



## **ADMINISTRATIVE SERVICES COMMITTEE MEETING AGENDA**

Commission Chamber  
Tuesday, June 23, 2026  
1:05 PM

### **ADMINISTRATIVE SERVICES**

- 1.** Motion to **approve** Procurement Department to enter into a Cooperative Agreement with Carahsoft Technology Corp. for the BidNet Direct by SOVRA E-Procurement Software in the initial amount of \$69,000. Award is contingent upon receipt of signed agreement and associated documents.
- 2.** Motion to approve the purchase of one tandem dump truck, at a total cost of \$184,871 from Rush Truck Center of Atlanta, GA for the Utilities Department.
- 3.** Motion to approve the purchase to replace two vehicles, at a total cost of \$91,242, from Akins Ford Dodge for various departments.
- 4.** Motion to approve the minutes of the June 9, 2026 Administrative Services Committee Meeting.



**Administrative Services Committee Meeting**

Meeting Date: June 23, 2026

E-Procurement Software – Cooperative Procurement Purchase

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<b>Department:</b>	Procurement Department & Information Technology
<b>Presenter:</b>	Andy Penick, Director
<b>Caption:</b>	Motion to approve Procurement Department to enter into a Cooperative Agreement with Carahsoft Technology Corp. for the BidNet Direct by SOVRA E-Procurement Software in the initial amount of \$69,000. Award is contingent upon receipt of signed agreement and associated documents.
<b>Background:</b>	<p>Augusta’s current procurement processes rely heavily on manual, labor-intensive, paper-based workflows for bid solicitations, evaluation, award and contract management. The process is old, slow and outdated.</p> <p>To modernize procurement operations and improve service delivery, the Procurement Department seeks to transition to an E-Procurement cloud-based platform. The proposed system will help automate and streamline key procurement functions, including solicitation development, posting, vendor registration, electronic bid and proposal submission, evaluation workflows, contract management and reporting capabilities.</p>
<b>Analysis:</b>	Procurement issued a Request for Information RFI #25-214 for E-Procurement System with multiple responses. After reviewing the responses, Procurement narrowed down four of the most promising solutions. Then, in conjunction with the IT Department, engaged in multiple rounds of demonstrations and negotiations determined that Cobb County, Government’s contract for BidNet by SOVRA to be the best result in terms of functionality and cost for Augusta.
<b>Financial Impact:</b>	<p>The first year will be funded with Capital Funds, with following years from Procurement’s General Fund, as follows</p> <p>First Year: \$69,000.00  Second Year: \$51,450.00  Third Year: \$54,022.50</p>
<b>Alternatives:</b>	To deny.
<b>Recommendation:</b>	Approve the purchase of the BidNet E-Procurement Software Solution
<b>Funds are available in the following accounts:</b>	272016410/5424120
<b><u>REVIEWED AND APPROVED BY:</u></b>	N/A

# Source-to-Contract

## Purpose-built for Government

Empowering Collaboration, Compliance and Speed  
City of Augusta

**NIGP** Business  
Council

**bidnet direct.**  
by SOVRA

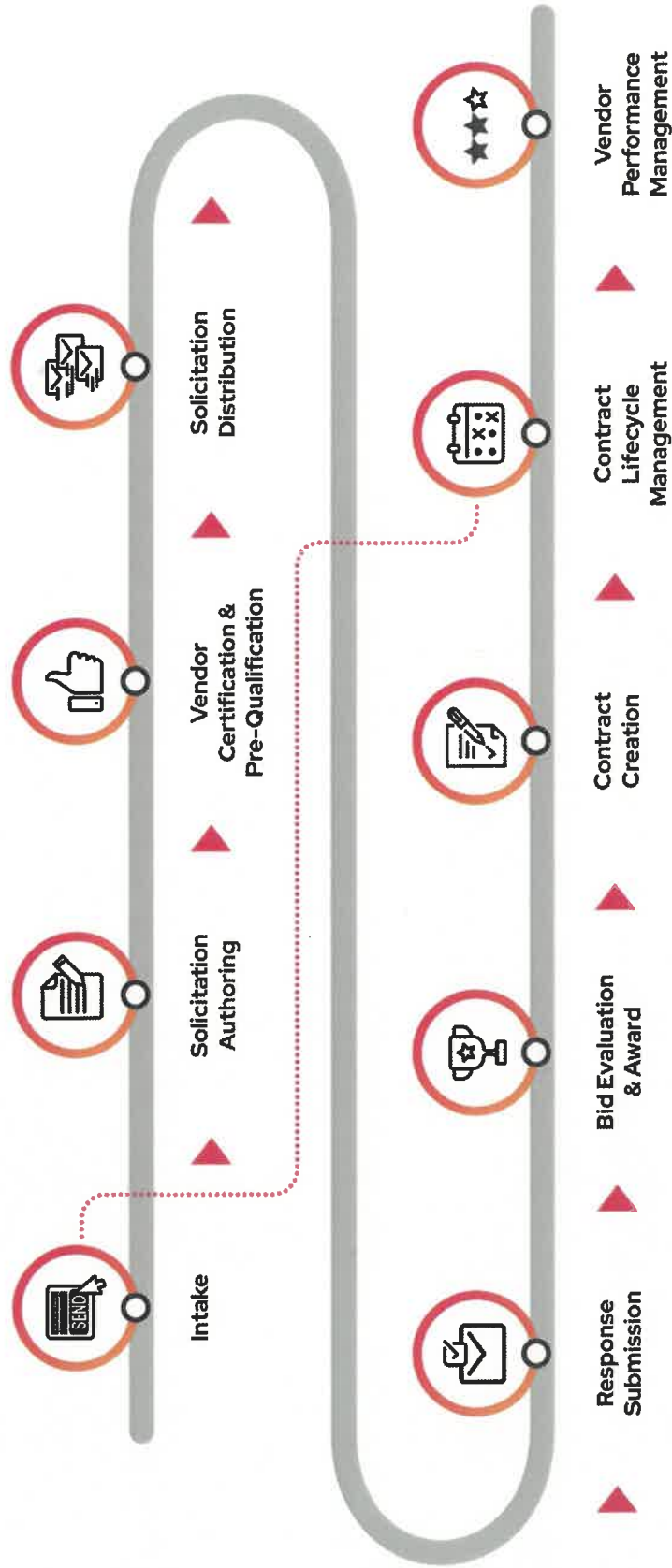
# Agenda

- Bidnet Direct Overview
- Impact & ROI
- Bidnet Direct Road Map
- Bidnet Direct's Supplier Experience
- Deliverables
- Investment Summary



bidnetdirect  
by the state

# Source-to-Contract Workflow



# Serving 7,000 Public Agencies



**Consolidated Governments**




**Georgia Governments**











**Other City & County Customers**














# Drive Competition With the Industry's Largest Supplier Network

North America

**1,000,000+**

Georgia

**28,736 +**

**bidnet direct.**  
by SOVRA

Item 1.

# Bidnet Direct Impact & ROI

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by SOVRA

Item 1.

# With Bidnet Direct: Procurement Teams Report...



**300%**

Increase in bid participation by suppliers

\*City of Seguin



**75%**

procurement cycle time reduction

\*City of Long Beach

““

[SOVRA offered] the ability to customize the platform to **fit our needs** instead of changing how Aspen does business.”



CITY OF ASPEN

““

**366%**

Return on Investment!



CHICAGO ROCKFORD INTERNATIONAL AIRPORT

““

“They know me. They know my staff. They understand my staff... It’s great that they have that personal feeling, that personal touch with Fulton County.”



FULTON COUNTY

““

Doubled the number of vendors that work with the City!  
Over **700+** registered vendors just for our bids!



““

“We used to think 3-4 bids was good. Now we’re consistently **seeing much higher numbers**, and that competition keeps our costs steady and predictable.”



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by **SOVRA**



# Business Case

## ROI

### Sourcing

- **300% increase in vendor responses per solicitation = average of 5% reduction in procurement costs**
  - **5% savings on capital projects (\$318M for FY26) = \$15.9M in potential cost reduction**
  - If the City fell behind the average, 1% would yield a **\$3.1M** potential cost reduction
- Bidnet Direct's Source-to-Contract solution creates incredible labor efficiencies across Sourcing with **1,000 Hours Saved Per Employee a Yr @ 20 hours a week:**
  - 5 sourcing FTE x 1,000 hours saved per yr x \$40/hr = **\$200k/year saved**

### Contract Lifecycle Management

- Public agencies lose **6-8% of contract value** every year with Contract Leakage from:
  - Missed renewals
  - Overpayments
  - Off-contract spend
  - Compliance gaps
- **Result: Being conversative, preventing just 5% loss on a \$40M in active contracts means \$2M/year saved**
  - This number may be higher or lower for the City of Augusta



# Bidnet Direct Road Map

bidnet direct.  
by SOVRA

Item 1.



# Bidnet Direct Supplier Experience

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Item 1.

# Supporting and Empowering Suppliers to Succeed

Suppliers have access to:

- **Onboarding emails**, including 3–4 educational emails with step-by-step guides and videos for new suppliers.
- A **Knowledge Base** that helps them discover how to find opportunities and submit bids.
- An **AI-powered chatbot** for instant answers within the platform.
- **Customer support** available Monday–Friday, 8:00 am–8:00 pm EST, by phone or email.
- **Enhanced features** designed to make finding bids faster and easier, such as:
  - AI Overview
  - Saved Solicitations

## Knowledge base



## AI Chatbot



## Onboarding Email Workflow



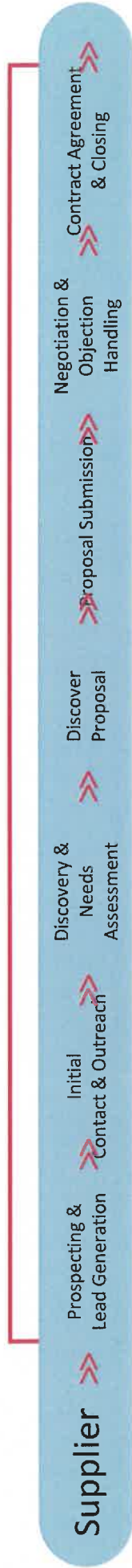
Happy exploring!

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by **SOVRA**

# Simplifying and Accelerating Engagement

Helping Suppliers Align to Your Workflow

## Bidnet Direct Supplier Management



## Bidnet Direct Procurement Management

**Bidnet Direct is enhancing the marketplace by enabling both sides.**

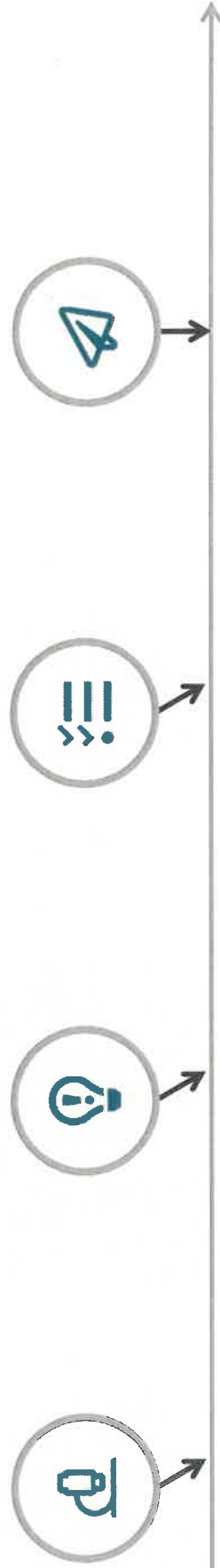
# Implementation Deliverables & Investment Summary

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# Our implementation approach

All four stages of our process can be encapsulated into waves that deliver value over the entire duration of our project

Iterative and concurrent approach to project planning and execution



## STAGE I

### Project Set Up and Analysis

- Kick-off
- Project Planning
- Requirements Alignment
- Business Process Review

## STAGE II

### Design prototyping Validation

- Core Team Orientation
- Application Exploration
- Design of the future solution
- Functional & Tech specifications

## STAGE III

### System Configuration & Integration

- Configuration of the solution
- Interface Development
- User Acceptance Testing
- Go-Live Planning
- Training

## STAGE IV

### Go Live & Support

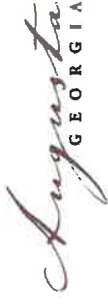
- Handover to support
- Establish Issue Escalation Procedures
- Hypercare Support during transition period

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by SOVRA

# Bidnet Direct by SOVRA

The below outlines deliverables included in our Source-to-Contract proposal

<b>Source:</b>	Intake Management	Included
	RFx Creation (unlimited collaborators)	Included
	Bid Management (unlimited users)	Included
	Bid Evaluation (unlimited evaluators)	Included
	Q&A and Amendment Management	Included
<b>Connect:</b>	Vendor outreach programs	Included
	Certification and Pre-Qualification Management	Included
	Vendor Performance Management	Included
<b>Contract:</b>	Contract Repository (unlimited storage)	Included
	Milestone Management (renewal/expiry notifications)	Included
	Document creation, template management, clause library	Included
	Collaborative online redlining	Included
	Reporting	Included
	E-signature integration	Included
	Contract spend management	Included
	SSO	Included
	Approval Workflows	Included



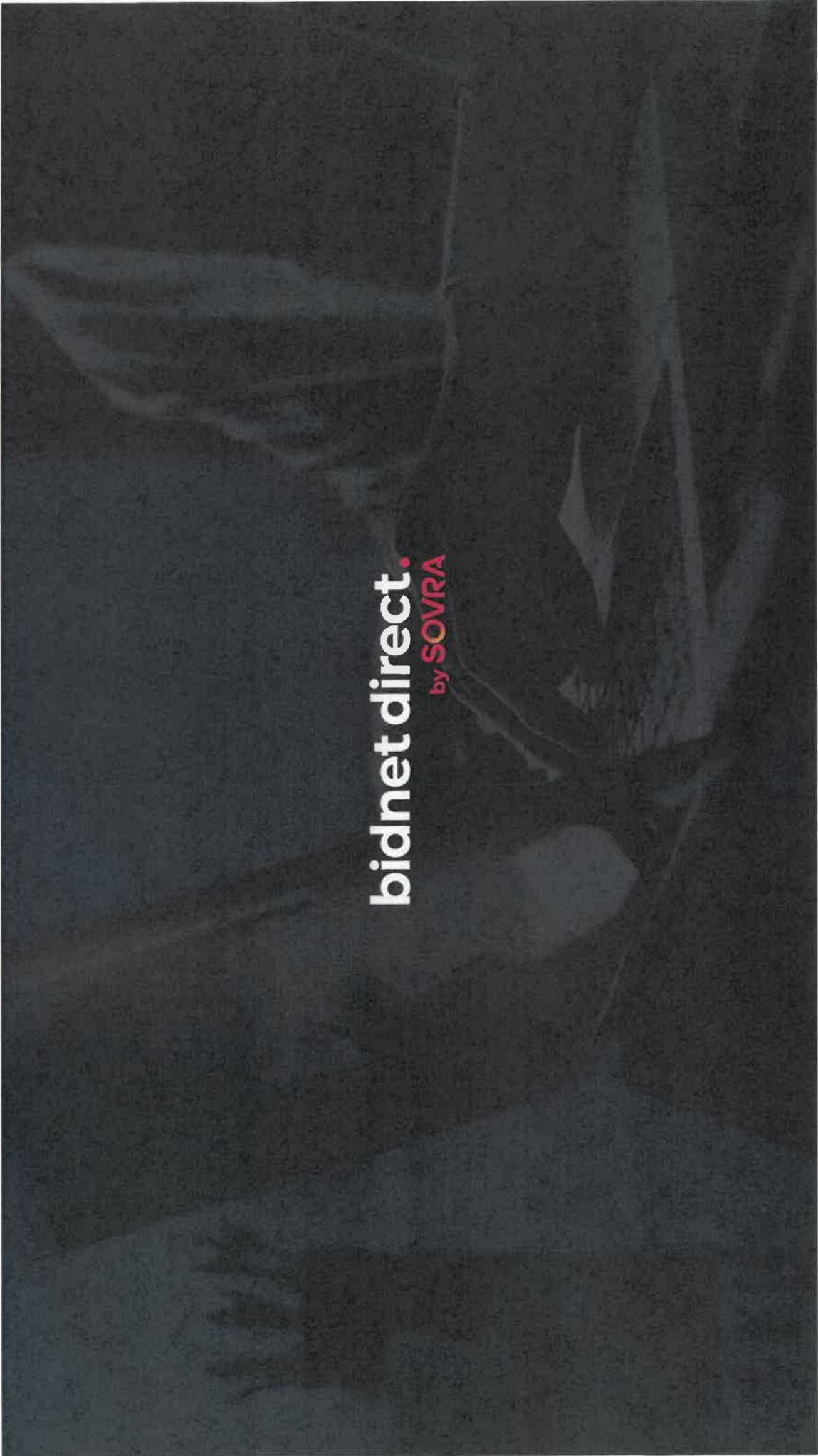
# Bidnet Direct by SOVRA

## Investment Summary

### Unlimited Users

Pricing Breakdown	
Yearly SaaS Price	\$49,000.00
One-time Implementation Price	\$20,000.00
Yearly Pricing	
Year 1	\$69,000.00
Year 2	\$51,450.00
Year 3	\$54,022.50





bidnet direct.  
by SOVRA

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## Statement of Work Between City of Augusta, GA & International Data Base Corp. dba Bidnet

### Implementation Professional Services

#### Project Timeline

- This project is budgeted for a duration of number (16) weeks from the project kick off meeting to the transition to customer support. The project start date will be mutually agreed upon by both parties and shall occur within two (2) weeks of contract signature.

#### Project Assumptions

- Services will be delivered through 100% offsite resources and meetings.
- A mutually agreed-upon project schedule will be finalized within two (2) weeks of project kickoff. Following this, Company will allocate resources to meet project deadlines and manage costs effectively. The Customer is also expected to adhere to all project deadlines. If actions or inaction by the Customer cause a delay and require Company to reschedule or reallocate resources, the project cost may increase and will be addressed through the Change Control process.
- Product enhancements are changes to product functionality that require new software development and that the company adopts as part of the product offering. No enhancements are included in this Order.
- If Customer requests changes to the Deliverable Details as identified herein, or additional enhancements, the Change Control Process will be used.
- Only services to support rollout and testing of Deliverables detailed herein are included in this Order. If any additional services are requested by the Customer, the Change Control process will be used.
- All existing SLAs remain applicable.

#### Customer Responsibilities

- Assign a Project Manager that makes decisions on Customer's behalf with respect to schedule, configuration decisions, and coordinating meetings.
- Ensure adequate representation and participation of Customer staff in implementation services to ensure successful configuration decision making and knowledge transfer.
- Confirm the configured solution meets the Customer's needs and requirements through a comprehensive testing and validation process.
- Coordinate and conduct User Acceptance Testing.
- Plan and implement required business process and policy changes.
- The Customer is expected to provide the requested input and feedback consistent with the project schedule. Failure to do so may result in change orders affecting the project schedule and/or cost.
- Ensure time is reserved to complete training as per agreed project plan.

#### Company Responsibilities

- Manage Company resources and provide the personnel needed to support the enhancements.
- Assist the Customer in remediation of material defects.
- Ensure the configured solution meets the testing and validation requirements.
- Coordinate our participation in all meetings and training and make required staff and resources available, as required.

## Change Control

In the event changes to the Order (“Changes”), become necessary or desirable to the Parties, a Change shall be effective only when documented by a written, dated agreement executed by both parties that expressly references and is attached to this Order (a “Change Order”). The Change Order shall set forth in detail: (i) the Change requested, including all modifications of the duties of the parties; (ii) the reason for the proposed Change; and (iii) a detailed analysis of the impact of the Change on the results of the Services and time for completion of the Services, including the impact on any associated price.

## Delivery Details

### Sourcing Platform

- Manage the entire solicitation process, from publishing, interacting with suppliers, Q&A, amendments, receiving bids, monitoring, and tracking deadlines, with a full audit trail of the entire process and in-depth reporting.
- Implementation service provided:
  - Discovery of requirements (up to 2 hours)
    - Review of Customer’s current process
  - Configure UAT Environment
    - Configure the UAT environment to reflect the agreed configurations
  - Support User Acceptance Testing
  - Configure Production Environment
    - Configure the Production environment to reflect validated configurations
  - Training
    - Provide remote training for administrators and end users (up to 4 hours)

### RFX Creation Advanced

- Generate RFX and other solicitation documents, with dynamic multi-user collaboration, templates, clauses, approval workflows, notifications, and advanced configuration capabilities for a more tailored solution.
- Solicitation templates can have clauses injected across multiple templates (such as an indemnification clause) which eliminates having to update them in multiple templates. Clauses can also be conditionally injected based on a checkbox field selected in the form.
- Implementation service provided:
  - Discovery of requirements (up to 2 hours)
    - Review of Customer’s current process
  - Configure the UAT Environment
    - Configure first template while Training
    - Configuring up to ten (10) client fields and conditional logic
    - Configuration of Workflow with up to five (5) conditions
    - Configuring solicitation types and other associated fields
  - Support User Acceptance Testing
  - Configure Production Environment
    - Configure the Production environment to reflect validated configurations

- Training
  - Provide training for administrators and end users (up to 4 hours)
- Assumption
  - Company will train Customer on the configuration of templates and client fields. If Customer requests that Company perform configuration activities on its behalf for these items, or requests additional workflow configuration beyond what is in scope for the Order, such services will be managed through the Change Control process at the rates set forth below. These rates apply only during the project implementation phase.

