R6	1	\$0.00	\$0.00	\$0.00	\$0.00
11	FAS8020A-001-R6	FAS8020 High Availability System	2	\$12,290.00	\$24,580.00	\$9,709.10	\$19,418.20
12	SW-2-8020A-PREMBNDL-C	SW-2, Premium BNDL, 8020A, -C	2	\$37,125.00	\$74,250.00	\$30,071.25	\$60,142.50
13	X6226-R6-C	Chassis, FAS8020, AC PS, -C	1	\$0.00	\$0.00	\$0.00	\$0.00
14	DS2246-21.6TB-0P-R6-C	DSK SHLF, 24x900GB, 6G, 0P, -C	6	\$22,535.00	\$135,210.00	\$18,253.35	\$109,520.10
15	DS4246-0748-24A-0P-R6-C	DSK SHLF, 24x2.0TB, 7.2K, 6G, 0P, -C	2	\$18,090.00	\$36,180.00	\$14,652.90	\$29,305.80
16	X6553-R6-C	Cable, Cntlr-Shelf/Switch, 2m, LC/LC, Op, -C	4	\$125.00	\$500.00	\$101.25	\$405.00
17	X6557-R6-C	Cable, SAS Cntlr-Shelf/Shelf-Shelf/HA, 0.5m, -C	12	\$0.00	\$0.00	\$0.00	\$0.00
18	X6558-R6-C	Cable, SAS Cntlr-Shelf/Shelf-Shelf/HA, 2m, -C	8	\$125.00	\$1,000.00	\$101.25	\$810.00
19	X6561-R6-C	Cable, Ethernet, 2m RJ45 CAT6, -C	2	\$0.00	\$0.00	\$0.00	\$0.00
20	X6566B-05-R6-C	Cable, Direct Attach CU SFP+ 10G, 0.5M, -C	2	\$60.00	\$120.00	\$55.20	\$110.40
21	X2069-R6-C	HBA, 4-Port SAS 3/6/12Gbps QSFP PCIe, -C	4	\$1,400.00	\$5,600.00	\$1,106.00	\$4,424.00
22	X5515A-R6-C	Rackmount Kit, 4N2, DS14-Middle, -C, R6	1	\$100.00	\$100.00	\$81.00	\$81.00
23	X5526A-R6-C	Rackmount Kit, 4-Post, Universal, -C, R6	8	\$0.00	\$0.00	\$0.00	\$0.00
24	X6596-R6-C	SFP+ FC Optical 16Gb, -C	4	\$1,035.00	\$4,140.00	\$817.65	\$3,270.60
25	DATA-AT-REST-ENCRYPTION	Data at Rest Encryption Capable Operating Sys	2	\$0.00	\$0.00	\$0.00	\$0.00
26	DOC-8020-C	Documents, 8020, -C	1	\$0.00	\$0.00	\$0.00	\$0.00
27	X800-42U-R6-C	Power Cable, In-Cabinet, C13-C14, -C	18	\$0.00	\$0.00	\$0.00	\$0.00
28	OS-ONTAP1-CAP1-0P-C	OS Enable, Per-0.1TB, ONTAP, Cap-Stor, 0P, -C	960	\$30.84	\$29,606.40	\$24.37	\$23,395.20
29	OS-ONTAP1-CAP2-0P-C	OS Enable, Per-0.1TB, ONTAP, Perf-Stor, 0P, -C	1296	\$85.52	\$110,833.92	\$67.56	\$87,557.76
30	CS-O2-4HR-VA	SupportEdge Premium 4hr Onsite, VA	1	\$31,658.05	\$31,658.05	\$26,326.44	\$26,326.44
31	SW-2-CL-BASE	SW-2, Base, CL, Node	1	\$0.00	\$0.00	\$0.00	\$0.00
Subtotal					\$521,372.86		\$417,930.64

Estimated Tax						
Estimated Freight						\$2,266.00
Grand Total						\$420,196.64

Notes:

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- It is your Sole Responsibility to evaluate the accuracy of, completeness, and usefulness of the information.
- All purchase orders or awards received in response to the Arrow quote are subject to Arrow's standard Terms and Conditions of Sale.
- Available quantities reflect a point in time and do not guarantee availability at time of order.
- Unless otherwise noted, prices quoted do not include freight. Freight cost is an estimate for planning purposes only and the actual freight amount will be displayed on the final invoice.
- Tax calculation is an estimate for planning purposes only and actual tax will be displayed on the final invoice.
- Subject to continuing credit approval, terms of payment are net 30 days from the invoice date unless otherwise noted.
- The carrier is liable for damages caused during shipment, if damages are identified on bill of lading, and shipment is made using an Arrow designated carrier.
- Please consult the appropriate manufacturer's specifications for verification. All DOA and defective product issues must be handled through manufacturer directly. For standard warranty on hardware, please contact manufacturer or your Arrow representative.
- Solution Provider must confirm installed hardware and software. The Solution Provider is responsible for verifying the proposed configuration prior to quoting prices to end-user.
- All return credits are subject to Vendor and Arrow Return policies and approvals.
- Prices and discounts (if any) apply only to the specific quantities and estimated delivery schedules shown above. Any variation in quantity or requested delivery may result in prices or discount changes.
- Programs and prices are subject to change at any time, without notice.
- Arrow is responsible for the content of this document at time of its' original transmission only. Any subsequent changes to content and implications thereof will become the responsibility of the recipient.
- Please note this output includes data specific to the product requested. As such, certain fields may be left blank if not pertinent to the item(s) quoted.