**Bid Evaluation**

- The Bid Evaluation service allows authorized users to evaluate bids online. Administrators can create a library of standard questions. Managers can set up evaluations and invite evaluators as well as set up the process and track until completion.
- Implementation service provided:
  - Discovery of requirements (up to 3 hours)
    - Review of Customer's current process
  - Configure UAT Environment
    - Configure the UAT environment to reflect the agreed configurations
  - Support User Acceptance Testing
  - Configure Production Environment
    - Configure the Production environment to reflect validated configurations
  - Training
    - Provide training for administrators and end users (up to 2 hours)

**Single Sign On (SSO) Configuration**

- SSO provides secure access following your company's login policies and allows users ease of access.
- Implementation service provided:
  - Requirements Discovery (up to 2 hours)
    - Discovery with Customer's IT/Security team
    - Exchange of required information to configure for Customer and Company
  - Configure Production Environment
    - Testing Support – joint testing with Company and Customer of the integration

**Intake Management Advanced**

- Manage internal intake using dynamic request forms to gather all the necessary information to start a sourcing or contracting process for internal users and keep them informed throughout. Advanced configuration capabilities for a more tailored intake solution.
- Implementation service provided:
  - Discovery of requirements (up to 3 hours)
  - Configuration in UAT and Production environments.
    - Configuring up to 10 client fields and conditional logic
    - Configuration of Workflow with up to 5 conditions
  - Remote Training – Admin and User (up to 3 hours)

### Certification and Qualification Management

- The Certification and Qualification Management service facilitates supplier qualification by applying your own prequalification and certification criteria. Build and monitor your supplier database, including any diversity requirements, and limit follow-up costs.
- Implementation service provided:
  - Discovery of requirements.
  - Configuration in production environment of form, maximum of 1 form with 10 criteria
  - Remote Training – Admin and User (2 hours)

### Supplier Performance Management

- Manage the performance of your vendors by evaluating Key Performance Indicators (KPIs) that will increase the quality of your pool of vendors
- Implementation service provided:
  - Discovery of requirements (up to 4 hours)
    - Review Company’s standard Supplier Performance Management module and discuss configuration options.
  - Configure UAT Environment
    - Configuration of custom score card, maximum of two (2) forms with max ten (10) KPIs per form
  - Support User Acceptance Testing
  - Configure Production Environment
    - Configure the Production environment to reflect validated configurations
  - Training
    - Provide training for administrators and end users (up to 2 hours)

### Contract Advanced

- Contract Lifecycle Management with notifications and tracking, unlimited document repository, reports, allows the generation of contract documents using templates and clauses, dynamic multi-user collaboration, track changes, version control, external user access control, approval workflows, advanced configuration capabilities for a more tailored solution and eSignature management if purchased.
- Solicitation or Contract templates can have clauses injected across multiple templates (such as an indemnification clause) which eliminates having to update them in multiple templates. Clauses can also be conditionally injected based on a checkbox field selected in the form.
- Implementation service provided:
  - Discovery of requirements (up to 2 hours)
    - Review of Customer’s current process
  - Configure UAT Environment
    - Configure first template while Training
    - Configure up to ten (10) client fields and conditional logic
    - Configure Workflow with up to five (5) conditions
    - Configure contract types and other associated fields
  - Support User Acceptance Testing

- Training
  - Provide training for administrators and end users (up to 4 hours)
- Assumption
  - Company will train Customer on the configuration of templates and client fields. If Customer requests that Company perform configuration activities on its behalf for these items, or requests additional workflow configuration beyond what is in scope for the Order, such services will be managed through the Change Control process at the rates set forth below. These rates apply only during the project implementation phase.

### **Integrated eSignature**

- Integrated eSignatures come in bundles of 250 packages that can be sent out for signature. The client will be notified that they are about to or have exceeded their purchased amount and will be invoiced for another bundle.
- Implementation service provided:
  - Discovery of requirements (done with the Contracts discovery)
  - Configuration in production environment
  - Remote Training – Admin and User (done with Contracts training)

### **User Acceptance Testing (UAT) Environment**

- The UAT environment provides an environment to configure, test and approve changes prior to applying these changes to production. The environment will be used during implementation to configure and seek approval to move configuration to the Production environment. Once in Production the environment can be used for training as well as place for the client to test configurations prior to doing them in the production environment.
- Implementation service provided:
  - Configure the UAT environment and add UAT client team members.
  - This environment is set up without SSO to allow users to have multiple logins for role testing.
  - Access to environment
  - Demonstrations of configurations in the environment during implementation
  - Support during the client User Acceptance Testing
  - Training
  - Move configurations into production environment once approved
- For production Core releases, they will typically be promoted two weeks prior to production to this environment to allow admins to get familiar with any changes/enhancements seen in news/release notes.
- Once in production, it will be up to the client to maintain configuration consistency that they make in each environment as desired.

### **Contract Spend Tracking**

- Contract Spend Tracking enables financial calculations and the roll-up of contract amounts to parent contracts, with roll-up activity recorded on the parent contract using the solution's standard financial roll-up template.
- Spend Tracking functionality supports the following contract categories:
  - Contract

- Subcontract
- Amendment
- Contract Spend Tracking will be performed via Flat File Integration to apply purchase order drawdowns against contracts, subcontracts, or amendments that increase or decrease contract spend limits.
  - Customer is responsible for submitting files using the Company's standard template for import.
  - Submitted files will be detected within ten (10) minutes, at which time the import process will be initiated. Files may be submitted up to a maximum of four (4) times per hour. Flat files exceeding 1 MB in size must be imported during non-business hours.
- Implementation service provided:
  - Delivery of Company's Contract Spend Tracking documentation and template
    - Provide up to two (2) hours of services to answer questions related to the documentation provided.
  - Configuration in Production Environment
    - Flat File Integration configuration of SFTP account, import job, and template.
  - Training
    - Training for administrators and end users, delivered as part of the Contracts training.

### **Future Platform Upgrade Commitment**

International Data Base Corp. dba Bidnet agrees to provide the Customer with a complimentary, like-for-like upgrade to the new platform upon its official release. This upgrade will be delivered at no additional cost to the Customer and will include the standard implementation services necessary to transition from the current system to the new platform. The like-for-like upgrade ensures that all existing functionality included in the Customer's current licensed modules will be maintained within the new platform's equivalent feature set. The Vendor will communicate release timelines and any technical requirements in advance and will coordinate with the Customer to ensure a smooth and timely upgrade process.

**PRICE QUOTATION**  
**CARAHSOFT TECHNOLOGY CORP**

Item 1.

11493 SUNSET HILLS ROAD | SUITE 100 | RESTON, VIRGINIA 20190  
 PHONE (703) 871-8585 | FAX (703) 871-8505  
 WWW.CARAHSOFT.COM | SALES@CARAHSOFT.COM



**TO:** Andy Penick  
 Director of Procurement  
 City of Augusta, GA  
 535 Telfair St  
 Augusta, GA 30901 USA

**FROM:** Mackenzie Cox  
 Carahsoft Technology Corp.  
 11493 Sunset Hills Road  
 Suite 100  
 Reston, Virginia 20190

**EMAIL:** apenick@augustaga.gov

**EMAIL:** Mackenzie.Cox@carahsoft.com

**PHONE:** (706) 821-4820

**PHONE:** (571) 662-3095

**FAX:** (703) 871-8505

**TERMS:** OMNIA GA : 23-6692-01  
 Term: May 1, 2023 - April 30, 2028  
 FTIN:52-2189693  
 Shipping Point: FOB Destination  
 Credit Cards: VISA/MasterCard/AMEX  
 Remit To: Same as Above  
 Payment Terms: Net 30 (On Approved Credit)  
 Sales Tax May Apply

**QUOTE NO:** 63396576  
**QUOTE DATE:** 03/11/2026  
**QUOTE EXPIRES:** 06/30/2026  
**RFQ NO:**  
**SHIPPING:** ESD  
**TOTAL PRICE:** \$69,000.00  
**TOTAL QUOTE:** \$69,000.00

LINE NO.	PART NO.	DESCRIPTION	QUOTE PRICE	QTY	EXTENDED PRICE
<b>YEAR 1</b>					
1	IDBC-121870263-1195	Full Source to Contract with CLM Advanced. 1 Year Service. Tier 2 < 250K Pop (or >20K edu) International Data Base Corp - IDBC-121870263 Start Date: 07/01/2026 End Date: 06/30/2027	\$49,000.00	COOP 1	\$49,000.00
<b>YEAR 1 SUBTOTAL:</b>					\$49,000.00
<b>ONE-TIME IMPLEMENTATION</b>					
2	PS-SUPP-1-1195	Services to support Customer Implementation - Requires SOW (up to 12 months) Carahsoft Technology Corporation - PS-SUPP-1	\$20,000.00	COOP 1	\$20,000.00
<b>ONE-TIME IMPLEMENTATION SUBTOTAL:</b>					\$20,000.00
<b>SUBTOTAL:</b>					\$69,000.00
<b>TOTAL PRICE:</b>					\$69,000.00
<b>TOTAL QUOTE:</b>					\$69,000.00

By sending a PO you are agreeing that you have received and accepted the scope of work for this project.

**PRICE QUOTATION**  
**CARAHSOFT TECHNOLOGY CORP**

11493 SUNSET HILLS ROAD | SUITE 100 | RESTON, VIRGINIA 20190  
PHONE (703) 871-8585 | FAX (703) 871-8505  
WWW.CARAHSOFT.COM | SALES@CARAHSOFT.COM

Item 1.



Please Sign Below:

Andy Penick - City of Augusta, GA

Signature: \_\_\_\_\_

Date: \_\_\_\_\_

Print Name: \_\_\_\_\_

Title: \_\_\_\_\_

# PRICE QUOTATION

## CARAHSOFT TECHNOLOGY CORP

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Item 1.

carahsoft.

**TO:** Andy Penick  
Director of Procurement  
City of Augusta, GA  
535 Telfair St  
Augusta, GA 30901 USA

**FROM:** Mackenzie Cox  
Carahsoft Technology Corp.  
11493 Sunset Hills Road  
Suite 100  
Reston, Virginia 20190

**EMAIL:** apenick@augustaga.gov

**EMAIL:** Mackenzie.Cox@carahsoft.com

**PHONE:** (706) 821-4820

**PHONE:** (571) 662-3095

**FAX:** (703) 871-8505

**TERMS:** OMNIA GA : 23-6692-01  
Term: May 1, 2023 - April 30, 2028  
FTIN:52-2189693  
Shipping Point: FOB Destination  
Credit Cards: VISA/MasterCard/AMEX  
Remit To: Same as Above  
Payment Terms: Net 30 (On Approved Credit)  
Sales Tax May Apply

**QUOTE NO:** 65305700  
**QUOTE DATE:** 06/02/2026  
**QUOTE EXPIRES:** 07/02/2026  
**RFQ NO:**  
**SHIPPING:** ESD  
**TOTAL PRICE:** \$105,472.50  
**TOTAL QUOTE:** \$105,472.50

LINE NO.	PART NO.	DESCRIPTION	QUOTE PRICE	QTY	EXTENDED PRICE
<b>YEAR 2</b>					
1	IDBC-121870263-1195	Full Source to Contract with CLM Advanced. 1 Year Service. Tier 2 < 250K Pop (or >20K edu) International Data Base Corp - IDBC-121870263 Start Date: 07/01/2027 End Date: 06/30/2028	\$51,450.00	COOP 1	\$51,450.00
<b>YEAR 2 SUBTOTAL:</b>					\$51,450.00
<b>YEAR 3</b>					
2	IDBC-121870263-1195	Full Source to Contract with CLM Advanced. 1 Year Service. Tier 2 < 250K Pop (or >20K edu) International Data Base Corp - IDBC-121870263 Start Date: 07/01/2028 End Date: 06/30/2029	\$54,022.50	COOP 1	\$54,022.50
<b>YEAR 3 SUBTOTAL:</b>					\$54,022.50
<b>SUBTOTAL:</b>					\$105,472.50
<b>TOTAL PRICE:</b>					\$105,472.50
<b>TOTAL QUOTE:</b>					\$105,472.50

By sending a PO you are agreeing that you have received and accepted the scope of work for this project.

# PRICE QUOTATION

## CARASOFT TECHNOLOGY CORP

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PHONE (703) 871-8585 | FAX (703) 871-8505  
WWW.CARASOFT.COM | SALES@CARASOFT.COM

Item 1.

carahsoft.

Please Sign Below:

Andy Penick - City of Augusta, GA

Signature: \_\_\_\_\_

Date: \_\_\_\_\_

Print Name: \_\_\_\_\_

Title: \_\_\_\_\_

**Cobb County**

**Contract # 23-6692-01**

*for*

Technology Product Solutions and Related Services

*with*

**Carahsoft Technology Corporation**

Effective: May 1, 2023

The following documents comprise the executed contract between the Cobb County, and Carahsoft Technology Corporation effective May 1, 2023:

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

Reference Number	
Reference Depart.	Purchasing Department

Master Agreement

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

Contractor: Carahsoft Technology Corp.  
11493 Sunset Hills Road, Suite 100  
Reston, VA 20190

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

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

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

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

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

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

{ SIGNATURES ON NEXT PAGE }

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



Cobb County... Expect the Best!

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

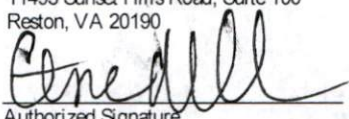
  
\_\_\_\_\_  
Lisa N. Cupid, Chairwoman  
Cobb County Board of Commissioners



5/5/23  
\_\_\_\_\_  
Date

**APPROVED**  
PER MINUTES OF  
COBB COUNTY  
BOARD OF COMMISSIONERS  
3/14/23

Carahsoft Technology Corp.  
11493 Sunset Hills Road, Suite 100  
Reston, VA 20190

  
\_\_\_\_\_  
Authorized Signatory

\_\_\_\_\_  
Proposal Team Lead  
Title

04/06/23  
\_\_\_\_\_  
Date

FEDERAL TAX ID NUMBER  
52-2189693  
\_\_\_\_\_

Approved as to form

  
\_\_\_\_\_  
County Attorney's Office

April 25, 2023  
\_\_\_\_\_  
Date

Reference Number	
Reference Depart.	Purchasing Department

Master Agreement

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

Contractor: Carahsoft Technology Corp.  
 11493 Sunset Hills Road, Suite 100  
 Reston, VA 20190

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

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

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{ SIGNATURES ON NEXT PAGE }

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## 5.1 COVER LETTER

*The proposer shall provide a cover letter describing a brief history of the Proposer and its organization. The letter will list the Principal or Officer of the organization who will be the County's primary point of contact during clarifications or negotiations. This individual must have the authority to clarify and/or negotiate all aspects on the scope of products and services on behalf of the Proposer. An officer authorized to bind the Proposer to the terms and conditions of this RFP must sign the cover letter.*

October 13, 2022  
Cobb County  
122 Waddell Street NE  
Marietta, Georgia 30060

*Re: Carahsoft's Response to the Cobb County's Request for Proposals: Technology Product Solutions and Related Services, Solicitation Number: 23-6692*

Dear Evaluation Team,

Carahsoft Technology Corp. appreciates the opportunity to respond to the Cobb County (County)'s Request for Proposals (RFP): Technology Product Solutions and Related Services. Carahsoft is proposing our robust catalog of manufacturer, services, and reseller partners. Our team has reviewed and considered County's requirements outlined in the RFP and has carefully put together a solution that will best meet your needs.

Carahsoft, The Trusted Government IT Solutions Provider®, is responding as the OMNIA contractor (R191902) and government distributor for our partner ecosystem. As the Master Government Aggregator® for our vendor partners, Carahsoft has combined extensive knowledge of the technologies we provide with a thorough understanding of the government procurement process, to analyze needs, provide configuration support, simplify the ordering process, and offer special government pricing since 2004. Working with resellers, systems integrators and consultants, our sales and marketing teams provide industry leading IT products, services, and training to support Public Sector organizations across Federal, State and Local Government agencies and Education and Healthcare markets.

Please feel free to contact me directly at 703.673.3568/[Elise.Roell@carahsoft.com](mailto:Elise.Roell@carahsoft.com) or George Nicholls at 703.889.9815/[George.Nicholls@carahsoft.com](mailto:George.Nicholls@carahsoft.com) with any questions or communications that will assist County in the evaluation of our response. This proposal is valid for 90 days from the date of submission.

Thank you for your time and consideration.

Sincerely,



Kristina Smith  
Contracts Director

## 5.2 EXECUTIVE SUMMARY

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

### Solution Overview

**Carahsoft** understands that the Cobb County is seeking qualified suppliers for Technology Product Solutions and Related Services to establish a Master Agreement to achieve cost and time savings for Suppliers and Participating Public Agencies. As the Prime Contractor, Carahsoft has assembled a team for the initiative that includes our portfolio of over 300 Technology Manufacturers and network of around 3,000 reseller and services partners as the best solution to meet County's requirements.

<b>Cobb County Objectives</b>	<b>Carahsoft Qualifications</b>
Provide a comprehensive competitively solicited Master Agreement offering products and services to Participating Public Agencies.	With over 300 technology manufacturers and our large partner network of over 3,000 resellers and services partners, Carahsoft is uniquely positioned to provide a robust catalog of products and services to help the Participating Public Agencies access a full range of solutions to meet their needs.
Establish the Master Agreement as a Supplier's primary offering to Participating Public Agencies.	Carahsoft currently holds two Omnia contracts, in addition to a multitude of Canadian, and U.S. Federal and State and Local contracts.
Achieve cost savings for the Suppliers and Participating Public Agencies through a single competitive solicitation process that eliminates the need for multiple bids or proposals.	As the Master Government Aggregator for our vendor partners, we have extensive experience negotiating price lists that provide the best value to our government customers and cuts down on the procurement activity required for all parties.
Combine the volumes of Participating Public Agencies to achieve cost effective pricing.	Carahsoft strives to provide the most competitive pricing on the market for our government customers.
Reduce the administrative and overhead costs of Suppliers and Participating Public Agencies through state-of-the-art ordering and delivery systems.	Our sales, order operations and IT teams are all closely integrated to deliver the most efficient process from quote to cash. We strive for 60-minute quote turnaround time, especially for end-of-quarters and end-of years as well as 6-hour turnaround on all clean POs.

### Prime Contractor: Carahsoft Technology Corp.

**Carahsoft Technology Corp.** is The Trusted Government IT Solutions Provider®, supporting Public Sector organizations across Federal, State and Local Government agencies and Education and Healthcare markets. As the Master Government Aggregator® for our vendor partners, we deliver solutions for Cybersecurity, MultiCloud, DevSecOps, Big Data, Artificial Intelligence, Open Source, Customer Experience and more. Working with resellers, systems integrators and consultants, our sales and marketing teams provide industry leading IT products, services, and training through hundreds of contracts. Founded in 2004, Carahsoft is headquartered in Reston, Virginia and employs more than 1,900 professionals dedicated to serving our public sector customers and partners.

**Vendor and Partner Relationships** – In addition to establishing strategic, long-term relationships with the industry's leading manufacturers, our partner ecosystem encompasses more than 3,000+ government

contractors, resellers, and integrators who we support and enable with an entire suite of value-added opportunities that run the gamut from training/certification and pre-sales support to lead generation and business development.

**Proven Execution** – Carahsoft has deep expertise in government contracting and procurement. We manage and maintain a wide variety of government-wide and agency-specific purchasing contract vehicles and purchasing agreements for agencies at the state, local, and federal levels. As a result, we now serve as the largest government partner for the majority of our vendors, who have also entrusted other major aspects of their businesses to Carahsoft including partner enablement, commercial sales, renewals and upsell, and help desk services.

**Contract Vehicles** – Since 2004, Carahsoft has acquired and maintained a wide variety of purchasing contract vehicles for agencies at all levels of government. Associated with all contracts are dedicated and experienced contract management resources. A list of available contracts can be found at [www.carahsoft.com/contracts/index.php](http://www.carahsoft.com/contracts/index.php).

**Growth & Stability** – A stable, conservative, and profitable company, Carahsoft has demonstrated impressive growth year after year, with annual revenue of \$3.4 million in our first year in 2004 to \$10.2 billion in 2021. In September of 2021, our team of dedicated, highly trained marketing, sales, contracting, and business operations experts processed 16,916 orders worth more than \$1.8 billion.

**Awards and Industry Recognition** – Carahsoft receives awards for our excellent performance yearly. For more information on the hundreds of awards we have received please visit our website at <https://www.carahsoft.com/awards>.



## Carahsoft Technology Product, Services, and Solution Offering

Cobb County Requirements	Carahsoft Capabilities
<p><b>Technology Products:</b> A complete portfolio of technology products such as desktops, laptops, tablets, PDAs, servers, storage, ruggedized devices, thin clients, printers, monitors, multifunction printers, scanners, plotters, projectors, video conferencing, teleconferencing, analog phones, VoIP phones, conference phones, audiovisual equipment such as computer-video interfaces, switchers, matrix switchers, distribution amplifiers, video scalars, scan converters, processing devices Ethernet control interfaces and high resolution cables, instructional equipment, security equipment, cabling, modems, wired and wireless networking, networking to support server, storage and client applications such as routers and switches, software, computer accessories, computer components, power protection, data protection, video cameras, virtualization products, systems and network management tools, database products, data center facilities (racks, fire suppression, electrical, HVAC, generator, physical access controls) as well as any other technology products available from Offeror.</p>	<p>Carahsoft has provided our corporate linecard as an attachment which shows our robust catalog of manufacturer partners which meet the technology portfolio described. We are happy to leverage this vast ecosystem to support the Cobb County and Omnia partners needs.</p>
<p><b>Technology Services and Solutions:</b> A complete portfolio of technology services and solutions such as systems</p>	

Cobb County Requirements	Carahsoft Capabilities
<p>configuration, testing, software copying, hardware and software installation, upgrades and/or maintenance, system integration, network integration, extended warranties, warranty service, staff augmentation and any other services and solutions available from Offeror. Specific requirements will be developed on a task order basis and may include, but is not limited to, services and solutions such as:</p>	
<p><u>Virtualization</u>: Transform data center with virtualization to consolidate servers, reduce energy consumption, increase IT capacity, add system flexibility and prepare for cloud computing.</p>	<p>IT organizations are challenged by the limitations of today's x86 servers, which are designed to run just one operating system and application at a time. As a result, even small data centers have to deploy many servers, each operating at just 5 to 15 percent of capacity—highly inefficient by any standard.</p> <p>A key benefit of virtualization technology is the ability to contain and consolidate the number of servers in a datacenter. This allows businesses to run multiple application and OS workloads on the same server. Ten server workloads running on a single physical server is typical, but some companies are consolidating as many as 30 or 40 workloads onto one server. As you might expect, dramatically reducing server count has a transformational impact on IT energy consumption. Utilization of x86 servers increases from the typical 8-15 percent to 70-80 percent. Reducing the number of physical servers through virtualization cuts power and cooling costs and provides more computing power in less space. As a result, energy consumption typically decreases by 80 percent.</p>
<p><u>Physical Security</u>: Security solutions seaports, airports, water and wastewater, transportation, critical infrastructure, perimeter defense, physical and logical access control, identity management, antiterrorism protection, automated alarms and alerts, integration with databases containing critical security information, cyber security and asset management, endpoint security and other network security and IT security.</p>	<p>Physical Security solutions combine video management, access control, video analytics, intrusion alerts and more onto a single or consolidated platform of networks that can be accessed from anywhere and at any time through a Web browser. Data from these subsystems is automatically correlated, providing users with a comprehensive view of security operations.</p>
<p><u>Communications</u>: Communication solutions to converge voice, data and video communications onto a single, secure IP-based network.</p>	<p>The F5 BIG-IP family of products offers application intelligence that network managers need to ensure applications are fast, secure, and available. All BIG-IP products share a common underlying architecture, F5's Traffic Management Operating System (TMOS), which provides unified intelligence, flexibility, and programmability. Together, BIG-IP's powerful platforms, advanced modules, and centralized management system make up the most comprehensive set of application delivery tools in the industry.</p>
<p><u>Cloud</u>: Cloud solutions for scalable computing and storage capacity and rapid self- provisioning computing capabilities. This may include, but is not limited to, Cloud Infrastructure as a Service (IaaS), Cloud Software as a Service (SaaS) and Cloud Platform as a Service (PaaS).</p>	<p>With no minimum fee and a pay for what you use model, Google Cloud Storage capacity pricing is the most cost effective in the market. In addition, with lifecycle management Google Cloud storage allows you to reduce your costs even further by automatically archiving your objects to Cloud Storage Nearline and scheduled deletions. Store your data on Google's infrastructure with very high level of durability and availability. Google Cloud Storage stores and replicates your data allowing a high level of persistence. Google Cloud Storage is built with a replicated storage strategy. All data is encrypted both in-flight and at rest. The</p>

Cobb County Requirements	Carahsoft Capabilities
<p><u>Infrastructure:</u> Infrastructure solutions such as data center management, network modernization and migration, desktop virtualization, risk and vulnerability management, and IT service management.</p>	<p>Google security model is an end-to-end process, built on over 15 years of experience.</p> <p>Datacenter Infrastructure is the backbone of delivering IT performance to the consumers of today’s applications. Technology has shifted to become increasingly software-driven which puts more pressure on the infrastructure to deliver the level of performance the software is capable of or demands. Traditional datacenter infrastructure is being challenged to meet the demands of this new approach.</p> <p>New datacenter infrastructure technology embraces the software driven approach and is designed to accommodate large consumptions of data in a number of forms. Arista Networks has lead the network modernization shift by designing network switches with high buffers and high speeds. They provide a flexible solution to make the transition from a traditional approach to a modern infrastructure more affordable, by not requiring forklift upgrades to the entire datacenter. Network modernization is a key to delivering applications like desktop virtualization and big data analytics.</p>
<p><u>Data Management:</u> Data management solution which uses technologies such as thin provisioning, de-duplication and automated storage tiering to improve storage utilization.</p>	<p>Data is the raw material of business – an economic input almost on par with capital and labor. However, data in most organizations is scattered across multiple operational and analytical systems. Big data with new sources, such as social media, cloud applications, and syndicated data services are on the rise, and many organizations are realizing that physical consolidation or replication of data is not practical for all data integration and business agility needs. Data needs to be made easily consumable by people who need it to advance the business.</p> <p>Data Virtualization is a lean data integration solution that provides easy, real-time, and unified data access across disparate sources to multiple applications and users. Data Virtualization makes data spread across physically distinct systems – such as multiple databases, XML files, and even Hadoop systems – appear as a set of tables in a local database. This comprehensive platform enables agile data provisioning by providing the following functions:</p> <ul style="list-style-type: none"> <li>• <b>Connect:</b> Access data from multiple heterogeneous data sources with different access methods and storage models.</li> <li>• <b>Compose:</b> Easily create reusable, business-friendly data models and virtual unified views by combining and transforming data from multiple sources.</li> <li>• <b>Consume:</b> Make integrated data available on demand for consumption by external apps through open standards interfaces.</li> </ul>
<p><u>Visual Communications:</u> Visual communications that integrate</p>	<p>Now more than ever, people need the ability to</p>

Cobb County Requirements	Carahsoft Capabilities
<p>audio, video, voice and presentation capabilities.</p>	<p>collaborate effectively with colleagues, partners, and customers—around the world, across devices, and through technical boundaries. More and more organizations, including large enterprises and government agencies, are using Visual Communication to drive end-to-end, business-critical workflows for web meetings, eLearning, and webinars. The right Visual Communication solution delivers exceptionally rich interactions and enables organizations to fundamentally improve productivity.</p> <p>You can captivate your audience with rich, engaging, and interactive experiences and make them available to virtually anyone, anywhere, on virtually any device, with just a click of a button.</p> <p>Certain Visual Communication Technologies allow invitees to easily attend a meetings from the desktop without requiring a client download, and offers complete mobile-to-mobile collaboration capabilities to address the realities of today's business environments, where employees and customers are on the move worldwide.</p>
<p><b>UCC (Unified Communications and Collaboration):</b> UCC video teleconferencing solutions that provide for critical infrastructure, emergency operations centers, command rooms, fusion centers, training rooms, and classrooms.</p>	<p>When disasters happen, first responders and emergency personnel are not always in the same place. Unified Communications and Collaboration allows you to set up a virtual command center that can be pre-loaded with maps, actions plans and emergency contact information. This allows first responders and decision makers to work together more quickly and effectively. In 2010 the US Southern Command used UCC technologies to support the Haiti earthquake disaster relief teams, and the Montana National Guard used it to coordinate efforts in fighting the wildfires in the summer of 2015.</p> <p>UCC technologies for distributed team collaboration efforts help government organizations accelerate team decision-making regardless of where people are located by equipping them with a powerful and easy-to-use set of tools for web conferencing and information sharing. Leverage existing investments in video conferencing solutions by integrating your video telephony devices supporting SIP/H.264. Nontechnical users can share everything from text and graphics files to multimedia presentations and websites; collect comments from multiple reviewers; and host live, interactive discussions online without additional downloads.</p>
<p><b>Broadcast Studio:</b> Broadcast studio solutions for staff that oversee communications and public broadcast efforts which provide integration (system design engineering), fabrication, budgeting, scheduling, engineering, architectural planning (technical grounding, power distribution and facility load requirements), and equipment specification (video, audio, network and storage technologies).</p>	<p>Public sector communication is undergoing an incredible transformation. Government organizations that adopt innovative technologies can capitalize on this transformation to create mission value and cost savings opportunities.</p> <p>Broadcast Studios help public sector organizations accelerate their direct communications with the public in</p>

Cobb County Requirements	Carahsoft Capabilities
	<p>order to drive measurable benefits. More than 1,000 organizations worldwide use Broadcast Studios and secure cloud-based enterprise marketing platforms to reach, inform and engage their audiences through web, email, mobile and social media channels.</p> <p>The utilization of multiple channels enables Broadcast Studios to send personalized, targeted communication to promote services, enhance public awareness, and drive better involvement in agency programs through email, text messaging and other digital media channels.</p>
<p><u>Law Enforcement:</u> Public safety solutions such as in-car video, body worn cameras, license plate recognition, mobile computing, city surveillance, and digital evidence management.</p>	<p>Carahsoft works in law enforcement with a number of vendors; with various solutions like: Acadis, ADF Solutions, Adobe, Airgility, Airversity, Authentic8, AWS, Axon, BlackBerry, Blackswift, Blueforce Development, Cellebrite, Chainalysis, Commvault, Conceal, Darkowl, Dedrone, DigitalBlue, ElSight, Flashpoint, Ghost Robotics, Google Cloud, Gridless Power, Icaros, ikeGPS, Informatica, Inspired Flight, Juniper Unmanned, Lightsense, Magnet Forensics, Mark43, Measure, Mi-Case, Microsoft, Microsoft Surface, NTrepid, Nuance, NVIDIA, Okta, piXlogic, Qii.Ai, Recorded Future, Red Hat, Reveal, SAFR, Salesforce, SkyX, Software AG, Sonim, Tableau, TransUnion, Trimble, VELARY, Veritone, Vidizmo, Vintra, VIQ, Voyager Labs, Wickr</p>
<p><u>Mobility:</u> Mobility services to keep users connected, responsive and secure such as email protection, download prevention, containerize content on devices, self- destructing content, and content linked back to the user.</p>	<p>The Mobility/Telework portfolio at Carahsoft includes industry-leading emerging technology solutions to enable government agencies to address a changing workplace. Organizations need to adapt rapidly to shifting user needs while maintaining data privacy and compliance requirements.</p> <p>The US Communities contract would benefit from access to a host of software manufacturers whose focus is to turn a government entities mobile and telework program in to a fully operating and compliant environment to fully meet an agencies mission with:</p> <ul style="list-style-type: none"> <li>• Secure Mobility and Device Management Mobile</li> <li>• Applications and Mobile Productivity Applications</li> <li>• Mobile Application Development and Performance Management</li> <li>• VDI solutions and Telecom and Expense Management software.</li> </ul>
<p><u>Asset Management:</u> Asset management solutions to identify and manage installed software, hardware and license entitlements.</p>	<p>Inaccurate inventory, wasted resources, compliance issues, and service delays are all every day risks for enterprises that have serious consequences if not addressed. To mitigate risk, organizations need to know the assets they have, where they are, usage entitlements, who uses them, how they are used, how they are configured, what they cost and the value they deliver.</p>

Cobb County Requirements	Carahsoft Capabilities
	<p>Asset Management tracks the financial, contractual, and inventory details of hardware, software, and virtual infrastructure – as well as non-IT assets – throughout their lifecycles. Asset requests are handled using workflows to obtain approvals, validate entitlements, issue chargebacks, and provision services. Once an asset is deployed, Asset Management records all maintenance activity and enables IT to perform regular audits, right up until asset retirement.</p>
<p><b>Data Protection:</b> Data protection to protect, backup, recover and archive data and applications.</p>	<p>VERITAS provides complete data protection and recovery for all data, systems, and locations. The Backup Exec family provides the gold standard in Windows data and system protection. The BUE family provides efficient granular recovery of critical Microsoft applications and complete Windows system recovery in minutes, ensuring Windows information is always protected. Backup Exec is designed specifically to protect heterogeneous server environments and remote offices. Additionally, the newest version of Backup Exec, v. 15 provides:</p> <ul style="list-style-type: none"> <li>• Efficient block level deduplication and change block tracking to reduce the amount of data saved to storage.</li> <li>• Deep integration with Microsoft Volume Shadow Copy Service (VSS) and VMware’s vStorage APIs for Data Protection (VADP) for fast virtual machine snapshots.</li> <li>• A single solution and management console for virtual and physical to help reduce cost and complexity while simplifying the protection of your entire environment.</li> <li>• Flexible storage options so you can backup to virtually any storage device including disk, tape, or third party cloud.</li> </ul> <p>VERITAS NetBackup delivers high performance data protection that scales to protect the largest UNIX, Windows, Linux, and NetWare environments. With complete protection from remote office to data center to vault, NetBackup offers a single console for all backup and recovery operations. Key Features of NetBackup 7.7 include:</p> <ul style="list-style-type: none"> <li>• Converged backup platform integrates software and hardware to create a solution that is extremely easy to deploy and maintain.</li> <li>• Extensive integration with virtual and physical systems, applications, and storage technologies enable almost any enterprise environment to be protected using a single solution.</li> <li>• Accelerator reduces backup times from hours to minutes by limiting backups to changed blocks and combining them with previous</li> </ul>

Cobb County Requirements	Carahsoft Capabilities
	<p>backup data to produce synthetic full backups.</p> <ul style="list-style-type: none"> <li>• Auto Image Replication automates the process of moving data to another site for disaster recovery, merging data from multiple sources and synchronizing catalog information to speed recovery.</li> <li>• Replication Director orchestrates hardware snapshot and replication operations from leading providers such as NetApp and EMC, ensures snapshots are application-consistent, and catalogs snapshots for easy file restore.</li> </ul>
<p><u>Energy and Water Conservation:</u> Energy and water conservation solutions to deploy advanced metering infrastructure (AMI) systems designed to measure, collect, analyze and monitor usage real time. Examples of projects include automated meter projects, SCADA (Supervisory Control and Data Acquisition) projects, and security projects.</p>	<p>From smart grid analytics and meter data management to demand-side management tools, we have everything you need to become a best-run utility.</p> <p>With SAP solutions, utilities companies operating in regulated and unbundled markets are better able to meet challenges in supplying power while adapting to industry reorganization and coping with regulatory uncertainty. Facilitated by SAP software, they can harness emerging technologies to achieve the right balance between profitability, sustainability, and safety in supplying their customers with energy.</p> <ul style="list-style-type: none"> <li>• Energy supply chain optimization Integrate supply chain processes and information from procurement and delivery to consumption.</li> <li>• Operational efficiency for plants and grids: gain a single real-time view of plant and business data that enhances the entire asset lifecycle.</li> <li>• The intelligent grid uses state-of-the-art technologies to move smart-grid benefits on to consumers and businesses.</li> <li>• Customer experience: Gain a 360-degree, real-time view of customers to enhance service, marketing, and sales.</li> </ul>
<p><u>Financial Services:</u> Financing options such as lease, lease to own, lease with option to own, and IT as a Service.</p>	<p>New innovative technologies and solutions from SAP deliver greater value by enabling better business insight to maintain financial excellence. Make better business decisions with SAP HANA by handling large volumes of granular data and performing in-memory analysis. In addition to on-premise implementations, deploy business processes quickly and flexibly in the cloud.</p> <ul style="list-style-type: none"> <li>• Collaborative finance operations: Improve efficiency with increased automation and global consistency while providing superb service.</li> <li>• Enterprise risk and compliance management: Manage enterprise risk and compliance for optimal financial performance of fraud and audit processes.</li> <li>• Treasury and financial risk management: Increase insight and control for managing cash, liquidity, financial investment decisions,</li> </ul>

Cobb County Requirements	Carahsoft Capabilities
	and risk. <ul style="list-style-type: none"> <li>• Financial planning and analysis: Increase organizational agility, control costs, improve margins, and align execution with strategy.</li> <li>• Accounting and financial close: Execute a compliant close that reduces cost and effort and provides regulatory disclosures.</li> </ul>
<u>Other Services and Solutions:</u> Services and solutions not listed above that may be proposed by Offeror.	Additional Services and Solutions are detailed and provided within the Cost Proposal of this response.

## 5.3 COMPANY BACKGROUND/PROFILE

Provide information on company background to include the following:

a. *Legal name, address, phone and fax numbers, e-mail, Federal ID#, and website address.*

Carahsoft Technology Corporation  
11493 Sunset Hills Road,  
Reston, VA 20190  
[www.carahsoft.com](http://www.carahsoft.com)

703-871-8500  
703-871-8505 – Fax  
[Sales@Carahsoft.com](mailto:Sales@Carahsoft.com)  
Federal ID# 52-2189693

b. *Date business was established under current name.*

Carahsoft was incorporated in 1999. We have been in business since 2004.

c. *Size of company including the total number of employees.*

Carahsoft is a Large S-Corporation with around 2,400 employees.

d. *Type of ownership or legal structure of business*

S-Corporation. We are a privately held company.

e. *Has the company ever failed to complete work for which a contract was issued? If yes, explain the circumstances.*

Carahsoft has not failed to complete work for which a contracts was issued.

f. *Are there any civil or criminal actions pending against the firm or any key personnel related in any way to contracting? If yes, explain in detail. Are there any current unresolved disputes/allegations?*

There are no civil or criminal actions pending against the firm or any key personnel related in any way to contracting.

g. *Has the firm ever been disqualified from working for any public entity? If yes, explain the circumstances.*

Carahsoft has not been disqualified from working for any public entity.

h. *If a Supplier requires additional agreements to be signed by a Participating Public Agency, include a copy of the proposed agreement(s) as part of Supplier's proposal.*

Individual SOWs and work orders may require additional terms depending on the work required. Since this is deal dependent, we are unable to provide an exact list of additional terms at this time.

## 5.4 EXPERIENCE

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

- Scope of services/contract description.
- Dollar value of contract.
- Assigned project personnel.
- The contracting entity's contact person, current phone number, and current e-mail address as reference information.

Relevant Experience	
Scope of services/contract description.	Education Software Solutions and Services
Dollar value of contract.	Approximately \$20 Million
Assigned project personnel.	<a href="mailto:contracts@Carahsoft.com">contracts@Carahsoft.com</a>
The contracting entity's contact person, current phone number, and current e-mail address as reference information.	Name: Margaret S. Bass Title: Region 4 ESC Authorized Board Member Phone Number: Carahsoft will provide upon request E-mail Address: Carahsoft will provide upon request

Relevant Experience	
Scope of services/contract description.	Google Products, Services and Solutions Contract
Dollar value of contract.	N/A
Assigned project personnel.	<a href="mailto:contracts@Carahsoft.com">contracts@Carahsoft.com</a>
The contracting entity's contact person, current phone number, and current e-mail address as reference information.	Name: Cathy Muse Title: CPPO Director of Purchasing and Supply Management Phone Number: Carahsoft will provide upon request E-mail Address: Carahsoft will provide upon request

Relevant Experience	
Scope of services/contract description.	GSA Multiple Award Schedule
Dollar value of contract.	N/A
Assigned project personnel.	<a href="mailto:Contracts@Carahsoft.com">Contracts@Carahsoft.com</a>
The contracting entity's contact person, current phone number, and current e-mail address as reference information.	Name: Carahsoft will provide upon request Title: Carahsoft will provide upon request Phone Number: Carahsoft will provide upon request E-mail Address: Carahsoft will provide upon request

Relevant Experience	
Scope of services/contract description.	NASA SEWP
Dollar value of contract.	N/A
Assigned project personnel.	<a href="mailto:Contracts@Carahsoft.com">Contracts@Carahsoft.com</a>
The contracting entity's contact person, current phone number, and current e-mail address as reference information.	Name: Carahsoft will provide upon request Title: Carahsoft will provide upon request Phone Number: Carahsoft will provide upon request E-mail Address: Carahsoft will provide upon request

Relevant Experience	
Scope of services/contract description.	2GIT
Dollar value of contract.	N/A
Assigned project personnel.	<a href="mailto:Contracts@Carahsoft.com">Contracts@Carahsoft.com</a>
The contracting entity's contact person, current phone number, and current e-mail address as reference information.	Name: Carahsoft will provide upon request Title: Carahsoft will provide upon request Phone Number: Carahsoft will provide upon request E-mail Address: Carahsoft will provide upon request

## 5.5 PRODUCT INFORMATION/SERVICE CAPABILITY

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

Maintenance and repairs are based on the warranty terms of our individual manufacturer partners and can be provided upon review of a SOW or details provided on a specific work order.

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

Carahsoft supports the following communication types:

1. E-mail Attachment in the following formats: Plain text, PDF, HTML, JPEG, TIFF, Gif, Microsoft Excel, and Microsoft Word
2. Fax
3. Paper copy sent via US Mail or private courier
4. Credit Card (phone or web)

## 5.6 PRICING

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

- *Include an electronic copy of the catalog from which discount is calculated. Electronic price lists must contain the following: (if applicable)*

- *Manufacturer part #*
- *Supplier's Part # (if different from manufacturer part #)*
- *Description*
- *Manufacturer's Suggested List Price and Net Price*
- *Net price to Cobb County, GA (net price shall include freight and any additional fees that may be charged such as credit card processing, administrative fees, etc.)*

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

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

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

Carahsoft is proposing to extend the pricing discounts that are currently offered through our Educational Software Solutions and Services Contract (Contract Number: R191902, which managed by Region 4 Education Service Center in Texas) to Cobb County.

This pricelist can be viewed at the following

link: <https://www.omniapartners.com/publicsector/suppliers/carahsoft-technology-corp/contract-documentation#c35362>

## 5.7 FINANCIAL STATEMENTS

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

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

As a privately owned company, Carahsoft does not publicly release financial information. We are a stable, conservative, and profitable company which has grown, since founding in 2004, from \$4M in bookings to more than \$10.2 in 2021. The company has received numerous accolades for our business performance from our manufacturing partners and the industry, including annual recognition (detailed further on our website) in the CRN Solution Provider 500 (2006—Present), Washington Technology's Top 100 Government Contractors (2010—Present), and the Washington Business Journal's Largest Government Contractors (2011—Present).

We currently maintain a \$25M line of credit available (currently 100% available) with Atlantic Union Bank.

Should you require our audited financial statements or have further financial inquiries, we would be happy to provide additional information under separate cover to the specific individual that would be reviewing them.

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

Not applicable.

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

Not applicable.

## 5.8 NATIONAL CONTRACT

### Attachment A, Exhibit A

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

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

#### 3.1 Company

- a. *Brief history and description of Supplier to include experience providing similar products and services.*

Carahsoft Technology Corp. is The Trusted Government IT Solutions Provider®, supporting Public Sector organizations across Federal, State and Local Government agencies and Education and Healthcare markets. As the Master Government Aggregator® for our vendor partners, we deliver solutions for Cybersecurity, MultiCloud, DevSecOps, Big Data, Artificial Intelligence, Open Source, Customer Experience and more. Working with resellers, systems integrators and consultants, our sales and marketing teams provide industry leading IT products, services, and training through hundreds of contracts. Founded in 2004, Carahsoft is headquartered in Reston, Virginia.

- b. *Total number and location of salespersons employed by Supplier.*

Carahsoft employees about 2,400 persons.

- c. *Number and location of support centers (if applicable) and location of corporate office.*

Carahsoft's main office is located at 11493 Sunset Hills Road, Reston, VA 20190.

- d. *Annual sales for the three previous fiscal years.*

2019 – \$6.9B  
2020 – \$9.0B  
2021 – \$10.6B

- a. *Submit FEIN and Dunn & Bradstreet report.*

FEIN#: 52-2189693  
DUNS: 088365767

- e. *Describe any green or environmental initiatives or policies.*

Reducing our carbon footprint is extremely important to Carahsoft. As a result, we strive to ensure that our recycling program is comprehensive and robust. Carahsoft uses single-stream recycling to make it as easy

as possible for our employees to recycle as much as they can. Carahsoft uses recycled materials whenever possible. For example, hard copy bid submissions are printed on recycled paper and shipped using recycled packing materials.

Carahsoft uses only Energy Star compliant hardware, which uses substantially less electricity when items are not in use. Additionally, the lights in our office are on a timer to ensure that lights are turned off when the employees are not working. Likewise, motion detectors ensure that lights are not left on when rooms are empty.

Carahsoft has implemented VMware internally, which moves our servers to a virtualized cloud environment, eliminating the need for physical servers in our office. This has drastically reduced our server footprint, allowing us to save thousands of dollars each year on heating and cooling our data center.

Carahsoft also seeks to reduce our carbon footprint by providing transit benefits for employees who use public transportation to commute to and from work. In fact, we recently relocated our offices to within less than half of a mile of the Washington Metrorail System, making it easy for employees to take advantage of sustainable public transportation.

Carahsoft is always open to suggestions on how we can encourage more sustainable practices and how we can implement further policies to reduce our company's footprint.

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

Carahsoft maintains a vast ecosystem of partners of various socioeconomic classifications, including resellers, systems integrators, and service providers. The Carahsoft partner network includes a very diverse group with varying specializations, credentials, product lines, and business types, including over 700 Small Businesses. If awarded, Carahsoft will leverage our experience managing this vast partner ecosystem to support the participation of MWBE or SDVOB certified businesses.

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

*a. Minority Women Business Enterprise*

Yes  No

If yes, list certifying agency: \_\_\_\_\_

*b. Small Business Enterprise (SBE) or Disadvantaged Business Enterprise*

Yes  No

If yes, list certifying agency: \_\_\_\_\_

*c. Historically Underutilized Business (HUB)*

Yes  No

If yes, list certifying agency: \_\_\_\_\_

**d. Historically Underutilized Business Zone Enterprise (HUBZone)** Yes  No

If yes, list certifying agency: \_\_\_\_\_

**e. Other recognized diversity certificate holder** Yes  No

If yes, list certifying agency: \_\_\_\_\_

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

As described above, Carahsoft has a robust partner network, many of which do meet minority owned standards.

**i. Describe how supplier differentiates itself from its competitors.**

Carahsoft's top three differentiating strengths include:

**1. Sales & Marketing** – Carahsoft provides innovative sales and marketing programs to each vendor we support. Carahsoft's dedicated proactive sales team focuses on lead generation, proactive inside sales, and provides responsive sales support. We work with vendors to develop a joint sales process based on the vendor go-to-market strategy and work to align the Carahsoft sales team with vendor and reseller teams.

Carahsoft's comprehensive marketing program is supported by a dedicated marketing team of 220+ reps. The marketing team plans and executes many informative events throughout the year to drive demand including but not limited to: webcasts, on-site events (Carahsoft hosted and third-party hosted), conferences and trade shows, email campaigns, social media campaigns, advertising and thought-leadership. Carahsoft invests in many marketing resources that we extend to our vendor teams to maximize marketing effectiveness and amplify the vendor's messaging.