Hi Imran

This part, SSD SHLF, 12x200GB, QS (DS2246- SL024-12A- QS-R6) - QTY 1, on the BOM is EOL. The replacement for this part is, DS2246-SL048-12S-QS-R6, line 3 on the quote. So you should be good to go.

Thank you

G

Garrett Ninow / Inside Sales (ECS | ISG | NetApp)
Arrow Enterprise Computing Solutions
Storage Group

ph: 952.975.3768
fax: 952.949.0453

ganinow@arrow.com

www.arrowecs.com

www.arrow.com / <http://ecs.arrow.com>

www.twitter.com/ArrowNetApp

www.facebook.com/ArrowNetApp

To: David Smith
 Company: ZONES INCORPORATED
 End-user: Port of LA

From: Anthony Rees

E-mail: Brocade@techdata.com

Place this order at www.TechData.com

Price Quotation # 4004977384
 Customer # 38042792
 01/20/2017



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 All prices and descriptions are subject to change without notice.
THIS PRICE LIST IS A QUOTATION ONLY AND IS NOT AN ORDER OR OFFER TO SELL. No contract for sale will exist unless and until a purchase order has been issued by you and accepted by Tech Data Corporation ("Tech Data").
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 Products quoted were selected by Tech Data based on specifications available at the time of this quotation, and are not guaranteed to meet bid specifications. Product specifications may be changed by the manufacturer without notice. It is your responsibility to verify product conformance to specifications of any subsequent contract. All products are subject to availability from the manufacturer.
 Tech Data is not responsible for compliance with regulations, requirements or obligations associated with any contract resulting from this quotation unless said regulations, requirements or obligations have been passed to Tech Data and approved in writing by an authorized representative of Tech Data.

***The freight costs listed are estimates. Shipping costs may vary based on time of purchase, quantity ordered, shipment carrier and warehouse sourced. Actual shipping costs will be reflected on your invoice.

Reseller is responsible for obtaining vendor authorization to sell product if required.

Qty	TD #	Mfr #	Description	Price ea.	Extended	Retail	Avail.	Promo Info
2	12166589	BR-320-B-0008	320 8P FULL FAB 8GB SFPS BR	2499.40	4998.80	5142.00	5	
2	10083969	300-SVS-4P-1	300 1YR ESSEN 4HR PTS ONLY SUP	615.45	1230.90	733.00	Call	
2	10092148	XBR-R000162	RM KIT FOR 200E/300/415K 51/49/53/75VA	80.75	161.50	129.00	5	
2	10085423	BR-6505-12-OR	BR 6505 12P 0 SFPS BR AC SGL PSU	4690.63	9381.26	9650.00	13	
2	10084272	6505-SVS-NDP-1	1YR ESSENTIL NBD PARTS ON SUP BR-6505-12	415.90	831.80	495.00	Call	
2	10092082	XBR-000164	FRU SFP SWL 8G 8PK BULK	904.08	1808.16	1631.00	0	
2	10092149	XBR-R000291	6510/6505/VDX6710 FIXED RM KIT	109.82	219.64	175.00	103	
				Total:	18632.06			

***Freight Estimation: 0.00
 ****Handling Charges: 0.00



Sara Bernard
National Account Rep
E-mail: Sara.Bernard@techdata.com

Price Quotation

Date: 23-Jan-2017

End Customer: KEI CHAN
PORT OF LOS ANGELES
708 S PIER A ST

WILMINGTON CA
US US

Deal ID: 24799517
Quote ID: 4714658352

Quote Name: PORT OF LOS ANGELES - Switches - David Smith
Quote Status: Approved
Date Approved: 18-Jan-2017
Deal Expiration: 16-Apr-2017

Bill to ID: 2312101

For Federal Government: N
TAA Requested? N
Price List: Global Price List US Availability
Currency: USD

Items with Discounts and Credits **Only non-ironport products are eligible for Quantity update.**