**2. Proven Execution** – Carahsoft has leveraged its vast contracting experience and extended it to quoting and order management. In our experience managing public sector aggregation programs on behalf of other industry leading vendors, Carahsoft has the operation excellence in place to free up vendor resources previously committed these tasks. We feel our model will allow Autodesk to "offload" some of these tasks on Carahsoft, knowing that we are fully committed and capable of servicing the partner eco-system.

- Carahsoft seamlessly generates quotes within 30 minutes or less
- Carahsoft has a team dedicated to renewals sales and a leadership group to ensure that each team is working at an optimal level.

**3. Knowledge of Government** – The government market is complex and the intricacies offer the opportunity for an innovative model driven to best serve government customers and add value to the channel. Carahsoft has extensive knowledge and decades of expertise in understanding the public sector market, including:

- Unique budget and procurement cycles

- Specific contract requirements and set-asides
- Audits, regulations and compliance
- The value of Prime Contractors and Systems Integrators and how to work with them
- Competitive marketplace
- Security Clearances
- Collection of A/R requires expertise and focus

Carahsoft stays current with government requirements, trends and initiatives by attending and participating in many industry events. We also rely on the expertise of our industry consultants who are former government executives.

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

Not applicable.

*k. Felony Conviction Notice: Indicate if the supplier*

*a. is a publicly held corporation and this reporting requirement is not applicable;*

Not applicable.

*b. is not owned or operated by anyone who has been convicted of a felony; or*

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

*c. is owned or operated by and individual(s) who has been convicted of a felony and provide the names and convictions.*

Not applicable.

*l. Describe any debarment or suspension actions taken against supplier*

Not applicable.

### 3.2 Distribution, Logistics

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

Carahsoft is leveraging our vast ecosystem of manufacturer, reseller, and services partners. Please see our attached corporate line card for an idea of the large partner network we can provide for this initiative.

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

Carahsoft holds many other contract vehicles with State and Local agencies. We are happy to offer these to any states where products and services will not be offered under the Master Agreement. Please see a full list of our contracts here: <https://www.carahsoft.com/buy#state-local>

*c. Describe how Participating Agencies are ensured they will receive the Master Agreement pricing; include all distribution channels such as direct ordering, retail or in-store locations, through distributors,*

*etc. Describe how Participating Agencies verify and audit pricing to ensure its compliance with the Master Agreement.*

Carahsoft has a representative that manages our current Omnia contract. This same representative will help manage this contract, and will help ensure that all Participating Agencies will receive the Master Agreement pricing through any distributors or reseller partners. In addition, the contract pricing will be listed for all our in-house sales representatives to chose in our internal, custom built Customer Relationship Management Platform to ensure direct deals are properly priced according to the Master Agreement.

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

Carahsoft would like to leverage our entire partner network, to ensure that all OMNIA Partners have the best coverage and options available on the market, no matter their need or location. Considering the constantly expanding nature of our current partner network of over 4,000 partners, Carahsoft is unable to list all potential partners at this time. Carahsoft will act as the main point of contact for any processing, handling or shipping of any products or services to the end user and can even provide direct contact information for our manufacturer or reseller partners to facilitate communication if needed.

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

Carahsoft is capable of shipping to any customer worldwide from our main headquarters in Reston, VA. As a North American distributor, 99% of hardware deliveries are made within the continent and mostly within continental US or US address abroad.

### 3.3 Marketing and Sales

*a. Provide a detailed ninety-day plan beginning from award date of the Master Agreement describing the strategy to immediately implement the Master Agreement as supplier's primary go to market strategy for Public Agencies to supplier's teams nationwide, to include, but not limited to:*

- *Executive leadership endorsement and sponsorship of the award as the public sector go-to-market strategy within first 10 days*

Carahsoft can confirm we will have dedicated contract management and marketing personnel involved to determine strategies to advertise the new contract and determine the best ways to ensure our in house personnel, manufacturer partners and reseller partners can leverage the contract.

- *Training and education of Supplier's national sales force with participation from the Supplier's executive leadership, along with the OMNIA Partners team within first 90 days*

Carahsoft can confirm we will create trainings alongside the OMNIA Partners team to educate all necessary parties of the details of the new contract, and how to get involved.

*b. Provide a detailed ninety-day plan beginning from award date of the Master Agreement describing the strategy to market the Master Agreement to current Participating Public Agencies, existing Public Agency customers of Supplier, as well as to prospective Public Agencies nationwide immediately upon award, to include, but not limited to:*

- *Creation and distribution of a co-branded press release to trade publications*

Carahsoft will post a co-branded press release on our website, as well as a trade publication such as GlobeNewswire. Here is an example from a previous contract: <https://www.globenewswire.com/news-release/2020/05/21/2037187/0/en/Carahsoft-Awarded-Educational-Software-Solutions-and-Services-Contract-through-OMNIA-Partners-Public-Sector.html>

- *Announcement, Master Agreement details and contact information published on the Supplier's website within first 90 days*

Carahsoft posts all contracts and agreement details on our website at the following link: <https://www.carahsoft.com/buy#omnia-partners-public-sector>

Upon award, Carahsoft will add the relevant contract details to the website above.

- *Design, publication and distribution of co-branded marketing materials within first 90 days*

Carahsoft's dedicated marketing team will edit current materials to add co-branded marketing on this contract to our proven end-user / customer initiatives such as the following:

- On-Site Events
- Webcasts
- Tradeshows
- Industry conferences
- Email Campaigns
- Digital and Print ads

- *Commitment to attendance and participation with OMNIA Partners at national (i.e. NIGP Annual Forum, NPI Conference, etc.), regional (i.e. Regional NIGP Chapter Meetings, Regional Cooperative Summits, etc.) and supplier-specific trade shows, conferences and meetings throughout the term of the Master Agreement*

Carahsoft offers deep experience in public sector marketing. Our dedicated team plans, promotes and executes more than 2,000 public-sector marketing campaigns and events each year, including contract specific promotional activities such as national, state and local government and education shows. We would be more than happy to participate with OMNIA Partners at these trade shows, or additional trade shows that may be beneficial to promoting the Master Agreement.

- *Commitment to attend, exhibit and participate at the NIGP Annual Forum in an area reserved by OMNIA Partners for partner suppliers. Booth space will be purchased and staffed by Supplier. In addition, Supplier commits to provide reasonable assistance to the overall promotion and marketing efforts for the NIGP Annual Forum, as directed by OMNIA Partners.*

Carahsoft can commit to attend the NIGP Annual Forum.

- *Design and publication of national and regional advertising in trade publications throughout the term of the Master Agreement*

As a prime government aggregator, Carahsoft is constantly utilizing marketing efforts to drive and identify new and upcoming business. We confirm that we will include this contract in our marketing efforts throughout the term of the Master Agreement through national and regional trade publications.

- *Ongoing marketing and promotion of the Master Agreement throughout its term (case studies, collateral pieces, presentations, promotions, etc.)*

Carahsoft relishes the opportunity to promote our success stories to our current and future customers. We confirm that we will continue to make updated publications and materials throughout the contract term to promote the Master Agreement.

- *Dedicated OMNIA Partners internet web-based homepage on Supplier's website with:*

- *OMNIA Partners standard logo;*
- *Copy of original Request for Proposal;*
- *Copy of Master Agreement and amendments between Principal Procurement Agency and Supplier;*
- *Summary of Products and pricing;*
- *Marketing Materials*
- *Electronic link to OMNIA Partners' website including the online registration page;*
- *A dedicated toll-free number and email address for OMNIA Partners*

Carahsoft has a dedicated OMNIA contract page for our current contract here:

<https://www.carahsoft.com/buy/slg-contracts/all-states/omnia-partners-edu#resources>

Upon award, we will add the details provided above for this current contract to our page. We are also more than happy to edit the information provided for our current contracts if necessary to meet the OMNIA partner's goals.

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

Carahsoft holds a multitude of contracts for the convenience of our Government customers. Each agency often requires different terms and conditions or contract vehicles and we work diligently to discuss the right option for each customer. Carahsoft has a database of information to determine the best contract to use for each agency, and vendor. Carahsoft will utilize this database when discussing options with our government customers, and recommend this contract for our SLED customers whenever possible.

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

Carahsoft agrees to provide its logo to OMNIA partners for reproduction in marketing communications and promotions. We will be sure to request permission when reproducing the OMNIA Partners logo in our own marketing communications and promotions.

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

- *Master Agreement was competitively solicited and publicly awarded by a Principal Procurement Agency*

- *Best government pricing*
- *No cost to participate*
- *Non-exclusive*

As discussed above, Carahsoft will actively direct sales to Public agencies nationwide through this contract. We will be sure to include the above bullets in our initiatives.

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

- *Key features of Master Agreement*
- *Working knowledge of the solicitation process*
- *Awareness of the range of Public Agencies that can utilize the Master Agreement through OMNIA Partners*
- *Knowledge of benefits of the use of cooperative contracts*

Carahsoft will appoint a contract manager upon award who will instruct any sales personnel on the details listed above.

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

- *Executive Support*
- *Marketing*
- *Sales*
- *Sales Support*
- *Financial Reporting*
- *Accounts Payable*
- *Contracts*

The security and privacy of each of Carahsoft's employees are of the utmost importance to the company. Due to the sensitive nature of this information, Carahsoft respectfully declines to share names and contact information for specific employees at this stage. We would be more than happy to provide this information upon award or sample resumes upon down selection directly to the evaluation team where it will not be part of the public record.

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

Please see the attachment labelled "Carahsoft's Organization Chart". Due to our employee confidentiality and the public nature of procurement documents, Carahsoft respectfully declines to provide the contact information for our employees at this time.

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

Our sales teams will be educated on the availability of this contract, and the relevant contract details so they can offer this contract as an option for our government customers to utilize when purchasing IT Solutions and Services.

*j. Explain in detail how Supplier will manage the overall national program throughout the term of the Master Agreement, including ongoing coordination of marketing and sales efforts, timely new*

*Participating Public Agency account set-up, timely contract administration, etc.*

Carahsoft will appoint a dedicated Contract Manager who will help manage communications received from Participating Public Agency's requesting to account set up, and who will manage any contract administration requirements.

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

Due to customer confidentiality, Carahsoft is unable to provide total purchase numbers and contact information on documents subject to the public record. However, Carahsoft completed \$10.64B in sales in 2021 with help from over 4,000 marketing activities, generating over 64,000 leads.

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

The Carahsoft Team is fully able to send and receive Delivery Orders, Order Status Reports, Post Order Reports, Administrative Handling Fees, and the like in any format that is most comfortable to our Government Customers. Carahsoft accepts orders via purchase order, credit card (phone or web), direct invoices, customer contracts and similar.

- m. Provide the Contract Sales (as defined in Section 12 of the OMNIA Partners Administration Agreement) that Supplier will guarantee each year under the Master Agreement for the initial three years of the Master Agreement ("Guaranteed Contract Sales").*

Carahsoft cannot guarantee a specific number of Contract Sales at this time.

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

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

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

Carahsoft will work with our Government customers to ensure we provide the best possible pricing for each individual deal and contract to ensure we are meeting and exceeding their needs.

# ATTACHMENTS

## Bid Cover Page

Please find our completed Bid Cover Page beginning on the following page.



*Cobb County...Expect the Best!*

**REQUEST FOR PROPOSALS**

**Sealed Bid # 23-6692  
Technology Product Solutions and Related Services  
Cobb County Purchasing Department**

Bid Opening Date: October 13, 2022

**Pre-Proposal Meeting via WebEx: September 14, 2022 at 3:00 PM Eastern**

**Join from meeting link**

<https://cobbcounty.webex.com/cobbcounty/j.php?MTID=m6334e0c9e0f46364cc2157383bc375a6>

**Meeting number (access code): 2317 292 4027**

**Meeting password: fxZKmmi3p93**

**Join by phone**

**+1-415-655-0004 US Toll**

**Proposals Are Received in the Cobb County Purchasing Department  
122 Waddell Street NE  
Marietta, GA 30060**

**Before 12:00 (Noon) By the Bid Opening Date**

**Proposal Will Be Opened in the Cobb County Purchasing Department at 2:00 pm  
122 Waddell Street NE  
Marietta, GA 30060**

**VENDORS ARE REQUIRED TO SUBMIT THE ORIGINAL, TWO (2) COPIES & TEN (10) FLASH DRIVES OF BID  
(UNLESS OTHERWISE SPECIFIED IN BID SPECIFICATIONS)**

NAME: Carahsoft Technology Corporation

ADDRESS: 11493 Sunset Hills Road

REPRESENTATIVE: Elise Roell

PHONE: 703-673-3568 FAX: 703-871-8505

E-MAIL Elise.Roell@Carahsoft.com

**NOTE:** The Cobb County Purchasing Department will not be responsible for the accuracy or completeness of the content of any Cobb County Invitation to Bid or Request for Proposal or subsequent addenda thereto received from a source other than the Cobb County Purchasing Department.

## Bid Submittal Form

Please find our completed Bid Submittal Form beginning on the following page.



## Contractor Affidavit and Agreement (Exhibit A)

Please find our completed Contractor Affidavit and Agreement beginning on the following page.

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

Item 1.

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

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

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

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

350308

08/12/2010

\_\_\_\_\_  
EEV (E-Verify) Program Number  
*Kristina Smith*

\_\_\_\_\_  
EEV Program Date of Authorization

BY: Authorized Officer or Agent  
[Contractor Name]

\_\_\_\_\_  
Carahsoft Technology Corporation  
Contractor Business Name

Kristina Smith  
\_\_\_\_\_  
Printed Name

10/12/22  
\_\_\_\_\_  
Date

SWORN AND SUBSCRIBED BEFORE ME  
ON THIS THE 12 DAY OF October, 2022

Notary Public Commission Expires: 07/31/23

***Effective 09-20-2013***

## Statement of Ownership Disclosure

Please find our completed Statement of Ownership Disclosure beginning on the following page.

**STATEMENT OF OWNERSHIP DISCLOSURE**

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

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

**Name of Organization:** Carahsoft Technology Corporation

**Organization Address:** 11493 Sunset Hills Road

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

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

**Part II**

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

**OR**

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

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

Name of Individual or Business Entity	Home Address (for Individuals) or Business Address
Craig P. Abod	Carahsoft is a privately owned company and is not publicly traded on the stock market

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

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

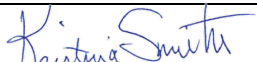
Website (URL) containing the last annual SEC (or foreign equivalent) filing	Page #'s

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

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

**Part IV Certification**

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

Full Name (Print):	Kristina Smith	Title:	Contracts Director
Signature:		Date:	10/12/22

## Non-Collusion Affidavit

Please find our completed Non-Collusion Affidavit beginning on the following page.

NON-COLLUSION AFFIDAVIT

Item 1.

State of Virginia
County of Fairfax

ss:

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

I am Contracts Director of the firm of Carahsoft Technology Corporation
(title or position) (name of firm)

the bidder making this Proposal for the bid
entitled IT Product Solutions and Related Services and that I executed the said proposal with
(title of bid proposal)
full authority to do so that said bidder has not, directly or indirectly entered into any agreement,
participated in any collusion, or otherwise taken any action in restraint of free, competitive bidding in
connection with the above named project; and that all statements contained in said proposal and in this
affidavit are true and correct, and made with full knowledge that the
County relies upon the truth of the statements contained in said Proposal
(name of contracting unit)
and in the statements contained in this affidavit in awarding the contract for the said project.

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

Subscribed and sworn to

before me this day

Kristina Smith
Signature

October 12, 2022

Kristina Smith
(Type or print name of affiant under signature)

Virginia
Notary public of

My Commission expires 07/31/23

(Seal)

## Affirmative Action Affidavit

Please find our completed Affirmative Action Affidavit beginning on the following page.

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

**Company Name:** Carahsoft Technology Corporation  
**Street:** 11493 Sunset Hills Road  
**City, State, Zip Code:** Reston, VA 20190

**Proposal Certification:**

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

**Required Affirmative Action Evidence:**

Procurement, Professional & Service Contracts (Exhibit A)

Vendors must submit with proposal:

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

OR

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

OR

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

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

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

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

10/12/22

***Date***



***Authorized Signature and Title***

## Stockholder Disclosure Certification

Please find our completed Stockholder Disclosure Certification beginning on the following page.

**STOCKHOLDER DISCLOSURE CERTIFICATION**

**Name of Business:**

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

**OR**

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

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

Partnership                       Corporation                       Sole Proprietorship

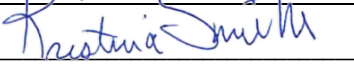
Limited Partnership               Limited Liability Corporation               Limited Liability Partnership

Subchapter S Corporation

**Sign and notarize the form below, and, if necessary, complete the stockholder list below.**

Stockholders:

Name: Craig P. Abod	Name:
Home Address: 11493 Sunset Hills Road Reston, VA 20190	Home Address:
Name:	Name:
Home Address:	Home Address:
Name:	Name:
Home Address:	Home Address:

Subscribed and sworn before me this <u>12</u> day of <u>October</u> , <u>2022</u>	 _____ (Affiant)
(Notary Public)	Kristina Smith - Contracts Director _____ (Print name & title of affiant)
My Commission expires: 07/31/23	(Corporate Seal)



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

Please find our completed Certification of Non-Involvement in Prohibited Activities in Iran beginning on the following page.



DISCLOSURE OF INVESTMENT ACTIVITIES IN IRAN FORM

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

Item 1.

BID SOLICITATION # AND TITLE: # 23-6692 Technology Product Solutions and Related Services

VENDOR NAME: Carahsoft Technology

Pursuant to N.J.S.A. 52:32-57, et seq. (P.L. 2012, c.25 and P.L. 2021, c.4) any person or entity that submits a bid or proposal or otherwise proposes to enter into or renew a contract must certify that neither the person nor entity, nor any of its parents, subsidiaries, or affiliates, is identified on the New Jersey Department of the Treasury's Chapter 25 List as a person or entity engaged in investment activities in Iran.

CHECK THE APPROPRIATE BOX

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

OR

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

Entity Engaged in Investment Activities
Relationship to Vendor/ Bidder
Description of Activities
Duration of Engagement
Anticipated Cessation Date

\*Attach Additional Sheets If Necessary.

CERTIFICATION

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

Kristina Smith (Handwritten Signature)

10/12/2022


Signature

Date

Kristina Smith - Contracts Director

Print Name and Title

## New Jersey Business Registration Certificate

	<b>STATE OF NEW JERSEY BUSINESS REGISTRATION CERTIFICATE</b>
<b>Taxpayer Name:</b>	CARAHSOFT TECHNOLOGY CORP
<b>Trade Name:</b>	
<b>Address:</b>	1860 MICHAEL FARADAY DR STE. 100 RESTON, VA 20190
<b>Certificate Number:</b>	1511213
<b>Effective Date:</b>	September 09, 2009
<b>Date of Issuance:</b>	February 04, 2019
<b>For Office Use Only:</b>	20190204164113764

## EEOAA Evidence

Please find our completed EEOAA Evidence form beginning on the following page.

**EEOAA EVIDENCE**

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

**EEO/AA Evidence**

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

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

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


See the guidelines at:

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

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

Name: Kristina Smith

Title: Contracts Director

Signature: 

Date: 10/12/22

## MacBride Principles

Please find our completed MacBride Principles form beginning on the following page.

DOC #9  
MACBRIDE-PRINCIPLES



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

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

MACBRIDE PRINCIPALS FORM

BID SOLICITATION #: 23-6692 VENDOR/BIDDER: Carahsoft Technology Corporation

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

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

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

**CHECK THE APPROPRIATE BOX**

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

**OR**

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

**CERTIFICATION**

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

*Kristina Smith*

10/12/22

Signature

Date

Kristina Smith - Contracts Director

Print Name and Title

## Addendum 1

Please find our completed Addendum 1 beginning on the following page.



**COBB COUNTY  
Purchasing Department**

122 Waddell Street NE  
Marietta, Georgia 30060  
(770) 528-8400 • fax: (770) 528-8428  
purchasing@cobbcounty.org

Roger Ball  
Purchasing Director

**ADDENDUM No. 1**

**Sealed Bid # 23-6692  
Request for Proposals  
Technology Product Solutions and Related Services  
Cobb County Purchasing Department**

**Date: September 19, 2022**

Page 1 of 8

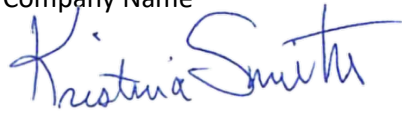
The following addendum hereby amends and/or modifies the Proposal Documents and specifications as originally issued for this project. All proposers are subject to the provisions of this Addendum.

This Addendum consists of:

- Minutes, Questions and Clarifications from Pre-Proposal Meeting held via Webex on September 14, 2022
- Sign-In Sheet(s) from Pre-Proposal Meeting
- Questions Submitted in Writing
- Attachment - Financial Ratio Evaluation Excel Spreadsheet

Receipt of addendum **MUST** be acknowledged in the submitted proposal. It is the Proposer’s ultimate responsibility to ensure that they have all applicable addenda prior to bid submittal.

This acknowledgment form must be signed, dated, and included with your submitted proposal

Carahsoft Technology Corporation  
 \_\_\_\_\_  
 Company Name  
  
 \_\_\_\_\_  
 Signature

10/12/22  
 \_\_\_\_\_  
 Date  
  
 Kristina Smith  
 \_\_\_\_\_  
 Please Print Name

**All bids must be received before 12:00 (noon) by the Bid Opening date. Bids shall be delivered to Cobb County Purchasing Department, 122 Waddell Street NE, Marietta, GA 30060.**

## Addendum 2

Please find our completed Addendum 2 beginning on the following page.



**COBB COUNTY  
Purchasing Department**

122 Waddell Street NE  
Marietta, Georgia 30060  
(770) 528-8400 • fax: (770) 528-8428  
purchasing@cobbcounty.org

Roger Ball  
Purchasing Director

**ADDENDUM No. 2**

**Sealed Bid # 23-6692  
Request for Proposals  
Technology Product Solutions and Related Services  
Cobb County Purchasing Department**

**Date: September 30, 2022**

Page 1 of 5

The following addendum hereby amends and/or modifies the Proposal Documents and specifications as originally issued for this project. All proposers are subject to the provisions of this Addendum.

This Addendum consists of:

- **Questions Submitted in Writing**

**Receipt of addendum MUST be acknowledged in the submitted proposal. It is the Proposer's ultimate responsibility to ensure that they have all applicable addenda prior to bid submittal.**

**This acknowledgment form must be signed, dated, and included with your submitted proposal**

Carahsoft Technology Corporation \_\_\_\_\_

10/12/22 \_\_\_\_\_

Company Name

Date

*Kristina Smith*

Kristina Smith

Signature

\_\_\_\_\_  
Please Print Name

**All bids must be received before 12:00 (noon) by the Bid Opening date. Bids shall be delivered to Cobb County Purchasing Department, 122 Waddell Street NE, Marietta, GA 30060.**

## Addendum 3

Please find our completed Addendum 3 beginning on the following page.



COBB COUNTY  
Purchasing Department

122 Waddell Street NE  
Marietta, Georgia 30060  
(770) 528-8400 • fax: (770) 528-8428  
purchasing@cobbcounty.org

Roger Ball  
Purchasing Director

**ADDENDUM No. 3**

**Sealed Bid # 23-6692  
Request for Proposals  
Technology Product Solutions and Related Services  
Cobb County Purchasing Department**

**Date: October 5, 2022**

Page 1 of 5

The following addendum hereby amends and/or modifies the Proposal Documents and specifications as originally issued for this project. All proposers are subject to the provisions of this Addendum.

This Addendum consists of:

- **Questions Submitted in Writing**

Receipt of addendum **MUST** be acknowledged in the submitted proposal. It is the Proposer’s ultimate responsibility to ensure that they have all applicable addenda prior to bid submittal.

**This acknowledgment form must be signed, dated, and included with your submitted proposal**

Carahsoft Technology Corporation

10/12/22

Company Name

Date

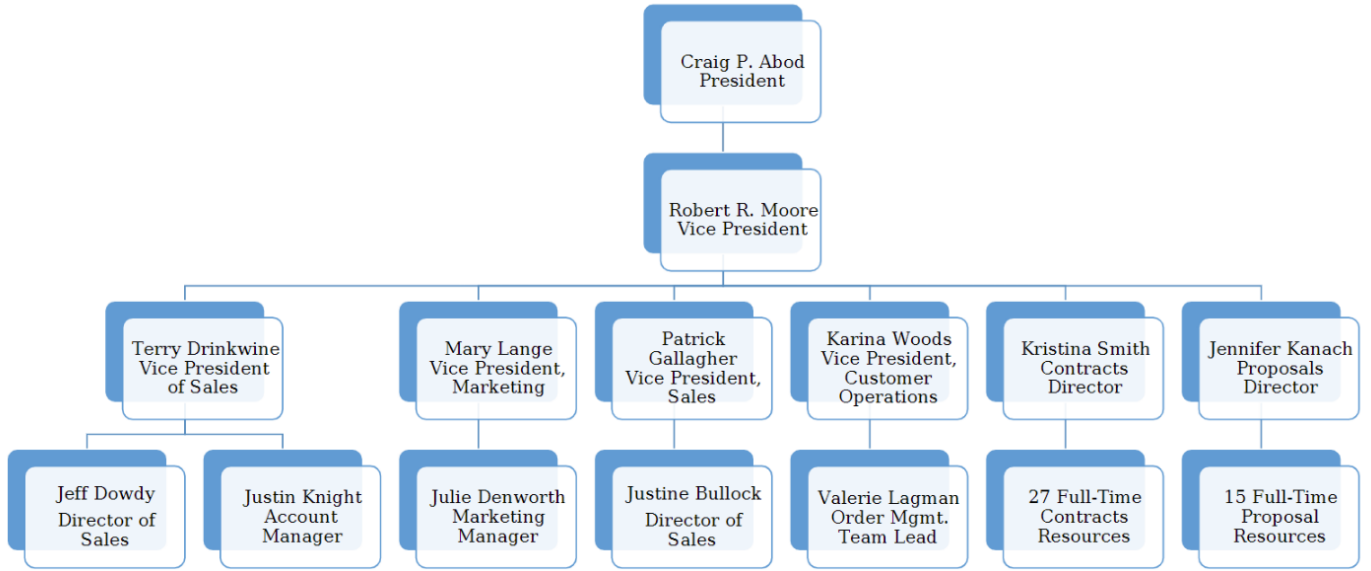
Kristina Smith

Signature

Please Print Name

**All bids must be received before 12:00 (noon) by the Bid Opening date. Bids shall be delivered to Cobb County Purchasing Department, 122 Waddell Street NE, Marietta, GA 30060.**

# Carahsoft Organization Chart



## Carahsoft Line Card

Please find the Carahsoft Line Card beginning on the following page.

Carahsoft Technology Corp. is The Trusted Government IT Solutions Provider®, supporting Federal, State and Local Government agencies and Education and Healthcare organizations. As the Master Government Aggregator® for our vendor and reseller partners, we deliver solutions for Cybersecurity, MultiCloud, DevSecOps, Big Data, Artificial Intelligence, Open Source, Customer Experience and more.

	VMware is the global leader in virtualization and cloud computing solutions from desktop to datacenter. All 15 cabinet level agencies, military services, numerous DoD agencies, and many other federal agencies rely on VMware to avoid IT infrastructure costs, ensure continuity of operations and provide secure endpoints.	888-6VMWARE 888-686-9273
	Amazon Web Services provides a highly reliable, scalable, low-cost infrastructure platform in the cloud that powers hundreds of thousands of businesses in 190 countries around the world. With data center locations in the U.S., Europe, Brazil, Singapore, Japan, and Australia, customers across all industries are taking advantage of the low-cost, agile, flexible, and secure solutions that AWS offers.	888-662-2724
	Symantec enables government agencies to have confidence in their IT infrastructure. Helping agencies protect and manage mission-critical information and interactions, Symantec delivers software and services that address risks to security, availability, compliance and performance.	877-GOV-SYMC 877-468-7962
	Palo Alto Networks is the next-generation security company maintaining trust in the digital age by helping organizations prevent cyber breaches. Palo Alto Networks' security platform safely enables applications, users and content, empowering government agencies to securely and efficiently move their missions forward.	855-6NEXTGN 855-663-9846
	Veritas Technologies is the global leader in enterprise backup and data recovery solutions. Agencies and organizations rely on the Veritas Enterprise Data Services Platform to automate enterprise data protection, ensure 24/7 availability of mission-critical and citizen-facing applications, and provide the insights needed to comply with evolving data regulations.	866-837-4827
	Splunk Inc. is the market leader in analyzing machine data to deliver Operational Intelligence for security, IT and the business. Splunk® software provides the enterprise machine data fabric that drives digital transformation. More than 13,000 customers in over 110 countries use Splunk solutions in the cloud and on-premises.	855-3-SPLUNK 855-377-5865
	Trellix is a global company redefining the future of cybersecurity. Trellix's security experts, along with an extensive partner ecosystem, accelerate technology innovation through machine learning and automation to empower over 40,000 business and government customers.	855-462-2333
	Dell is a leader in enabling government agencies to transform their operations and deliver IT as a service. Through innovative products and services, Dell accelerates the journey to cloud computing, helping IT departments store, manage, protect and analyze information in a more agile, trusted and cost-efficient way.	866-DELL-2-GO 866-335-5246
	F5 Networks helps government organizations create an agile IT infrastructure that aligns with mission-critical demands. With F5 solutions in place, organizations gain strategic points of control wherever information is exchanged, from client devices and the network to application servers, data storage and everything in between.	877-95-F5GOV 877-953-5468
	Red Hat understands that government agencies demand performance, transparency and value—and that's exactly what Red Hat offers. As the standard for Linux in governments, Red Hat's cloud, virtualization, storage and platform solutions bring freedom, collaboration and the power of open source to all government agencies.	877-RHAT-GOV 877-742-8468
	Adobe revolutionizes how agencies engage with ideas and information, transforming and extending government services to provide a richer, more productive, and trusted experience with constituents, personnel, and the military. Adobe helps government deliver information to the edge – anytime, anywhere, and through any medium.	877-99ADOBE 877-992-3623
	Salesforce is the enterprise cloud computing leader dedicated to helping companies and government agencies transform into connected organizations through social and mobile technologies. Since launching its first service in 2000, Salesforce's list of over 150,000 customers spans nearly every industry worldwide.	877-SFDC-007 877-733-2007
	Google Cloud is a trusted technology leader who understands how to help agencies transition from legacy architectures and utilize their data to fuel true mission success. Google Cloud provides cloud-native infrastructure with layered security, machine learning and analytics at web-scale to rapidly innovate and advance agency goals.	844-55-GOOGLE 844-554-6645
	SAP sets a new standard for innovation and performance in the public sector with integrated solutions that apply database technology, business analytics, applications, cloud computing and mobility to solve IT challenges. SAP brings intelligent ideas to the public sector that achieve mission-critical operations.	888-SAP-1GOV 888-727-1468
	Micro Focus Government Solutions supports the needs of the U.S. public sector. Micro Focus Government Solutions' agile and modern software helps solve mission-critical IT challenges. Micro Focus Government Solutions is a purpose-built, U.S. based company that is committed to helping public sector organizations' mission.	888-554-7468

## COMPLEMENTARY SOLUTIONS

VMWARE	10iG Technology, Arista, ClearCube, HYCu, Hytrust, Imprivata, Ivanti, Lightbend, Liquidware, NCS, Nutanix, Puppet, Rubrik, Teradici
SPLUNK	AcAlvio, Corelight, Cynerio, Discovered Intelligence, Exiger, Expanse, Infinidat, PencilData, Qmulos, RedFactor, Rhondos, SMS 360, Syncsort, Vectra
SAP	Acsis, Adobe, Apex, Apigee, Ariba, BMC, ClockWork, Cloudera, Datawatch, Dassian, Dell Technologies, GB&Smith, GoSecure, Greenlight Technologies, LC, Micro Focus Government Solutions, NimbleStorage, NoteShark, NS2, NS2 Labs, Onapsis, PingIdentity, Precise, Progress, Red Hat, Resilient, SAP, SAP + Qualtrics, SAP Concur, SAP SuccessFactors, VMware, Volume Integration
SERVICENOW	3CLogic, Apptio, Bravium, Dtech Apps, MobiChord, Mobile Reach, NNT, Nuvolo, Pagerduty, Platcore, Stave, Uxstorm

## SOLUTION VERTICALS

MULTICLOUD	Accela, Acquia, Adobe, Akamai, Alfresco, AWS, Anaplan, Anchore, Apptio, Aqua, Aviatrix, Axway, Backblaze, BlackBerry, Box, Brightcove, C3.ai, CIS, CloudBees, CloudBolt, CloudCheckr, Commvault, Confluent, DarkOwl, Databricks, Dell Technologies, Denodo, Digital.ai, DocuSign, Domino, Druva, Elastic, EDB, Exterro, Genesys, GitLab, Google Cloud, Granicus, greymatter.io, GroundWork, HashiCorp, Hootsuite, Jive, Kion, Kiteworks, LinkedIn, Lookout, MicroFocusGovernmentSolutions, Microsoft, MongoDB, Neustar, NewRelic, Nutanix, Okta, Orion, OSISOft, OutsysteMS, Proofpoint, QTS, Qualtrics, Qualys, Rackspace, Red Hat, Salesforce, SAP NS2, Saviynt, Secureworks, ServiceNow, Slack, SmartSheet, Software AG, Sonatype, Splunk, SwiftStack, Symantec, Teradici, TerraPixel, ThreatConnect, Trellix, Trustwave, Twilio, Tyler, Virtru, Virtustream, VMware, Voyager Labs, Zscaler
CYBERSECURITY	1Kosmos, Agari, Akamai, ALTR, Anchore, Anomali, Aqua, Aquera, Armis, Attivo Networks, AvePoint, Bastille, Bayshore Networks, BeyondTrust, BlackBerry, BlackBerry Cyclance, Blancco, Blinkly, Cellebrite, CertiPath, Cloud Cover, Cofense, Conceal, Contrast Security, CrowdStrike, CyberArk, DataGuiser, DataLocker, Digital Guardian, Druva, Dtex, Eclipsium, Entrust, Exabeam, Exterro, F5, Fidelis, FlashPoint, Forcepoint, Forescout, ForgeRock, Foretix, Fortinet, Forward, Gigamon, GlobalScape, GoSecure, HashiCorp, HID, iBoss, Identity Automation, Imperva, Information Security, Infoblox, Inspired eLearning, IronNet, Keeper, Kion, Kiteworks, Lookout, Material, MediGate, Micro Focus, Mosse Security, Netskope, NetWitness, Netwrix, Neustar, Nlyte, Nucleus Security, Okta, OSISOft, PaloAlto Networks, Ping Identity, ProofPoint, Qualys, RackTop, Radiant Logic, RangeForce, Rapid7, Recorded Future, RiskSense, RSA, Sailpoint, Samsung, SANS, Saviynt, Secureworks, Securoix, SentinelOne, SkyBox Security, SolarWinds, Sonatype, Splunk, Symantec, Tanium, Tempered Networks, Tenable, Thales, ThreatConnect, ThreatLocker, ThreatQuotient, Trellix, Trend Micro, TruSona, Trustwave, Tufin, Venafi, Veracode, VMware, Waterfall, White Canyon, Zeva, Zimpeium, Zscaler
OPEN SOURCE	Acquia, Alfresco, Anchore, CloudBees, Cloudera, Cockroach Labs, Confluent, Databricks, Ekahau, Elastic, EDB, ForgeRock, GitLab, GroundWork, H2O.ai, HashiCorp, Hitachi, Liferay, Lucidworks, Liquebase, Mattermost, MongoDB, Neo4j, Red Hat, Red Hat 3scale API Management, Red Hat Advanced Cluster Management, Red Hat Ansible, Red Hat Application Services, Red Hat Ceph Storage, Red Hat CodeReady Studio, Red Hat CodeReady Workspaces, Red Hat Decision Manager, Red Hat Enterprise Linux, Red Hat Gluster Storage, Red Hat Hyperconverged Infrastructure, Red Hat Integration, Red Hat Insights, Red Hat Integration, Red Hat JBoss, Red Hat Mobile App Platform, Red Hat OpenShift Container Platform, Red Hat OpenShift Data Foundation, Red Hat OpenStack, Red Hat Process Automation Manager, Red Hat Quay, Red Hat Runtimes, Red Hat Satellite, Red Hat Smart Management, Red Hat Storage, Red Hat Virtualization, Sonatype, Tetrade, Zimbra
AI & MACHINE LEARNING	ABBYY, Adobe, AWS, Alteryx, Basis Technology, BlackBerry, C3.ai, CalypsoAI, Chooch.ai, ClarifAI, Cloudera, Colibra, CORAS, CornerstoneAI, CrowdAI, CrowdStrike, CVEDIA, Darktrace, Databricks, DataRobot, Deep Labs, Dell Technologies, Delphix, Deltek, Denodo, Domino, Eightfold, AI, Fortinet, Google, H2O.AI, Heavy.AI, HPE, Informatica, IronNet, Keeper, Kion, Kinetica, Kofax, Labelbox, Liquid, Micro Focus Government Solutions, Microsoft Azure, Microway, Modzy, NNData, Nuance, Nutanix, NVIDIA, NVIDIA Networking, Ocient, piXlogic, Red Hat, Rescale, Run.ai, Salesforce, SAP, SAP NS2, Sensing, SFL Scientific, Snowflake, Sophos, Splunk, Tableau, Tensor Networks, Titan Technologies, Trellix, UiPath, Vast Data, Vectra, Veritone
MOBILITY & TELEWORK	102iG, BlackBerry, Blancco, Blue Cedar, ClearCube, Deep Instinct, HYCU, Isec, Liferay, Liquidware, Lookout, MongoDB, NowSecure, Nutanix, Red Hat, Slack, Splunk, Swyft, Teradici, VMware
5G SOLUTIONS	AWS, CalChip, CID, Ciena, Commscope Ruckus, CTS, Dell Technologies, F5, Infinera, Infovista, Intel, JMA Wireless, MantisNet, Nokia, Orion, PaloAlto Networks, Red Hat, SAP, Telia Carrier, VMware
CX & ENGAGEMENT	ABBYY, Accela, Acquia, Adobe, Akamai, Alfresco, Atlassian, Box, Conga, Copado, Decision Lens, Delphix, DocuSign, ForgeRock, Genesys, Google Cloud, Granicus, Hootsuite, Jumio, Liferay, LinkedIn, Microsoft, Mural, New Relic, Nintex, Nuance, Okta, Orion, Qualtrics XM, Red Hat, Salesforce, ServiceNow, Skedulo, Slack, Software AG, Sprinklr, Tableau, Talkdesk, Tyler Technologies, WalkMe, Yext, Zencity, Zoom
IN-Q-TEL SOLUTIONS	Anomali, Apigee, Apptio, ArchSight, Basis Technology, Boundless, Box, Bromium, Cellebrite, CipherCloud, Cloudant, Cloudera, Contrast, Cylance, Databricks, DataRobot, Delphix, Digital Reasoning, Domino, Endeca, Finch Computing, Frame, Fusion-IO, geoiQ, GitLab, Heavy.AI, Hytrust, Ike, Immersive Wisdom, Initiate, Kofax, LabelBox, Language Weaver, LILT, Local Motion, Lookout, Lucidworks, Magnet Forensics, Markforged, memSQL, MetaCarta, Micro Focus Government Solutions, Mocana, Mongo DB, MotionDSP, NarrativeScience, Nicira, NovoDynamics, Nozomi, Okta, Optiolabs, Orbital Insight, Orion, Palantir, Paxata, Phantom, Pindrop, piXlogic, Platfora, QuantiFind, Recorded Future, ReversingLabs, SDM, SitScape, SilverTail, Skytree, Socrata, Software Government Solutions, Sonatype, Tenable, Teradici, Terrago, Thetys Corp, Trellix, Veracode, Vintri
LAW ENFORCEMENT	Acadis, ADF Solutions, Adobe, Airgility, Airversity, Authentic8, AWS, Axon, BlackBerry, Blackswift, Blueforce Development, Cellebrite, Chainalysis, Commvault, Conceal, Darkowl, Dedrone, DigitalBlue, ElSight, Flashpoint, Ghost Robotics, Google Cloud, Gridless Power, Icaros, ikeGPS, Informatica, Inspired Flight, Juniper Unmanned, Lightsense, Magnet Forensics, Mark43, Measure, Mi-Case, Microsoft, Microsoft Surface, NTrepid, Nuance, NVIDIA, Okta, piXlogic, Qii.AI, Recorded Future, Red Hat, Reveal, SAFR, Salesforce, SkyX, Software AG, Sonim, Tableau, TransUnion, Trimble, VELARY, Veritone, Vidizmo, Vintra, VIQ, Voyager Labs, Wickr
FEDRAMP SOLUTIONS	Achievelt, Acquia, Adobe, Akamai, Apptio, Armis, Authentic8, AvePoint, AWS, Axon, BlackBerry, BMC, Boomi, Box, Broadcom, C3.ai, CloudCheckr, Cofense, Colibra, Contegix, Copado, CORAS, CoSo Cloud, CrowdStrike, CyberArk, Databricks, DataRobot, Decision Lens, Delinea, Digital.ai, DocuSign, Druva, Eightfold.ai, Elastic, Exterro, FM:Systems, Forcepoint, Genesys, Google Cloud, Granicus, HackerOne, Hootsuite, IBM, iBoss, Infoblox, Informatica, Ivanti, Keeper Security, Kiteworks, Lookout, Micro Focus Government Solutions, Microsoft, MongoDB, MuleSoft, Netskope, New Relic, Nintex, Nuance, Nutanix, Okta, Orock, OwnBackup, PaloAlto Network, Proofpoint, Qualtrics, Qualys, Quzara, Rackspace, Rescale, RSA, SailPoint, Salesforce, SAP NS2, Saviynt, ServiceNow, SkyHigh, Slack, SmartSheet, Snowflake, Software AG, Splunk, Sprinklr, Tanium, Tenable, Trellix, Trello, Tyler Technologies, UiPath, ValiMail, Veracode, Veritone, Virtru, Virtustream, VMware, Vyopta, Wickr, Zimperium, Zoom, Zscaler
GEOSPATIAL	Accela, AeroCloud, Airversity, AutoDesk, Ball, Bentley, Better GIS, Chooch AI, CompassCom, CompassData, Dedrone, Digital Map, e-PlanSoft, FM:Systems, GeoNorth, Google Maps, Icaros, ikeGPS, Intermap, MapBox, NearMap, Qii.AI, Spire, Terra Pixel, TomTom, Trimble, Vehicle Tracking Solutions, Velary
HEALTHCARE	Adobe, BeyondTrust, BlackBerry, CA Technologies, Cloudera, Colibra, Databricks, Dell Technologies, F5, Fidelis Security, Forescout, Gigamon, Google Cloud, Granicus, Gridless Power, HPE, Imprivata, Infoblox, Ivanti, John Snow Labs, Kofax, Micro Focus Government Solutions, MuleSoft, NCS, New Relic, Nuance, Nutanix, Nuvolo, Okta, Orion, piXlogic, Red Hat, Salesforce, Samsung, SAP, SentinelOne, ServiceNow, Snowflake, Splunk, Symantec, Tableau, Trellix, Trend Micro, Veritas, VMware, Zscaler
<b>CARASOFT CONTRACT VEHICLES</b>	
GSA SCHEDULE	47QSWA18D008F, GS-35F-0119Y
SEWP V	Group A Other Than Small: NNG15SC03B, Group D Other Than Small: NNG15SC27B
ESI BPA CONTRACTS	Adobe: N00104-09-A-ZF31, N00104-12-A-ZF31, NNX13AA89Z, HSHQDC-13-A-00039; CollabNet: HC1028-11-A-0100; Micro Focus Government Solutions: N00104-13-A-ZF46; Intel: W5P1J-15-D-0008; IronKey: HSTS05-12-A-MED002; Red Hat Linux: HC1028-14-A-0002; SAP: N00104-08-A-ZF43 ServiceNow: N00104-13-A-ZF47; Splunk: DE-IM0000789; Symantec: N00104-13-A-ZF45; VMware/Dell: W91QUZ-09-A-0003; ForeScout: #N66001-18-A-0005

## EEO Report

Please find our 2021 EEO report beginning on the following page.

CO= DA57607

EQUAL EMPLOYMENT OPPORTUNITY

2021 EMPLOYER INFORMATION REPORT EEO-1

SINGLE ESTABLISHMENT REPORT

Item 1.

SECTION B - COMPANY IDENTIFICATION

1. CARAHSOFT TECHNOLOGY CORPORATION
11493 Sunset Hills Road
SUITE 100
RESTON, VA 20190

2.a. CARAHSOFT TECHNOLOGY CORPORATION
11493 Sunset Hills Road
SUITE 100
RESTON, VA 20190

c. EIN= 522189693

SECTION C - TEST FOR FILING REQUIREMENT

1- Y 2- N 3- N DUNS= 088365767

SECTION E - ESTABLISHMENT INFORMATION

NAICS: 511210 - Software Publishers

SECTION D - EMPLOYMENT DATA

Table with columns: JOB CATEGORIES, HISPANIC OR LATINO (MALE, FEMALE), NOT-HISPANIC OR LATINO (WHITE, BLACK OR AFRICAN AMERICAN, NATIVE HAWAIIAN OR PACIFIC ISLANDER, ASIAN, AMERICAN INDIAN OR ALASKAN NATIVE, TWO OR MORE RACES), OVERALL TOTALS. Rows include EXECUTIVE/SR OFFICIALS & MGRS, FIRST/MID OFFICIALS & MGRS, PROFESSIONALS, TECHNICIANS, SALES WORKERS, ADMINISTRATIVE SUPPORT, CRAFT WORKERS, OPERATIVES, LABORERS & HELPERS, SERVICE WORKERS, TOTAL, and PREVIOUS REPORT TOTAL.