#	Part Number	Part Description	Buy Method	Service Duration	Quantity	Lead Time (in Days)	Extended List Price	Discount %	Discount	Credits	Effective Discount %	Extended Net Price	Unit Net CBN Price Confirmed	Included Item
1.0	WS-C3850-12X48U-S	Cisco Catalyst 3850 48 Port (12 mGig+36 Gig) UPoE IP Base	TECH DATA	-	6	14	91,800.00	50.00	45,900.00	0.00	50.00	45,900.00	7,650.00 N	No
1.1	CAB-SPWR-30CM	Catalyst 3750X and 3850 Stack Power Cable 30 CM	TECH DATA	-	6	21	0.00	42.00	0.00	0.00	42.00	0.00	0.00 N	Yes
1.2	S3850UK9-37E	CAT3850 Universal K9 image	TECH DATA	-	6	14	0.00	42.00	0.00	0.00	42.00	0.00	0.00 N	Yes
1.3	PWR-C1-1100WAC	1100W AC Config 1 Power Supply	TECH DATA	-	6	14	0.00	42.00	0.00	0.00	42.00	0.00	0.00 N	Yes
1.4	STACK-T1-50CM	50CM Type 1 Stacking Cable	TECH DATA	-	6	14	0.00	42.00	0.00	0.00	42.00	0.00	0.00 N	Yes
1.5	PWR-C1-1100WAC/2	1100W AC Config 1 Secondary Power Supply	TECH DATA	-	6	14	11,400.00	42.00	4,788.00	0.00	42.00	6,612.00	1,102.00 N	No
1.6	C3850-NM-8-10G	Cisco Catalyst 3850 8 x 10GE Network Module	TECH DATA	-	6	14	36,000.00	42.00	15,120.00	0.00	42.00	20,880.00	3,480.00 N	No
1.7	CAB-TA-NA	North America AC Type A Power Cable	TECH DATA	-	12	14	0.00	42.00	0.00	0.00	42.00	0.00	0.00 N	No
2.0	SFP-10G-SR-	10GBASE-SR SFP Module	TECH DATA	-	6	14	5,970.00	42.00	2,507.40	0.00	42.00	3,462.60	577.10 N	No
3.0	WS-C3850-24XU-L	Cisco Catalyst 3850 24 mGig Port UPoE LAN Base	TECH DATA	-	12	14	150,000.00	42.00	63,000.00	0.00	42.00	87,000.00	7,250.00 N	No
3.1	S3850UK9-37E	CAT3850 Universal K9 image	TECH DATA	-	12	14	0.00	42.00	0.00	0.00	42.00	0.00	0.00 N	Yes

3.2	PWR-C1-1100WAC	1100W AC Config 1 Power Supply	TECH DATA	0.00	12	14	0.00	42.00	0.00	0.00	0.00	0.00	N	Yes
3.3	STACK-T1-50CM	50CM Type 1 Stacking Cable	TECH DATA	0.00	12	14	0.00	42.00	0.00	0.00	0.00	0.00	N	Yes
3.4	CAB-TA-NA	North America AC Type A Power Cable	TECH DATA	0.00	24	14	0.00	42.00	0.00	0.00	0.00	0.00	N	No
3.5	PWR-C1-1100WAC/2	1100W AC Config 1 Secondary Power Supply	TECH DATA	1,900.00	12	14	22,800.00	42.00	9,576.00	0.00	42.00	13,224.00	N	No
3.6	C3850-NM-8-10G	Cisco Catalyst 3850 8 x 10GE Network Module	TECH DATA	6,000.00	12	14	72,000.00	42.00	30,240.00	0.00	42.00	41,760.00	N	No

Total List Price	389,970.00
Discounts	43.88
Credits	171,131.40
Adjustments	0.00
Quote Total	218,636.60

Note

This Price Quotation does not constitute an offer by Cisco to sell products, but is instead an invitation to issue a purchase order to Cisco until the Quotation Valid date specified in this Price Quotation. Such a purchase order will be subject to Cisco's standard procedures, terms, and conditions for the acceptance of purchase orders. This order may be subject to indirect tax (VAT, GST, sales tax or other indirect taxes), duty and freight charges even if not noted on this quote.



QUOTE ORDER INFORMATION
As of 2/1/17

Reseller Account	PO/Quote#	Pricing
314090	WQ70565985	Vendor SPA(VS)

Bill-to
ZONES INC
1102 15TH STREET SW
AUBURN , WA 98001
Terms
.75% 10, NET 30(E75)
Quote Description
Customer: Port of LA

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

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

SKU SYNNEX P/N	Mfg. P/N	UPC#	Description	MSRP	Availability	Reseller Price	Qty	Ext. Price
4525949 CKP- CPAPSG5600NGTP	CPAP- SG5600- NGTP	N/A	CHECK POINT SOFTWARE TECHNOLOGIES, INC. : 5600 Next Generation Threat Prevention Appliance	\$29,000.00	Vendor Drop Ship	\$21,170.00	1	\$21,170.00
3477325 CKP- CPESSSPREMIUMADD	CPES-SS- PREMIUM- ADD	N/A	CHECK POINT SOFTWARE TECHNOLOGIES, INC. : Enterprise Software Subscription & Premium		Vendor Drop Ship	\$4,535.60	1	\$4,535.60

Fuel Surcharge: \$0.00
TOTAL: \$25,705.60

Pricing Information

All prices are displayed in United States Dollars.
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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