SECTION F - REMARKS

DATES OF PAYROLL PERIOD: 12/15/2021 THRU 12/31/2021

SECTION G - CERTIFICATION

CERTIFYING OFFICIAL: Kristina Smith
EMAIL: kristina.smith@carahsoft.com

EEO1 REPORT CONTACT PERSON: Kristina Smith
EMAIL: kristina.smith@carahsoft.com

CERTIFIED DATE [EST]: 5/11/2022 4:15 PM

TITLE: Contracts Director
PHONE: 703-871-8504

TITLE: Contracts Director
PHONE: 703-871-8504



**Administrative Services Committee Meeting**

Meeting Date:

2026 – UTIL-FM – Tandem Dump Truck – SWC

- Department:** Central Services – Fleet Management
- Presenter:** Horace Green; Central Services Director
- Caption:** Motion to approve the purchase of one tandem dump truck, at a total cost of \$184,871 from Rush Truck Center of Atlanta, GA for the Utilities Department.
  
- Background:**

The Augusta Utilities Department Facilities Maintenance division needs a class eight dump truck with the ability to hold over 5 tons of material. Due to Hurricane Helene, the additional work requires multiple rock, and sand clay runs. Currently the division only has one class 6 dump truck that will be reallocated to the raw water pumping station to store debris for the number one, four and nine turban pumps.

Rush Truck Center will hold the dump truck until the Augusta Commission has approved the order. Once approved, Fleet Management will acquire the purchase order and submit it to the vendor for delivery of the asset purchases. Funding is available in Utilities- Facilities Maintenance account 506-04-3580/54.22510.
  
- Analysis:**

The Procurement Department approved the request to utilize the GA statewide contract #9999-SPD-SPD0000155-01 and issued a letter of intent to purchase the one dump truck utilizing department funds acct #506-04-3580/54-22510.
  
- Financial Impact:**
  - Utilities – Acct #506-04-3580/54-22510
  
- Alternatives:** (1) Approve (2) Do not approve
- Recommendation:** Motion to approve the purchase of one tandem dump truck, at a total cost of \$184,871 from Rush Truck Center of Atlanta, GA for the Utilities Department.
  
- Funds are available in the following accounts:**
  - Utilities – Acct #506-04-3580/54-22510
  
- REVIEWED AND APPROVED BY:** N/A



Procurement Department

Item 2. Fleet  
set to  
Lip  
6-11-26

Andy Penick, CPSM, GCPM, GCPA, MBA  
Procurement Director

**LETTER OF INTENT TO PURCHASE VEHICLE FROM RING POWER CORPORATION**

This letter of intent dated, **June 10, 2026**, is to inform you that the Central Services Department – Fleet Management Division has concluded that we intend to purchase vehicles for the below listed Departments, utilizing:

**2026 International HV615**

The specific specifications and pricing information for this purchase is attached.

- 1. **Buyer:** Augusta, Georgia – Central Services Department: Fleet Management Division
- 2. **Seller:** Rush Truck Center  
2560 Moreland Avenue, Atlanta, GA 30315
- 3. **Total Vehicles Total Purchase Price:** \$184,871.00
- 4. **Source:** GA SWC 9999-SPD-SPD0000155-01

The following replacement vehicles to be purchased for the Utilities Department – Facilities Maintenance Division.

A purchase order will be provided upon the approval of the Augusta, Georgia Commission.

Sincerely,

Andy Penick, CPSM, GCPM, GCPA, MBA  
Director of Procurement

Attachments: Vehicle Purchase Price /Specifications/Quotes



# Central Services Department

Horace Green, Director  
LaQuona Porter, Fleet Manager

Fleet Management  
1568-C Broad Street  
Augusta GA 30904  
Phone: (706) 821-2892

## MEMORANDUM

**TO:** Andy Penick, Director, Procurement Director

**FROM:** Horace Green, Director, Central Services Director

**DATE:** June 1, 2026

**SUBJECT:** Request LOI to purchase a Dump Truck for the Utilities Department  
– Facilities Maintenance Division

Central Services-Fleet Management requests LOI to purchase a dump truck for the Utilities-Facilities Maintenance division. The state contract holder, Rush Truck Center, has a tandem dump truck that meets the departmental needs currently in their inventory. The statewide contract number is 9999-SPD-SPD0000155-01.

- 2026 International HV615 - \$184,871.00

Utilities Facilities Maintenance division needs a class eight dump truck with the ability to hold over 5 tons of material. Due to Hurricane Helene, the additional work requires multiple rock, and sand clay runs. Currently the division only has one class 6 dump truck that will be reallocated to the raw water pumping station to store debris for the number one, four and nine turban pumps.

Rush Truck Center will hold the dump truck until the Augusta Commission has approved the order. Once approved, Fleet Management will acquire the purchase order and submit it to the vendor for delivery of the asset purchases. Funding is available in Utilities- Facilities Maintenance account 506-04-3580/54.22510.



**Rush Truck Center Atlanta**

2560 Moreland Avenue  
SE Atlanta, GA 30315  
(678) 420-7501

Item 2.

**Customer Proposal**

Augusta - Richmond County  
Central Services Department  
1568 Broad St. Bldg. C1  
Augusta, GA 30901

John, thank you for the opportunity to earn your business. Please review the proposal below, if you approve, sign and return to us at your convenience. We look forward to working with you and will continue to provide excellence for all future business.

**VEHICLE INFORMATION**

Make: International Model: HV615 Year: 2026 Stock Number: To Be Determined Serial#: To Be Determined  
**ON THE GROUND**

New 2026 International Truck with Godwin Dump Body mounted and delivered.  
State of Georgia Contract # 99999-SPD-SPD0000155-0001

Quantity	1	Total
*Truck price per Unit F.E.T. (Factory & Dealer Paid)	\$ 184,871.00	
Net Sale Price		\$ 184,871.00
Optional Extended Warranty(ies)		
State Sales Tax		
<b>Total Sales Price (Including Rebate(s))</b>		<b>\$ 184,871.00</b>
Trade Allowance (see DISCLAIMER Below)		

Sales Representative

Kurt Hohlstein

Purchaser

signature

printed name

signature

printed name

Accepted by Sales Manager or  
General Manager

title

date

signature

printed name

*W Kurt Hohlstein*  
*5/29/2025*

Quote good until

**Note: The above Customer Proposal is a quotation only. Sale terms subject to approval of Sales Manager**

DISCLAIMER: Any order based on this Proposal subject to Customer executing Dealer's standard form Retail Purchase Order incorporating above terms. Any documentary fees, state tax, title, license fees subject to adjustment and change. Actual F.E.T. to be paid by Dealer, subject to adjustment. Any F.E.T. variance will be responsibility of Dealer. Manufacturer has reserved the right to price to Dealer of any vehicle not currently in Dealer's stock, without notice to Dealer. If Quoted Vehicle(s) not currently in Dealer's stock, Dealer reserves right to change Quotation Total to reflect increases from Manufacturer. This Proposal is based upon Dealer's current and expected inventory, which is subject to change. Dealer not obligated to retain any specific vehicles in stock, nor any specific inventory level. Dealer shall not be obligated to fulfill Proposal in event quoted vehicle(s) not in stock or available within requested delivery schedule at time Proposal accepted. Dealer shall be liable for any delay in providing or inability to provide Quoted Vehicle(s), where such inability or delay is due, in whole or in part, to any cause beyond the reasonable control of Dealer or is without negligence or intended misconduct of Dealer. Above listed Trade Value based upon current appraisal of Trade Vehicle(s). Dealer may adjust Trade Value of Trade Vehicle(s) to reflect changes in and/or mileage of Trade Vehicle(s) between date of current appraisal and acceptance of this Proposal by Customer.





**CONTRACT AMENDMENT #9**

**EXTENSION # 4**

This amendment by and between the Contractor and State Entity defined below shall be effective as of the date this Amendment is fully executed.

STATE OF GEORGIA CONTRACT	
<b>State Entity's Name:</b>	Department of Administrative Services
<b>Contractor's Full Legal Name:</b>	Rush Truck Centers of Georgia Inc. dba Rush Truck Center Atlanta
<b>Contract Number:</b>	99999-SPD-SPD0000155-0001
<b>Contract Description:</b>	Truck Chassis and Truck Bodies
<b>Contract Start Date:</b>	8/8/2018
<b>Current Contract Term:</b>	9/1/2025 – 8/31/2026

**BACKGROUND AND PURPOSE.** The Contract is in effect through the Current Term provided above. The parties hereto now desire to amend the contract to extend it for an additional term of twelve months.

For good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the parties do hereby agree as follows:

- CONTRACT EXTENSION.** The parties hereby agree that the contract will be extended for an additional period of time as follows:

NEW CONTRACT TERM	
<b>Beginning Date of New Contract Term:</b>	9/1/2026
<b>End Date of New Contract Term:</b>	2/28/2027

RUSH TRUCK CENTERS OF GA  
 DBA RUSH TRUCK CENTER, ATLANTA  
 2560 MORELAND AVENUE  
 ATLANTA, GA 30315

CONTRACT NUMBER: 99999-SPD-SPD0000155-0001


The parties agree that the contract will expire at midnight on the date designated as the "End Date of the New Contract Term," unless the parties agree to extend the contract for an additional period.

2. **SUCCESSORS AND ASSIGNS.** This Amendment shall be binding upon and inure to the benefit of the successors and permitted assigns of the parties hereto.
3. **ENTIRE AGREEMENT.** Except as expressly modified by this Amendment, the contract shall be and remain in full force and effect in accordance with its terms and shall constitute the legal, valid, binding, and enforceable obligations of the parties. This Amendment and the contract (including any written amendments thereto), collectively, are the complete agreement of the parties and supersede any prior agreements or representations, whether oral or written, with respect thereto. Should the State of Georgia (DOAS) enter into a new contract for these products and/or services during the term of this Extension, the new contract shall supersede this Extension.

IN WITNESS WHEREOF, the parties have caused this Amendment to be duly executed by their authorized representatives.


**CONTRACTOR**

RUSH TRUCK CENTERS OF GA  
DBA RUSH TRUCK CENTER, ATLANTA

<b>Contractor's Full Legal Name: (PLEASE TYPE OR PRINT)</b>	2560 MORELAND AVENUE ATLANTA, GA 30315
<b>Authorized Signature:</b> <input checked="" type="checkbox"/>	
<b>Printed Name and Title of Person Signing:</b> <input checked="" type="checkbox"/>	Boston Cummings
<b>Date:</b> <input checked="" type="checkbox"/>	05/08/2026
<b>Company Address:</b>	RUSH TRUCK CENTERS OF GA DBA RUSH TRUCK CENTER, ATLANTA

2560 MORELAND AVENUE  
ATLANTA, GA 30315

**STATE ENTITY**

<b>Authorized Signature:</b>	
<b>Printed Name and Title of Person Signing:</b>	Carrie Steele Deputy Commissioner State Purchasing Division
<b>Date:</b>	5/27/2026
<b>Company Address:</b>	200 Piedmont Avenue, S.E., Suite 1804, West Tower Atlanta, Georgia 30334-9010



## International

## Vehicle Information

Home Publications Service Reference Write Up  
Dealer Warranty Support

Chassis / VIN Number

View

Select tab(s) to print

Print

Alerts Summary Connection GUIDE Diagnostics Managed Repairs Details Components  
Serial Numbers Warranty Coverage SRT Warranty History Intelligent Search Case History iApprove  
iRequest

## Components

VIN : 3HAPVST4TL504270

296 components found.

Export

S.No	Class Description	Parts Catalog Component	Component Line Drawing	Description
1	AXLE CONFIGURATION	<a href="#">0001AND</a>	<a href="#">0001AND</a>	AXLE CONFIGURATION 6x4
2	FRAMES	<a href="#">0001CAW</a>	<a href="#">0001CAW</a>	FRAME RAILS Heat Treated Alloy Steel (120,000 PSI Yield); 12.250" x 3.380" x 0.375" (304.8mm x 85.6mm x 9.5mm); 480.0" (12192mm) Maximum OAL
3	FRAMES	<a href="#">0001LEH</a>	<a href="#">0001LEH</a>	LICENSE PLATE HOLDER Single Plate, Swing Type, Mounted Below Front Bumper
4	FRAMES	<a href="#">0001LZD</a>	<a href="#">0001LZD</a>	BUMPER, FRONT Swept Back, Aluminum, Stainless Steel Clad, Heavy Duty
5	FRAMES	<a href="#">0001WHP</a>	<a href="#">0001WHP</a>	WHEELBASE RANGE 183" (465cm) Through and Including 248" (630cm)
6	FRAMES	<a href="#">0001WMA</a>	<a href="#">0001WMA</a>	CROSSMEMBER, INTERMEDIATE (1) 5-Piece in lieu of Each Single Dogbone with 4x2 & 4x4 Chassis; Each Double Dogbone with 6x4, 6x6 & 8x6 Tridem Chassis
7	FRONT AXLES	<a href="#">0002ARY</a>	<a href="#">0002ARY</a>	AXLE, FRONT NON-DRIVING (Meritor MFS-20-133A) Wide Track, I-Beam Type, 20,000-lb Capacity
8	FRONT SUSPENSIONS	<a href="#">0003AGA</a>	<a href="#">0003AGA</a>	SUSPENSION, FRONT, SPRING Parabolic Taper Leaf, Shackle Type, 20,000-lb Capacity, with Shock Absorbers
9	BRAKES	<a href="#">0004AZV</a>	<a href="#">0004AZV</a>	AIR BRAKE ABS (Bendix AntiLock Brake System) 6-Channel (6 Sensor/6 Modulator) Full Vehicle Wheel Control System, with Automatic Traction Control
10	BRAKES	<a href="#">0004EDL</a>	<a href="#">0004EDL</a>	AIR DRYER (Bendix AD-HF) with Heater, Includes Pressure Protection Circuits, Safety Valve, Integral Purge Tank, Governor Pressure Settings 120 psi Cut-In/140 psi Cut-Out, Integrated PuraGuard Coalescing Filtration
11	BRAKES	<a href="#">0004EXV</a>	<a href="#">0004EXV</a>	BRAKE CHAMBERS, FRONT AXLE (Bendix) 24 Sqn
12	BRAKES	<a href="#">0004EXW</a>	<a href="#">0004EXW</a>	BRAKE CHAMBERS, REAR AXLE (Bendix EnduraSure Pro) 30/30 Sqn Spring Brake

13	BRAKES	<a href="#">0004GBM</a>	<a href="#">0004GBM</a>	BRAKE, PARKING Manual Push-Pull Pneumatic Parking Brake
14	BRAKES	<a href="#">0004LAA</a>	<a href="#">0004LAA</a>	SLACK ADJUSTERS, FRONT (Haldex) Automatic
15	BRAKES	<a href="#">0004LGA</a>	<a href="#">0004LGA</a>	SLACK ADJUSTERS, REAR (Haldex) Automatic
16	BRAKES	<a href="#">0004SPT</a>	<a href="#">0004SPT</a>	AIR COMPRESSOR (Bendix ESS 380) 16.8 CFM, Head Unload
17	BRAKES	<a href="#">0004VGA</a>	<a href="#">0004VGA</a>	AIR DRYER LOCATION Mounted Outside Right Rail, Forward of Front Wheel
18	BRAKES	<a href="#">0004VGM</a>	<a href="#">0004VGM</a>	AIR TANK Polished Aluminum, with Straight Thread O-Ring Ports
19	BRAKES	<a href="#">0004VMR</a>	<a href="#">0004VMR</a>	AIR TANK LOCATION (3) : Two Tanks Vertically Stacked, Outside Right Rail, Under Cab In Front of Aftertreatment Box, Perpendicular to Rail, One Mounted Below Left Rail, Front of Rear Suspension, Parallel to Rail
20	BRAKES	<a href="#">0004WDA</a>	<a href="#">0004WDA</a>	DRAIN VALVE (3) Petcocks, for Air Tanks
21	BRAKES	<a href="#">0004WDW</a>	<a href="#">0004WDW</a>	BRAKE CHAMBERS, POSITION on Rear/Rear Axle Located Inside Rear Tire Envelope (Meets Asphalt Spreader/Paver Clearance Requirements)
22	BRAKES	<a href="#">0004WRJ</a>	<a href="#">0004WRJ</a>	AIR COMPRESSOR DISCHARGE LINE 1/2" ID to 5/8" ID Teflon Hose, with Stainless Steel Braid; to Air Dryer
23	BRAKES	<a href="#">0004XDR</a>	<a href="#">0004XDR</a>	BRAKES, REAR (Meritor 16.5X7 Q-PLUS CAST) Air S-Cam Type, Cast Spider, Fabricated Shoe, Double Anchor Pin, Size 16.5" X 7", 23,000-lb Capacity per Axle
24	BRAKES	<a href="#">0004XDT</a>	<a href="#">0004XDT</a>	BRAKES, FRONT (Meritor 16.5X6 Q-PLUS CAST) Air S-Cam Type, Cast Spider, Fabricated Shoe, Double Anchor Pin, Size 16.5" X 6", 23,000-lb Capacity
25	BRAKES	<a href="#">0004XEE</a>	<a href="#">0004XEE</a>	PARK BRAKE CHAMBERS, ADDITIONAL (2) Spring Brake Type
26	BRAKES	<a href="#">0004091</a>	<a href="#">0004091</a>	BRAKE SYSTEM, AIR Dual System for Straight Truck Applications
27	STEERING	<a href="#">0005CBE</a>	<a href="#">0005CBE</a>	STEERING WHEEL 4-Spoke; 18" Dia., Black Leather Wrapped
28	STEERING	<a href="#">0005PSE</a>	<a href="#">0005PSE</a>	STEERING GEAR (2) (TRW THP60/RCH60) Dual Power
29	STEERING	<a href="#">0005WB1</a>	<a href="#">0005WB1</a>	POWER STEERING HOSE Stainless Steel Steering Lines
30	STEERING	<a href="#">0005710</a>	<a href="#">0005710</a>	STEERING COLUMN Tilting and Telescoping
31	DRIVELINES	<a href="#">0006DGX</a>	<a href="#">0006DGX</a>	DRIVELINE SYSTEM (Dana Spicer) Service Free SPL250 Main Driveline with SPL170 Interaxle Shaft, for 6x4
32	EXHAUST SYSTEMS	<a href="#">0007BES</a>	<a href="#">0007BES</a>	AFTERTREATMENT COVER Polished Aluminum
33	EXHAUST SYSTEMS	<a href="#">0007BLY</a>	<a href="#">0007BLY</a>	EXHAUST SYSTEM Horizontal Aftertreatment System, Frame Mounted Right Side Under Cab, for Single Vertical Tail Pipe, Cab Mounted Right Side
34	EXHAUST SYSTEMS	<a href="#">0007SDZ</a>	<a href="#">0007SDZ</a>	ENGINE COMPRESSION BRAKE {International} for S13 Engines, with Selector Switch and On/Off Switch
35	EXHAUST SYSTEMS	<a href="#">0007WBA</a>	<a href="#">0007WBA</a>	TAIL PIPE (1) Tumbuck Type, Bright
36	EXHAUST SYSTEMS	<a href="#">0007WBS</a>	<a href="#">0007WBS</a>	MUFFLER/TAIL PIPE GUARD (1) Bright Stainless Steel
37	EXHAUST SYSTEMS	<a href="#">0007WCR</a>	<a href="#">0007WCR</a>	EXHAUST HEIGHT 10' 11"

38	ELECTRICAL SYSTEMS	<a href="#">0008GGG</a>	<a href="#">0008GGG</a>	ALTERNATOR (Delco Remy 36SI) Brushless, 12 Volt, 165 Amp Capacity, Pad Mount, with Remote Sense
39	ELECTRICAL SYSTEMS	<a href="#">0008MSG</a>	<a href="#">0008MSG</a>	BATTERY SYSTEM (Fleetrite) Maintenance-Free, (3) 12-Volt 1980CCA Total, Top Threaded Stud
40	ELECTRICAL SYSTEMS	<a href="#">0008RMZ</a>	<a href="#">0008RMZ</a>	SPEAKERS (2) 6.5" Dual Cone Mounted in Both Doors, (2) 5.25" Dual Cone Mounted in Both B-Pillars
41	ELECTRICAL SYSTEMS	<a href="#">0008RNC</a>	<a href="#">0008RNC</a>	CB RADIO Accommodation Package, Header Mounted, Feeds from Accessory Side of Ignition Switch, Includes Power Source, Two Antennas and Antenna Bases with Wiring on Both Side Mirrors
42	ELECTRICAL SYSTEMS	<a href="#">0008RPB</a>	<a href="#">0008RPB</a>	RADIO, STEERING WHEEL CONTROLS Mounted in Steering Wheel, Radio Function Control Switch, Includes Volume Up/Down, Mute, Forward/Back and Bluetooth Answer/Disconnect
43	ELECTRICAL SYSTEMS	<a href="#">0008RPP</a>	<a href="#">0008RPP</a>	ANTENNA Shark Fin, Roof Mounted
44	ELECTRICAL SYSTEMS	<a href="#">0008RPS</a>	<a href="#">0008RPS</a>	RADIO AM/FM/WB/Clock/Bluetooth/USB Input/Auxiliary Input
45	ELECTRICAL SYSTEMS	<a href="#">0008THB</a>	<a href="#">0008THB</a>	BACK-UP ALARM Electric, 102 dBA
46	ELECTRICAL SYSTEMS	<a href="#">0008TKB</a>	<a href="#">0008TKB</a>	STOP, TURN, TAIL & B/U LIGHTS (Truck Lite) Super 44, with LED Lights for Stop, Turn & Tail Lights, Truck Lite Super 40 for Backup Lights, with Power Module, "International" Termination and Less Junction Box, Includes Incandescent License Plate Light
47	ELECTRICAL SYSTEMS	<a href="#">0008VBE</a>	<a href="#">0008VBE</a>	HORN, ELECTRIC (1) Trumpet Style
48	ELECTRICAL SYSTEMS	<a href="#">0008VTV</a>	<a href="#">0008VTV</a>	STOP-LIGHT WIRING MODIFIED Stop-Lights Turned on When Engine Compression Brake, Exhaust Brake or Retarder is Activated
49	ELECTRICAL SYSTEMS	<a href="#">0008VUL</a>	<a href="#">0008VUL</a>	BATTERY BOX Steel, with Plastic Cover, 18" Wide, 2-4 Battery Capacity, Mounted Left Side Back of Cab
50	ELECTRICAL SYSTEMS	<a href="#">0008WBW</a>	<a href="#">0008WBW</a>	JUMP START STUD 12V, Remote Mounted
51	ELECTRICAL SYSTEMS	<a href="#">0008WGL</a>	<a href="#">0008WGL</a>	WINDSHIELD WIPER SPD CONTROL Force Wipers to Slowest Intermittent Speed When Park Brake Set and Wipers Left on for a Predetermined Time
52	ELECTRICAL SYSTEMS	<a href="#">0008WPH</a>	<a href="#">0008WPH</a>	CLEARANCE/MARKER LIGHTS (5) (Truck Lite) Amber LED Lights, Flush Mounted on Cab or Sunshade
53	ELECTRICAL SYSTEMS	<a href="#">0008WPZ</a>	<a href="#">0008WPZ</a>	TEST EXTERIOR LIGHTS Pre-Trip Inspection will Cycle all Exterior Lamps Except Back-up Lights
54	ELECTRICAL SYSTEMS	<a href="#">0008WRB</a>	<a href="#">0008WRB</a>	HEADLIGHTS ON WWIPERS Headlights Will Automatically Turn On if Windshield Wipers are Turned On
55	ELECTRICAL SYSTEMS	<a href="#">0008WWD</a>	<a href="#">0008WWD</a>	BATTERY BOX COVER Stainless Steel, Bright Finish
56	ELECTRICAL SYSTEMS	<a href="#">0008WXB</a>	<a href="#">0008WXB</a>	HEADLIGHT WARNING BUZZER Sounds When Head Light Switch is on and Ignition Switch is in "Off" Position
57	ELECTRICAL SYSTEMS	<a href="#">0008WYU</a>	<a href="#">0008WYU</a>	BATTERY BOX MODIFICATION Rubber Pad Added Inside Bottom of Battery Box
58	ELECTRICAL SYSTEMS	<a href="#">0008WZP</a>	<a href="#">0008WZP</a>	INDICATOR, BATTERY WARNING Green BATTERY ON Indicator, Mounted on Left Side of Instrument Panel, To be Used with Factory Installed or Customer Mounted Battery Disconnect Switch

59	ELECTRICAL SYSTEMS	<a href="#">0008XAH</a>	<a href="#">0008XAH</a>	CIRCUIT BREAKERS Manual-Reset (Main Panel) SAE Type III with Trip Indicators, Replaces All Fuses
60	ELECTRICAL SYSTEMS	<a href="#">0008XGT</a>	<a href="#">0008XGT</a>	TURN SIGNALS, FRONT Includes LED Side Turn Lights Mounted on Fender
61	ELECTRICAL SYSTEMS	<a href="#">0008XHN</a>	<a href="#">0008XHN</a>	HORN, AIR Single Trumpet, Black, with Lanyard Pull Cord
62	ELECTRICAL SYSTEMS	<a href="#">0008XHX</a>	<a href="#">0008XHX</a>	SWITCH, MARKER INTERRUPT for Marker Lights and Headlights, Located in Steering Wheel
63	ELECTRICAL SYSTEMS	<a href="#">0008XKG</a>	<a href="#">0008XKG</a>	DOME LIGHT, CAB with Red Reading Lights
64	ELECTRICAL SYSTEMS	<a href="#">0008XMB</a>	<a href="#">0008XMB</a>	CONNECTOR, DASH, CENTER PANEL Cab Wiring for TMC RP1226 Vehicle Accessory Connector; Includes 14-pin Connector with Switched Power, Battery Power, Ignition Power, Ground & Body 250K Datalink, Connector Located Behind Instrument Panel Center Console
65	ELECTRICAL SYSTEMS	<a href="#">0008XNG</a>	<a href="#">0008XNG</a>	STARTING MOTOR (Mitsubishi Electric Automotive America DP60) 12-Volt
66	ELECTRICAL SYSTEMS	<a href="#">0008XPA</a>	<a href="#">0008XPA</a>	HEADLIGHTS LED, with Daytime Running Lights, Automatic Twilight Controlled
67	ELECTRICAL SYSTEMS	<a href="#">0008XPK</a>	<a href="#">0008XPK</a>	POWER SOURCE, ADDITIONAL Auxiliary Power Outlet (APO) with USB-A Port and USB-C Port, Located in the Instrument Panel
68	ELECTRICAL SYSTEMS	<a href="#">0008XPN</a>	<a href="#">0008XPN</a>	USB PORT One USB-A Port and One USB-C Port, Located in Instrument Panel
69	ELECTRICAL SYSTEMS	<a href="#">0008XRB</a>	<a href="#">0008XRB</a>	BATTERY DISCONNECT SWITCH for Cab Power Disconnect, Disconnects Power Distribution Module (PDM) and Body Builder Through Solenoid, Does Not Disconnect Charging Circuits, In-Cab Mounted Switch
70	ELECTRICAL SYSTEMS	<a href="#">0008000</a>	<a href="#">0008000</a>	ELECTRICAL SYSTEM 12-Volt, Standard Equipment
71	ELECTRICAL SYSTEMS	<a href="#">0008718</a>	<a href="#">0008718</a>	POWER SOURCE Cigar Type Receptacle without Plug and Cord
72	FRONT END	<a href="#">0009AAB</a>	<a href="#">0009AAB</a>	LOGOS EXTERIOR Model Badges
73	FRONT END	<a href="#">0009AAE</a>	<a href="#">0009AAE</a>	LOGOS EXTERIOR, ENGINE Badges
74	FRONT END	<a href="#">0009HDD</a>	<a href="#">0009HDD</a>	GRILLE Stationary, Chrome Vertical Accent Bars, Chrome Surround
75	FRONT END	<a href="#">0009WAC</a>	<a href="#">0009WAC</a>	BUG SCREEN Mounted Behind Grille
76	FRONT END	<a href="#">0009WBM</a>	<a href="#">0009WBM</a>	FRONT END Tilting, Fiberglass, with Three Piece Construction, Sloped Front
77	SPEEDOMETER, TOOLS, MISC	<a href="#">0010AGB</a>	<a href="#">0010AGB</a>	CONNECTED PLATFORM Includes Connectivity Module and Five Year Data Plan
78	ENGINE	<a href="#">0010UAV</a>	<a href="#">0010UAV</a>	VEHICLE REGISTRATION IDENTITY ID for Non-CARB Omnibus and/or Non-ACT Adopting State or Exempt Vehicle. Not for use on vehicles registering in CA. Contains non-mitigated legacy engine & cannot be registered in CA unless exempt. You may be held liable under state law for failure to properly register vehicle.
79	SPEEDOMETER, TOOLS, MISC	<a href="#">0010WBS</a>	<a href="#">0010WBS</a>	KEYS - ALL ALIKE, ADDITIONAL 2 Keys
80	SPEEDOMETER, TOOLS, MISC	<a href="#">0010WCY</a>	<a href="#">0010WCY</a>	SAFETY TRIANGLES
81	SPEEDOMETER, TOOLS, MISC	<a href="#">0010WKJ</a>	<a href="#">0010WKJ</a>	KEYS - ALL ALIKE, ID I-1003 Compatible with Z-001
82	SPEEDOMETER, TOOLS, MISC	<a href="#">0010XAN</a>	<a href="#">0010XAN</a>	FIRE EXTINGUISHER 5 lb Class A B C

83	SPEEDOMETER, TOOLS, MISC	<a href="#">0010XAP</a>	<a href="#">0010XAP</a>	FIRE EXTINGUISHER BRACKET Mounted Left Side Driver Seat
84	SPEEDOMETER, TOOLS, MISC	<a href="#">0010021</a>	<a href="#">0010021</a>	CHASSIS COATING Corrosion Resistant E-Coat Primer Coating for Single Frame Rails
85	SPEEDOMETER, TOOLS, MISC	<a href="#">0010060</a>	<a href="#">0010060</a>	PAINT SCHEMATIC, PT-1 Single Color, Design 100
86	SPEEDOMETER, TOOLS, MISC	<a href="#">0010210</a>	<a href="#">0010210</a>	LABEL Emissions, Fuel Economy and Noise. DO NOT ORDER-FOR FACTORY USE ONLY
87	SPEEDOMETER, TOOLS, MISC	<a href="#">0010661</a>	<a href="#">0010661</a>	PAINT, NON-REFLECTING Non-Reflecting Paint
88	SPEEDOMETER, TOOLS, MISC	<a href="#">0010761</a>	<a href="#">0010761</a>	PAINT TYPE Base Coat/Clear Coat, 1-2 Tone
89	CLUTCH	<a href="#">0011001</a>	<a href="#">0011001</a>	CLUTCH Omit Item (Clutch & Control)
90	ENGINE	<a href="#">0012BGV</a>	<a href="#">0012BGV</a>	ENGINE, DIESEL {International S13} EPA 2024, 450HP @ 1800 RPM, 1750 lb-ft Torque @ 900 RPM, 2000 RPM Governed Speed, 450 Peak HP (Max)
91	ENGINE	<a href="#">0012TAB</a>	<a href="#">0012TAB</a>	POWERTRAIN INTERFACE MODULE
92	ENGINE	<a href="#">0012THT</a>	<a href="#">0012THT</a>	FAN DRIVE {Horton Drivemaster} Two-Speed Type, Direct Drive, with Residual Torque Device for Disengaged Fan Speed
93	ENGINE	<a href="#">0012VBY</a>	<a href="#">0012VBY</a>	AIR CLEANER Single Element, Engine Mounted
94	ENGINE	<a href="#">0012VJY</a>	<a href="#">0012VJY</a>	EMISSION, CALENDAR YEAR {International S13} EPA, OBD and GHG Certified for Calendar Year 2025
95	ENGINE	<a href="#">0012WGA</a>	<a href="#">0012WGA</a>	HOSE CLAMPS, RADIATOR HOSES , Mechanical Type; with Constant-Tension Functionality
96	ENGINE	<a href="#">0012WGK</a>	<a href="#">0012WGK</a>	ENGINE RE-RATE IDENTITY Engine Re-rate Capable. Additional Charge for Re-Rate May Be Applicable at Time of Re-Rate. Re-rate HP and Torque Dependent on Chassis Components.
97	ENGINE	<a href="#">0012WTA</a>	<a href="#">0012WTA</a>	FAN DRIVE SPECIAL EFFECTS Fan Cooling Ring with Fan Shroud Effects, Engine Mounted
98	ENGINE	<a href="#">0012WVG</a>	<a href="#">0012WVG</a>	EPA IDLE COMPLIANCE Low NOx Idle Engine, Complies with EPA Clean Air Regulations; Includes "Certified Clean Idle" Decal on Hood
99	ENGINE	<a href="#">0012WYX</a>	<a href="#">0012WYX</a>	BLOCK HEATER, ENGINE (Phillips) 120V/1500W, with "W" Cord for Fuel Heater and 120V/300W Oil Pan Heater
100	ENGINE	<a href="#">0012WZJ</a>	<a href="#">0012WZJ</a>	CARB IDLE COMPLIANCE Low NOx Idle Engine, Complies with California Clean Air Regulations; Includes "Certified Clean Idle" Decal located on Driver Door
101	ENGINE	<a href="#">0012XCY</a>	<a href="#">0012XCY</a>	RADIATOR Aluminum, Cross Flow, 1144 SqIn, with 1007 SqIn Charge Air Cooler
102	ENGINE	<a href="#">0012XZT</a>	<a href="#">0012XZT</a>	CARB EMISSION WARR COMPLIANCE for International S13 Engines
103	ENGINE	<a href="#">0012703</a>	<a href="#">0012703</a>	ANTI-FREEZE Red, Extended Life Coolant; To -40 Degrees F/ -40 Degrees C, Freeze Protection
104	TRANSMISSION	<a href="#">0013BEG</a>	<a href="#">0013BEG</a>	TRANSMISSION, AUTOMATIC {Allison 4500 RDS} 6th Generation Controls, Wide Ratio, 5-Speed with Overdrive, with PTO Provision, Less Retarder, Includes Oil Level Sensor, On/Off Highway
105	TRANSMISSION	<a href="#">0013WAW</a>	<a href="#">0013WAW</a>	OIL COOLER, TRANSMISSION (Modine) Water to Oil Type
106	TRANSMISSION	<a href="#">0013WEH</a>	<a href="#">0013WEH</a>	AUTOMATIC NEUTRAL Allison Transmission Shifts to Neutral When Parking Brake is

107	TRANSMISSION	<a href="#">0013WET</a>	<a href="#">0013WET</a>	Engaged and Remains in Neutral When Parking Brake is Disengaged, without On/Off Switch
108	TRANSMISSION	<a href="#">0013WLM</a>	<a href="#">0013WLM</a>	TRANSMISSION SHIFT CONTROL Column Mounted Stalk Shifter, Not for Use with Allison 1000 & 2000 Series Transmission
109	TRANSMISSION	<a href="#">0013WUS</a>	<a href="#">0013WUS</a>	TRANSMISSION OIL Synthetic; 63 thru 76 Pints
110	TRANSMISSION	<a href="#">0013WVY</a>	<a href="#">0013WVY</a>	ALLISON SPARE INPUT/OUTPUT for Rugged Duty Series (RDS) and Regional Haul Series (RHS), General Purpose Trucks, Package Number 223, Modified for Single Input Auto Neutral
111	TRANSMISSION	<a href="#">0013WYH</a>	<a href="#">0013WYH</a>	NEUTRAL AT STOP Allison Transmission Shifts to Neutral When Service Brake is Depressed and Vehicle is at Stop; Remains in Neutral Until Service Brake is Released
112	TRANSMISSION	<a href="#">0013XAA</a>	<a href="#">0013XAA</a>	TRANSMISSION TCM LOCATION Located Inside Cab
113	TRANSMISSION	<a href="#">0013XAL</a>	<a href="#">0013XAL</a>	PTO CONTROL, DASH MOUNTED For Customer Provided PTO; Includes Switch, Electric/Air Solenoid, Piping and Wiring
114	TRANSMISSION	<a href="#">0013XBD</a>	<a href="#">0013XBD</a>	PTO LOCATION Customer Intends to Install PTO at Left Side of Transmission
115	REAR AXLES, SUSPENSIONS	<a href="#">0014HRC</a>	<a href="#">0014HRC</a>	SHIFT CONTROL PARAMETERS (Allison) 3000 or 4000 Series Transmissions, with DynActive, Dynamic Shift Sensing (FuelSense 2.0 Basic)
116	REAR AXLES, SUSPENSIONS	<a href="#">0014UHK</a>	<a href="#">0014UHK</a>	AXLE, REAR, TANDEM (Meritor RT-46-164EH) Single Reduction, Standard Width, 46,000-lb Capacity, Driver Controlled Locking Differential in Forward-Rear and Rear-Rear Axle, 200 Wheel Ends
117	REAR AXLES, SUSPENSIONS	<a href="#">0014WBN</a>	<a href="#">0014WBN</a>	SUSPENSION, REAR, TANDEM (Hendrickson RT-463) Walking Beam, 46,000-lb Capacity, 54" Axle Spacing, Multileaf Springs, with Bronze Center Bushings
118	REAR AXLES, SUSPENSIONS	<a href="#">0014WMK</a>	<a href="#">0014WMK</a>	DIFF. SWITCH CONTROLS Two Independent Switches for Control Traction Differentials on Tandem Rear Axles, Mounted on Dash
119	REAR AXLES, SUSPENSIONS	<a href="#">0014862</a>	<a href="#">0014862</a>	AXLE, REAR, LUBE (EmGard FE-75W-90) Synthetic Oil; 65 thru 89.99 Pints
120	FUEL TANKS	<a href="#">0015BAA</a>	<a href="#">0015BAA</a>	PDL WARNING BUZZER Power Divider Lock
121	FUEL TANKS	<a href="#">0015LNZ</a>	<a href="#">0015LNZ</a>	DEF TANK COVER Stainless Steel
122	FUEL TANKS	<a href="#">0015LRA</a>	<a href="#">0015LRA</a>	FUEL HEATER PLUMBING Plumbing for Blender Valve Integrated in Fuel Water Separator, Thermostatically Controlled, for S13 Engine
123	FUEL TANKS	<a href="#">0015LRE</a>	<a href="#">0015LRE</a>	FUEL/WATER SEPARATOR (Davco 388) 120 VAC Plug-In Electric Pre-Heater, 12 VDC Electric Heater, with ESOC Fittings, Includes Water-in-Fuel Sensor
124	FUEL TANKS	<a href="#">0015SWD</a>	<a href="#">0015SWD</a>	LOCATION FUEL/WATER SEPARATOR Mounted Under Hood, Left Side, Above Front Axle
125	FUEL TANKS	<a href="#">0015WEY</a>	<a href="#">0015WEY</a>	FUEL TANK Top Draw, Polished Aluminum, 26" Dia, 80 US Gal (303L), Mounted Left Side, Under Cab
126	FUEL TANKS	<a href="#">0015924</a>	<a href="#">0015924</a>	DEF TANK 10.8 US Gal (41L) Capacity, Frame Mounted Outside Left Rail, Under Cab
				FUEL TANK STRAPS Bright Finish Stainless Steel

127	CABS, COWLS, BODIES	<a href="#">0016BAM</a>	<a href="#">0016BAM</a>	AIR CONDITIONER with Integral Heater and Defroster
128	CABS, COWLS, BODIES	<a href="#">0016GEG</a>	<a href="#">0016GEG</a>	GAUGE CLUSTER Premium Level; English with English Electronic Speedometer
129	CABS, COWLS, BODIES	<a href="#">0016GHU</a>	<a href="#">0016GHU</a>	GRAB HANDLE, CAB INTERIOR (2) Safety Yellow
130	CABS, COWLS, BODIES	<a href="#">0016HCH</a>	<a href="#">0016HCH</a>	SEATBELT WARNING LIGHT IND. Mounted in Dash, Will Flash when Park Brake is Disengaged and Driver Seatbelt Unfastened, Audible Alarm to Remind Driver to Fasten Seatbelt
131	CABS, COWLS, BODIES	<a href="#">0016HGN</a>	<a href="#">0016HGN</a>	GAUGE, AIR APPLICATION
132	CABS, COWLS, BODIES	<a href="#">0016HKN</a>	<a href="#">0016HKN</a>	PRE-TRIP INSPECTION Displayed in Cluster, Fluid Level Checks for Coolant, Engine Oil, Transmission Oil, DEF, Diesel
133	CABS, COWLS, BODIES	<a href="#">0016HKT</a>	<a href="#">0016HKT</a>	IP CLUSTER DISPLAY On Board Diagnostics Display of Fault Codes in Gauge Cluster
134	CABS, COWLS, BODIES	<a href="#">0016LJS</a>	<a href="#">0016LJS</a>	SEAT, DRIVER (National 2000) Air Suspension, High Back with Integral Headrest, Vinyl, Isolator, 1 Chamber Lumbar, 2 Position Front Cushion Adjustment, -3 to +14 Degree Seat Back Angle Adjust, Dual Shocks
135	CABS, COWLS, BODIES	<a href="#">0016SGH</a>	<a href="#">0016SGH</a>	GRAB HANDLE, EXTERIOR (2) Chrome, for Cab Entry, (1) Towel Bar Type, with Anti-Slip Rubber Inserts Mounted Left Side at B-Pillar, (1) Towel Bar Type Mounted Right Side on Vertical Exhaust
136	CABS, COWLS, BODIES	<a href="#">0016SMN</a>	<a href="#">0016SMN</a>	SEAT, PASSENGER (National) Non Suspension, High Back, Fixed Back, Integral Headrest, Vinyl
137	CABS, COWLS, BODIES	<a href="#">0016SNV</a>	<a href="#">0016SNV</a>	MIRRORS (2) Aero Pedestal, Power Adjust, Heated, Turn Signals, Bright Heads, Black Arms, 6.5" x 14" Flat Glass, Includes 6.5" x 6" Convex Mirrors, for 102" Load Width
138	CABS, COWLS, BODIES	<a href="#">0016SNX</a>	<a href="#">0016SNX</a>	MIRROR, CONVEX, LOOK DOWN Right Side, Bright, 6" x 10.5"
139	CABS, COWLS, BODIES	<a href="#">0016VCC</a>	<a href="#">0016VCC</a>	SEAT BELT All Orange; 1 to 3
140	CABS, COWLS, BODIES	<a href="#">0016VKK</a>	<a href="#">0016VKK</a>	CAB INTERIOR TRIM Diamond, for Day Cab
141	CABS, COWLS, BODIES	<a href="#">0016VLU</a>	<a href="#">0016VLU</a>	CAB REAR SUSPENSION Air Suspension, for High Cab Height
142	CABS, COWLS, BODIES	<a href="#">0016VLV</a>	<a href="#">0016VLV</a>	MONITOR, TIRE PRESSURE Omit
143	CABS, COWLS, BODIES	<a href="#">0016WBY</a>	<a href="#">0016WBY</a>	ARM REST, RIGHT, DRIVER SEAT
144	CABS, COWLS, BODIES	<a href="#">0016WHJ</a>	<a href="#">0016WHJ</a>	HOSE CLAMPS, HEATER HOSE (Breeze) Belleville Washer Type
145	CABS, COWLS, BODIES	<a href="#">0016WJU</a>	<a href="#">0016WJU</a>	WINDOW, POWER (2) and Power Door Locks, Left and Right Doors, Includes Express Down Feature
146	CABS, COWLS, BODIES	<a href="#">0016XJN</a>	<a href="#">0016XJN</a>	INSTRUMENT PANEL Flat Panel
147	CABS, COWLS, BODIES	<a href="#">0016XRX</a>	<a href="#">0016XRX</a>	MODESTY PANEL Painted
148	CABS, COWLS, BODIES	<a href="#">0016XWE</a>	<a href="#">0016XWE</a>	SUNSHADE, EXTERIOR Bright Finish, with Integral Clearance/Marker Lights
149	CABS, COWLS, BODIES	<a href="#">0016ZBT</a>	<a href="#">0016ZBT</a>	ACCESS, CAB Steel, Driver & Passenger Sides, Two Steps per Door, for use with Day Cab and Extended Cab
150	CABS, COWLS, BODIES	<a href="#">0016000</a>	<a href="#">0016000</a>	FLOOR COVERING Transmission Cover, Floor Mats and Seal DO NOT ORDER-FOR FACTORY USE ONLY
151	CABS, COWLS, BODIES	<a href="#">0016030</a>	<a href="#">0016030</a>	CAB Conventional, Day Cab

152	WHEELS, TIRES - FRONT	<a href="#">0027DUS</a>	<a href="#">0027DUS</a>	WHEELS, FRONT {Accuride 41730} DISC; 22.5x9.00 Rims, Extra Polish Aluminum, 10-Stud, 285.75mm BC, Hub-Piloted, Flanged Nut, with Steel Hubs
153	WHEELS, TIRES - REAR	<a href="#">0028DWM</a>	<a href="#">0028DWM</a>	WHEELS, REAR {Accuride 42362} DUAL DISC; 24.5x8.25 Rims, Extra Polish Aluminum, 10-Stud, 285.75mm BC, Hub-Piloted, Flanged Nut, with Steel Hubs
154	WARRANTY	<a href="#">0040NSE</a>	<a href="#">0040NSE</a>	CARB COMPANION PLAN for CARB A26, S13 and X15 Engines
155	WARRANTY	<a href="#">0040NSW</a>	<a href="#">0040NSW</a>	CARB PLAN S13
156	WARRANTY	<a href="#">0040127</a>	<a href="#">0040127</a>	WARRANTY Standard for HV513/HV515, HV613/HV615 Models, Effective with Vehicles Built July 1, 2017 or Later, CTS-2030A
157		<a href="#">0217FYB</a>	<a href="#">0217FYB</a>	*** ERROR GETTING DECSRIPTION: SQLCODE = +00100
158		<a href="#">0425FTA</a>	<a href="#">0425FTA</a>	*** ERROR GETTING DECSRIPTION: SQLCODE = +00100
159		<a href="#">0425FTH</a>	<a href="#">0425FTH</a>	*** ERROR GETTING DECSRIPTION: SQLCODE = +00100
160	BRAKES	<a href="#">0504061</a>	<a href="#">0504061</a>	SPRING BRAKE MODULATOR VALVE with Relay function
161	MISC	<a href="#">0504062</a>	<a href="#">0504062</a>	AIR TANK VOLUME IDENTITY Nominal 5880 CuIn System Capacity
162	BRAKES	<a href="#">0504090</a>	<a href="#">0504090</a>	AIR TANK MOUNTING , Bracket Spacing of 376mm for Front of Suspension Air Tanks
163	BRAKES	<a href="#">0504513</a>	<a href="#">0504513</a>	BRAKE LININGS, REAR {Meritor MA2301} for S-Cam Brake
164	BRAKES	<a href="#">0504545</a>	<a href="#">0504545</a>	BRAKE LININGS, FRONT {Meritor MA2301} for Air S-Cam Brakes
165	BRAKES	<a href="#">0504546</a>	<a href="#">0504546</a>	SLACK ADJUSTERS LENGTH, FRONT 5.5"
166	BRAKES	<a href="#">0504547</a>	<a href="#">0504547</a>	SLACK ADJUSTERS LENGTH, REAR 5.5"
167	DRIVELINES	<a href="#">0506001</a>	<a href="#">0506001</a>	YOKE, TRANSMISSION OUTPUT
168	DRIVELINES	<a href="#">0506007</a>	<a href="#">0506007</a>	YOKE, FORWARD REAR AXLE INPUT
169	DRIVELINES	<a href="#">0506008</a>	<a href="#">0506008</a>	YOKE, FWD-RR AXLE, REAR OUTPUT
170	DRIVELINES	<a href="#">0506010</a>	<a href="#">0506010</a>	YOKE, REAR-REAR AXLE, INPUT or Single Rear Axle Input
171	DRIVELINES	<a href="#">0506100</a>	<a href="#">0506100</a>	DRIVELINE LABOR IDENTITY for Driveline Labor
172	DRIVELINES	<a href="#">0506102</a>	<a href="#">0506102</a>	CENTER BEARING, SECOND XMBR Mounted to Rear of Bracket
173	DRIVELINES	<a href="#">0506110</a>	<a href="#">0506110</a>	CENTER BEARING MTG. PARTS
174	ELECTRICAL SYSTEMS	<a href="#">0508010</a>	<a href="#">0508010</a>	SOLENOID, AIR ACCESSORY 4-Pak, Electric Operated, Does Not Include an ECU or J1939 Communications
175	MISC	<a href="#">0508097</a>	<a href="#">0508097</a>	ELECTRICAL SYSTEM MUX for Electrical Common Architecture System
176	MISC	<a href="#">0508099</a>	<a href="#">0508099</a>	SWITCH, ROCKER MUX in Lighting Control Module C1
177	MISC	<a href="#">0508100</a>	<a href="#">0508100</a>	SWITCH, ROCKER MUX in Lighting Control Module C2
178	MISC	<a href="#">0508105</a>	<a href="#">0508105</a>	ELECTRICAL ARCHITECTURE Modular Cab Interconnect Architecture
179	SPEEDOMETER, TOOLS, MISC	<a href="#">0510AAB</a>	<a href="#">0510AAB</a>	LANGUAGE IDENTITY For English
180	SPEEDOMETER, TOOLS, MISC	<a href="#">0510000</a>	<a href="#">0510000</a>	BULK MATERIAL
181	MISC	<a href="#">0510002</a>	<a href="#">0510002</a>	SERVICE PARTS ASSEMBLIES

**ServiceContracts**

VIN : 3HAPVSZT4TL584270


**Standard Warranty Coverage**

**Search Standard Warranty Coverage** Note: Date, Odometer, and Hours below were retrieved from Health Report Scan ID [279317407](#)

Date 5/11/2026  Odometer 1,893 Miles Hours 69

Standard Coverage Component	Coverage Duration	Coverage Distance	Hours	Status
<a href="#">Basic Vehicle Warranty</a>	1/1/0001 - 1/1/0002	Unlimited	Unlimited	Not in Service
<a href="#">Frame Side Rails</a>	1/1/0001 - 1/1/0006	Unlimited	Unlimited	Not in Service
<a href="#">Cab/Cowl Structure</a>	1/1/0001 - 1/1/0006	Unlimited	Unlimited	Not in Service
<a href="#">Brightwork, Chassis Paint and Corrosion (Other than Cab)</a>	1/1/0001 - 7/1/0001	Unlimited	Unlimited	Not in Service
<a href="#">Hood/Cab Paint</a>	1/1/0001 - 1/1/0002	Unlimited	Unlimited	Not in Service
<a href="#">Cab/Cowl Perforation Corrosion</a>	1/1/0001 - 1/1/0006	Unlimited	Unlimited	Not in Service
<a href="#">First 90 Days from Delivery to User (DTU) + Towing (Vehicle Down Warrantable Situations Only)</a>	1/1/0001 - 4/1/0001	Unlimited	Unlimited	Not in Service
<a href="#">Front Axle Assembly (Rear Axle Weight Ratings of 52,000 lb and Less)</a>	1/1/0001 - 1/1/0004	0 - 300,000 Miles	Unlimited	Not in Service
<a href="#">Rear Axle and Differential (Rear Axle Weight Ratings of 52,000 lb and Less)</a>	1/1/0001 - 1/1/0004	0 - 300,000 Miles	Unlimited	Not in Service
<a href="#">Federal Emissions Coverage (Medium/Heavy, Heavy Duty Diesel Engine)</a>	1/1/0001 - 1/1/0006	0 - 100,000 Miles	Unlimited	Not in Service
<a href="#">Greenhouse Gas Emissions Coverage</a>	1/1/0001 - 1/1/0006	0 - 100,000 Miles	Unlimited	Not in Service
<a href="#">Towing (Vehicles with International A26/S13 Engine Failures Only)</a>	1/1/0001 - 1/1/0003	Unlimited	Unlimited	Not in Service
<a href="#">International A26/S13 Engine</a>	1/1/0001 - 1/1/0003	Unlimited	Unlimited	Not in Service
<a href="#">International A26/S13 Engine Major Components</a>	1/1/0001 - 1/1/0006	0 - 500,000 Miles	Unlimited	Not in Service

**Extended Service Contract**

 There is no Extended Service Contract Information to display for this vehicle.

**ESTIMATE**

**Womack Truck Body Inc.**  
4893 Cartersville Hwy  
Dallas, GA 30132

Bryce.womack@att.net  
+1 (770) 445-7032  
womacktruckbody.com



**Rush Truck Center: Kurt Hohlstein**

**Bill to**  
Kurt Hohlstein  
Rush Truck Center  
2560 Moreland Ave  
Atlanta, Ga 30315 USA

**Estimate details**

VIN: TL584270

Estimate no.: 4241  
Estimate date: 05/29/2026  
Expiration date: 06/29/2026

Product or service	Description	Qty	Rate	Amount
50 Ton Pintle Hitch on Tandem Dump	50 Ton Swivel Pintle Hitch Glad Hand mounts Trailer Plug Mount HD Mounting plate w/ reinforcements New LED lighting Paint hitch mounting plate black Electric Brake Control mounted in cab 7 pin "RV" style trailer plug  Picked up from RTC Doraville Delivered back to RTC Moreland			
			Expiry date	06/29/2026

Accepted date

Accepted by

# INVOICE



Date	Invoice #
2/11/2026	45665

**Bill To**

Rush Truck Center  
 PO Box 34510  
 San Antonio, TX 78265

**Ship To**

P.O. Number	Terms	Rep	Ship	Via	Job Number	Project
Benjie Tyre	Net 10 Days	DPD	2/11/2026	TEC Delivery	E9-0825	

Quantity	Item Code	Description	Price Each	Amount
1	Shop-Dealer-Dump B...	Godwin 550T Dump Body 16' Long x 42" High 10" I-Beam Long Sills Crossmemberless Understructure 42 " Tall 10 GA High Tensile Steel w/Pressed V-Braces 8" Side Board Gussets AR450 3/16" One Piece 50.000 PSI Hi-tensile Steel 10 GA High Tensile Steel 24" Cab Protector w/Built In Wind Deflector Sloped Single Panel 10 GA Hi-tensile Steel. Air Release Heavy Duty Off Set Cast Steel Hinge, Banjo Eyes w/ Chains Black Powder Coated LED Marker Light Kit - Light to Federal Specs #108 - Use Factory Stop/Tail/Turn Stop/Tail/Turn in Rear Corner Post HD Direct Drive Electric Tarp Assy with HD Aluminum Arms & Cross Bars HD Black Asphalt Tarp On Tailgate Front Telescopic G74135 HYVA : Console Controls Anti-Sail 8" Pressure Treated Side Boards Sides of Body Insulated with Polished Stainless Steel Panels Bolt-On Spreader Apron Stop/Tail/Turn in Rear Corner Post 12 VDC Audible Backup Alarm		

Thank you for your business.	Remit To: Transport Equipment 3416 Sylvester Rd. Albany, GA 31705 Phone: (229) 435-0254 Email: info@transportequipmentco.com Website: https://transportequipmentco.com	<b>TOTAL</b>
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# INVOICE



Date	Invoice #
2/11/2026	45665

**Bill To**  
 Rush Truck Center  
 PO Box 34510  
 San Antonio, TX 78265

**Ship To**

P.O. Number	Terms	Rep	Ship	Via	Job Number	Project
Benjie Tyre	Net 10 Days	DPD	2/11/2026	TEC Delivery	E9-0825	
Quantity	Item Code	Description			Price Each	Amount
1	Freight	In Cab Console 3" - FEATHERING Style Valve PTO Switch. Air Gate Latch, Tarp Switch all in Dash to Factory Switches FOB Macon, GA VIN: TL584270 Body #: GM81707-B PTO: 25441851 Pump: 240400213 Cylinder: F10Y63644				
Thank you for your business.		Remit To: Transport Equipment 3416 Sylvester Rd, Albany, GA 31705 Phone: (229) 435-0254 Email: info@transportequipmentco.com Website: https://transportequipmentco.com				

**Katie Cornelius**

---

**From:** Stephen Orton  
**Sent:** Tuesday, May 19, 2026 12:19 PM  
**To:** Kaycee Gordy  
**Subject:** RE: [EXTERNAL] New Class eight Dump Truck Justification 54,000 pound.

**Follow Up Flag:** Follow up  
**Flag Status:** Flagged

I sure will

Stephen H. Orton MSc, PE , CAP, CCST, Master Electrician  
Facility Engineering & Maintenance Divison  
Augusta Utilities Department  
Maintenance Superintendent  
Cell - (706) 836-7283  
[sorton@augustaga.gov](mailto:sorton@augustaga.gov)

Surround yourself with the best people you can find, delegate authority, and don't interfere as long as the policy you've decided upon is being carried out.

**Ronald Reagan**



[www.ISA.Org](http://www.ISA.Org)

**From:** Kaycee Gordy <KGordy@augustaga.gov>  
**Sent:** Tuesday, May 19, 2026 12:18 PM  
**To:** Stephen Orton <SOrton@augustaga.gov>  
**Cc:** Kurt Hohlstein <HohlsteinK@RushEnterprises.com>  
**Subject:** RE: [EXTERNAL] New Class eight Dump Truck Justification 54,000 pound.

Stephen,

Can you contact Kurt Hohlstein about the dump truck you are requesting? Tell him what you need and let him quote you from the state contract to move forward before we submit for bid.

Kurt Hohlstein  
Rush Truck Center Atlanta  
2560 Moreland Ave  
Atlanta, GA 30315  
Cell: (404) 281-5376

Direct: (678) 420-7530

**Kaycee Gordy | Fleet Operations Specialist**  
**Augusta – Richmond County | Central Services Department**  
1568 Broad St Bldg. C | Augusta, Georgia 30901  
(p) 706-821-2894 | (c) 762-622-0744  
[kgordy@augustaga.gov](mailto:kgordy@augustaga.gov) | [www.augustaga.gov](http://www.augustaga.gov)



**From:** Stephen Orton <[Sorton@augustaga.gov](mailto:Sorton@augustaga.gov)>  
**Sent:** Thursday, April 16, 2026 12:19 PM  
**To:** Kaycee Gordy <[KGordy@augustaga.gov](mailto:KGordy@augustaga.gov)>  
**Subject:** FW: [EXTERNAL] New Class eight Dump Truck Justification 54,000 pound.

Kaycee, please use this one below for the justification on dump truck

Stephen H. Orton MSc, PE , CAP, CCST, Master Electrician  
Facility Engineering & Maintenance Divison  
Augusta Utilities Department  
Maintenance Superintendent  
Cell - (706) 836-7283  
[sorton@augustaga.gov](mailto:sorton@augustaga.gov)

Surround yourself with the best people you can find, delegate authority, and don't interfere as long as the policy you've decided upon is being carried out.

**Ronald Reagan**



[www.ISA.Org](http://www.ISA.Org)

**From:** John Goodenough <[john.goodenough@bellsouth.net](mailto:john.goodenough@bellsouth.net)>  
**Sent:** Thursday, April 16, 2026 11:57 AM  
**To:** Stephen Orton <[Sorton@augustaga.gov](mailto:Sorton@augustaga.gov)>  
**Subject:** [EXTERNAL] New Class eight Dump Truck Justification 54,000 pound.

New Class eight Dump Truck Justification 54,000 pound.

Currently, our fleet lacks Class eight dump trucks, limiting our capacity for transporting rock and performing towing operations. Our existing Class Six truck can only carry 5 tons of material. Due to the additional work required after Hurricane Helene, we're engaged in rocks runs and canal repairs, particularly at Sand Clay. Therefore, we'll use the Class eight truck to transport all quarry loads and for other construction jobs throughout the city. We'll also keep our old dump truck at Raw Water to store debris from the number one, four, and nine turban pumps.

Thank you,

John Goodenough

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AED:104.1



**Administrative Services Committee Meeting**

Meeting Date:

2026 – Fleet Capital Vehicle Purchases

**Department:** Central Services – Fleet Management

**Presenter:** Horace Green; Central Services Director

**Caption:** Motion to approve the purchase to replace two vehicles, at a total cost of \$91,242, from Akins Ford Dodge for various departments.

**Background:** Central Services-Fleet Management requests the purchase of two vehicles for various departments. Fleet staff located two suitable vehicles on GA statewide contract holder, Akins Ford Dodge vehicle lot.

Department	Current Asset	New Asset	Akins Ford Dodge	Funding
Central Services – Construction	204337, 05 Ford E150 Van (sold)	2026 Ford Cargo Van	\$58,483.00	Fleet Capital
Recreation	994446, 01 Ford Ranger (sold)	2026 Ford Maverick	\$32,759.00	Fleet Capital

Akins Dodge Ford is holding the two vehicles until the Augusta Commission has approved the orders. Once approved, Fleet Management will acquire the purchase orders and submit it to the vendor for delivery of the asset purchases.

The following departments are replacing assets that meet the Fleet Management, Operations, Maintenance and Replacement Policy criteria.

- Central Services – Facilities (1)
- Recreation (1)

**Analysis:** The Procurement Department approved the request and issued a letter of intent to purchase the two vehicles utilizing Fleet capital acct #272-01-6440/54-22210.

**Financial Impact:** Fleet Capital – (272-01-6440/54-22210) - \$91,242

**Alternatives** (1) Approve (2) Do not approve

**Recommendation:** Motion to approve the purchase to replace two vehicles, at a total cost of \$91,242, from Akins Ford Dodge for various departments.

**REVIEWED**  
**AND**  
**APPROVED**  
**BY:**

N/A



Andy Penick, CPSM, GCPM, GCPA, MBA  
Procurement Director

**LETTER OF INTENT TO PURCHASE VEHICLE FROM AKINS FORD DODGE**

This letter of intent dated, **June 10, 2026**, is to inform you that the Central Services Department – Fleet Management Division has concluded that we intend to purchase two vehicles for the below listed Departments, utilizing:

**Statewide Contract Number: 99999-001-SPD0000218**

The specific specifications and pricing information for this purchase is attached.

- 1. **Buyer:** Augusta, Georgia – Central Services Department: Fleet Management Division
- 2. **Seller:** Akins Ford Dodge (Attn: Savanna Waters)  
220 W. May Street, Widner, GA 30680
- 3. **Vehicles Total Purchase Price:** \$91,242.00
- 4. **Source:** Georgia Statewide Contract Number: **99999-001-SPD0000218**

Vehicles to be purchased and Departments to receive vehicles:

# of Vehicles	Department	Vehicle	Price
One (1)	Central Svc Construction	2026 Ford Cargo Van	\$58,483.00
One (1)	Recreation	2026 Ford Maverick	\$32,759.00

A purchase order will be provided upon the approval of the Augusta, Georgia Commission.

Sincerely,

Andy Penick, CPSM, GCPM, GCPA, MBA  
Director of Procurement

Attachments: Vehicle Purchase Price /Specifications/Quotes



# Central Services Department

Horace Green, Director  
LaQuona Porter, Fleet Manager

Fleet Management  
1568-C Broad Street  
Augusta GA 30904  
Phone: (706) 821-2892

## MEMORANDUM

JUN 2 '26 PM 4:35

**TO:** Andy Penick, Director, Procurement Director

**FROM:** Horace Green, Director, Central Services Director

**DATE:** June 1, 2026

**SUBJECT:** Request LOI to purchase two vehicles for the various Departments

Central Services-Fleet Management requests LOI to purchase two vehicles for various departments. Fleet staff located two suitable vehicles on statewide contract holder Akins Ford Dodge vehicle lot. The statewide contract number is 9999-001-SPD0000218.

Department	Current Asset	New Asset	Akins Ford Dodge	Funding
Central Services – Construction	204337, 05 Ford E150 Van (sold)	2026 Ford Cargo Van	\$58,483.00	Fleet Capital
Recreation	994446, 01 Ford Ranger (sold)	2026 Ford Maverick	\$32,759.00	Fleet Capital

Akins Dodge Ford is holding the two vehicles until the Augusta Commission has approved the orders. Once approved, Fleet Management will acquire the purchase order and submit it to the vendor for delivery of the asset purchases.

220 W. May St  
Winder, GA 30680



Phone 770-867-9136  
Fax 770-868-5219


Date: 5/27/2026

AUGUSTA GEORGIA

SWC# 99999-001-SPD0000218

Quoted By: Savanna Waters

QUOTE DATE	QTY	Description	AMOUNT	Pmts	Balance Due
5/27/2026		TRANSIT CARGO HIGH ROOF EXTENDED LENGTH RWD TKA73017	\$54,826.00		
		WEATHER GUARD ADJUSTABLE 60IN AND 44IN SHELVING WEATHER GUARD BULKHEAD AMBER LIGHTS 2 FRONT, 2 REAR WINDOW TINT, FIRE EXTINGUISHER	3,507.00		
		DELIVERY	150.00		
Current		30 Days		AMOUNT DUE	
60 Days		90 Days		\$58,483.00	

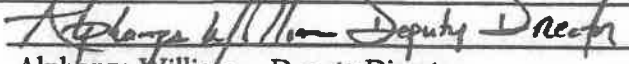
220 W. May St Winder, GA 30680  AUGUSTA GEORGIA		Phone 770-867-9136 Fax 770-868-5219  Date: 5/28/2026  Quoted By: Savanna Waters
--	---	--

QUOTE DATE	QTY	Description	AMOUNT	Pmts	Balance Due
5/28/2026		FORD MAVERICK XL AWD TRA82691	\$31,689.00		
		WHELEN MINI BAR, FIRE EXTINGUISHER, TINT FRONT 2 WINDOWS	\$ 920.00		
		DELIVERY	150.00		
Current		30 Days		AMOUNT DUE	
60 Days		90 Days		<b>\$32,759.00</b>	

**Central Services Department - Fleet Management Division  
Replacement Evaluation Form**

Asset Information		
Department Name:	Recreation	Date: 4-Sep-24
Org Key:	101-06-1110	
Vehicle Description:	01 Ford Ranger	Asset Number: 994446

Assigned Use: The vehicle was assigned to Recreation and Parks that provides daily travel to and from parks.


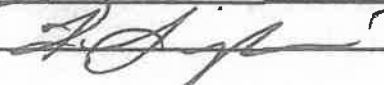
Signature of Director/Elected Official:   
 Name of Director/Elected Official: Alphonza Williams - Deputy Director

Purchase Date: 8/9/2001  
 Purchase Price: \$17,085.32  
 Current Mileage: 118,012 N/A  
 Current Hours:

Replacement Criteria Scoring		
	Score	Details
Miles/Hours	12	118,012 miles
Type of Service	3	
M&R Cost	3	71% OR \$12,198.04
Reliability	5	Repairs needed \$6,380
Condition	3	
<b>Total Score</b>	<b>26</b>	


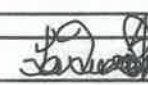

**Fleet Manager Recommendation:**  
 The vehicle needs repairs valuing \$6,380. Fleet Management recommends replacement of this vehicle as it is no longer economically feasible to continue repairing a deteriorating asset. The Department has deemed that this vehicle is in need of replacement to ensure the safety of the city employees providing the quality services. This will support the GREEN AUGUSTA initiative with the sell of Ford Rangers.

Planned Replacement Year: 2024  
 Funding Source: Fleet Capital

Fleet Manager Approval:   
 Name of Fleet Manager: Laquana C. Sanderson, Fleet Manager  
 Central Services Director Approval: 

Name of Director: Ron Lampkin, Interim Central Services Director

**Central Services Department - Fleet Management Division  
Replacement Evaluation Form**

Asset Information	
Department Name: <u>Central Servces - FM</u>	Date: <u>4/21/2025</u>
Org Key: <u>101-01-6420</u>	
Vehicle Description: <u>05 Ford E350</u>	Asset Number: <u>204337</u>
Assigned Use:	<u>Used by the painter to transport supplies and materials to varous jobsites.</u>
Signature of Director/Elected Official: 	
Name of Director/Elected Official: <u>Ron O. Lampkin</u>	
Purchase Date: <u>1/24/2005</u>	
Purchase Price: <u>\$15,297.00</u>	
Current Mileage: <u>139,740</u>	<u>N/A</u>
Current Hours: _____	
Replacement Criteria Scoring	
	<b>Score</b>
<b>Details</b>	
Miles/Hours	<u>14</u>
Type of Service	<u>3</u>
M&R Cost	<u>3</u>
Reliability	<u>4</u>
Condition	<u>4</u>
<b>Total Score</b>	<b><u>28</u></b>
Fleet Manager Recommendation:	
<p>Fleet Management recommends disposal due to the excessive wear and tear that is affecting the reliability and performance of the vehicle. Year to date, the total expenditure on repairs and maintenance has reached approximately 85% of the vehicle's original cost. Due to this vehicle no longer being cost-effective the van has been replaced with the Procurment van, assest #208121.</p>	
Planned Replacement Year: _____	
Funding Source: _____	
Fleet Manager Approval: 	
Name of Fleet Manager: <u>Laquona C. Sanderson, Fleet Manager</u>	
Central Services Director Approval: 	
Name of Director: <u>Ron Lampkin, Interim Central Services Director</u>	



**Administrative Services Committee Meeting**

June 23, 2026

Minutes

<b>Department:</b>	N/A
<b>Presenter:</b>	N/A
<b>Caption:</b>	Motion to approve the minutes of the June 9, 2026 Administrative Services Committee Meeting.
<b>Background:</b>	N/A
<b>Analysis:</b>	N/A
<b>Financial Impact:</b>	N/A
<b>Alternatives:</b>	N/A
<b>Recommendation:</b>	N/A
<b>Funds are available in the following accounts:</b>	N/A
<b><u>REVIEWED AND APPROVED BY:</u></b>	N/A